



Minutes of the JP4 Foundation Q1 Board of Directors Meeting – August 28, 2023.

Meeting was called to order at 6:00 PM in-person and virtually via Zoom.

Attended by JP4 Foundation Board of Directors: Bart Wolkerstorfer, Kelli Gillispie-Coen, Jeff Huth, Foundation Executive Director, Jodi Lucast, Adam Barta, Mick Sawinski, Austin Cumblad, Fran Villamil

Lisa Price unable to attend

- 1. Call to Order**
 - a. Bart called the meeting order at 6:03 PM
- 2. Approve Minutes – Q2, 2023**
 - a. David motioned, Austin second
- 3. Approve Agenda – Q3, 2023**
 - a. David motioned, Austin second
- 4. Financials Report – Andrew Link**
 - a. Financials review (see attached documents)
 - b. June and July expenses were below budget
 - c. August should also be below budget
- 5. JP4 Memorial Golf Tournament Review - Jeff**
 - a. Tournament was best ever had
 - b. Prep was fantastic
 - c. Day of events went great
 - d. Prices were very happy
 - e. Having additional volunteers was a big help!
 - f. Planning on ~\$50,000 in gross revenue
 - g. Numbers will be final by mid-September
 - h. Corporate sponsorships was down
- 6. Summer Camps Review - Jeff**
 - a. Best group of mentors ever
 - b. Isaiah continues to grow and develop
 - c. Many requests to do more camps
 - d. Best summer yet
- 7. Removed for Privacy**
- 8. Give to the Max Day Campaign**
 - a. November 16, 2023
 - b. Time slots for matching donations
 - c. Board to help fill slots personally or via your network
- 9. 2023 Capital Campaign – Dave and Fran**
 - a. St. Paul Foundation Grant - \$30k
 - b. \$210k needed prior to year-end to fund additional Diamond Clubs

- c. Corporate packet to get in front of organizations
 - d. Board to provide company/people connections with potential donors
 - e. Marketing materials needed targeting corporations
 - f. Gala expenses/revenue
 - g. Events deep dive
10. **Corporate Sponsorships – Austin and Mick**
- a. Big part of capital campaign
11. **Blue Diamond Gala Update – Jodi**
- a. Need to schedule regular meetings
 - b. Jodi, Kelli, Bart, Lisa, Jeff
 - c. Need to sell tickets
 - d. Budget totals
 - e. Capital campaign cross reference
 - f. Messaging @ Gala
 - g. Network connectivity
12. **Marketing/PR Update – Lisa**
- a. Bart proxy for Lisa to update
 - b. Lisa met with Devon and Ashley from Rev marketing company a few weeks ago.
 - c. She really liked them. They are a pretty energy driven team.
 - d. There would have to be some some negotiation pertaining to cost.
 - e. They don't include quite as much as Bullseye.
 - f. Lisa is confident we can come to an agreement.
 - g. Devon told her he thought it would take about a month to get everything switched over from Bullseye
 - h. Lisa told him she felt it best to wait until after the Gala. He agreed.
 - i. Lisa has also reached out to Blue 42,
 - j. She hasn't heard back from them yet.
 - k. She will meet with them as soon as they're available.
 - l. Kelli would say to move on as they haven't been responding to her either.
 - m. Austin volunteered to help craft corporate messaging
13. **Propose adding an Advisory Council – Kelli and Fran**
- a. Board to focus on higher level information
 - b. Advisory council to focus on events, providing feedback, community liasion
 - c. Board/council Liasion
14. **Meeting was adjourned at 8:00**