



## **Minutes of Board Meeting November 20, 2017**

A meeting of the Board of Directors of the First Tee of Coachella Valley was held at The Golf Center at Palm Desert, 74-945 Sheryl Avenue, Palm Desert, California.

### **Board of Directors**

Mike Wales, President  
Keenan Barber, Director  
Jim Kane, Director  
Tay Fried, Director  
Marta Ward, Director  
Bruce Legawiec, Director  
Jania Andreotti, Director

Brandt Kuhn, Director  
Jon Proctor, Director  
Bill Madonna, Director  
Morgan Moranda, Director  
Joe Gill, Director  
Scott Kiner, Director  
Michael Ventura, Director

### **Desert Recreation District Staff and Other:**

Kevin Kalman, General Manager  
Dustin Smith, Program Director

Iliana Thomas, Fund Dev. Coordinator

#### **1. Opening Ceremonies:**

Call to Order: President Wales called the meeting to order at 5:04 pm

#### **Roll Call:**

Present: Mike Wales, Keenan Barber, Jim Kane, Tay Fried, Marta Ward, Jania Andreotti, Jon Proctor and Joe Gill.

Absent: Bruce Legawiec, Brandt Kuhn, Bill Madonna, Morgan Moranda, Scott Kiner and Michael Ventura

#### **2. Approval of Agenda:**

Director Wales indicated that two items needed to be added to the Agenda; items 7.J, Form 990 2017 Authorized Submission to First Tee Home office and 7.K Driving toward Sustainability and Growth 2017 document as amended and presented to the Home office respectively.

Director Fried made the motion to approve all agenda Items, seconded by Director Kane.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill

Noes: None

Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura

Abstain: None

### **3. Public Statements**

There were no public statements.

### **4. Presentations**

#### **a. Mission Moment:**

Dustin reported: With respect to the most recent Pebble Beach Pure Insurance Open Tournament, 81 First Tee participants qualified for the Tournament of which only 23 qualified for the final day. Two (2) of the players on the final day were 2 young ladies from The First Tee of the Coachella Valley. Both placed in top 10 with Dana Condon finishing in 2<sup>nd</sup> place. These two young ladies have been with FTCV since they were ages 7 and 8.

#### **b. Takeaways from First Tee Networking Meeting**

President Wales reported that 3 Board Members plus Dustin Smith, Iliana Thomas and Kevin Kalman, General Manager attended The First Tee Networking Meeting and requested from each of the attendees to share their takeaways.

**Marta Ward** had some hand out to share. Her 3 Takeaways:

1. Does each board member fully understand and support the mission of The First Tee of Coachella Valley.
2. Fundraising – **Give, Get or Sweat.**
3. Establish a planned giving program.

**Jon Proctor** Takeaways:

1. Continued respect for fellow Board members.
2. Stay active in the community.

**Iliana Thomas** Takeaways:

1. Review and evaluate our strategic plan more frequently – Preferably Quarterly.
2. Give Board members tools so they can be more effective.
3. Fundraising is about relationship. Re-visit past relationships and make sure to ask for financial support.

**Jania Andreotti** Takeaways:

1. Outreach Programs
2. Vision 54 – Vision Goals and Outcome Goals

**Dustin Smith Takeaways:**

1. Education- Including Board members.
2. Diversification.
3. Internal Support.

**Kevin Kalman Takeaways:**

1. Fundraising planning activities.
2. Have a solid plan & work your plan.

**5. Consent Calendar**

- a. Approval of Meeting Minutes of Meeting minutes of September 18, 2017.  
Two minor spelling errors were noted and corrected.
- b. Acceptance of Financial Report for October 30, 2017
  - October 30, 2017 Financials were reviewed in detail. A suggestion was made to establish a Finance Committee who will review the Financials and report to the Board of Directors at its regular Board Meeting.
  - Director Tay Fried made the motion to approve the Consent Calendar, seconded by Director Marta Ward.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill

Noes: None

Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura

Abstain: None

**6. Consent Items Held Over:**

No Consent Items were held over.

**7. Action Items:**

a. **10<sup>th</sup> Anniversary Donor Appreciation Function**

Jon Proctor discussed in detail the status of our 10<sup>th</sup> Anniversary and Donor Appreciation Party. The event is scheduled for Wednesday January 10<sup>th</sup>, 2018 to be held at The S @ Rancho Mirage. The festivity would include heavy appetizers and hosted bar. Jon reported that Hot Purple Energy has committed \$1,500.00 toward the event. After much discussion about the cost of approximately \$6,500.00 and how to be funded, a motion was made that Board of Directors are obligated to fund the remaining balance of \$5,000.00 by finding other donors or personally pay their pro-rata portion of the balance.

Director Tay Fried made the motion to approve the recommendation, seconded by Director Jim Kane.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill

Noes: None

Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura

Abstain: None

b. **Organizational Structure and Succession Plan**

Kevin Kalman discussed the necessities of additional staff along with having a succession plan in place. Marta Ward, Jim Kane and Michael Ventura were appointed as the committee to create the Organizational Structure and the Succession Plan.

Director Tay Fried made the motion for approval and seconded by Director Jon Proctor.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill

Noes: None

Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura

Abstain: None

c. **Evans Scholars Caddie Program**

Joe Gill, Jania Andreotti and Kennan Barber were appointed to create the Evans Scholars Caddie Program Committee.

Director Jon Proctor made the motion for approval and seconded by Director Jim Kane.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill

Noes: None

Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura

Abstain: None

d. **Participant Rate Structure**

President Wales recommended in honor of our chapter 10<sup>th</sup> anniversary to change the rate structure back to flat rate of \$140.00 for one year membership.

Director Marta Ward made the motion for approval and seconded by Director Tay Fried.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill

Noes: None

Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura

Abstain: None

e. **Indio Lights Equipment Storage**

Dustin Smith requested approval for purchasing a storage unit (shed) not to exceed \$1,000.00 and to be placed at Indio Lights to store golf equipment.

Director Joe Gill made the motion for approval and seconded by Director Tay Fried.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill  
Noes: None  
Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura  
Abstain: None

f. **Election of Board Officers**

Bill Madonna was elected as the Vice President of the Board.

Tay Fried was elected as the Secretary and Treasurer of the Board.

Director Marta Ward made the motion to approve the nominations, seconded by Director Jim Kane.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill  
Noes: None  
Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura  
Abstain: None

g. **Board Committee Assignments**

**Was postponed and to be discussed at future meetings.**

Ayes:  
Noes:  
Absent:  
Abstain:

h. **Staff Development**

**Was postponed and to be discussed at future meetings.**

Ayes:  
Noes:  
Absent:  
Abstain:

i. **2018 Meeting Calendar**

2018 Regular Board meeting calendar was presented for approval.

Director Tay Fried made the motion for approval and seconded by Director Jim Kane.

Ayes: Wales, Barber, Kane, Fried, Ward, Andreotti, Proctor, Gill  
Noes: None  
Absent: Legawiec, Kuhn, Madonna, Moranda, Kiner, Ventura  
Abstain: None

**8. Committee/Staff Reports:**

- a. Executive Director Report - None
- b. Fund Development Report - None
- c. Programming Report - None

**9. Board Comments/Request for Agenda Items**

None

**10. Adjournment:**

There being no further business to come before the Board, the meeting was adjourned at 6:40 pm. The next meeting is scheduled for 5:00pm on January 22, 2018 at The Golf Center at Palm Desert, 74-945 Sheryl Avenue, Palm Desert, California.

Respectfully submitted:



---

Kevin Kalman, Executive Director