



**Boys & Girls Clubs of Greater Memphis
Central Board Meeting Minutes Thursday,
March 11th, 2021 5:00pm
VIA Conference Call**

Mission: To enable all young people, especially those who need us most, to reach their full potential as productive, caring responsible citizens.

Those in attendance: Keith Blanchard, Gary Moore, Vinson Smith, Anne Wulff, Rachel Reddin, Tammy LoCascio, Paulo Teixeira, Ben Adams, Florence Jones, Phil Stevenson, Al Bright, Michelle Harper, Will Carter, Coach Cochran, David Sorsby, Bianca Sweeten, Florence Jones

Mike Keeney is out of town and couldn't make the meeting tonight so Tammy has graciously agreed to step in in his absence.

Tammy LoCascio (standing in for Mike Keeney) called the meeting to order at 5:01pm

Asked if everyone read over the consent agenda and asked for a motion for its approval. Phil Stevenson made the motion and was seconded by Bianca Sweeten. Motion carried and agenda was approved.

KB wanted to start a 2022 Capital Campaign conversation. National recommended to push it back to 2022.

BA should be part of our strategic plan analysis. Get some preliminary numbers. We spent a lot of \$ on properties that we didn't own and got burnt in the end with those. Eg Porter Club

KB already started on getting estimates on work. TTC roof couldn't be put off. Oakhaven and Smith had to have some roof repairs as well during 2020 storms that needed immediate attention.

WC when was the last capitol campaign? (2013) we need to put together a wish list and project budget

BA We need something to generate excitement for another CC. Roofing and refreshing won't generate the funds needed.

KB We need to do a strategic plan and watch what Shelby County Schools plans to do over the next few months before we put together a plan. When do we do it, how do we do it, why are we doing it. All need to be answered prior to kicking off a new capital campaign.

TL when can we kick off the strategic planning process?

KB I had a date then COVID hit, Henry Saxon caught COVID and was sick, BGCA isn't traveling. I'm hoping to get it started in the next 60 days. Might include Kent Nichols from BGCA if Henry Saxon isn't available.

TL everyone is in agreement to start a CC but next meeting we'll know more.

KB CAMP PHOENIX 2021

Trying to decide if it's too soon or maybe only offer a day camp option. A little more expensive due to the greater transportation needs but less expensive without needing a full camp staff. We've had a lot of interest and could increase attendance if we just do day camps vs the traditional week long overnight camp.

WC what's the condition of the camp since no one's been down there?

KB Dave Keigan lives there full time as it's care taker so it should be in good condition and ready to have campers. We can also

have the Phoenix Club members come down for a clean-up day to remove brush and leaves.

AW sounds like a good plan

WC will they eat dinner there?

KB they will eat lunch but as we haven't finalized plans or a schedule that's up in the air. They might eat while on the road home or before they leave. Plans aren't firm.

AW would you leave from multiple clubs? Maybe a different club each week?

KB it's a possibility to assign each club a specific week to attend camp.

DS How are staff doing with Vaccines?

KB some have already gotten them due to age. Some have had the first shot and scheduled for the second. All staff that want them should be finished by summertime.

TL so there's no objection to holding summer camp in 2021

KB We've talked about bringing on new board member Chance Dye. Let's get him approved. Also, Willie Gregory wants a new NIKE executive to be on our board. His name is Derek Thomas and comes from Walmart. Willie's retiring in 2 years and wants BGCM to have strong representation from NIKE after he's left. Can we approve both?

Motion to approve from Phil Stevenson

2nd David Sorsby

Motion approved

PT what does the person at Monogram Food do?

KB I think he's in finance

TL will either help with our diversity? Chance wont but Derek Thomas will. Chance is young so that will help add that element.

GARY

Gary goes over the current numbers. We've had a significant decrease in interest after our 1 million payment last month. 2.9 million in the bank after the payment on the loan. Suntrust will give us full forgiveness on our PPP loan.

DS any money we're eligible for in the latest stimulus package?

GM not aware of any but looking into options after our audit which starts Monday.

KB unfortunately we didn't have a substantial loss in any quarter that was needed to qualify for more PPP loans but we're looking into the new stimulus package. Other funding options might be available such as the ESSER funds. Talked to Sheleah Harris about it and she said it was mainly for mental health related programs.

AW Is January revenue usually this small?

GM we made almost a million in December and then we try to do our best the other 11 months.

Rachel

Talked about Steak n Burger Process in finding a venue, possible dates, and idea for a key note speaker.

Talked about the AR unfulfilled pledges from 2013 capital campaign. All agreed that something should be sent out. I will follow

up with the letter and sample invoice as well as the excel file on unfulfilled pledges.

Lastly talked about the progress on finding a new CRM, CMS, website and options for an independent designer vs an agency. There were concerns involving maintenance and changes if we use an independent web designer vs an agency that is always on call. Said not to focus so much on the money but the quality of the site.

WILL

Phoenix Club had its first in person board meeting this month. Will do a virtual 5k not partnering with S2F. Would like the Nike bags if we can get them. They are starting to actively recruit new members. They are undecided on whether to have their fire brand event which is usually in October.

WC how are the PC numbers?

Will, not great maybe 50 members total which is why we're making a concerted effort to recruit new members. We're doing everything we can to increase membership. We can't have our normal happy hour or lunch meetings to help bring in new members. We are trying to figure out new ways to recruit.

VINSON

First congratulations to Keith for being 1 of 10 leaders recognized as a 2021 Change Maker Honoree by Leadership Memphis.

About a year ago we were at a crossroads whether to keep our doors open or close them. We made the right decision and have become a place for kids to continue their education safely and productively. We have 6 sites providing virtual learning hubs for Shelby County Schools. We were afraid with the opening of the schools that we would lose all our kids but only 15% have decided to leave.

KEITH

I'm really proud of our staff and what they've accomplished over the last year during the pandemic.

Advocacy – last 2 weeks would have been in DC and Nashville but did everything virtually. It actually was a better option because meetings were better attended, longer and more productive than other years. Hopefully this will lead to greater options for grants, support, and opportunities. Building relationships over time is key to finding funding.

Our Safety initiative is still a priority with BGCA. They were surprised at how many items we've met and steps we've taken. With all the BGCA ByLaw changes we're still working through them before they're approved.

There's leftover TANIF \$ so the talks that stalled with the onset of COVID have resumed. We hope some of this funding will replace the lost TN DHS funding that runs out at the end of March.

Thank you to Ruby at KPMG for giving the opportunity for our youth to apply for a scholarship. We had one young lady submit an application and we hope she wins! Some sad news, Mrs Carlile just passed away. Our building is named after her husband and was the original CEO of our organization.

TL Thought the pieces were really well done short video that started all the legislative meetings worked well to introduce BGC to politicians.

Tammy asked if there was any old business. There is none.

Tammy asked if there was any new business. There is none.

Meeting adjourned at 6:28 pm with a motion by Phil Stevenson and seconded by Coach Cochran. Motion carried and meeting was adjourned.

Respectfully submitted,

Michael Garriga, Secretary