

Sarasota Military Academy Foundation, Inc.

BOARD OF TRUSTEES

MEETING MINUTES

20 JANUARY 2022

Board of Trustee Members' Attendance

Present:

Howard G. Crowell, Jr., LTG USA (Ret), Chair
Mr. Herb Jones, Vice Chair
Thomas J. McElheny, EdD,
Mr. Rafael Robles, Executive Director

Absent: Frederick M. Derr, CAPT USN (Ret), Treasurer; Mr. Anthony Baade

Location: SMA High School Campus

The chair called the meeting to order at 2:37pm.

Motion to Approve 30 September 2021 Minutes:

Vice Chair Herb Jones motioned to approve the 30 September 2021 minutes; Dr. Thomas McElheny seconded the motion and the board unanimously approved.

Financial Report: Mr. Rafael Robles presented the financial dashboard of the foundation. He explained the breakdown of total revenue and expenses and provided the documents to support that breakdown. Mr. Robles discussed the upcoming Giving Challenge in April 2022 and the projected goal for funds raised. Vice Chair Jones expressed the need of completing the Donor Wall in the front office to emphasize the full support of the board to the academy staff and stakeholders. Dr. McElheny inquired as to an annual donor summary to be presented to the board in which Mr. Robles replied that an end of year summary of grants and donors would be presented.

Mr. Robles stated that the PTCC has been phenomenal in assisting in community outreach. He also stated an opportunity for our CEO to be a panelist in an education forum and hopes for additional opportunities of speaking engagements within leadership groups in the future.

Business Partnerships: Mr. Robles discussed the potential partnership opportunity with the Education Foundation in creating a Student Success Center at the high school. He explained his discussions with Ms. Jennifer Vigne of the Education Foundation on how start a Student Success Center and the costs involved. Chair Crowell stated that the CEO should be following leads of opportunities within the community to add value to our academy. Chair Crowell recommended Mr.

Robles continue discussions with the Education Foundation along with Mr. Jim Tollerton, Director of the Operating Board, to initiate a center within our high school.

Business Sponsorship: N/A

Alumni: Mr. Robles stated that Mr. Michael Spetsios, class of 2012, chaired an alumni event for the classes of 2011 and 2012 to be held on 22 April 2022. Chair Crowell stated the need to engage and involve the alumni is extremely important.

The Louis and Gloria Flanzer Trust Match Program: Mr. Robles provided the year to date total donations from the Flanzer Trust Match Program and stated more unrestricted funds are needed. He thanked the board members who continue to support SMA through this match program.

Marketing/Communications: Chair Howard Crowell stated his concerns on where the responsibility lies with marketing and how Mr. Robles should address a marketing plan to donors. Mr. Robles stated the need of an academy wide effort with branding and marketing of both schools as currently, different language is being used within the campuses. Vice Chair Jones recommended Dr. McElheny to assume short-term responsibility for marketing of the academy as the board needs to step-in when there is discrepancies but the board needs to identify the responsible party long-term.

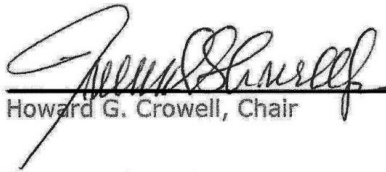
Chair: N/A

Old Business: N/A

New Business: Mr. Robles inquired to SMA-COL Christina Bowman prior to the meeting as to the onboarding process of new trustees to the Foundation Board. He mentioned that the bylaws state any new board of trustee for SMA Foundation needs to be nominated through the nominating committee within the SMA Operating Board. Mr. Robles stated that the new board of trustee is currently filling out the application and Chair Crowell stated that the potential trustee would be nominated at the next operating board meeting on 8 February 2022.

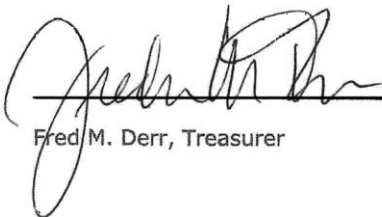
Public Comments: N/A

The chair adjourned the meeting at 3:50 pm.



Howard G. Crowell, Chair

04/21/2022
Date



Fred M. Derr, Treasurer

04/21/2022
Date