**Lexington Strides Ahead Foundation, Inc. - Board of Directors Meeting**

December 14, 2020

Board Members Present: Luther Andal Kim Menke

David Freibert Greg Mullins

Tom Harris Bob Quick Bob Hewett Ken Sagan

Martha Jones Daryl Smith

Commerce Lexington Staff Present: Betsy Dexter Tyrone Tyra Gina Greathouse Diana Wilson

Angie Milton

Others present: Diana Hughes

**Chairman Hewett called the meeting to order at 11:04 a.m.**

**Approval of August 26, 2020 Minutes**

Chairman Hewett referenced the meeting minutes which had been previously emailed and uploaded to the private website. Martha Jones moved approval. Tom Harris seconded the motion. Motion passed unanimously.

**Reconciliation of Cash Review**

Diana Hughes presented the Reconciliation of Cash which was prepared by Hisle & Company. She reported as of November 30, 2020, Lexington Full Strides bank balance amounted to $202,879.00. Pledges for the campaign totaled $3,658,500. As of November 30,2020, $1,792,350.00 has been collected. Full Strides disbursements for the period January 1 through November 30, 2020, is $549,900.00. Total deposits from August through November were $278,125.00. Chairman Hewett reported we have received 50.13% of the campaign. He was happy to report Full Strides is right on schedule as far as percentage of the campaign through two and a half years. Kim Menke moved approval. Martha Jones seconded the motion. Motion passed unanimously.

**Full Stride Campaign Status Update – Arrears/Bad Debt**

Gina was happy to report that she has secured a new investor, Dean Builds, a small, construction company. They are investing a total of $9,000 over the remaining three years of the campaign. She also reported that an HR firm (Foundations Human Resources Consulting) has signed on to pledge a total of $4,000.00 over four years. Gina then reported on the Arrears/Bad Debt list. She needs help with Blue Grass Stockyards and asked Bob Quick to give an update. Bob reported that Luther Deaton has spoken with Scott Butcher with Blue Grass Stockyards and Scott said it was a timing issue and that they will pay. Gina also said Agtech Scientific is still behind. Gina has done everything she can to get them to pay. Also, Denton’s has now paid $5,000 of their $10,000 yearly pledge. She anticipates the other $5,000 will be paid. Chairman Hewett gave an update on the write off amounts and expressed that everyone agrees that $116,750 will be written off due to bad debt. He said we will stay on the projections with the forecast. Gina said the campaign is doing great, besides the fact that Denton’s reduced their pledge by $75,000.00. Chairman Hewett asked for a motion for approval to write off the $116,750.00 in bad debt. Martha Jones moved approval. Kim Menke seconded the motion. Motion passed unanimously.

**Five Year Forecast**

Chairman Hewett identified that $104,000.00 was approved for distribution during the last meeting, with $12,500.00 directly contributed to BEN, and that $36,750.00 of write offs has been put in the actuals column for year three. He reported $40,000 actuals are in the first two years of write offs. Also, $40,000 is shown for reimbursement of campaign expenses. We have reimbursed the first three years and we will have $40,000.00 each year to reimburse Economic Development for the next two years. He questioned the best way to present actual revenues received to date in year three. We have identified $156,500.00 that has been available through the last meeting. We have only subtracted $40,000.00 of campaign expenses that has been reimbursed. Martha Jones expressed she does not understand why the $36,750.00 would be displayed if we do not subtract it out. She would like the spreadsheet to be displayed differently. Martha would like for zero-dollar of bad debt to be recognized. Greg Mullins agrees that we disburse based on cash. Greg said it is all a timing matter. Martha said it needs to be disclosed somewhere on the spreadsheets and she feels it is misleading as presented. Martha recommended adding a line below the total and entering $36,750.00 of bad debt has been approved and will be recognized at the end of the fiscal year. Chairman Hewett said as we receive additional pledges, it will help to offset the bad debt. Greg Mullins suggested to have an accumulated amount of bad debt so that we can see where we are i.e., budgeted bad debt and actual bad debt. Martha and Angie will work on lining this out in the spreadsheet. It was also noted that if Agtech Scientific does not remit their pledge amount, they will be moved to bad debt. Chairman Hewett reported the amount BEN has received directly from contributors totals $27,500.00. Diana Wilson informed the board that PNC has paid their $10,000 yearly commitment to BEN but that it was deposited into the Full Stride account by mistake. This amount will be added to the BEN disbursement check. Then Chairman Hewett reported on the Campaign Reconciliations and Expenses spreadsheets.

**Recommended Disbursements**

Chairman Hewett recommended the below distributions:

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| --- | --- |
| Approximate Amount Available for Disbursement – Year 3 | $220,129.60 |
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| Recommended Disbursement | **$208,500.00** |
|  |  |
| Economic Development | $ 137,020.00 |
| Minority Business | $ 43,095.00 |
| Business & Education Network | $ 28,385.00 |
|  |  |
| Total Check Amount Pending Approval | $208,500.00 |

Martha Jones moved approval of the $208,500 disbursement. Greg Mullins seconded the motion. Motion passed unanimously.

**Form 990**

Chairman Hewett signed and reviewed the Form 990. Greg Mullins stated that as Board Members they are required to be provided a copy of the form. Luther Andal moved approval of the Form 990. Kim Menke seconded the motion. Motion passed unanimously.

**Staff Updates**

Gina reported that prospect activity is strong. Her meetings are going very well. Her team has been doing quite a few existing client visits. She said they have received an RFP and will begin working on that soon. She is pleased and said things are good. Betsy Dexter informed the board that she is working on a comprehensive study on talent strategy. They are in the process of doing a survey to figure out what drives young professionals. She will provide more information in 2021. Also, she reported that Daryl Smith is rolling off as Chair of BEN and Mark Manuel will be the new 2021 BEN Chair. Tyrone Tyra said that he administered 2.377 million dollars in grants to small businesses. A total of 167 grants were approved. Tyrone was very pleased that the City thought the ACCESS Loan Program was perfect for administering these funds. Bob congratulated Tyrone on all his time and energy it took to grant these funds. Bob Quick talked about The Collective Regional Summit that Commerce Lexington held. It was a regional collaboration webinar with the surrounding counties to try and figure out how to encourage all the surrounding counties to come together to promote our region.

**Meeting adjourned at 12:00 p.m.**