BOARD OF DIRECTORS MEETING
8:00 a.m. – Thursday, May 29, 2014
Lee Middle School

Present: Tobi Allen, Brenda de Treville, Alan Fidelio, Deni Gorden, Cathy Hertz, Michael Ison, Ivan Lefkowitz, Joe Losch, Sherry Magee, Ryan Mahaffey, Rick Roach, Joyce Romano, Rich Sloane, Douglas Storer, Josh Truitt

Staff: Cindy Williams, Twanna Scroggins, Jeanne Smith

Guests: Debi Pedrozza, Kristine Iannuzzi, Donna Cochran, Jim Donovan

Absent: Travis Blue, Angel de la Portilla, Debbie Clements, Suzan Coddington, Eric Dodson, Teresa Donaldson, Bill Gordon, Eric Houston, Eric Kepfer, Latria Leak, Jim McIlrath, Jennifer Michaels, Tim Myers, Kevin Noonan, Michelle Radcliffe, Dorina Sackman, Eddie Sanabria, Jim Waters, Ormend Yielding

Call to Order
Joe Losch called the meeting to order at 8:08 a.m. He thanked Howard Hepburn and the staff of Lee Middle School for hosting the event. He noted that the Board calendar is in the packets and highlighted the Board Retreat scheduled for August 21st from 8:30 a.m.-1:30 p.m. which will be the kick-off event for next year. Joe introduced Kristine Iannuzzi, the 2015 OCPS Teacher of the Year. He acknowledged the efforts of Bryan Long and thanked Wells Fargo for their $100,000 contribution to Read2Succeed and City Year. Joe welcomed Donna Cochran from Dixon Ticonderoga who was filling in for Lillian Gonzalez. He reminded the Board to make their thank you calls they committed to last meeting. And, he announced Rick Roach intends to roll off the Board on November 1st and will be running for Senate. And, he noted that Rich Sloane is running for Seminole County School Board. Joe invited Rick to speak for a moment about his decision to run for a seat in the Senate.

Board Governance
Joe introduced guest speaker, Jim Donovan, President/CEO of Donovan Management, Inc. Donovan was asked to speak to the Board about how to identify, cultivate and recruit the right board members, what makes a good board member, and how to keep board members engaged. Donovan is a 35+ year veteran in philanthropy, served 24 Years as President of DMI, is the author of two best-selling books, is a nationally recognized speaker/trainer and has guided over $100 million in client campaigns.

Donovan shared 50 tips and best practices and spoke about the challenges facing corporate America today. He stated there are four functions of a Board; they are ambassadors, governors, consultants and sponsors.
He encouraged the group to support the Foundation and to delve into questions such as:

- What business are we in?
- Who are our clients and customers?
- What value do we bring?

He encouraged the Board to inventory what needs the Foundation may have and to conduct the following actions:

- Strategic planning
- Review governance
- Review policies and procedures
- Have a fundraising plan of action
- Spread good will

He suggested using surveys to determine the expertise needed on the Board and what vacancies there are to be filled. He encouraged the group to actively cultivate volunteer leadership. He suggested some future Board members may be cultivated through Leadership Orlando, Leadership Orange, Leadership Florida to name a few.

There were suggestions on how to enlist new volunteer leadership:

- Find the person they can’t say no to
- Have nominees who have a passion for your mission
- Emphasize how the nominee can make a difference
- Make announcements when new members come onto the board with press releases, newsletter articles, website articles and using social media.

Donavon concluded by giving conversation guidelines when speaking to a prospect. They are as follows:

- Begin by saying where the organization has been
- Then state where the organization is at present
- Elaborate on where the organization would like to go
- Conclude with a discussion on what resources are needed to attain that vision

**Executive Director Update**

Cindy Williams spoke about the recent success of the Orange County Top Talent event. While it was a great event, it was not a significant fund raiser. The Executive Committee has agreed to remove it from the budget for this coming year. The idea of the event may be revisited at a later time.

Sherry Magee suggested, as a way to raise funds in lieu of Top Talent, on focusing efforts on a write-in effort through the upcoming United Way campaign. Many companies are able to match gifts given through United Way.

Cindy noted that the consent agenda which includes last meeting's board minutes; Executive, Finance, OCTT and Golf Committee Reports; April Financials; revised By-Laws; and the Accounting Procedures Manual and the District and School Funds Policies and Procedures as well as this year’s proposed budget will be voted upon electronically. (This task was completed and the consent agenda and budget were approved by unanimous vote.)
Board
Cathy Hertz spoke briefly about the slate of officers presented by the nominating committee. She noted the addition of new members, Lillian Gonzalez and Bryan Long. This slate will be voted on electronically. (This task was completed and the slate of officers was approved by unanimous vote.) As incoming Chair, Cathy then spoke about some of the goals and objectives she has for the Board for next year. She publicly thanked Joe for his service and presented him with a gift from the Foundation.

Middle School Morning Book Club
Joe introduced Kathleen Gill, an extremely dedicated teacher and a few of her students who shared a presentation highlighting some of their experiences from their Foundation for OCPS sponsored Middle School Book Clubs. There are two Book Clubs at LMS, one held in the mornings and the other in the afternoons. There are 20 students in each club and there is a waiting list. At the end of the presentation the students suggested some of their favorite titles for summer reading.

Resignations:
- Erik Genrich

Adjournment: The meeting ended at 9:35 a.m.

Electronic vote taken June 3 – June 4, 2014
Alan Fidelo, Brenda deTreville, Deni Gorden, Eddie Sanabria, Erick Kepfer, Ivan Lefkowitz, Jim McIlrath, Jim Waters, Joe Losch, Joshua Truitt, Joyce Romano, Kevin Noonan, Michael Ison, Rich Sloane, Ryan Mahaffey, Sherry Magee, Teresa Donaldson, Tim Myers

- Consent agenda passed by unanimous consent.
- Operating budget passed with 17 yes and 1 abstention.
- 2014-15 Nominating Slate of Board Members and Officers passed by unanimous consent.