



**Meeting Minutes**  
**Young Professionals of Martin County**  
**March Board Meeting**  
**August 4, 2021**

**2021 Strategic Priorities**

1. *Review and update processes and procedures, including a review of the bylaws, streamlining documentation, and evaluation of financial tracking.*
2. *Mindful membership expansion to reach additional subsets of young professionals, including teachers and restaurant professionals.*
3. *Maintain a membership retention rate of 75% and grow membership to 150 members.*
4. *Expand educate and serve efforts to more deeply connect our membership to the community.*

**Present:** Courtney Nientimp, Lucie McGuire, Dale Rockefeller, Caitlin Hartley, Jeff Allman, Josh Heller, Phil DeBerard.

**Absent:** Wendy Conrad, Jackie Lile

**Call to Order:** Courtney Nientimp

**Approval of Meeting Minutes:**

Motion: Caitlin Hartley

2<sup>nd</sup>: Lucie McGuire

Vote: All in Favor

**Start of Meeting:** 5:34pm

**Business:**

**A. Treasurer Report**

a. Financial Report though July 2021

- i. Net Loss of around \$-1,057
- ii. Balance around \$29k in total assets
- iii. Summer Bash Funds are still hitting the bank at different times
- iv. YTD: Positive Net Income
- v. Reserve Account Discussion:
  1. Motion to create maximum balance of \$10,000 for Operation Account & transfer excess funds to Reserve Account: Phil DeBerard
    - a. 2<sup>nd</sup>: Jeff Allman
    - b. Vote: All in favor
- vi. Insurance balanced for Shark Insurance in COGS for Summer Bash. ACH for Insurance in the future.
- vii. 990 is confirmed filed

viii. Prior Director's card has been cancelled

## B. Executive Director Report

### a. Communication Committee:

- i. Internet TV interview didn't seem to be worth the time.
- ii. 901 Hub Office Hours Mid Afternoon with Katie as a benefit to our membership. Discussion around liability in using communal space. We will need to check with our insurance and be under 901 Hub's Insurance. Then looking to waiver or agreement.

### b. Outreach Committee:

1. Summer Bash Recap
  - i. Around a net profit of \$1,000 and more membership
  - ii. Donated \$439 to Children's Museum
2. Coffee & Connect was a lighter attended event but great for new members
  - a. Looking at bi-monthly at 901 Hub
3. Castaways in August with Stuart Air Show Sponsoring
4. Spells & Spirits is next larger event and still have pending location. Discussion about approaching Café Martier.
5. Looking into a survey to contacts regarding what they are looking for in terms of event times.

### c. Networking/Membership Committee:

- i. Membership Umbrella was a huge success and raised \$220 in gift cards.
- ii. 12 new members, 7 renewals, and 13 past due. Personal touch points with those past due.
- iii. 40 new members, 2 upgrades, 32 renewals, 40 past due (5 are not renewing)
- iv. Lucie will send out a list of members to the BOD.
- v. Total Membership is at 141 and retention rate is at 56%

### d. Professional Enrichment Committee:

1. September Round Table: Progressive Workplaces and Enticing Hiring and looking for contract business, traditional office space, and broker. Date is to be determined.
2. Futures Luncheon will align themselves with the 5 focus areas of Martin County with BDB.

### e. Legislative Committee:

1. Quick discussion on COVID process, but nothing pending currently.

### f. Rules Committee:

- i. We have forms in place for the next board slate.

## C. President Report

- a. Stuart Air Show table with a YPMC presence, but not looking at manning a gate.
- b. Text Message System; Our CRM does not integrate. Katie will meet with Courtney. Proposal on the September meeting.
- c. 2022 BOD Potential Slate and creating a tentative slate on paper.

## Action Items:

- Courtney will look into Text Message System and proposal
- Determine need and feasibility of office hours and member use.
- Katie will send a member survey to gauge interest and determine member needs.

## Recorded Votes

Motion: Create maximum balance of \$10,000 for Operation Account & transfer excess funds to Reserve Account

Motion: Phil DeBerard

2<sup>nd</sup>: Jeff Allman

Vote: All in Favor

**End of Meetings:** 6:44pm

Motion: Lucie McGuire

2<sup>nd</sup>: Jeff Allman

Vote: All in Favor

**Next Meeting:** September 1, 2021 at 5:30pm via Zoom

Respectfully Submitted,

Dale Rockefeller

Secretary