

45-305 Oasis Street, Indio, California (760) 347-3484 ● (760) 347-4660 fax

#### **SPECIAL MEETING**

#### **AGENDA**

Date: June 1, 2017

Time: 5:30pm

Location of Meeting: Oasis Administration Building, Managers Conference Room

Address: 45-305 Oasis Street, Indio, California

#### **BOARD OF DIRECTORS**

John Henry Garcia, President Ernesto Rosales, Vice President Jason Schneider, Treasurer Benjamin Guitron, Secretary Brandt Kuhn, Director Silvia Paz, Director Sergio Gutierrez, Director Chandra Patel, Director

- 1. CALL TO ORDER AND ROLL CALL
- 2. APPROVAL OF AGENDA
- 3. PUBLIC STATEMENTS

Any person wishing to address the Board of Directors on any item on this Agenda is requested to complete a Public Statement Request form in advance and hand it to the Secretary. Please note you may address the Board on an Agenda item at the time it is discussed or make a general comment at this time. To make a comment, you are asked to state your name and address and wait to be recognized by the Board President. There is a three-minute time limit for comments.

#### 4. PRESENTATIONS

a. None

#### 5. CONSENT CALENDAR

All matters listed on the Consent Calendar are routine and will be enacted by one roll call vote. There will be no separate discussion of these items unless members of the Board of Directors or audience request specific items to be removed from the Consent Calendar for separate discussion and action under Section 6 of the Agenda Consent Items Held Over.

#### a. Approval of Meeting Minutes

**Recommended Action:** To approve the Meeting minutes of April 6, 2017.

#### b. Financial Reports

**Recommended Action:** To accept the Financial Reports for March 2017 and April 2017.

#### 6. **CONSENT ITEMS HELD OVER**

a.

#### 7. ACTION ITEMS

a. <u>Draft 2017 Strategic Plan</u> continued from April 6, 2017 meeting for discussion and possible action.

**Recommended Action:** Review and provide direction on additions and deletions to the Draft 2017 Strategic Plan.

b. **Standing Committee Assignments** for the 2017 calendar year continued from April 6, 2017 meeting.

**Recommended Action:** To assign a chair and members to each standing committee.

c. Acceptance of Resignation of Director Patel

**Recommended Action:** To receive and accept Director Patel's resignation.

#### 8. UPDATES AND GENERAL INFORMATION

Discussion items that will not result in formal action taken by the Board of Directors at this meeting.

- a. Executive Director Report (Kevin Kalman or Staff)
- b. Event Committee Report (**Chair Ernesto Rosales**, Silvia Paz, Brandt Kuhn)
- c. Communications Committee Report (**Chair Chandra Patel**, Sergio Gutierrez, Wendy Belk, John Henry Garcia)
- d. Finance Committee Report (**Chair Jason Schneider**, John Henry Garcia, Brandt Kuhn)
- e. Minutes of The First Tee of Coachella Valley Board of Directors

#### 9. BOARD COMMENTS/REQUESTS FOR AGENDA ITEMS

Discussion items that will not result in formal action taken by the Board of Directors at this meeting.

#### 10. ADJOURNMENT

<u>DECLARATION OF POSTING</u>: I declare under penalty of perjury, that I am the Executive Director of the Desert Recreation Foundation and that the foregoing Agenda was posted in the bulletin board at the Foundation Office and on the Website on May 30, 2017.

Ke in Kalman, Executive Director

#### Item 1 - Call to Order/Rollcall

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

**SUBJECT:** Call to Order/Rollcall

#### **BACKGROUND:**

#### **Presidents Script:**

I call the June 1, 2017 special meeting of the Desert Recreation Foundation Board of Directors to Order at 5:30pm. Board Secretary rollcall please.

#### **Secretary Script:**

President Garcia, Vice President Rosales, Treasurer Schneider, Secretary Guitron, Director Paz, Director Gutierrez, Director Patel, Director Kuhn, and Director Garcia.

#### **RECOMMENDATION:**

To call the meeting to order and conduct rollcall.

#### Item 2 - Approval of Agenda

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

**SUBJECT:** Approval of Agenda

#### **BACKGROUND:**

#### **Presidents Script:**

Are there any additions, deletions, or changes to the agenda?

This is when the staff/board may request emergency items be added or items on the agenda be rearranged or deleted. This is also when board members may request an item be moved from Consent Calendar to Consent Items Held Over for discussion and independent vote.

#### **RECOMMENDATION:**

To approve the agenda as presented and or modified.

#### Item 3 - Public Statements

**TO:** Honorable Members of the Board of Directors

**FROM:** Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

**SUBJECT:** Public Statements

#### **BACKGROUND:**

There will be no discussion or action taken at this meeting for statements addressing items that are not on the agenda.

#### **President's Script:**

Any person wishing to address the Board of Directors on any item on this Agenda is requested to complete a Public Statement Request form in advance and hand it to the President. Please note you may address the Board on an Agenda item at the time it is discussed or make a general comment at this time. To make a comment, you are asked to state your name and address and wait to be recognized by the Board President. There is a three-minute time limit for comments. (Up to the President to enforce)

#### **RECOMMENDATION:**

To recognize and hear any person wishing to address the board.

#### Item 4 - Presentations

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

SUBJECT: None

#### **BACKGROUND:**

There are no presentations this meeting.

#### **RECOMMENDATION:**

#### **Consent Item 5.a - Minutes**

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

**SUBJECT:** Approval of Meeting Minutes of April 6, 2017

#### **BACKGROUND:**

The Desert Recreation Foundation and Desert Recreation District held a Special Meeting on April 6, 2017.

#### **RECOMMENDATION:**

To approve the meeting minutes of meeting minutes of April 6, 2017.



#### Minutes of Board Meeting April 6, 2017

A meeting of the Board of Directors of the Desert Recreation Foundation was held at Administration Building 45-305 Oasis Street, Indio, California.

#### **Board of Directors in Attendance:**

Ernesto Rosales, Vice President Jason Schneider, Treasurer John Henry Garcia, Director Benjamin Guitron, Director Sergio Gutierrez, Director

#### **Board of Directors Absent:**

Silvia Paz, Director Brandt Kuhn, President Wendy Belk, Secretary Chandra Patel, Director

#### **Desert Recreation District Staff and Other:**

Kevin Kalman, General Manager Tim Skogen, ED FTCV Barb Adair, Assistant General Manager

#### 1. **Opening Ceremonies:**

Call to Order: Vice President Rosales called the meeting to order at 5:35 PM

#### **Roll Call:**

Present: Rosales, Schneider, Guitron, Gutierrez, Garcia

Absent: Patel, Paz, Kuhn, Belk

#### 2. Approval of Agenda:

Director Guitron made the motion to approve the agenda, 2016, second by Director Schneider.

Ayes: Rosales, Schneider, Guitron, Gutierrez, Garcia

Noes: None

Absent: Patel, Paz, Kuhn, Belk

Abstain: None

#### 3. Public Statements

There were no public statements.

#### 4. <u>Presentations</u>

There were no presentations.

#### 5. Consent Calendar

Director Garcia made the motion to approve the Consent Calendar, second by Director Schneider.

Ayes: Rosales, Schneider, Guitron, Gutierrez, Garcia

Noes: None

Absent: Patel, Paz, Kuhn, Belk

Abstain: None

#### 6. Consent Items Held Over:

No Consent Items were held over.

#### 7. Action Items:

#### a. Nomination and Election of Officers

The board nomination and elected the following slate of officers for the 2017 calendar year.

- President John Henry Garcia
- Vice President Ernesto Rosales
- Treasurer Jason Schneider
- Secretary Benjamin Guitron

Ayes: Rosales, Schneider, Guitron, Gutierrez, Garcia

Noes: None

Absent: Patel, Paz, Kuhn, Belk

Abstain: None

#### b. Draft 2017 Strategic Plan

The board reviewed the Draft 2017 Strategic Plan and assigned an ad hoc committee to develop the plan more completely. The ad hoc committee consists of the immediate Past President Kuhn, President Garcia, Treasurer Schneider, and Director Gutierrez.

c. Standing Committees

Director Garcia made the motion to continued this item date uncertain to allow for the completion of the 2017 Strategic Plan which outlines alternative committees to those existing,

second by Director Guitron.

Ayes: Rosales, Schneider, Guitron, Gutierrez, Garcia

Noes: None

Absent: Patel, Paz, Kuhn, Belk

Abstain: None

d. 2017 Board Meeting Calendar

Director Guitron made the motion to approve the Meeting Calendar, second by Director

Garcia.

Ayes: Rosales, Schneider, Guitron, Gutierrez, Garcia

Noes: None

Absent: Patel, Paz, Kuhn, Belk

Abstain: None

e. Independent Auditors Report for the Year Ending June 30, 2016

After review and discussion of the year end audit of the financial statements Director Gutierrez made the motion to accept the Independent Auditors Report for the fiscal year ended June 30,

2016. Second by Treasurer Schneider.

Ayes: Rosales, Schneider, Guitron, Gutierrez, Garcia

Noes: None

Absent: Patel, Paz, Kuhn, Belk

Abstain: None

f. Consideration of Membership in the National Association of Park Foundations

After consideration Director Garcia made the motion to join the National Association of Park Foundations for one year and reevaluate before continuing membership. Second by Vice

President Rosales.

Ayes: Rosales, Schneider, Guitron, Gutierrez, Garcia

Noes: None

Absent: Patel, Paz, Kuhn, Belk

Abstain: None

#### g. Acceptance of Resignation of Director Belk

Director Guitron made the motion to accept Secretary Belk's, March 20, 2017, letter of resignation. Second by Director Gutierrez.

Ayes: Rosales, Schneider, Guitron, Gutierrez, Garcia

Noes: None

Absent: Patel, Paz, Kuhn, Belk

Abstain: None

#### h. Recruitment and Selection Criteria

The board reviewed the selection process and discussed potential recruitment targets. The board identified a need to recruit from the agriculture and tribal communities. Director Schneider volunteered to reach out to the tribal community to determine an appropriate candidate. No formal action was taken.

#### 8. <u>Updates and General Information:</u>

- a. Skogen reported on the activities of the First Tee of Coachella Valley and coming events.
- b. Communications Committee None
- c. Event Committee None
- d. Finance Committee None
- e. First Tee Board of Directors minutes were provided for review.

#### 9. <u>Board Comments/Request for Agenda Items</u>

None

#### 10. Adjournment:

There being no further business to come before the Board, the meeting was adjourned at 7:05 p.m. The next meeting is scheduled for 5:30pm on June 1, 2017 at the corporate offices at 45-305 Oasis Street, Indio, CA.

Respectfully submitted:	
Benjamin Guitron, Secretary of the Board	John Henry Garcia, President of the Board

#### Item 5.b - Financial Report

**TO:** Honorable Members of the Board of Directors

**FROM:** Jason Schneider, Treasurer

**DATE:** June 1, 2017

**SUBJECT:** Monthly Financial Report(s)

#### BACKGROUND:

Attached are the monthly financial reports through March 31, 2017 and April 30, 2017 for board review and discussion.

#### **RECOMMENDATION:**

To receive and file the monthly financial reports.

## Management Report

Desert Recreation District March 2017



Prepared by

Sonya Galvez, Accounting Supervisor

Prepared on

April 10, 2017

# Desert Recreation Foundation Monthly Statement of Revenue & Expenses March, 2017

	Foundation	First Tee
Bank Balance as of 02/28/2017	\$ 34,009.14	\$ 259,342.06
Revenue		
Restricted:		
Event Income		3,752.25
First Tee Donations	75.00	796.60
Sponsorship		250.00
Grants	-	-
Sales of Donated Equipment	-	1,440.00
Registration fees		10,850.00
G		,
	75.00	17,088.85
Unrestricted:		
	_	-
Total Revenue	75.00	17,088.85
Eveneditures		
Expenditures  Meals		
	-	-
Supplies Event Supplies	-	-
Program Expense	- 792.22	- 2,283.87
Advertisement	792.22	2,203.07
License	- 295.84	-
Software Fees	103.95	-
Visa Merchant Fees	30.00	97.52
visa ivici ciiaiit i ees	30.00	31.32
Total Expenditures	1,222.01	2,381.39
Bank Balance as of 03/31/2017	\$ 32,862.13	\$ 274,049.52

# Desert Recreation Foundation Monthly Statement of Revenue & Expenses March, 2017

#### Class Balances as of 03/31/2017

The First Tee	\$ 244,172.21
Adaptive Sports	10,000.00
Financial Assistance	1,625.07
Gymnastics	1,359.76
LPGA/USGA	2,500.00
Marci Hyman/Scholarship	4,000.00
Marketing	9,240.05
Trips for Kids	4,716.27
Anderson Family Foundation	4,298.29
Unrestricted	
Crescent Porter Hale Grant	25,000.00
Total	\$ 306,911.65

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## **Balance Sheet**

As of March 31, 2017

		Total
	As of Mar 31, 2017	As of Mar 31, 2016 (PY)
ASSETS		
Current Assets		
Bank Accounts		
PWB-IW First Tee Foundation	274,049.52	333,423.92
PWB-IW Foundation	32,862.13	36,868.23
Total Bank Accounts	306,911.65	370,292.15
Total Current Assets	306,911.65	370,292.15
Fixed Assets		
Accumulated Depreciation	-32,659.86	-30,137.22
Equipment Assets	40,648.32	40,648.32
Total Fixed Assets	7,988.46	10,511.10
TOTAL ASSETS	\$314,900.11	\$380,803.25
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
Deferred Revenue	0.00	7,500.00
Total Other Current Liabilities	0.00	7,500.00
Total Current Liabilities	0.00	7,500.00
Total Liabilities	0.00	7,500.00
Equity		
Fund Balance	302,971.92	309,187.67
Net Income	11,928.19	64,115.58
Total Equity	314,900.11	373,303.25
TOTAL LIABILITIES AND EQUITY	\$314,900.11	\$380,803.25

Desert Recreation Foundation 3/11

## **Statement of Cash Flows**

July 2016 - March 2017

	Total
OPERATING ACTIVITIES	
Net Income	11,928.19
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Deferred Revenue	-7,000.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-7,000.00
Net cash provided by operating activities	4,928.19
NET CASH INCREASE FOR PERIOD	4,928.19
Cash at beginning of period	301,983.46
CASH AT END OF PERIOD	\$306,911.65

Desert Recreation Foundation 4/11

## **Profit and Loss**

July 2016 - March 2017

		Total
	Jul 2016 - Mar 2017	Jul 2015 - Mar 2016 (PY)
INCOME		
Donations	36,194.55	63,721.06
Event Income	23,771.21	16,897.40
Grants	58,933.00	33,000.00
Registration Fees	12,250.00	30,000.00
Sale of Donated Equipment	18,269.47	8,275.00
Sponsorship	2,115.00	10,753.20
Total Income	151,533.23	162,646.66
GROSS PROFIT	151,533.23	162,646.66
EXPENSES		
Advertisement		1,900.00
Awards Recognition		80.30
License & Permits	882.84	221.00
Meals	159.80	545.60
Membership Annual Dues	20.00	
Office Supplies		194.78
Printing & Reproduction -	3,944.89	930.47
Professional Development	3,185.00	2,297.44
Professional Fees	6,370.10	4,000.00
Program Event Supplies	2,894.41	
Program Expense	118,502.01	76,913.81
Repair & Maintenance	259.14	
Scholarship		8,521.87
Software Fees	1,281.60	911.55
Tournament Event Fees	891.53	
Vehicle - Fleet		757.99
Visa Merchant Fees	1,213.72	1,256.27
Total Expenses	139,605.04	98,531.08
NET OPERATING INCOME	11,928.19	64,115.58
NET INCOME	\$11,928.19	\$64,115.58

Desert Recreation Foundation 5/11

## **Deposit Detail**

March 2017

Date	Transaction Type	Num	Customer	Vendor	Memo/Description	Clr	Amount
PWB-IW First 7	Tee Foundation						
03/01/2017	Deposit					R	1,250.00
					Invitational Registration Fees	l	1,000.00
					Michael Cosgrove - Sponsor First Tee Invitational		250.00
03/01/2017	Deposit					R	1,527.25
					First Tee Invitational Registration Fees		200.00
					Sales of Donated Goods - Bautista		350.00
					Sales of Donated Goods - Golf Alley		475.00
					Fundraiser Event- Tahquitz Creek		502.25
03/01/2017	Deposit					R	50.00
					Donation Steve Jacobsen		50.00
03/07/2017	Deposit					R	1,600.00
					First Tee Invitational Registration Fees		1,600.00
03/07/2017	Deposit					R	1,600.00
					First Tee Invitational Registration Fees		1,600.00
03/09/2017	Deposit					R	2,215.00
					Richard Bautista- Sales of donated goods		165.00
					Indian Wells Golf		
					Resort 2/4/17 Event		2,050.00

Desert Recreation Foundation

Date	Transaction Type	Num	Customer	Vendor	Memo/Description	Clr	Amount
03/14/2017	Deposit					R	1,650.00
					First Tee Invitational Registration Fees		1,650.00
03/14/2017	Deposit				First Tee Invitational	R	2,145.00
					Registration Fees		800.00
					Donations		145.00
					Portola C C Women's Club Tournament Event-		1,200.00
03/16/2017	Deposit					R	1,314.00
					Donations		114.00
					First Tee Invitational Registration Fees		1,200.00
03/22/2017	Deposit					R	400.00
					First Tee Invitational Registration Fees		400.00
03/22/2017	Deposit					R	1,362.60
					First Tee Invitational Registration Fees		1,200.00
					First Tee Donations		162.60
03/29/2017	Deposit					R	400.00
					First Tee Invitational Fees-		400.00
03/29/2017	Deposit					R	1,575.00
					First Tee Invitational Fees -		800.00
					PD Desert Senior Golf- Donation		325.00

Desert Recreation Foundation

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Date	Transaction Type	Num	Customer	Vendor	Memo/Description	Clr	Amount
					Sale of donated equipment		450.00
PWB-IW Found	ation						
03/08/2017	Deposit					R	50.00
					Donation- Barbara Kreedman		50.00
03/30/2017	Deposit					R	25.00
					Steven Jacobsen - Donation		25.00

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## **Check Detail**

March 2017

Date	Transaction Type	Num	Name	Memo/Description	Clr	Amount
PWB-IW First	Tee Foundation					
03/06/2017	Check	1214	Zystex, Inc The WCBS Group		R	-882.04
				TFT Invitational Related Print Material		882.04
03/06/2017	Check	1215	Pacific Western Bank		R	-166.60
				Postage for TFT Invitational Mailers		166.60
03/08/2017	Check	1216	Desert Sun		R	-796.75
				Springs Club Thank You Ad 2/19/17		796.75
03/27/2017	Check	1217	Express Frame			-438.48
				2 Recognition Plaques -		438.48
PWB-IW Four	ndation					
03/06/2017	Check	1297	Pacific Western Bank		R	-39.95
				February 2017 Quick Books Fees		39.95
03/13/2017	Check	1298	Microsoft Corporation		R	-64.00
				March 2017 E1Email Accounts		64.00
				Accounte		01.00
03/13/2017	Check	1300	Pacific Western Bank	December Name December	R	-295.84
				Domain Name Renewal & Web Forwarding		295.84
03/27/2017	Check	1201	Desert Recreation District			-792.22
03/27/2017	OHECK	1301	DISTIICT			-132.22

Desert Recreation Foundation 9/11

Date	Transaction Type	Num Name	Memo/Description	Clr	Amount
			Anderson Grant -		
			Reimbursement to DRI	)	792.22

Desert Recreation Foundation 10/11

Desert Recreation Foundation 11/11

## Management Report

Desert Recreation District April 2017



Prepared by

Sonya Galvez, Accounting Supervisor

Prepared on

May 10, 2017

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## Desert Recreation Foundation Monthly Statement of Revenue & Expenses April, 2017

	Foundation First T			First Tee
Bank Balance as of 03/31/2017	\$	32,862.13	\$	274,049.52
Revenue				
Restricted:				
Event Income				61,733.45
First Tee Donations		77.00		855.37
Sponsorship				750.00
Grants		-		25,000.00
Sales of Donated Equipment		-		7,655.19
Registration fees				3,400.00
		77.00		99,394.01
		_		
Unrestricted:				
				-
Total Revenue		77.00		99,394.01
Expenditures				
Professional Fees		3,600.00		_
Supplies		3,000.00		_
Event Supplies		_		_
Program Expense		_		343.20
Advertisement		_		-
License		-		_
Software Fees		399.79		-
Visa Merchant Fees		30.00		254.16
Total Expenditures		4,029.79		597.36
Bank Balance as of 04/30/2017	\$	28,909.34	\$	372,846.17

## Desert Recreation Foundation Monthly Statement of Revenue & Expenses April, 2017

### Class Balances as of 04/30/2017

The First Tee	\$ 339,016.07
Adaptive Sports	10,000.00
Financial Assistance	1,625.07
Gymnastics	1,359.76
LPGA/USGA	2,500.00
Marci Hyman/Scholarship	4,000.00
Marketing	9,240.05
Trips for Kids	4,716.27
Anderson Family Foundation	4,298.29
Unrestricted	
Crescent Porter Hale Grant	25,000.00
Total	\$ 401,755.51

## **Balance Sheet**

As of April 30, 2017

		Total
	As of Apr 30, 2017	As of Apr 30, 2016 (PY)
ASSETS		
Current Assets		
Bank Accounts		
PWB-IW First Tee Foundation	372,846.17	369,497.47
PWB-IW Foundation	28,909.34	36,870.28
Total Bank Accounts	401,755.51	406,367.75
Total Current Assets	401,755.51	406,367.75
Fixed Assets		
Accumulated Depreciation	-32,659.86	-30,137.22
Equipment Assets	40,648.32	40,648.32
Total Fixed Assets	7,988.46	10,511.10
TOTAL ASSETS	\$409,743.97	\$416,878.85
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
Deferred Revenue	0.00	7,500.00
Total Other Current Liabilities	0.00	7,500.00
Total Current Liabilities	0.00	7,500.00
Total Liabilities	0.00	7,500.00
Equity		
Fund Balance	302,971.92	309,187.67
Net Income	106,772.05	100,191.18
Total Equity	409,743.97	409,378.85
TOTAL LIABILITIES AND EQUITY	\$409,743.97	\$416,878.85

Desert Recreation Foundation 3/11

## **Statement of Cash Flows**

July 2016 - April 2017

	Total
OPERATING ACTIVITIES	
Net Income	106,772.05
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Deferred Revenue	-7,000.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-7,000.00
Net cash provided by operating activities	99,772.05
NET CASH INCREASE FOR PERIOD	99,772.05
Cash at beginning of period	301,983.46
CASH AT END OF PERIOD	\$401,755.51

Desert Recreation Foundation 4/11

### **Profit and Loss**

July 2016 - April 2017

	110010 1 0017	Total
	Jul 2016 - Apr 2017	Jul 2015 - Apr 2016 (PY)
INCOME		
Donations	37,126.92	67,244.95
Event Income	85,504.66	29,183.40
Grants	83,933.00	33,000.00
Registration Fees	15,650.00	40,300.00
Sale of Donated Equipment	25,924.66	8,617.00
Sponsorship	2,865.00	21,028.20
Total Income	251,004.24	199,373.55
GROSS PROFIT	251,004.24	199,373.55
EXPENSES		
Advertisement		1,900.00
Awards Recognition		80.30
License & Permits	882.84	221.00
Meals	159.80	594.62
Membership Annual Dues	20.00	
Office Supplies		194.78
Printing & Reproduction -	3,944.89	930.47
Professional Development	3,185.00	2,597.44
Professional Fees	9,970.10	4,000.00
Program Event Supplies	343.20	
Program Expense	120,179.30	76,913.81
Repair & Maintenance	259.14	
Scholarship		8,521.87
Software Fees	1,681.39	1,079.50
Tournament Event Fees	2,108.65	
Vehicle - Fleet		757.99
Visa Merchant Fees	1,497.88	1,390.59
Total Expenses	144,232.19	99,182.37
NET OPERATING INCOME	106,772.05	100,191.18
NET INCOME	\$106,772.05	\$100,191.18

Desert Recreation Foundation 5/11

## **Deposit Detail**

April 2017

Date	Transaction Type	Num	Customer	Vendor	Memo/Description	Clr	Amount
PWB-IW First T	ee Foundation						
04/03/2017	Deposit					R	25.00
					Donation- Jacobsen		25.00
04/04/2017	Deposit					R	42,829.45
					Springs Registration Fees - Springs Event		42,829.45
04/04/2017	Deposit					R	1,620.00
					First Tee Invitational Fees-		1,100.00
					Donations		305.00
					Fundraiser- Raffle at Ana Inspiration		130.00
					Fundraiser- Ana ticket sales Ana Inspiration		85.00
04/05/2017	Deposit					R	75.35
					TRUiST - donation March 2017		75.35
04/10/2017	Deposit					R	250.00
					First Tee Invitational - John Denton		250.00
04/12/2017	Deposit					R	500.00
					First Tee Invitational- Sponsorships		500.00
04/12/2017	Deposit					R	350.00
					Invitational Entry Fee Dinner		50.00
					Donation- Stanley Lakefish		300.00

Desert Recreation Foundation

Date	Transaction Type	Num	Customer	Vendor	Memo/Description	Clr	Amount
04/18/2017	Deposit					R	1,700.00
					First Tee Invitational Registration Fees		1,700.00
04/18/2017	Deposit					R	200.00
					First Tee Invitational Entry Fee Dinner		50.00
					Donation- Herman Family Trust		150.00
04/19/2017	Deposit					R	26,250.00
					First Tee Invitational Registration Fees		800.00
					First Tee Invitational Entry Fee Dinner		150.00
					Richard Bautista - sales of donated goods		300.00
					CBS Spotlight Grant- Berger Foundation NSP		25,000.00
04/19/2017	Deposit				Bank Card- Donations	R	0.02 0.02
04/21/2017	Deposit				Silent Auctions- First	R	1,180.00
					Tee Invitational		1,180.00
04/21/2017	Deposit					R	11,710.00
					Silent Auction-First Tee Invitational		11,710.00
04/21/2017	Deposit					R	120.00
					Silent Auctions-First Tee Invitational		120.00

Date	Transaction Type	Num	Customer	Vendor	Memo/Description	Clr	Amount
04/24/2017	Deposit				Silent Auctions-First	R	720.00
					Tee Invitational		720.00
04/24/2017	Deposit				Silent Auctions First	R	250.00
					Tee Invitational		250.00
04/25/2017	Deposit				011 1 4 11 5	R	200.00
					Silent Auctions First Tee Invitational		200.00
04/25/2017	Deposit					R	1,739.00
					Fundraising -First Tee Invitational		1,089.00
					Registration Fees First Tee Invitational		650.00
04/26/2017	Deposit					R	220.00
					Silent Auctions First Tee Invitational		220.00
04/28/2017	Deposit						3,000.00
					Rancho Las Palmas Mens Golf- silent auction donation		3,000.00
PWB-IW Found	lation						
04/06/2017	Deposit					R	2.00
					Donation - Test STRIPE		2.00
04/08/2017	Deposit					R	50.00

Desert Recreation Foundation

Date	Transaction Type	Num	Customer	Vendor	Memo/Description	Clr	Amount
					Donation- Barbara Kreedmon		50.00
04/27/2017	Deposit					R	25.00
					Donation - STRIPE		25.00

Desert Recreation Foundation 9/11

# **Check Detail**

April 2017

Date	Transaction Type	Num	Name	Memo/Description	Clr	Amount
PWB-IW First	Tee Foundation					
04/07/2017	Check	1218	Pete Carlson's Golf & Tennis		R	-343.20
				First Tee Invitational - 32 dozen srixon golf balls		343.20
04/12/2017	Check	1219	The Springs Club c/o Mr. Neal Hoffman		R	-900.00
				First Tee Invitational- Registered Twice Neal Hoffman		-900.00
PWB-IW Foun	dation					
04/07/2017	Check	1302	Pacific Western Bank		R	-39.95
				March 2017 Quick Books		39.95
04/07/2017	Check	1303	Pacific Western Bank		R	-295.84
				Domain Name Renewal Fee and Web Forwarding		295.84
04/07/2017	Check	1304	Microsoft Corporation		R	-64.00
				March 2017 E1 Email Accounts		64.00
04/20/2017	Check	1305	Greenplay LLC			-3,600.00
				Retreat Facilitation for DRF		3,600.00

Desert Recreation Foundation 10/11

Desert Recreation Foundation 11/11

# Action Item 6.a - Consent Items Held Over

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, Executive Director

**DATE:** June 6, 2017

SUBJECT: Placeholder for Consent Items held over for separate discussion

# **BACKGROUND:**

# **Presidents Script:**

We will now hear item 5\_.

### **RECOMMENDATION:**

To approve or modify and approve the item 5\_.

#### Action Item 7.a

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

**SUBJECT:** Draft 2017 Strategic Plan

#### **BACKGROUND:**

The Board of Directors conducted a strategic planning workshop the weekend of March 25-26, 2017 with the assistance of facilitator Chris Dropinski of GreenPlay, LLC. The summary notes and recommendations have been consolidated and attached for your review and discussion.

At the meeting of April 6, the board continued this item date certain to June 1, 2017 to allow for the new president to meet with the immediate past president to fill in the gaps in the strategic plan.

#### **RECOMMENDATION:**

Review and provide direction on additions and deletions to the Draft 2017 Strategic Plan.

Desert Recreation District Board/Foundation/CVFT/Staff Retreat Summary of Retreat and Dot Voting Exercise to Prioritize Initiatives and Objectives

#### **#1 CLARIFY FOCUS AND GOALS 16 dots**

- A. Create a Foundation Board Goals Implementation Plan
  - o Include initiatives, objectives, assignments, timeframe, and potential funding sources
- B. Clarify Roles and Responsibilities of the District Board, Foundation Board and All Advisory Boards
- C. Establish Advisory Board Fundraising Goals
  - O CV First Tee: \$250 \$275 to support current program (includes 10% admin policy), plus expansion funding (transportation \$\$ TBD and satellite site operations \$\$ TBD)
  - Community Assistance suggested target \$500K by 2018 (current \$10K DRD +\$10K Foundation = \$20K, way underfunded)
  - Adaptive Recreation: suggested target \$250K by 2018

#### #2 BUILD CAPACITY THROUGH ENHANCED ORGANIZATIONAL STRUCTURE

- A. Pursue Full-time Dedicated Fund Developer Position 12 dots
  - o Develop Job Description (Kevin)
    - District employee to be reimbursed by the Foundation to DRD; District performs employee supervision/ evaluation with Foundation Board input; title suggestion: Management Analyst;
    - Serves (Ex officio) as Executive Director for Foundation need to determine whether they vote or not
    - Performs grant writing and acts as clearing house for grants for Foundation and all Advisory Boards
    - Coordinates all "asks" and giving for Foundation and all Advisory Boards
  - o Request in 2017-18 Budget proposal (Kevin)
    - Existing First Tee support person to also remain in place as needed to support that effort
  - o Develop Transition Succession Plan for the position (DRD Foundation)
    - Keep current contracted effort in place to start; funding approach: DRD funds 100%, 50% and 25% respectively for three years, then Foundation fully funds with intent of self-funding through the position.
  - o Ask Martha to join the hiring panel

#### **B.** Fill Vacant Board Position

- o First priority is Tribal Councils Representative
- Second priority is to consider AG; country club non-profits; arts/theater; medical

#### C. Create and Develop New Advisory Boards

- o Community Assistance (for low income need) John and Corina
- Adaptive Sports and Recreation Ben and Tatiana
- Future consideration: Gymnastics

#### #3 REFRESH AND CLARIFY BRAND AWARENESS/EDUCATION/OUTREACH 11 dots

- A. Adopt the First Tee Nine Core Values as Part of Brand (Kevin to make the ask of the board and staff to implement)
  - o Display in all facilities; present in marketing materials; use in all programs
  - o Tap First Tee Board Members for training
- B. CO-Brand DRD, Foundation Board and Advisory Boards

- Stronger placement on DRD Home page for Foundation; add Foundation listing in top menu har
- o Foundation name tags; shirts
- More foundation LOGO presence/branded message in facilities
- o Develop and Pursue "Did You Know" Campaign
  - Bullet point facts about Foundation; then provide links for each to obtain more detailed information and to donate
    - Impact to community
      - ✓ Serving 18 communities
      - ✓ # of participants served
    - Why created
    - Financial Reality

#### C. Pursue Specific Funding Outreach Strategies

- Develop new programmatic inspirational videos
  - Model after Spirit of the North Shore and First Tee videos
  - Identify messages
  - Use initial videos to pull from and customize videos focused on adaptive and community assistance
  - Longer term Spanish transition
  - Longer Term Overall Foundation video pulling from all previous videos
- Provide training to staff to better understand and promote the Foundation and its initiatives/giving strategies
- Develop connection of board members to funding groups 1 dot
- Develop elevator speech for building relationships and "the ask" 1 dot
  - Where is the District financially today? Where will the District be financially 20 years from now? Why was the District created? What does build out look like? Need ammo for making "the ask." Need to "tell the story."

#### **#4 PURSUE FUNDRAISING EFFORTS 10 dots**

#### A. Establish a Planned Giving Program

- Make responsibility of the new Fund Developer position
- Create Board Committee to consist of Kevin, Jason and Brandt and others as desired

# B. Seek Commitment of Board members to Give Back Through their Skills/Resources and/or Raise Funds 4 dots

- Each Foundation Board member and Advisory Board member asked to contribute something annually to the Foundation so 100% participation can be claimed on grant submissions.
- Each Foundation Board member and Advisory board member asked to provide one foursome for the annual First Tee golf tournament

#### C. Establish Annual Fundraising Events

- Build on success of BB and Soccer events
- o Engage Pro-sports teams and/or individual pros; incorporate free clinics

# D. Develop Policy for Percentage of Each Grant or Donation for Administrative Expenses for Fund Developer Position

- Sergio and Barb to service on Policy Development Committee
- Kevin to contact Brandt and bring him up to speed; help to manage discussion with 1<sup>st</sup> Tee
   Board

o Ask Jim or Tay from First Tee to join the committee

#### E. Pursue DRD Participant "Asks"

- E-mails use reach out for donations for specific causes/programs (Community Assistance and Adaptive Recreation)
- o Transaction "ask" to support specific cause (using an amount, round up, and/or 60 second video to inspire giving)

#### **#5 ENHANCE COLLABORATION THROUGH PURPOSEFUL INTERACTION**

# A. Strengthen communication/collaboration between Foundation Executive Board and Advisory Boards

- Assign a Foundation Board Member as liaison to Each Advisory Board 6 dots
- Create a stronger link between fundraising committee of 1<sup>st</sup> Tee Board with Foundation Board members 1 dot

#### B. Enhance Foundation Board meeting Schedule

- Increase Foundation Board Schedule to Monthly Meetings
  - Every other month 1st Thursday starting April 6 executive board
  - Every other month Advisory Board member liaison and staff liaisons meet with Advisory Board on Advisory Board schedule
- Create standard agenda item at Foundation Board meetings for follow up on this Goals Implementation Plan
- o Bi-annual meetings of Foundation Board and all Advisory Boards next one September 2017
  - Next retreat agenda item should include the presentation on budget realities that Kevin developed
- Distribute universal calendar for all boards meetings to encourage meeting attendance by members of other boards

#### C. Strengthen Board/Staff relationship

- Provide information about District financing to Foundation Board in order to set goals and establish accurate messages for the fundraising effort
- o Foundation Board attendance at staff annual appreciation event
  - Foundation Board member to speak to staff about intent and progress on support for programs
- o Identify and maximize benefit of relationships between front line staff connections to potential donors.

Initiative Objective Assignment Next Steps Status

Communication back to retreat Chris – summary Kevin – send to 3 boards

**Next Foundation meeting agenda** 

# **Board Officer appointments Advisory Board Liaisons assignments Committee Assignments**

- Marketing Sergio and Barb
- Opportunities for board members to attend any association meeting that would be helpful?

INITIATIVE #1 CLARIFY FOCUS AND GOALS  OBJECTIVE ASSIGNED TO TIME FRAME STATE  STRATEGIES ASSIGNED TO TIME FRAME STATE					
	Create and Approve a Foundation		Chris to summarize from retreat	_	SIAIUS
А.		1 Include initiatives, objectives, strategies, assignments,		April 6, 2017 Board	
	Board Goals Implementation Plan	timeframe	Foundation Board to finalize and approve	Meeting	
В.	Clarify Roles and Responsibilities	1 Use this implementation plan, and enhanced structure system			
	of the District Board, Foundation	of advisory boards and board and staff liaisons to clarify			
	Board and All Advisory Boards				
C.	Establish Advisory Board	1 CV First Tee: Suggested target \$275K annually to support	CV First Tee Advisory Board	2017-18 Budget	
	Fundraising Goals	current program (includes 10% admin policy), plus expansion			
		funding (transportation \$\$ TBD and satellite site operations			
		\$\$ TBD)			
		2 Community Assistance: suggested target \$500K annually	Community Assistance Advisory Board	2018-19 Budget	
		3 Adaptive Recreation: suggested target \$250K annually	Adaptive Recreation Advisory Board	2018-19 Budget	
NIT.	ATIVE #2 BUILD CAPACITY TH	IROUGH ENHANCED ORGANIZATIONAL STRUCTURE			
BJE	CTIVE	STRATEGIES	ASSIGNED TO	TIME FRAME	STATUS
A.	Pursue Full-time Dedicated Fund	1 Develop Job Description	Kevin		
	Developer Position				
		2 Request in 2017-18 Budget proposal	Kevin		
		3 Develop Transition Succession Plan for the position	Foundation Board		
		4 Ask Martha to join the hiring panel	?		
В.	Fill Vacant Board Position	1 Seek and add Tribal Councils Representative	Foundation nominations committee	Immediate	
		2 Consider AG; country club non-profits; arts/theater; medical	Foundation nominations committee		
		connections			
C.	Create and Develop New Advisory	1 Create Community Assistance Advisory Board (for low income	Foundation Board Liaison - John	Immediate	
	Boards	need)	Staff Liaison - Corina		
		Create Adaptive Sports and Recreation Advisory Board	Foundation Board Liaison - Ben	Immediate	
			Staff Liaison - Tatiana		
		3 Create Gymnastics Advisory Board	TBD	Long Term	
NIT	IATIVE #3 REFRESH AND CLA	RIFY BRAND AWARENESS/EDUCATION/OUTREACH			
BJE	CTIVE	STRATEGIES	ASSIGNED TO	TIME FRAME	STATUS
A.	Adopt the First Tee Nine Core	1 Display in all facilities; present in marketing materials; use in			
	Values as Part of Brand	all programs			
		2 Tap First Tee Board Members for training			
В.	CO-Brand DRD, Foundation Board	Provide stronger placement on DRD Home page for			
	and Advisory Boards	Foundation; add Foundation listing in top menu bar			
	<i>,</i>		Barb		
		3 Provide more foundation LOGO presence/branded message in			
					1

I		4 Develop and Pursue "Did You Know" Campaign			
С.	Durana Caracifia Foundina Outrocah				
C.	Pursue Specific Funding Outreach Strategies	Develop new programmatic inspirational videos			
	Strategies	Provide training to staff to better understand and promote			
		the Foundation and its initiatives/giving strategies			
		the Foundation and its initiatives, giving strategies			
		3 Develop connection of board members to funding groups			
		4 Develop elevator speech for building relationships and "the			
		ask"			
INIT	IATIVE #4 PURSUE FUNDRAIS	SING EFFORTS			
OBJEC	CTIVE	STRATEGIES	ASSIGNED TO	TIME FRAME	STATUS
A.	Establish a Planned Giving Program	Make responsibility of the new Fund Developer position	Kevin to include in job description		
		2 Create Foundation Committee to pursue	Kevin, Jason and Brandt and others as		
			desired to serve on committee		
В.	Seek Commitment of Board	1 Commitment of each Foundation and Advisory Board member	All Foundation and Advisory Board		
	members to Give Back Through	to contribute annually to Foundation to claim 100% giving	Members		
	their Skills/Resources and/or				
	Raise Funds	Commitment of each Foundation and Advisory Board to	All Foundation and Advisory Board		
		provide one foursome for annual First Tee Golf Tournament	Members		
C.	Establish Annual Fundraising	1 Identify X annual events building on past success of BB and	Foundation Committee?		
	Events	Soccer events			
D.	Develop Policy for Percentage of	1 Create Foundation Policy Development Committee to pursue	Sergio, Barb, First Tee Board rep, and others		
	Each Grant or Donation for		as desired to serve on committee		
	Administrative Expenses				
E.	Pursue DRD Participant "Asks"	1 Develop e-mail blast "ask," soliciting donation	Staff		
		2. Add transportion only an acciptuation forms to assume at	Staff		
		Add transaction ask on registration form to support     Community Assistance or Adaptive Recreation	Starr		
INUT	IATIVE #E ENHANCE COLLAR	ORATION THROUGH PURPOSEFUL INTERACTION			
			ASSIGNED TO	TIME FRAME	STATUS
OBJEC	Strengthen	STRATEGIES  1 Assign a Foundation Board Member as liaison to Each	ASSIGNED TO Foundation Board	TIME FRAME	STATUS
Α.	communication/collaboration	Advisory Board			
	between Foundation Executive	Advisory Board			
	Board and Advisory Boards	2 Create a stronger link between Fund Raising Committee of			
		First Tee Board and Foundation Board			
В.	Enhance Foundation Board	1 Increase Foundation Board Schedule to monthly meetings			
	meeting Schedule	(every other month for Executive Board and every other			
		month for liaison to Advisory Board assignment)			
		2 Create standard agenda item to discuss status of			
		implementation plan			

		3 Establish bi-annual meetings of Foundation Executive Board and all Advisory Boards		Next meeting September 2017	
		4 Distribute universal calendar for all Foundation and Advisory Board meeting to encourage cross meeting attendance			
C.	Strengthen Board/Staff relationship	Provide information about District financing to Foundation     Board			
		2 Foundation Board attendance at annual Staff Appreciation Event	Identify specific Board member(s) to attend		
		3 Identify and maximize benefit of relationships of front line staff connection to potential donors			

#### **Action Item 7.b**

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

**SUBJECT:** Standing Committees

#### **BACKGROUND:**

The board continued this item from the April 6, 2017 in order that the strategic plan could be completed before assigning members to committees and or adding and deleting committees.

The Board may form subcommittees to advise the Board or carry out its functions. At the January 11, 2016 meeting the following committees were maintained and chairs and members assigned as follows:

Communications	Finance	Events
Chandra Patel – Chair	Jason Schneider - Chair	Ernesto Rosales – Chair
Wendy Belk	Brandt Kuhn	Laura McGalliard
John Henry Garcia	John Henry Garcia	Brandt Kuhn
Sergio Gutierrez	<u>-</u>	

The Board should discuss and consider adding and/or deleting certain committees to better support its strategic planning efforts.

# **RECOMMENDATION:**

To assign a chair and members to each committee.

#### **Action Item 7.c**

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

**SUBJECT:** Acceptance of Resignation of Director Patel

# **BACKGROUND:**

On May 12, 2017, Director Patel informed President Garcia he would no longer be able to serve on the Foundation Board. Director Patel's letter of resignation is attached for your review.

# **RECOMMENDATION:**

To accept Director Patel's resignation.

From: Chandra Patel
To: jgarcia@cbiz.com
Cc: Kevin Kalman

Subject: Re: Desert Recreation Foundation

Date: Friday, May 12, 2017 4:25:54 PM

Attachments: <u>image003.png</u>

Hello John, how are you? Thank you for your email. Recently, due to challenges at home and scheduling conflicts I have been unable to devote the same time as I did in the beginning. I truly want to help, however, I am unable to commit my full attention at this time. I believe that another capable person should be sought out to fill my seat on the board. Please accept my apologize if this causes any issues on your side.

Respectfully,

Chandra Patel, Pharmacist



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On Wed, May 10, 2017 at 10:23 AM, Garcia, John < <u>JGarcia@cbiz.com</u>> wrote:

Chandra, hope all is well. I am the new incoming President for the Foundation. With that said, you can imagine I am full of energy to get us moving in a direction of fund raising and marketing. With that said, I am looking for a higher level of participation from the current Board Members. You have missed a few meetings and wanted to know if you were still interested in the Foundation and at what level. I realize we are all volunteers, but moving forward there will need to be a commitment. Can you let me know? You can also call me below.

**Thanks** 

#### John Henry Garcia | Employee Benefits Consultant

**CBIZ** Employee Services Organization

A division of CBIZ Benefits & Insurance Services, Inc.

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About CBIZ | About Me | jgarcia@cbiz.com



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# Item 8.a

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

**SUBJECT:** Executive Director/staff Updates

# **BACKGROUND:**

The Executive Director and/or staff will provide a verbal report at the meeting.

# **RECOMMENDATION:**

# Item 8.b

**TO:** Honorable Members of the Board of Directors

FROM: Ernesto Rosales, Event Committee Chair

**DATE:** June 1, 2017

**SUBJECT:** Event Committee Report

# **BACKGROUND:**

The Chair of the Event Committee will provide a verbal report on the activities of the committee.

# **RECOMMENDATION:**

# Item 8.c

**TO:** Honorable Members of the Board of Directors

FROM: Chandra Patel, Communications Committee Chair

**DATE:** June 1, 2017

**SUBJECT:** Communications Committee Report

# **BACKGROUND:**

The Chair of the Communications Committee will provide a verbal report on the activities of the committee.

# **RECOMMENDATION:**

# Item 8.d

**TO:** Honorable Members of the Board of Directors

FROM: Jason Schneider, Finance Committee Chair

**DATE:** June 1, 2017

**SUBJECT:** Finance Committee Report

# **BACKGROUND:**

The Chair of the Finance Committee will provide a verbal report on the activities of the committee.

# **RECOMMENDATION:**

# Item 8.e

**TO:** Honorable Members of the Board of Directors

FROM: Kevin Kalman, General Manager/Executive Director

**DATE:** June 1, 2017

SUBJECT: Minutes of the First Tee of Coachella Valley Board of Directors

# **BACKGROUND:**

The minutes of The First Tee of Coachella Valley Board of Directors regular meeting of May 8, 2017 are attached for your information.

# **RECOMMENDATION:**

To receive and file.