



# TSIC Manatee Board of Directors Meeting Minutes

December 18<sup>th</sup>, 2020, 8:00 am – 9:30 am via Virtual Zoom Meeting

Prepared by Kristen Pepper

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**Attendance:**      **Present:**    *Anne Heller, Mark Barnebey, Rob Hendrickson, Kristen Pepper, Ray Vicks, Louis Chaykin, Dan Doyle, Jay Krames, Chuck Johnson, Laurey Stryker, Jennifer Caba*

**Absent:**    *Ghingo Brooks, Patrick Mackey, Mary Scott Ross, Teena Johnson, Dan Doyle*

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**I.      Call to Order at 8:05 am**

**II.     Consent Agenda Items**

- October 16, 2020 Meeting Minutes: Motion to accept by Laurey and seconded by Rob.

**III.    Committee Reports**

- Finance Committee (Financials) – Ray Vicks
  - Statement of Financial Position
    - Over \$606K in accounts vs. \$16K we had in 2019
    - \$2.8M in prepaid tuition – this number will grow over time
    - PPP loan - \$59,300
      - a. Used for payroll purposes
      - b. We expect forgiveness – this will shift from liabilities to income once forgiven
      - c. Laurey – With the possibility of a new round of PPP, would we consider applying?
        - i. Anne – YES

- ii. Ray – It is prudent to apply, even not forgiven – it would be at a rate of 2%
  - o Statement of Activity (P&L) – Ray Vicks
    - Contributions from major donors - \$156K vs \$86K in 2019
    - Salaries/Expenses – comparable to 2019
    - Big turnaround in excess of revenue (2020 compare to 2019)
  - o Financial Statements: Motion to accept by Jay and seconded by Jennifer.
- Donor Development Committee – Laurey Stryker (covered by Anne Heller)
  - o We are ahead of our goal for fundraising
    - Good balance of individual, corporate and foundation donations
  - o Spring is the time for our largest donations
  - o We have enough currently for 2021, we need to begin working towards 2022
  - o Mission Makers Legacy Circle – virtual event
    - Save the Date: Feb 9<sup>th</sup> @ noon
    - We have 6 legacy intent forms already – wanting another 9 before the event
  - o Anne: Our scholarship fund is at \$213,619.74 and we have \$20K in additional donations coming in.
- Board Recruitments – Mark Barnebey
  - o Welcome to our newest member, Chuck Johnson

#### IV. **Executive Director's Report** – Anne Heller

- Checking account is now over \$400K
- We are waiting on the Mary Parker Foundation check - \$100K asked
- We have taken in 34 new scholars this semester
  - o Even though we have a mentor matched to each, we still need more mentors.
    - We will add an additional 30 students in the Spring
- Javar and Jennifer are making TSIC videos for the schools.
  - o This will run in Title 1 schools in January
  - o The schools will be writing grants to buy scholarships for Title 1 student
- Year-end appeal – Goal \$25K; we are currently at \$50K
  - o Social Media Giving Tuesday – we raised \$10,700
- This semester has been very challenging because of how we had to function.
  - o We still have hit all of our goals.
- Grants include a line to state whether we have 100% participation by the board.
  - o Need 100% participation in order to be approved.

- Trying to reach out to some organizations (like Palmetto Youth Center) that will tie to students that need our help. Also tying in scholarships that are needed for these specific organizations.
- We had several applicants that would begin their application online and then stop. Our 400 applicants that was originally stated truly was only 55 that completed the application and qualified.
  - Because of remote learning, students were not connecting with their mentors like we would have liked.
- We applied for the CARES Act and received funding.
  - We are doing Zoom calls once a month with the students and covering topics like anxiety, mental health issues, drug issues, grade issues, etc.
  - Incentive to students – 1 hr of community service credit
  - Recorded sessions for those students that are working.
- Students are struggling academically due to virtual climate
  - We have the money and resources to be able to assist (tutoring, etc)
- We get a percentage of funding based on the risk factors of the students we have
  - Free scholarships are given for workforce kids
    - We have taken on *four* workforce kids this year
    - “Workforce” – the student’s parents are in the “workforce program”
      - a. Example: parent is incarcerated, not currently contributing to society, etc.
- Application Process – Anne will be taking suggestions to the State to streamline the application process.
- Student Recruitment
  - We are buying t-shirts for each of our TSIC kids
  - Hosting a Zoom call with our 2021 Class to kick off the excitement
  - Refer a friend option
    - Gamification: make it FUN for the kids
    - Concern: TSIC may have a *stigma* that it’s just for low income
  - Field Trips with Students?
    - We haven’t in the past, but worth asking
    - Transportation has always been our issue

**V. Executive Session (Closed to Staff)**

- Board members feel that Anne continues to exceed our expectations.
- \$25 gift to each employee
- Board agrees bonus will be given to Anne at end of fiscal year (July)

**VI. Old Business**

- None

**VII. New Business**

- Investment Policy | Gift Policy
  - Mark will send some samples
  - We need to have fluidity

**VIII. TSIC "Feel Good" Moment**

- Dr Chaykin – for introducing us to Flantzer Trust Opportunity match.
  - \$18K has been matched already

**IX. Adjourned at 9:21 am**