



ENTRENOUS (ENYES) BOARD MINUTES

March 18, 2022

Zoom

By delivering programs, resources and services, we foster resilient and self-sustaining young people.

Our purpose is to offer an integrated, human development approach to high-quality workforce and leadership development programs, education, resources, and services. Through the creation of an inclusive, equitable, and nurturing environment, we provide culturally relevant and rigorous instruction. The goal is to improve financial sustainability for youth and families in economically-distressed communities.

Content	Lead	Discussion/Decision	Actions
I. Welcome and Community Building	Stefanie		<p>-The meeting was called to order at 3:09 PM by Stefanie Holzman, Board Chair. Stefanie welcomed those in attendance, Isabel Galvez Lara, Meegan Johnson, Anthony Normore, Alberto Uribe, Sara Silva, Kim Hughes, Sayaka Ponce, Stefanie Holzman, and Lorraine Griego. Stefanie led a Community Builder where everyone in attendance shared how they have been since the last Board Meeting.</p> <p>-Gary Polk has resigned from the EntreNous Board of Directors.</p>
II.	Stefanie	<ul style="list-style-type: none"> • Approval of Minutes from Jan. 7, 2022 • Approval of Director's Report 	<p>Isabel Galvez Lara moved to approve the Minutes from the Board Meeting on 01/07/2022 as submitted. It was seconded by Anthony Normore and the Motion was unanimously passed.</p> <p>-ENYES Directors shared that YouthBuild has developed and released media entitled, Women of Youth Build, How YouthBuild Uniquely Champions Women. The series includes a feature on a member and employee from Compton Youth Build. It tells the story of their journey in the Youth Build Program.</p> <p>- Youth Build has received a \$13,000,000 donation from MacKenzie Scott. Information as to how Youth Build will use this donation has not been released, but they have requested ideas on how to best support the organization.</p> <p>-Kim Hughes shared that a meeting has been scheduled with the Stone Family to discuss the second phase of funding.</p> <p>-Funding Updates included that Grant Proposals have been submitted to Rose Hills and The Latino Fund, both for 50K.</p> <p>-The DOL, CalVIP, and Title 5 Grants are pending.</p>

		<ul style="list-style-type: none"> Approval of the Treasurer's Report 	<p>-Kim Hughes shared that there are many opportunities for funding at this time. As such, ENYES will apply for as many as possible.</p> <p>-Program Managers will be hired. They will report directly to Kim and Sara. Anthony Normore moved to approve the Directors' Report as submitted. It was seconded by Sayaka Ponce, and the Motion was unanimously passed.</p> <p>-ENYES has hired an Accounts Specialist. Accounts are expected to be in place by 03/31/2022.</p> <p>-ENYES bank accounts are currently in good standing.</p> <p>-SBA has added an additional 6 months to start repayment of the loan.</p> <p>-PPP loan of \$200,000 has been forgiven and other loans are expected to be forgiven as well.</p> <p>-Given Gary Polk's resignation from the ENYES Board of Directors, we must name a new Board Treasurer before the meeting in May 2022.</p>
<p>III. Update on Heavy Lifts</p>	<p>All</p>	<p>Each group will update their work.</p>	<p><u>Social Enterprise</u></p> <p>-Sayaka shared that the Social Enterprise Vista Assignment Description (VAD) will outline the responsibilities for the position.</p> <p>-Mario Morales and Mikie Oaxaca will receive support from Lorraine Griego as they work to complete their CTC Credential.</p> <p>-Stefanie asked, "Is there a vision for the Social Enterprise Committee?" Kim shared that this is now in the exploratory stage and Sara shared that the hope is to have a Hospitality Program that is similar to what Home Boy Industries has in place with in-house training to generate monies with more flexible spending opportunities for ENYES.</p> <p>-Isabel and Sayaka are working with Destiny to create a Social Enterprise Business Plan.</p> <p><u>Stewardship Committee</u></p> <p>Kim shared that ENYES has good rapport with Barragan and Gibson, but we need to establish a relationship with Holly Mitchell, LA County Supervisor and Senator Steven Bradford.</p> <p>-Sara asked, "How do we deepen the relationships that we have in place with political figures?" While photo-ops with ENYES has sometimes results in more funding for ENYES, how can we augment the relationship so that we are a priority for the elected official?</p> <p>-Due to redistricting, ENYES will now be a part of Maxine Waters' Congressional District.</p>

			<p><u>Donor Committee</u></p> <p>-The committee has met to determine how do we get more donors onboard and what that system would look like. They also discussed how to invite donors to the 10th Anniversary Celebration and how Corporate Sponsors would be better able to support ENYES.</p> <p>-Meegan shared the Thank You script to use when thanking donors. It was suggested to add Kim and Sara’s position to the Thank You letter.</p> <p>-A Thank You email will be automatically generated by Boomerang for monthly donations.</p> <p>-Board Members will receive a notification on Slack to make a phone call and to write a thank you card to the donor. The expectation is that the thank you note, and phone call be completed within 48 hours.</p> <p>-A campaign to contact lapsed donors will begin soon.</p>
IV. “Dennis Quaid” Project	Stefanie, Kim, Sara	Approval? How to get the money.	The Public TV Series, View Point by Dennis Quaid has selected ENYES to be featured in their program. This opportunity will put ENYES in the spotlight for viewers across the Nation, including prospective donors and other potential supporters. The cost to participate for ENYES to participate is \$23,000 to cover the costs for production (camera crew, etc.). \$10,800 has already been paid. This leaves each Board Member with the responsibility to raise \$1500. ENYES will prepay and Board Members have until September 2022 to raise the money. Alberto Uribe moved to approve the Dennis Quaid Project. It was seconded by Meegan Johnson, and the Motion was unanimously passed
V. 10th Anniversary Party	Meegan	Information update What corporate potential do you have?	<p>-The 10th Anniversary Celebration is scheduled for Wednesday, May 26, 2022, at 5:00 PM. Tickets to attend will be \$25.00/person. It was not determined if our elected officials will/will not receive free admission.</p> <p>-The goal of the event is to establish relationships with Corporate Sponsors.</p> <p>-Sponsorship Packages have been established at the \$5000, \$2500, and \$1000 levels. Each Board Member is charged with providing a list of 10 possible Corporate/Business Sponsors to ENYES’ Directors by 03/24/2022. The name of the business/corporation and a contact person (if known) is to be included.</p>
VI. Updating our Elevator Speech	All	Gathering ideas from Kim and Sara Wordsmithing	Ideas were shared to assist in wordsmithing the Elevator Speech so that it is 50 words or less. It was suggested that a separate meeting may be necessary to finalize the Elevator Speech.
VII. Closing and Next Meeting date	All	Discussion/Decision	<p>The Board was assigned the following tasks:</p> <ol style="list-style-type: none"> 1. Assist with wordsmithing the Elevator Speech. 2. Send list of 10 possible businesses/corporations by 3/24/2022 to Kim/Sara. 3. Think about how to raise \$1500 for the Dennis Quaid Project.

			<p>Upcoming Board Meetings:</p> <ul style="list-style-type: none">• 04/08/2022• 06/03/2022 <p>Sayaka Ponce moved to adjourn the meeting at 5:28 PM. It was seconded by Alberto Uribe and the Motion was unanimously passed</p>
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Respectfully submitted,

Lorraine Griego
Board Secretary