

BOARD OF TRUSTEES MINUTES

MARCH 12, 2022

OPENING: The meeting was called to order by Jens Eltze, Board Chair at 9:08 a.m. hosted virtually via Zoom.

PRESENT: Jens Eltze, Debbie Cross, Traci Jones, Brandon LeBlanc, Kel Vrana, Mahesh Vinayagam, Missey Goodman, Mike Manion, Julie Ellis, Nancy Okabe, Gregg Pelka, Bill Babyar, Michael Fox, and Dolores Vasquez.

ABSENT: Laurie Ulrich, Tami Melton, Donald Shelton, Stephanie Romo, Lucero Vargas, Tracy Rexroat, Yvette Perez, Gaspar Mata and Elena Sobampo.

APPROVAL OF MINUTES: Minutes from September 23, 2021, were reviewed and approved. Motion by Julie Ellis . Seconded by Debbie Cross.

UNFINISHED BUSINESS: Reminder that FBLA is still accepting \$100 sponsorships from Board Members for 2022 State Conference Event sponsorship.

Committee Reports:

Community Service/Social – No report as committee was absent. Missey did read an email with some ideas given that were reported. However, the suggestion was made to get together at FBLA State Conference (April 4-6, 2022) so all individuals in attendance could work together for a brief period of time, in person, to better accommodate ideas instead of doing it online.

Sponsorship – Jens Eltze reported that a “Donation” button is being worked on to add to the website. Mahesh Vinayagam reported work that had gone into working with Stripe to add the option for those wanting to donate if passed.

Motion made by Mahesh Vinayagam to use Stripe as the Pay Method for the donation or scholarship. Seconded by Debbie Cross. Passed unanimously.

Judges - Julie Ellis reported that she had no been able to hold any committee meetings due to some personal issues, but did do some work on her task in working with Maricopa Chamber of Commerce and other business organizations to secure judges for both mid-level and high school FBLA conferences. It was reported that there are ample judges for mid-level conference and that high school judges are coming in but that we can always use more. Julie suggested that at the first meeting of the new board in June she would like to be replaced as committee chair for this committee due to her job workload.

NEW BUSINESS

BOARD MEMBERS WHOSE TERM EXPIRES AT THE CONCLUSION OF THIS MEETING INCLUDE Bill Babyar, Brandon Leblanc, Linda Friedel, Debbie Cross (as Past Chair and Treasurer) and Jens Eltze (as Board Chair). All are welcome to reapply. Discussion was held to have Debbie Cross maintain the Treasurer

position on the Board which could be shifted to either a retiring advisor or a member of Business/Industry member. Further discussion will occur at June meeting. Other moves would see Jens Eltze become the Past Chair and Laurie Ulrich become the Board Chair beginning with June Meeting. Julie Ellis suggested adding a position as a Retiring Advisor and Mike Manion suggested adding an Alum Advisor position. The discussion was tabled until the next meeting in June.

PBL Highlights/Calendar of Events: Mike Manion presented entire PBL report since state officer was unable to attend. He reported that there were two conferences this year. Fall in October at Arizona State University and the winter conference in February. He stated that there are three (3) strong chapters statewide which amounted to roughly 50 members even though there were question from board members about only 17 of them being paid currently. There was a suggestion to reinforce members paying dues prior to attending the state conference in April. Julie Ellis shared that DECA has had success with post-secondary enrollment and should be consulted to see if any common strands could be done to increase commitment and participation in FBLA-PBL. It was stated that, "Leadership among the junior college students is a question even if participation is encouraging." There were suggestions to consider possible incentives to join PBL for current FBLA students. Manion mentioned they are trying to present a workshop at FBLA State conference to make it a smoother transitions for students in-state. Discussion was tabled until June. Mike Manion asked for anyone wanting to judge their state conference on April 23 at Arizona State is welcome.

PBL/FBLA Financials: Mike reported this year's expenditures and income. He also said the only change in this budget for 2021-22 was that there was payment to host the website of an additional \$360 which was an unexpected expense.

Julie Ellis reported on the finances for FBLA and the membership appears to be around 7,000 students for the current school year. Ellis complimented state director, Missey Goodman, for her strong leadership and hard work to help FBLA bounce back from two years of "unusual" undertakings with COVID.

Actual budget showed an increase in Fall Adviser Leadership Conference to nearly 90 in Tucson in late August. There are still quite a few districts waiting to be invoiced and delayed in paying their bills. Things should be remedied by mid-April when invoices are sent out. Motion to approve the budget made by Gregg Pelka and seconded by Mahesh Vinayagam. Motion passed unanimously.

FBLA HIGHLIGHTS OF THE YEAR: State officer Dolores Vasquez discussed state officer accountability chart and what has been accomplished so far this year. She mentioned that communication has been a big focus for the team and highlighted Leadership Camp, FBLA on Ice, FLEX Conference, Online Testing as some of the notable events.

FBLA CALENDAR OF EVENTS/NEXT YEAR STATE OFFICER REPORT: Presented by state director Missey Goodman, it was focused on how much of an increase students wanted to return to "normal" participation in all FBLA events. Goodman mentioned FBLA on Ice was almost doubled to 1,000 participants from the average year, Flex had 1,300 in attendance, and online testing tournament was at 309. Regionals had to be changed to virtual participation at the last minute yet there were still 1,400 students who participated online. Missey also explained that there were 12 state officer applicants and 11 will move on to campaign at the state conference for eight (8) spots. The other, current state officer Noah Killeen, is planning on running for national treasurer and will be an executive vice-president for

Arizona. Dates for the remainder of the fiscal year were shared including national conference June 29-July 2 in Chicago, ILL. We are working hard on state conference and everything is revolving around that at this time. Missey thanked this year's state officer team for their willingness and ability to change on the fly this year with virtual requirements and all that has been asked of them this year.

JUDGE UPDATE/SPONSORSHIP: State officers have raised \$9,200 for state competition monetary rewards for this April. Noah Killeen created a flier to send out to prospective donors or sponsors. That was shared with Board members. Missey reported that we have approximately 46 of the required 80 judges at this time for state conference. We are still taking sponsorships and judges for our state conferences.

APPROVAL OF CHECKS BY DEBBIE CROSS TO SLC WINNERS: Discussion centered around fact that providing checks was antiquated and cumbersome for Treasurer Debbie Cross to do each year. It was suggested that we change to a more electronic method to streamline things and make it all more modern and safer.

Motion was made by Debbie Cross to eliminate checks to the winners at this year SLC and pay students electronically or with gift card in lieu of paper checks. Seconded by Traci Jones. It passed unanimously and takes effect beginning with this year's high school and mid-level state conferences. There was some discussion of mid-level only providing \$100 to winner only in each event due to increase of 15 events this year.

There was a question is we could afford to give like we have in the past (\$100 to 1st place, \$50 to second, and \$25 to 3rd place) to offset cost of attending nationals in high school and \$100 to each mid-level winner. Ellis said there was ample money remaining from past sponsorships and when combined with this year's collections it would cover what is needed.

NEXT YEAR'S MEETINGS DATE FOR BOARD: June 4, September 3, November 5, and March 4 are tentative dates and will be solidified when Board reconvenes with new members in June. The state officers will be meeting June 5-11 in California with all officers from Western Region (AZ, CA, WA, OR, NV, UT) to attempt to envision enhancing the West's voting in national elections and also learning officer training from each other so June 4 would work for us.

NEXT MEETING: Scheduled for June 4, 2022

ADJOURNMENT: Motion was made by Kel Vrana to adjourn the meeting. Seconded by Debbie Cross. Meeting adjourned at 11:04 a.m.