



Meeting Minutes
Young Professionals of Martin County
March Board Meeting
March 3, 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, Josh Heller, Caitlin Hartley, Jeff Allman, Wendy Conrad, Jackie Lile Phil DeBerard.

Absent: Regina Rice

Call to Order: Courtney Nientimp

Motion: Caitlin Hartley

2nd: Lucie McGuire

Vote: All in Favor

Approval of Meeting Minutes:

Motion: Caitlin Hartley

2nd: Lucie McGuire

Vote: All in Favor

Start of Meeting: 5:32pm

Business:

A. Treasurer Report

- a. Financial Report though January 2021
 - i. Bank Balance roughly \$28,000
 - ii. Looking for discrepancy of \$500 from website and Quikbooks
 - iii. Positive net increase for February
 - iv. Expenses remaining for Woman's Day Brunch: Around \$700
 - v. Florida DBPR Quarterlies were filed
 - vi. Caitlin is working on filling 990

- vii. Laugerhead is \$250 per quarter plus \$250 for 990: \$800-\$1000 for Cypris. Jessica Allman offered to do the job for \$650.
- viii. **Motion to Approved Jessica Allman as Accountant: Courtney Nientimp**
 - 1. **2nd Phil DeBerard**
 - 2. **All in favor**
 - 3. **Jeff Allman abstain**

B. Executive Director Report

a. Communication Committee:

- 1. Membership/Sponsorship will include Individual, Business Membership, Corporate Partner, and Corporate Sponsor. Working on developing a Business Directory. Pricing will remain the same from current structure.
- 2. Sponsorships will be offered by significance from Corporate Sponsor down to Business Partnerships.
- 3. More employees means only \$45 per membership and will include a logo and hyperlink. The Corporate partners will be slightly smaller.
- 4. After 2021, only sponsor packages will be announced during events.
- 5. Introduced Business Highlight on social media.
- 6. Corporate Sponsors will now include four memberships with a larger logo. Additional e-blast for their company and they can share weekly on social media as well as a sponsorship of an event.
- 7. We are keeping the non-profit discount.
- 8. Discussing ensued regarding memberships and rotating members.
- 9. Names will be determined later.
 - a. **Motion to approve Sponsorship Packages: Phil DeBerard**
 - i. **2nd: Caitlin Hartley**
 - ii. **Vote: All in favor**
- 10. Working with Jennifer Wiggins on clean up and Member highlights. DeBerard Law will donate billboard with a general YPMC advertisement. Katie will send proof.

b. Outreach Committee:

- 1. JB Golf Club has offered a Golf Tournament for us. It's done by pay per player. \$82 per for the tournament plus food/beverage. All sponsorships become revenue.
 - 1. Friday afternoon: May 14th was a potential idea
 - 2. Courtney countered with Glow in the Dark Golf.
 - 3. Pop Stroke was also brought up.
 - 4. The decision was to shelf for now and potentially bring up later. Katie will have ideas by the end of March for the board.
- 2. After Hours on 3/25. Looking for Food and Beverage sponsor.
- 3. Networking from Home is going to host Trivia. After hours in April will be sponsored by them as well.

C. Committee Reports:

a. Networking/Membership Committee:

- i. 10 new memberships and 10 renews. Currently 24 past due memberships. Membership committee are reaching out.
- ii. Each committee member will cover 5 people to re-engage/follow up and see how YPMC has done for them.

b. Professional Enrichment Committee:

1. March 30th Speakers we have 2 out of 3 and will happen at Mulligans and is capped off at 25 people.
2. Courtney sent out a draft on Leadership Martin County. A percentage will be covered. Apply with us and apply with Leadership Martin County. We don't have a guaranteed spot. The program costs \$1,100.
 - a. The program would be good for a sole proprietor.
 - b. Discussion brought up doing a full scholarship.
 - c. Concern was brought up about it becoming a popularity contest.
 - d. Discussion ensued regarding what this program looks like. Courtney will reach out to Committee and present three options at the April Meeting.

c. Legislative Committee:

1. No Updates.

d. Rules Committee:

1. Review Bylaws
 - a. Dale presented Conflict of Interest
 - i. **Motion to Approved Conflict of Interest: Caitlin Hartley**
 1. **2nd: Jeff Allman**
 2. **Vote: All in favor**
 - b. Dale will present acknowledgement and will have for next meeting.
 - c. Presented need to update master login

D. President Report

- a. 901 Hub we are working towards continuing free relationship. Courtney is working with tomorrow.
- b. Renewal Liability July 9th. Directors and Officers 10/24

Action Items:

- Caitlin will file 990 form while working with Jessica Allman.
- Lucie will follow up with Members on renewals.
- Courtney will reach out to Professional Enrichment Committee to fine tune Scholarship idea.
- Dale will work through Board Member Acknowledgement and have ready by next Board meeting.

Recorded Votes

Motion: Approve Jessica Allman as Accountant

Motion: Caitlin Hartley

2nd: Lucie McGuire

Vote: All in Favor

(Jeff Allman abstained)

Motion: Approve Sponsorship Tier Levels

Motion: Phil DeBerard

2nd: Caitlin Hartley

Vote: All in Favor

Motion: Approve Conflict of Interest

Motion: Caitlin Hartley

2nd: Jeff Allman

Vote: All in Favor

End of Meetings: 6:55pm

Motion: Lucie McGuire

2nd: Wendy Conrad

Vote: All in Favor

Next Meeting: April 7, 2021 at 5:30pm via Zoom

Respectfully Submitted,

Dale Rockefeller

Secretary