

Minutes

Board of Directors Meeting

Junior Achievement of Southeast Texas HQ

Friday, November 10, 2017

Attendees

Board: Juliet Breeze, Richard Castillo, Joe Cunningham, Jeff Deatsman, Leslie Duke, Greg Ebel, Greg Engel, Greg Garland, Luke Keller, Joe Kelly, Elizabeth Killinger, John Lionberger, Bruce Macklin, Bruce McCullough, Michele McNichol, Bob Patel, Daron Peschel, David Skinner, Brian Smith, Jon Stokes, Bill Swanstrom, Carol Warley, Deanna Young

Staff: Jennifer Anderson, Lisa Anderson, Joe Burke, Kacy Cameron, Monica Caudillo, Terry Cooper, Rick Franke, Ne’Cole Gibson, Nikki Hanley, De Jones, Wayne Lutz, Marlene Meyers, Jordan Parker, Cathya Rivera

Chairman, Greg Garland called the meeting to order at 11:45 a.m. Greg welcomed proposed new board members and board members attending their first meeting: Jeff Deatsman with Grant Thornton, Elizabeth Killinger with Reliant and Bruce McCullough with Marathon. He also introduced guests: Susan Ellerbusch with Air Liquide and Derek Ficencic with NextDecade.

Minutes of the July 25th annual meeting were emailed to the members after the meeting. A motion to accept the minutes was made and approved.

Greg Ebel gave the Nominations Report. Board resignations include: Peter Buettgen with Accenture, R.B. Herrscher with Enterprise Products, Steinar Vaage with Conoco Phillips, David Winn with Grant Thornton, Oscar Brown with Oxy, Larry Ryan with Dow (transferred) and Dave Fanta.

Nominees were recommended for membership: Deanna Young, CEO of Opportune; Jeff Deatsman Partner at Grant Thornton and Jeff Miers, Partner at Accenture. A motion was made to elect the proposed nominees, motion carried.

Considering board representation are: Geeta Thakorlal, President of Intecsea/Worley Parsons; Christopher G. Oliver, Vice Chairman of Cushman Wakefield and Willie Chiang, CEO Plains All American. Mark Saurin has been proposed to represent DowDupont.

Greg Engel reviewed the September financials. We are waiting on the draft 990 to review. Given the November 15th deadline to file, and to provide time necessary for committee review we will file an extension.

Regarding the financials there has been no significant change in status since the last meeting. Revenue is down, and expenses are being managed below budget. Joe Burke will provide greater detail in his Development Report.

Lisa Anderson commented also, noting there was the need for a board designated cash drawdown to cover cash flow needs through the remainder of this fiscal year. \$155K over and above the budgeted interest and dividend is needed. A motion was made to release \$155K and approve the September financials, motion carried.

Joe Burke presented the Development Report dated November 1st. In comparison to last year we are \$425K behind. Unexpected losses from Enterprise Products, Conoco and the yet to be renewed OTC grant are major contributors to the loss. We have applied for OTC funding. The RBC Race for the Kids has been moved to next year due to Harvey. RBC is still contributing an additional \$15K of money set aside for the race plus another \$35K of funds to help our cause. Joe then kicked off the personal campaign asking all members to please, in

addition to their own gift, consider soliciting their fellow officers for a personal gift. JA has also created a monthly personal giving option for which solicitations were sent to long-term volunteers to consider.

Jennifer Anderson presented the Education Report and updated everyone on class needs and Harvey. JA Inspire will be smaller, in part, to schools declining because of lost academic hours due to Harvey. There is also a decline in corporate participation. JA needs more career stations especially for GRB, December 13-14. Jennifer would like connections to restaurants, grocers or fast food which are typically first job providers for high school students.

Rick Franke gave his President's Report and opened by giving recognition to the JA staff who all have worked tirelessly through and post Harvey. He also recognized Necole Gibson who recently donated a kidney to save a life.

Rick highlighted the JA Inspire career guide leading everyone in a demonstration of the new augmented reality which features our title sponsors (Chevron Phillips Chemical, Enbridge, Quanta Services, and LyondellBasell) for the event; it was a big hit.

Regarding the HOA, we have two laureates are confirmed, Lynn Elsenhans, former CEO with Sonoco and Eric Mullins, CEO of Lime Rock Resources. A request for Jim Crane as our third selection is pending. Rick requested board help for auction donations for the HOA. We would like to get five big tickets items and wine. We are also seeking a donation which could match the \$66K we secured through the original paintings last year.

Rick discussed Alief ISD's plans to open a JA BizTown in their career center. The potential partnership would impact approximately 3,500 sixth grade students annually. He also gave everyone an update on the JA USA initiative, the American Dream Campaign. We are \$145K short of the \$1M goal.

Following up from Joe's plea, Rick went over are funding challenges and made an appeal to the board to please help solicit funds for JA. Lastly, Rick requested all board members complete and submit the required annual Conflict of Interest statement provided in the meeting packet.

Greg Garland reminded everyone of the next board and executive committee meeting dates, noting a new meeting has been added on February 22, 2018.

Meeting was adjourned at 12:50 p.m.

Recorded by: Richard W. Franke

Respectfully submitted: William Swanstrom Secretary