JUNIOR ACHIEVEMENT OF ARIZONA, INC.

CENTRAL DISTRICT BOARD MEETING MINUTES

**Videoconference**

**October 20, 2020**

**11:30 AM – 1:00 PM**

**Central District Board Members**:

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Member** | **Present****Y/N** |  | **Member** | **Present Y/N** |  | **Member** | **Present Y/N** |
| Antonia Sanchez | Y |  | Collin Krickl | Y |  | Micheline Faver | N |
| Art Tellez | Y |  | Diego Verdugo | Y |  | Neil Fernandes | Y |
| Bill Cassidy | Y |  | Fred Meeske | Y |  | Nikki Mancuso | N |
| Bill Kastin | Y |  | Jason Schneider | Y |  | Perry Berry | Y |
| Brad Harper | Y |  | Jeff Schelter | N |  | Robert Healy | Y |
| Brian Poli | Y |  | Jen Frank | N |  | Sean Claypool | Y |
| Brittany Fuentes | Y |  | Jennifer Higgins | Y |  | Suzie Eyrich | Y |
| Cary Smith (Chair) | Y |  | Jim Wessel | Y |  | Ted Raymond | Y |
| Chad Mantei | Y |  | Jonas McCormick | N |  | Tiffany House | Y |
| Chad Thurston | Y |  | Justin John | Y |  | Todd Leveen | N |
| Charlie Smith | Y |  | Karen Quick | Y |  | Tom Morgan | Y |
| Christine Baim | Y |  | Lance Infanger | N |  | Trevor Wilde | N |
| Chuck Warshaver | Y |  | Lori Bartlett | Y |  | Vijay Kapur | Y |
| Clarence Stallings | N |  | Mike Suba | Y |  | Frank Marino*, ex officio* | N |

**JAAZ Staff Members**:

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Member** | **Present****Y/N** |  | **Member** | **Present Y/N** |  | **Member** | **Present Y/N** |
| Katherine Cecala | Y |  | Amy Schaefer | Y |  | Lily Urrutia | Y |
| Sam Alpert | Y |  | Anne Landers | Y |  | Joss Francheterre | Y |

**CALL TO ORDER**

Mr. Cary Smith welcomed the Board Members to the meeting and called the meeting to order at 11:30 AM.

**MISSION MOMENT**

Ms. Cecala shared a video clip of students from Academia del Pueblo participating in a virtual lesson about managing money.

**APPROVAL OF 8/20/20 MEETING MINUTES**

**Mr. Raymond moved** to approve the 8/20/20 Meeting Minutes as presented.

**Mr. Harper seconded** the motion.

**The motion passed.**

**BALANCED SCORECARD & FINANCIALS**

Ms. Cecala reviewed the September 2020 Balanced Scorecard.

Ms. Schaefer presented the September 2020 Financial package.

**JAAZ UPDATES**

Ms. Cecala presented updates covering general operations and the strategic framework, including the current status of staffing, programs, fundraising, events, and the JA BizTown Modernization construction.

**BOARD DEVELOPMENT COMMITTEE UPDATE**

Mr. Collin Krickl presented an update on the Board Development Committee.

**Mr. Krickl moved** to elect Chuck Warshaver as Vice-Chair of the Fundraising Committee.

**Mr. Harper seconded** the motion.

**The motion passed.**

**Funraising Committee DISCUSSION**

Mr. Smith talked about the importance of and the Board’s role in fundraising. Ms. Tiffany House set up a discussion about what things the Board Members can do to support Junior Achievement of Arizona.

Board Members divided into breakout groups to discuss:

* Thoughts about, reaction to a $5000 give/get requirement or any additional “Get”
* Ideas for how the Board can help raise money for JA (Board as a whole set goals such as $$$$$ goal by Dec 31
* What things can you do or might be willing to commit to do, and what might other individual board members be able to do
* What tools, resources are needed

Groups reported back with key ideas from the breakout discussions. Ideas and comments included:

* Give/Get -- $5000 seems high; $2500 is a good goal; need to be flexible; raise over time; include cash equivalents; should not be an across-the-board requirement because different Members bring different skills; make it fun; some people are better with challenges than requirements
* How Board Members can help – holiday cards, social media; be active in their own sphere of influence; have a call-a-thon specific meeting to call donors; should have a sheet to track progress; use the list of names in your network (Chuck Loring presentation); brainstorm names and ideas; use the influence each person has; ensure people understand tax credit; share success stories; share how innovative JA is; share the cool things JA is doing; share that JA programs and funding for programs is more important than ever; because most people do not like to ask, can make connections and then turn over to Sam to ask; ask also for services not just money; online auctions; maybe a subcommittee to help with tax credit fundraising
* Tools/Information Needed – turnkey package that Board Members can use; get discussion between Board Meetings; digital package; have the right questions to use (why JA, what, how); how tax credit works; simple email that Board Members can send out about the tax credit (include how it does not compete with schools); better understand what funds are needed and why (what is the deficit); keep mission, impact, students in front of Board Members

The Fundraising Committee will be providing resources to Board Members to assist with fundraising efforts. Additional tax credit information will also be provided.

**ADJOURNMENT**

With no additional business coming before the Board, Mr. Cary Smith adjourned the meeting at 1:02 PM.

### Minutes prepared by: Katherine Cecala

|  |  |
| --- | --- |
|  | 10/30/20 |
| Secretary | Date |