

Sarasota Military Academy Foundation, Inc.

BOARD OF DIRECTORS

MEETING MINUTES

18 February, 2020

Board of Director Members' Attendance

Present:

Howard G. Crowell, Jr., LTG USA (Ret), Chairman

Mr. Herb Jones, Vice Chairman (by phone)

Frederick M. Derr, CAPT USN (Ret), Treasurer

Mr. Anthony Baade

Dr. Thomas J. McElheny, SMA Operating Board of Directors

Absent: Ms. Alexandra Quarles

SMA Administrative Staff in Attendance

SMA-COL Christina Bowman, Executive Director of Schools

SMA-MAJ Steve Kok, Director of Finance

Guests: Jenny Glassmoyer, Kerkerling & Barberio Accounting Firm; Jim and Marybeth Bos, MBJ Group

Location: SMA High School campus.

The chairman called the meeting to order at 2:39 pm.

Chairman Howard Crowell introduced Mr. Anthony Baade as a new board member. He stated that the Foundation Board needs to follow the lead of the operating board in supporting The Golf Challenge as he donated to the Bag Lunch Sponsorship. Chairman Crowell recognized Mr. Frederick Derr for his time, effort and donations in preparing the new parking lot. He introduced Ms. Jenny Glassmoyer to discuss Foundation financials and Mr. and Mrs. Bos to discuss the recruitment process for the Chief Development Officer. Chairman Crowell emphasized the ability to hire and cover a fundraiser and administrative costs is possible through donations.

Treasurer's Report: SMA-MAJ Steve Kok handed over the discussion to Ms. Glassmoyer in which she explained what the monthly financial should look like. Ms.

Glassmoyer compared the profit and loss to prior year and stated that monies owed to SMA is under no deadlines but suggested payments start as auditors will inquire. Chairman Crowell and Vice Chairman Herb Jones discussed the liability to SMA and considered implementing a term to fulfill the monies owed.

Ms. Glassmoyer made the following suggestions: the Chief Development Officer be paid by SMA and get reimbursed, the liability of the original monies owed remains as a liability to SMA, that DonorPerfect is funnelled through the Foundation account with all online forms running through the Foundation and that monies be transferred from the Foundation account monthly. Ms. Glassmoyer stated that the available funds after donor obligations should always stay positive. SMA-MAJ Kok stated that he will follow the suggestions of Ms. Glassmoyer and will break down the restricted and unrestricted funds within the balance sheet going forward.

CPT Derr inquired as to how well of a performance the end-of-year match donated by Ms. Phyllis Siskel did in which SMA-COL Bowman replied that it totalled to 82K with an additional 50K to the Foundation towards the Chief Development Officer position. SMA-COL Bowman stated that Ms. Siskel also donated tickets to the 25 February SMA Night at the Circus Sarasota where vets and first responders will be recognized and herself as the ringmaster.

Chief Development Officer Search: Ms. Marybeth Bos presented a list of candidates with mention of where she has reposted the ad nationally for the available position. She discussed how she has been canvassing the community for recommendations and suggested an individual, Mr. Rafael Robles, who she believes will be a good fit for SMA. Chairman Crowell stated how it's key that the new hire is compatible to SMA-COL Christina Bowman. Ms. Bos recommended Mr. Rafael Robles to be interviewed as she likes his writing style and as a career incentive and interested in SMA, can get him in right away.

Chairman: Chairman Crowell stated that funds can still be raised while awaiting the position to be filled. He mentioned that he will speak with MOAA for sponsorships and suggests to the board to continue making connections with people for possible donors. SMA-COL Bowman mentioned to the board about The Giving Challenge on 28 April to participate in the 24-hour challenge with donations matched by The Patterson Foundation.

Dr. Thomas McElheny stated the SMA story is not presentable at this time and will be defined in a meeting on 19 February. He mentioned the work has been done to identify our strengths but will change the view from a local to a strategic view and implementation of GEO Fencing will take place thirty days after tomorrow's meeting. SMA-COL Bowman suggested additional students for the prep may be picked up as SSIS has closed down their middle school division. Vice Chairman

Jones stated that SMA-COL Bowman has outsourced grant writing through a consultant that understands education with a PhD in Psychology.

Old Business: N/A

New Business: N/A

Public Comments: Mr. Frederick Derr inquired as to how well of a performance the end-of-year match donated by Ms. Phyllis Siskel did in which SMA-COL Bowman replied that it totalled to 82K with an additional 50K to the Foundation towards the Chief Development Officer position. SMA-COL Bowman stated that Ms. Siskel also donated tickets to the 25 February SMA Night at the Circus Sarasota where vets and first responders will be recognized and herself as the ringmaster.

The chairman adjourned the meeting at 3:55 pm.

Howard G. Crowell, Jr., LTG USA (Ret), Chairman

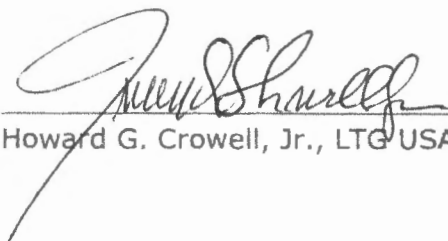
Date

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Howard G. Crowell, Jr., LTG USA (Ret), Chairman

5/21/2020

Date

Frederick M. Derr, CAPT USN (Ret), Treasurer

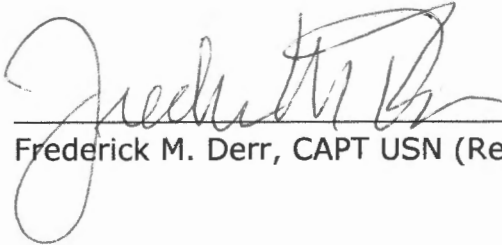
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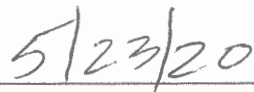
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