



Meeting Minutes Young Professionals of Martin County October 8, 2019 Meeting

Present: Kevin Burn, Morgan Murphy, Candace Callahan, Sam Bruning, Amy Snow, Spencer Perna, Brian Ake, Courtney Buckle, Julian Maiucci, Jess Grassi, Jess Allman, Megan Petroff

Absent: Michelle Miller, Phil Deberard

Call to Order Board Meeting: 5:40pm **Moved: Sam** **2nd: Jess**

Approval of July's Meeting Minutes: **Moved: Amy** , **2nd: Sam, All in Favor**

President/Admin.

- Executive Director falls under liability insurance, as the individual who works in the position is a fully paid and active member.
- Kevin to Re-up Board of Director liability policy.

Ad Hoc Committee, Exec. Director Position

- Amy addresses the adjustments from Sam, which are found in the meeting minutes, pertaining to misunderstanding/misinterpretation of previous meeting minutes. Misunderstanding = pertains to establishing a base salary, plus the variable component. Is membership included in the variable comp. plan.
 - Amy discusses eliminating percentage based on membership, but leaving a higher percentage on membership, which Jess Allman concurred. Kevin inquires as to why we would leave membership out. Sam, who was original architect of the first proposal cites that the membership portion was to not be compensated. Julian expresses the how big to we want to grow membership. Amy cited that we want to continue to grow, "if we are not growing, we are dying."
- Courtney also discusses benchmarks and bonuses
- Courtney asks that we redraft percentages and come back to next meeting, or doodle poll to vote on a finalized plan.
- Discussion of gaining the exec. job description from June minutes and discussing in ad hoc meeting.
- Checks were written for July and August (base pay) paid to Candace Callahan.
- Brian raised the question of compensation for corporate sponsors, what is considered new vs. renewal. It was agreed that if a sponsor reups at a higher rate, than the additional dollars will

be prorated at the “new” sponsor rate, while the remaining dollars that were similar from prior year will be comped at the renewal.

Example: Resources By Burn pays sponsor of \$500 in year one, but renews at the higher rate in year 2 at \$1000. Exec. Comp shall be paid at renewal rate for the \$500; however, the remaining \$500, which was the increase, will be paid at the new sponsor level.

- Ad hoc committee will reconvene, Spenser, Julian, Sam, Amy, Kevin, Jess A., by end of next week.

Communication Committee

- There will be a Q4 and Q1 planning meeting on 10/9/2019.
- Charles Watson and Tia is taking over Jess Grassi’s efforts. Charles will be working on twitter and LinkedIn. Alex will still be working on eblasts. Wiggins will continue to back the website. Jami Moss will be working on the committee. Emily Thorsen has been a little tied up and not as involved as of late.

Networking/Membership Committee

- Met in September. Candace was more heavily involved in efforts. In that committee meeting, discussed processes that are currently in place. Engaging Lucy Maguire and Jami Moss more and more in this committee effort. Zac Smith has been tied up and not able to engage quite as much.
- Need more engagement from membership at the events, both from board and membership at large.

Professional Enrichment Committee

- All three panel guests have been pinned down for the Futures Luncheon. Panelists will consist of Bob Rains, Keith Fletcher, and someone from Knight Kiplinger’s Team. Sam to get bios, etc. Note cards shall be planted.
- Discussion of engaging Ted Astolfi and existing BDB Director at future events.

Outreach Committee

- Discussion of tablet batter dying. Motion to approve purchase of battery pack for up to \$135
 - **Moved: Sam 2nd: Courtney**
- Candace working on Event at the Elliott for March 8, 2020. It will be branded as a Sunday Women’s appreciation event
- Installation Luncheon, will include the nomination of some 40s under 40 on January 7, 2020 at Willoughby Golf Club.
- Upcoming Events, Monsters and Martinis, needs adjustment to approve budget expenditures.
 - **Moved: Kevin 2nd: Jess**

Legislative Committee

- Kevin gave commitment to follow up with Josh Heller for upcoming meeting.

Rules Committee

- Jess needs to upload to dropbox. Morgan to remove 2017 and 2018 photos and to direct to an external hard drive.
- Discussion of board member attendance. Kevin to follow up with attendance record of roster and to discuss with board members who may not be as engaged.

Budget and Fundraising Committee

- Stripe Integration with Quickbooks issue- Jess has gotten it mostly squared away and presents financials.
- Discussion of engaging Cynthia from CRI for Treasury position.

Announcement from Board Members

- Jess Allman presents idea of using Clark Interns for engagement in committee work. Teaches interns soft skills, while aiding us in workflows.

End of Meetings: Time: 7:05 pm **Moved:** Sam **2nd:** Courtney

Recorded Votes

- **Motion:** To spend up to \$135 on new battery for laptop. **Motion:** Sam, **2nd:** Courtney

Next Meeting: Tuesday, November 12th, 2019 at 5:30pm; Location: Hub 901, 901 SE Johnson Ave, Stuart, FL 34994