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

July 28, 2021

Board Members Present: David Freibert Kim Menke

 Tom Harris Greg Mullins Bob Hewett Bob Quick

 Martha Jones Ken Sagan

 Mark Manuel

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 10:33 a.m.**

**Approval of April 19, 2021 Minutes**

Chairman Hewett referenced the meeting minutes which had been previously emailed and uploaded to the private website. Martha Jones moved approval. David Freibert 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 June 30, 2021, Lexington Full Strides bank balance amounted to $215,204.60. Pledges for the Full Strides 2 campaign totaled $3,637,000. As of June 30, 2021, $2,224,100 has been collected. Full Strides disbursements for the period January 1 through June 30, 2021, is $196,000. David Freibert moved approval. Martha Jones seconded the motion. Motion passed unanimously.

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

Gina gave her report on the campaign arrears and bad debt to date. She said that $132,500 has been written off thus far and that is still strong. She noted that QX.Net needs to be written off for years 2020-2023 for a total of $6,000. Commerce Lexington did not renew their internet service with them and feels that is a contributing factor. Also, Aventics Emerson has not paid, and Gina said she will contact them one more time before recommending they also are written off. Another past due investor, Fifth Third Bank, has not paid for this year. The funds come from Louisville, and she feels this may be the reason. EA Partners has not paid, and she will also contact them. Fortune Realty needs to be written off for a total of $5,000 due to their business closing. The other two past due investors are Foundations Human Resource Consulting and Jackson Kelly. She said they have paid late in the past and to not worry about them. The total amount for write offs is $11,000. Ken Sagan moved approval. Martha Jones seconded the motion. Motion passed unanimously.

**Five Year Forecast**

Chairman Hewett identified where we stand on the Five-Year Forecast. He reported we will be completing year 3 and where we are as far as distributions to the organizations. He said the projected campaign amount was $3,775,000 and according to Diana Hughes report we are short $138,000. He suggested that we could be coming up 10 percent shy each of the last two years. Chairman Hewett informed each organization to properly prepare for this shortfall. Gina reported that the first quarter of 2022, plans for the new campaign will begin. She feels the new campaign will draw different investors due to the new regional economic plan than Commerce Lexington has initiated. This new regional economic plan will also give additional benefits to the investors. Kim Menke relayed that a lot of corporate companies are changing the way they fund. He said strategy is changing and companies are finding it harder to fund general items as compared to specific items. Gina said the City and VisitLEX funding has been cut. She does not anticipate that number coming back. She is cautious as Commerce Lexington’s Economic Development department goes into its next budget year. Chairman Hewett stressed the importance to evolve and adjust to the next campaign. Chairman Hewett asked to make a motion to approve his suggestion of notifying the organizations to anticipate a ten percent reduction in the last two years. Kim Menke moved approval. Tom Harris seconded the motion. Motion passed unanimously.

**Recommended Disbursements**

Chairman Hewett recommends the below distributions and Campaign expense reimbursements:

|  |  |
| --- | --- |
| Approximate Amount Available for Disbursement – Year 2 | $237,329.60 |
|   |  |
| Recommended Disbursement  | **$50,000.00** |
|  |  |
| Economic Development | $ 31,000.00 |
| Economic Development Reimbursement | $ 40,000.00 |
| Minority Business  | $ 9,750.00 |
| Business & Education Network  | $ 9,250.00 |
|  |  |
| Total Check Amount Pending Approval | $90,000.00 |

|  |  |
| --- | --- |
| Approximate Amount Available for Disbursement – Year 3 | $237,329.60 |
|   |  |
| Recommended Disbursement  | **$141,500.00** |
|  |  |
| Economic Development | $ 89,280.00 |
| Minority Business  | $ 28,080.00 |
| Business & Education Network  | $ 24,140.00 |
|  |  |
| Total Check Amount Pending Approval | $141,500.00 |

Kim Menke moved approval of the $231,500 disbursement. David Freibert seconded the motion. Motion passed unanimously.

**BEN Direct Deposits**

Chairman Hewett reviewed the BEN Direct Deposits. The only direct deposit received since the last meeting was from AT&T for $2,500.

**Campaign & Cash Reconciliation**

Chairman Hewett reviewed the Reconciliation of Full Strides Campaign as of 7/20/21.

The campaign total in the bank account is $237,329.60. The Full Strides 1 and 2 have the total receipts available as $237,329.60 This amount does reconcile the cash that is available.

**Miscellaneous Expenses**

Chairman Hewett reported total miscellaneous expenses amount to $9,126.90. Gina Greathouse does have an invoice from Hisle for $1,350.00 that will need to be paid.

**Form 990**

The Board was provided the 990 to review. Per Angie Milton, everything was done coorectly.

**Staff Updates**

Gina Greathouse reported that the Quarterly Full Stride Email Alert thanking investors will be sent out in a couple days. She said client activity from the existing business side is strong. There have been a few site visits, but it is still slow in new companies looking to expand in Lexington and the region. She is working on a marketing campaign for Bluegrass Alliance to put Lexington back in front of consultants again. Her team and their regional partners will have their first in person trip to Atlanta this fall. She also has hired a new Administrative Project Coordinator, Falon McFarland. She will work with Tyrone Tyra and Gina Greathouse. Betsy Dexter reported that there are a lot of irons in the fire as it relates to workforce development projects. There are some big things happening about upscaling projects with healthcare and if there is a potential for a collaborative talent pipeline to connect our education institutions. There is also a study that has been done for BEN to add some intern projects around that. She also reported that the new FCPS Superintendent, Demetrus Liggins has started. She wants to get him up to speed on the Academies of Lexington. There is a lot of work and opportunity and collaboration going on with the new regional collaboration effort. Bob Quick expressed concern on land use. CLX will be advocating and being proactive for sharing important information to the community regarding the land constraints. Gina has put in a request to the Mayor’s office for infrastructure funding and is hopeful it will be approved. Gina also reported the City is getting close to a sale of 50 acres to A&W to expand their headquarters and a business project of Gina’s has been approved and an announcement will be made in October. Bob Quick reported that he, Tyrone, and the Black Faith Leaders movement have been working closely together to get more procurement money to be invested in Minority & Women Owned Businesses. Bob thanked UK, Toyota, and other companies in their goals to increase procurement with these entities.

**Meeting adjourned at 11:15 a.m.**