

Minutes of the JP4 Foundation Board of Directors Meeting - June 15th 2023.

Meeting was called to order at 6:00 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,, David Gurewitz, Lisa Price, Austin Cumblad, as well as Jeff Huth, Foundation Executive Director and Andrew, Future Focused Solutions Absent: Mick Sawinski, Francisca Villamil, Adam Barta

- 1. Open - Bart**
- 2. Approve Meeting Minutes – Bart**
- 3. Financial Review (10-15 mins) – Andrew, Future Focused Solutions**
 - a. Introduction - finance and operations for strictly non-profits.
 - b. 3 modes of communication, narrative, balance sheet, and graphs
 - c. TRD - 62k, budgeted, 77k
 - d. We are way below budget year to date sitting at 24% to budget compared to 41.67% to the year. That being said we have large expenses coming up this summer with \$100k in the summer program and more Diamond Club Expenses for 2023.
 - e. Current Cash is right at \$107,712 compared to our predictions at \$108,275, right on track. Let's keep an eye on our summer cash flow as July is our low period projected at \$47,042.
 - f. Contributions not ties to events "report"
 - i. 42% of the year is complete
 - ii. St. Paul Foundation gave a restricted check for 30k. Expand Diamond Club programming from 2 days per week to 4.
- 4. AI Newman Bowling Summary – Jeff**
 - a. 2023 NET - \$5,433.44 compared to \$9,891 in '22
 - b. Look to cut this in '24, how can we recoup the projected 10k.
- 5. Ladies Golf Tournament Summary – Kelli**
 - a. Great feedback from all.
 - b. 16 teams. 14 were paid.
 - c. \$5000 in golf, \$7500 in sponsors, \$1800 in vendors. In all we made a few thousand dollars.
 - d. Medina was less than stellar. Need to find a different course.
- 6. JP4 Memorial Golf Tournament – Jeff**
 - a. To date: 26 PM 4-somes, 8-AM 4-somes, 2 hole sponsors
 - b. BOD: sponsors and AM 4-somes
- 7. Marketing/PR – David & Lisa**
 - a. Where are we at now:

- i. Mens flier is done and will be sent out
- ii. Continue to work with Bullseye
- iii. Proposals:
 - 1. Mission Statement
 - a. Recommend redoing the current one
 - 2. Data on the website
 - a. Redefine the website
 - 3. Press Releases

8. Program Curriculums – John

- a. Met with Jeff and Isaiah set a course
- b. Review weekly lesson plans documents and provide feedback
- c. Data collection - working with the marketing committee
- d. Incorporating the MN state PE standards into lessons and data collection
- e. Missionally, how many more kids can 2 days more a week reach?
- f. Go to a camp - let me know

9. Corporate Sponsorships – Mick & Austin

- a. Met with United HC, secured 5k.
- b. Come with a short elevator pitch.
- c. Have a dollar amount tied to what it would give in terms of programming. 10k will get us this “x”.
- d. **Title sponsorships: Diamond Club sponsored by “x”**
- e. Potentials:
 - i. Wagner spray tech
 - ii. David Crownshoe from Crownshoe companies

10. Policies, Procedures & Governance – Fran or substitute

- a. Been getting stuff formalized
- b. Ad/Hoc meeting for the long term plan

11. Blue Diamond Gala – Jodi

- a. Cocktail attire
- b. Committees are formed
- c. Radisson Blu - money back for every hotel room booked
- d. 400 tickets need to be sold, could go up to 700
- e. Cost will be around 40k

12. ED Update – Jeff

- a. Isaiah is absolutely killing it. Something flipped recently in a good way.
 - i. Jeff is asking us, the BOD, to reach and with a positive message.
- b. Mentors are really top notch this year.
 - i. Jeff is having people from the community coming in to professionally develop the mentors. Example: John Harrington former police chief to talk deescalation tactics

13. Long-term plan - Bart

- a. Ad-hoc meeting to review and discuss TBD
 - i. Motion made to table this until all members can be present

14. Board Only – Bart & Kelli

- a. Chair Succession
- b. Other topics?

15. Adjournment - 8:01