

FBLA/PBL ARIZONA, INC.

Board of Trustees Minutes

Date: March 24, 2018

OPENING

The regular meeting of the FBLA/PBL Arizona, Inc. Board of Trustees was called to order at 9:32 am on March 24, 2018 by Julie Ellis, State FBLA Advisor.

PRESENT

Debbie Cross, Karen Klein, Bennie Carlos, Craig Jacob, Jane Dobbs, Julie Ellis, Mike Manion, Joe Jacobson, Roger Waller, Lana Mohamed, Mark Creech, Brenda Maynard, and Flavio Martinez.

APPROVAL OF MINUTES

Moved by Craig Jacob, seconded, and approved by members present for November 4, 2017 meeting,

REPORTS

PBL, Mike Manion

Eastern AZ College, Thatcher, new chapter this year
Eastern AZ College hosted one of FBLA regional conferences
106 members at moment, April 15 last day - dues

FBLA, Julie Ellis

State Conference: 1764 (up from last year)

Close to capacity at Westin

Workshops; 8 at state now

Still need judges, getting some cancellations

A side conversation was held about automating sign up for volunteers in future
Dues structure explained and potential changes discussed.

It was **moved** by Bennie Carlos that future AZ Professional Division dues for all FBLA and PBL advisors will be \$20.00. **Motion passed.**

Professional Division, Debbie Cross

Debbie will cover in agenda items.

UNFINISHED BUSINESS

Sponsorship, Debbie Cross

FBLA Arizona Sponsorship Levels handout was distributed along with a Vendor Form, Donation Packages flyer, Packet List of Events, and templates for a request letter and email.

A discussion followed and the following suggestions/corrections were made: a. add "and" to the Silver Level, b. focus statistics for social media in large print to highlight sponsors' media exposure.

Logistics for accepting and tracking industry matching funds, monetary donations for volunteer hours, and other contributions encountered was discussed.

Successful sponsorships and donations were shared (\$5,800 thus far):
\$4,000 (\$2,000 from Apex Microtechnology, \$2,000 from Joe Jacobson)
\$600 (\$500, Ms. Cross, \$100 A. Calderon)
\$700 (Canyon State Credit Union, Jane Dobbs)
\$500 (Junior Tours, Julie Ellis)
Pending: ScriptSave (Julie Ellis)

Logistics for distribution of sponsorships for sponsored AZ state competitive event winners was discussed.

Craig Jacob **moved** that Tri Leadership will purchase checks to pay first place winners of sponsored competitive events at AZ State Leadership Conference on behalf of FBLA. **Motion passed.**

Additional ideas for donations were discussed including crowd sourcing. Lana Mohamed and Flavio Martinez are pursuing.

The use of scholarship funds collected from gold chapters as one of the gold chapter requirements was discussed.

Mike Manion **moved**: Gold chapter scholarship funds be reallocated from scholarship funds to sponsorship funds of competitive test events at the AZ State Leadership Conference as approved by Gold Chapters. Test sponsorship to be determined by the FBLA State Adviser in order to preserve the integrity of the competitions. **Motion passed.**

Robert Waller **moved** the allocation of FBLA funds to match \$25.00 for every \$75.00 contributed by the Gold Chapters for sponsorship of competitive test events at the AZ State Leadership Conference at the AZ State Leadership Conference. **Motion passed.**

NEW BUSINESS

New board members: Debbie Cross, Julie Ellis

Kim Owens, YearUp and Mike Fox, Eastern AZ College-discussion for another time.

FBLA and PBL Highlights: Presentation by Lana Mohamed and Mark Creech.

FLBA Calendar of Events: Julie Ellis enclosed in packet

PBL Calendar of Events: Mike Manion will send out a later time

FBLA Arizona Balance Sheet and Profit and Loss Summaries as of March 15, 2018
Provided by Tri Leadership and distributed by Julie Ellis.

The board requested a representative from Tri Leadership to attend the June 2, 2018 meeting.

Part Time Employee Positions

Craig Jacob **moved:** allow appropriation of additional hours for Lupita Simbrone's position at the discretion of the FBLA State Advisor for the next two weeks.

Motion passed.

ADJOURNMENT: 1:03 pm.