

Minutes of the JP4 Foundation Board of Directors Meeting - February 6th 2023.

Meeting was called to order at 7:00 PM. Wilder Center, 451 Lexington Parkway North, St. Paul, MN, North End Room 2520

Attended by JP4 Foundation Board of Directors: Bart Wolkerstorfer, Kelli Gillispie-Coen, Jodi Lucast, Adam Barta, David Gurewitz, Lisa Price, Francisca Villamil, Austin Cumblad, Mick Sawinski as well as Jeff Huth, Foundation Executive Director and Absent: John Vogel

- 1. Bart called the meeting to order at 7:00**
- 2. Approve prior meeting minutes** - Barta moved / Kelly 2nd
- 3. Board Introductions** – 3 minutes each
- 4. Executive Director report**
 - a. Explained after-school program
 - i. Deficit - don't have any quantitative data ... yet
 - ii. Adverse Childhood Experiences - working on staying away from "ACES".
 - iii. We DO have data that shows people are attending school more, behavior is better and players are sneaking into our camps (:). Data is also showing that players / campers are talking about the mentors that we do have. For every two students we do have, we have one mentor. 2:1 ratio. Lisa asked about retention of mentors and Jeff explained that we have a bit of a revolving door. Commitment isn't full time pay. Currently, we are in the schools one day a week.
 - iv. Need to collect more data - which takes time - to be able to present an "ask" to larger donors.
 - v. Bart mentioned that while we will always help anyone who asks for it, our focus is the urban community. Currently we are in St. Paul and Minneapolis.
 - b. 2023 Budget review
 - i. \$13,000 surplus in 2023
 - ii. In-kind services are part of the budget
 - iii. Forecasted revenue
 1. Sizeable jumps will come in the form of
 - a. Grants
 - b. Corporate sponsors
 - iv. Obstacles include

1. Weather
2. Introduction to new committees
3. Not a “large” reserve
- v. Positives include
 1. Expanded board
 2. Individual donors are an area for growth. Currently, 10% of our revenue is ind. Donors. Most NP are at 50%
 3. Maturing grant process
 4. We can strategically ‘farm’ the community
- c. Lisa made a motion to approve budget / Jodi 2nd motion

5. Chair report

- a. 2023 Goals
 - i. Talked about the wording of the mission statement. We are taking “Young Adults” out of the mission statement
 1. Barta made a motion to take the “young adults” out / Jodi 2nd
 2. We are taking “Young adults” out of Vision Statement. Kelli made a motion / Jodi 2nd
 - ii. Running 5 events this year
 1. Al Newman’s Bowling
 2. Ladies 9 hole Golf Tournament
 3. JPIV 18 hole Golf Tournament
 4. Give to the Max Day
 5. Holiday Party (Blue Diamond Event)
 - iii. Goals include
 1. \$100K in corporate donations
 2. \$100K in new grants
 3. 8 Full Time Summer Camps
 4. 4 After-School Programs
- b. 2023 Committee Assignments – *We’d like each board member to head a committee this year. Please consider which one you’d be comfortable leading*
- c. *Lisa stated that it was a surprise that people should take on the full responsibility of a committee. Jeff wants to expand the committees to expand our network*
- d. *Bart’s ask is to consider your role on these committees and send top 3 to Bart Wolkerstorfer and Jeff Huth*

- i. Al Newman Bowling event – Jeff Huth
- ii. Women’s 9 Hole Golf Tourney -
- iii. Memorial 18 Hole Golf Tourney -
- iv. Give to the Max Day – Jeff Huth
- v. Holiday Party -
- vi. Policies, Procedures & Governance -
- vii. Corporate Donations -
- viii. Marketing/PR -
- ix. Program Curriculum & Metrics -

- e. 2023 Meeting dates, times and locations

6. Vice Chair report

- a. Holiday event debrief
- b. Accounting company review
 - i. Future Focus Solution - new accounting service where we would be getting 10 fold what we are getting now. This would be a 1-year deal. \$850 / month. Renews on December 31st. We can renegotiate at any time.
 - ii. The recommendation is that we change services.
 - iii. Jodi Lucast made a motion to switch from Boulay to Future Focus Solution. David Gurewitz 2nd.

7. New Business

- a. JP4 Program metrics
 - i. Marketing / PR committee
 - ii. Need a cohesive strategy
 - iii. Bullseye is not satisfactory
- b. JP4 Boat
 - i. Summer 2023
- c. Bart wants to challenge the board to come up with new ideas and bring them to the table.

8. Board only portion

9. Adjournment

- a. **David Gurewitz made a motion to adjourn. / Barta 2nd**