



ENTRENOUS (ENYES) BOARD MEETING  
Saturday, February 24, 2018  
10:00-2:00noon  
1108 N. Oleander Ave., Compton

Minutes

1. Welcome

- a. The meeting was called to order by Alberto Uribe, Acting Chair, at 10:45 am. In attendance were Alberto Uribe, Lorraine Griego, Cliff Seymour, and Stefanie Holzman. Also in attendance were Kim Hughes and Sara Silva.

2. Approval of Minutes

- a. Stefanie moved that the minutes be approved as written. Seconded by Cliff. It passed unanimously.

3. Treasurer's Report (Where we stand)

- a. Cliff reported that we have 3 accounts: 1) Operating account (checking account), 2) Business/Money Market (Savings account), and 3) DOL account (checking account).
- b. Exhibit A is profit and loss for 2 quarters. A summary of money movement.
- c. Total income is \$406,000. Exhibit C is more details broken up with more details. Profit and Loss are a picture of a moment in time through Dec. 2017. Shows by category – profit and loss.
- d. Exhibit B is a classified profit and loss.
- e. Currently, we are fiscally sound, but for sustainability, we will have problems.

4. Committee Updates:

- a. Fundraising Committee – We met on Dec. 7, 2018. We did an activity where we brainstormed what's the purpose of EntreNous and then we put like ideas together. These ideas include: Benefits for Community, Character, Changing Outcomes, Playing well with Others, Program and Process. We had a meeting scheduled in Jan., but it was cancelled. Our next step is to schedule a meeting to identify the top 10 reasons for giving to EntreNous. We schedule the next meeting for March 16 at 1 pm.

- b. Bylaw taskforce (e.g. committee) – Stefanie and Lorraine explained the possible changes to the by-laws. Alberto made a motion that the Board approve the revisions to the by-laws reviewed this morning. Cliff seconded. It was approved unanimously. Stefanie will type up the revised by-laws and present next meeting for signatures.

## 5. Director(s) Report

- a. ADA – Our ADA budget was based on 72 students present. However, we have a reduction in the budget based on actual number of students to 70. The budget was cut \$25,000 from the Charter School. We have until mid-April for the accounting for ADA. That is good for us because we have mental toughness and that should keep students. If we have an ADA greater than 71, then our budget will be returned to us. We have students in the Construction Cohort which helps our ADA. Phil met with Sara to help find where to reduce costs. Kim is leading the charge to do more aggressive recruiting.
- b. Budget cut – See above.
- c. YCSC age expansion
  - i. Potential change in direction of program (e.g. minors)  
We have a dichotomy in our community – minors, who are not focused on the future and adults, who ARE focused on the future. Older students are frustrated by the behaviors of the minors.
  - ii. Proposal for programming  
It was suggested that we grandfather in our current minors, but that we expand our older students program. We would also open a later time for these students.  
At this time, we will wait for authorizer of the Charter School to change the program changes. We will then make changes to our program to reflect these.
- d. VISTAs (2)
  - i. We currently have the applications for the VISTA personnel. It's a 3-year cycle and there is a cost to the program. It's \$4500 per VISTA person, but that is a small amount for personnel.
- e. Grant writing class & upcoming PD trainings
  - i. Grants/LOI in & in progress ([CSET, MyPath, CDBG] [Walmart, Dwight Stuart, Parsons - in progress])
    - 1. Sara and Kim are participating in a certificate program for grant writing from CSUDH Extension. They are learning a lot that they can apply to the grants that they apply for. The

end result may be that they have templates for future grants.

2. CSET – Is a pass-through grant for people to learn good customer service schools. We received \$28,000 for this grant.
  3. MyPath - is a pass-through grant for financial literacy and is for \$20,000. We received the grant, but not the money.
  4. CDBG – Community Development Block Grant – We applied for the grant. Sara and Kim participated in an interview. We applied for \$30,000. We will hear about this in April.
  5. Walmart Grant – Kim wrote Walmart grants for all the areas from which our students come from. She hasn't heard about these.
  6. Dwight Steward Youth Fund – Kim and Sara are putting an LOI into their foundation.
- ii. Kim and Sara are trying to diversify their social outreach. Therefore, they are joining different groups.
    1. Kim and Sara are also doing more presentations which has increased their social outreach.
    2. They are also trying to do more outreach to the political people.
- f. Update on Gipson visit & upcoming request
    - i. He did a good presentation to the young people.
  - g. Mobile Cause update
    - i. No update
  - h. Forecast Trends for 2018 and Youth Funders
    - i. Kim and Sara went to training from both groups. They learned a lot from these.

## 6. Discussion/Action Items

- a. DOL Grant (Impact on Staffing Update)
  - i. DOL RFP is coming out soon. We are planning to apply which is a major complicated grant. Therefore, we need a grant writer which would cost \$6,000. We will ask for \$1.1 million. Sara is suggesting that we hire Judy on a contract to submit the DOL. It is so important to our organization we need the best application. Paying a grant writer puts pressure on them to do a good job.
  - ii. If we don't use Judy, then we need a DOL grant writer and someone who knows YouthBuild.
  - iii. Lorraine moves that we create a contract with Carey and Associates to write the 2018 YouthBuild DOL grant. The contract to

include dates for deliverables once the grant due dates are known.  
Alberto seconded. It passed unanimously.

- b. Grants, Writers, etc
  - i. Sara talked to our grant writer. She (the grant writer) wants to do work with EntreNous, but on a pro-bono basis. That means we are not a priority.
- c. Update on Political tours, etc
  - i. Neil will provide more information.
- d. Miscellaneous
  - i. CYB is at this site for a 1 year contract. Sara will go to the City Council to ask for renewal of the lease. Alberto made a motion that Directors of EntreNous can negotiate the lease for the Oleander address. Cliff seconded. Passed unanimously.
  - ii. Itrain – list for alternative/retraining. EDD will pay for the student. We want to be an itrain authorized vendor. The stumbling block is the non-profit application is \$5,000 including a WASC-like accreditation. Cliff knows a different process which we will consider.
  - iii. The Non-Profit Partnership has a year-long series with 7 sessions. It was suggested that the Board attend some of these sessions. It is \$650 per person for the series. Maybe we should do individual sessions.
  - iv. Kim suggested that the Board google 42 Silicon Valley – a charter school
    - 1. They reached out to form a partnership for our young people to go to this non-profit free charter school. No teachers. All technology based for coding and beyond. It's a tech college.
- e. Review LOI for submission
  - i. Kim and Sara will submit LOI to the Board. Because the Board is new to the process, we have new eyes on the task.

## 7. Other

- a. Fundraising committee
- b. Next Meeting (April 2018)
  - i. The next meeting will be Friday, April 13, 2018 at 11 am.
- c. The meeting was adjourned at 1:45 pm.

Respectfully submitted,

Stefanie Holzman

Secretary