



Meeting Minutes
Young Professionals of Martin County
June Board Meeting
June 2, 2020

Present: Caitlin Hartley, Candace Callahan, Amy Snow, Courtney Buckel, Sam Bruning, Kevin Burn, Jess Allman, Lucie McGuire, Spencer Perna

Absent: Morgan Murphy, Phil DeBerard, Julian Maiucci

Call to Order: **Motion:** Courtney **2nd:** Caitlin **Vote:** All in favor

Approval of Meeting Minutes:

Motion: Lucie **2nd:** Courtney **Vote:** All in favor

Start of Meeting: Meeting called to order at 5:38pm, Zoom Video Conferencing

Business:

A. President's Report

1. Executive Director Job Posting
 - a. Committee of Courtney, Caitlin, Amy, Sam, and Phil
 - b. Posted on: YP site, Indeed, Stuart/MC Chamber, HS Chamber
 - c. Will post on: Palm City Chamber, JB Chamber, and YPMC Facebook
 - d. Got 20+ applications (1 YP Member applied)
 - e. Most were not a good fit
 - f. Committee did phone interviews
 - g. Amy's interview candidate was worth a follow up, as well as the YP member
 - h. Amy's interview candidate is relocating to the area
 - i. Committee will do a round of Zoom calls which may lead to face to face calls
 - j. Candace will be involved in later rounds
 - k. Lucie will get Amy Jensen Beach contact info

2. Treasurer Search

- a. Morgan's suggested CRI employee is no longer interested
- b. Jess suggested we incentivize the executive committee and possibly the whole board by offering free or reduced membership OR free access to signature events
- c. Kevin reminded us about the December discussion about free board lunches for the installation. That was not allowable
- d. Sam will contact HSCoC regarding Ambassador free events
- e. Caitlin's board members don't get in free, but trustees do
- f. Lucie feels perception of a free membership may be more valuable
- g. Kevin agrees with Lucie, adding that it is easier and cleaner than random, free events

3. 2021 Board Search

- a. Need to fill Vice President, Secretary, Treasurer, and a possibly a few at-large
- b. Look for candidates
- c. Get potential candidates on a committee

B. Executive Director's Report

1. Candace has nothing new to report on communications
2. Attendance is dropping for virtual events
3. June 9th event will be pushed out to make time to plan
 - a. Trish Smith won't attend
4. Mixed feelings about reopening
5. Candace reminded us that outdoor events in the summer have received poor reviews due to the heat
6. Candace feels restaurants don't care
7. Courtney will send a survey
8. According to Candace, Phil agrees we should hold off due to liability
9. We will add a disclaimer to future tickets and marketing materials
10. Summer Bash
 - a. Rethink to make a Fall bash?
 - b. Ask as a survey question when members will attend, and are they comfortable
11. Smaller group events when we reopen. How will we do that?
 - a. Dolphin Bar good option because greater capacity and multiple rooms

12. Lucie suggested testing a Coffee and Connect before doing an education or signature event to gauge people's attendance. Lucie fears rushing a survey and not getting a good read on people.
13. Kevin is on board either way, but he needs the survey sent out to see whether he needs to prepare or not
 - a. Send Friday
 - b. Tally Monday
 - c. Let Kevin know by midweek
 - d. June is homeownership month, so it would be great to do before month's end
14. Next Events
 - a. Virtual Coffee 6/3
 - b. TBD – 6/17
15. Candace will work on the frequency of these events. She pointed out there is no cost, we are staying in front of people, it has gotten great traction on Facebook, no one else is doing it.

C. Chair Reports

1. Membership

- a. Courtney
 1. Working on Survey
 2. Great feedback to the phone calls
 3. Courtney will make sure everyone got called

2. Professional Enrichment

- a. Reimbursement for LEADERShip was sent to board
- b. Amy made the motion to create an ad hoc committee
 1. **Motion: To form an ad hoc committee.**
 - a. **Motion: Caitlin**
 - b. **Second: Spencer**
 - c. **Vote: All in favor****Vote Result: Motion passed**

3. Financials

- a. Balance sheet is \$28k
- b. Kevin suggests shifting some funds from the operating account to the reserve account
- c. Income – P/L for May YTD
 1. Income - \$3k YTD
 2. Membership - \$6k YTD
 3. Revenue of \$9,400 YTD
 4. COGS - \$4,300 YTD
 5. Gross Profit - \$5,100 YTD
 6. Expenses - \$7,200 YTD
 7. Net - **-\$2,100**
 - a. Still ahead considering the capital expenditures and paying Executive Director in 2020 for 2019 compensation
- d. Budget analytics
 1. Off by -\$3,700 YTD
 2. Off by -\$7,000 to be at breakeven at year end
 3. We can make that up in the 4th quarter
- e. May
 1. Membership & Corporate fees brought in were \$670
 2. Expenses of \$90
 3. Net - \$500+

Old Business:

1) Facebook members only

- a. Free to all
- b. Set up group under YP
- c. Promote yourself on the group
- d. Get membership committee to monitor membership for non-paying members
- e. Remove known non-payers after X number of days
- f. Candace asked what membership wants. Are they using Facebook? Don't create something that can't manage itself

New Business:

- 1) Courtney will add a "Would you utilize a member only page?" and "What platforms do you use?"

Open Forum:

- 1) Candace registers for tomorrow for event
- 2) Spencer – he has been working and can't attend events
- 3) Courtney – people are going back to work, so 9am is better and 2x per week is good
- 4) Kevin – number of Dad's staying home taking time with kids is keeping them away
- 5) Lucie – Coffee & Connect still up at 8am on Facebook

Recorded Votes Summary:

Motion: Motion: To form an ad hoc committee.

- a. **Motion: Caitlin**
 - b. **Second: Spencer**
 - c. **Vote: All in favor**
- Vote Result: Motion passed**

Adjournment:

Motion: To adjourn the meeting. 6:52 pm

Vote Result: Motion passed

- a. **Motion: Courtney**
- b. **Second: Caitlin**
- c. **Vote: All in favor**

Next Meeting:

TBD

Next regularly scheduled meeting: July 7th @ 5:30pm

Respectfully submitted,

Sam Bruning

Secretary

Young Professionals of Martin County