



GOVERNING BOARD MEETING

7/18/2023 at 8:30 AM

4101 E Moody Blvd, Bunnell, FL 32110

MINUTES

Chairmen: M. Gina DosSantos, 2023 President and Amy Dumas, 2023 President Elect

- I. Meeting called to order by M. Gina DosSantos at 8:36 AM

Facilitator: M. Gina DosSantos

Note taker: Garrett Decker

Attendees: M. Gina DosSantos, Amy Dumas, Garrett Decker, Ashley Katz, Lisa Stewart, Angel Decker

Excused: NA

Absent: NA

- II. **Approval of Agenda:** Amy motions to accept, Gina seconds..

- III. **Approval of Minutes:** Ashley makes a motion to correct attendees that Ashley was in attendance at the elections. Garrett motions to accept and Lisa seconds.

IV. **Reports of Governing Boards:**

A. **President - M. Gina DosSantos:** Reporting that board members who attend the Women's Council of Realtors Conference Reception on 8/14/2023 will need to purchase their own tickets. These members will be reimbursed but they must purchase the tickets prior themselves and must attend to be reimbursed.

B. **President Elect - Amy Dumas:** Start practicing for lip sync contest, deadline for basket is July 31st. Aug 3rd 4pm is meeting for President Elect Call with DVP and everyone can join.

C. **First Vice President - Garrett Decker:**

- a. Issues with Election - Notices did not get sent out as required to all members. There was no email sent by the president 10 days prior to the election as required notifying the membership about the election date, location, rules of running and names of candidates.
- b. There should have been an option presented to members to be able to vote without having to attend and pay for the lunch during the election.
- c. Election positions were conducted in the wrong order. The proper order is President Elect, First Vice President, Treasurer, Event Director, and Membership Director. This comment is just so it is conducted in the correct order per the election procedures moving forward, no issues or complaints were made.
- d. Merritt should have been notified he was elected.
- e. Last minute notifications that Board Members won't be at events was discussed. Multiple events have been missed by board members. The first one being the Day to

care and the beach clean up. When board members plan and push everyone to be at the events but then don't show up can cause issues. Board members plan these events around their schedules most of the time and make sure we can be there, but when no one communicates and says they won't be there till the morning of or night before, it creates issues for those who do show up and have to do extra work. It also looks bad on the network that the board doesn't show up to the events.

- D. Treasurer - Lisa Stewart:** Garrett uploaded the financials to the local and state google drives that were submitted. Reported that on 6/30 the network is \$1585.41 in the red, \$750 has not been deposited for the tumblers, and \$219.96 in venmo. 30 tumblers have been sold with 39 on hand, and gifted 6 tumblers. There is \$350 in cash that hasn't been deposited because we will need change for the tumblers at the August conference. After the Aug conference all funds will be settled. \$295 in deposits in Intercoastal that needs to be recorded in Billhighway. Expenses for 360 have gone out. Hotel reservations have gone out also for the conference. Our biggest event isn't till the end of the year, and all our strategic sponsor money has been paid. Kathy and Denise are sitting on the audit committee and waiting on one more person. Audit needs to be scheduled and finished by the end of the month.
- a. Past Presidents Luncheon - (loss of \$84 - Income \$450/Expenses \$534)
 - b. Wine and Wills - \$94.25 profit
 - c. Parade of Homes Bus Tour - \$67.74 profit (income \$1740/Expenses \$1672)

V. Reports of Directors:

- A. Membership Director - Angelica Decker:** Angel asked if Florida or Nationals had been notified that she is the membership director since Cynthia is still listed as the membership director on line. Garrett sent a report with Angel as the new membership Director. Members liked the fashion show and they know we are not doing it this year. They suggested maybe we can do it again next year but look at another way to do it less expensive.
- a. We need a membership budget to do membership connections, members feeling excluded, past and current, members not renewing due to these things, we need to plan a workshop with the new board to start planning out next year's events and budgets so they can be done efficiently. The board as a whole needs to establish a better mentoring program for new board members coming on because Angel has been here now for 2-3 months and feels like she still knows little to none about her position. Emails being forwarded and one meeting with Gina and Amy is not enough for her to know her job.
- B. Events Director - Ashley Katz:** July 25th event - / Aug 31st partner happy hour still needs the location and time set - / Sep 19th Dancing with a Realtor needs help / Oct 10th PMN is booked and taken care of / Oct 30th Halloween event is booked and set / Nov comedy event is not ready / Dec Boat Parade is being handled by Ashley

VI: Unfinished Business: -

- Need an update from Amy. Per the standing rules Amy should be reaching out to each partner once or twice a month to check in with them. Also Amy should be posting about one or two strategic partners a month on social media. We do not know what they have been provided or not for what they paid for. Networks are being sued for not providing what their strategic partners paid for.

- Amy has reached out to the strategic partners but only got two responses for a video about them to post. She stated she did not have access to our social media. Garrett has given her access to social media now. All board members have access now. Amy stated she went and did google reviews for all our partners.
- Is there a breakdown of what each partner has been provided and what has not been provided to them? No, Gina and Amy will sit down and create a list.
- Membership Involvement and engagement - Add this to next year's budget so we can create other ways to bring in members. Bring people to the Oct Halloween event since it's paid by the strategic partners. Partner happy hour, bring people to this event to get new members.

VII. New Business:

- Conferences (Chicago, FL, and CA) - Amy is registered, Gina is registered for CA,
- Board Elections 2024 Updates - Results sent in. No other updates.
- Destination Basket - End of July deadline. DVP has a letter that we can use to explain why we are asking for donations and what the benefits will be. The auction will be at the Strategic Partner Reception. Asking restaurants, gold, hotels, and others for donations.
- Budget - Event Reports - What did we spend and what did we make on the events. We are not getting reports after each event, so we do not know our profits and losses broken down for each of the events. Do we have to wait for the audit or can we get it after each event?
 - We did not make money from the most recent event which was the past presidents lunch and election where we lost \$48. We have lost money at most of our events this year. These reports will help us know how we can make changes at the events to not be in the negative at each of the events.
 - We should look at moving the money making event to earlier in the year or creating another event to make money. Spring fashion show also.
- Audit - Needs to be done by the end of July. Audit team is not complete, and still needs one more person.
- Sales of unauthorized items at events. Members and board members are not authorized to sell or market items at events without the board's permission.

Workshop: Sep 20th - New 2024 incoming board invited also.

Workshop: Night of Sun Aug 13th at the Condo in Orlando after the FL Realtors Conference

Meeting Adjourned: 9:29: AM,

Next Governing Meeting: Not scheduled