

**National FFA Foundation Board of Trustees
Meeting Minutes**

July 16, 2002

The official photo was taken of the Foundation Board of Trustees. Larry D. Case, President, called the meeting of the National FFA Foundation Board of Trustees to order shortly after 1:00 p.m. in the Victory Ballroom at the Adam's Mark Hotel in Indianapolis, Indiana. The individual members introduced themselves.

Those members of the Board present were:

Larry Case, National FFA Advisor, Senior Program Specialist, Agriculture, Division of Vocational-Technical Education, U.S. Department of Education, Washington, D.C.

James C. Borel, 2002 Sponsors' Board Chairman, President – DuPont Crop Protection, Wilmington, Delaware

Gerald W. Brase, 2003 Sponsors' Board Chairman, Sr. Vice President, Merchandising & Marketing, Tractor Supply Company, Nashville, Tennessee participated by conference call.

Dane White, President, National FFA Officer, Eureka, California

Jack Elliott, AAAE Representative, Professor, Department of Agricultural Education, The University of Arizona, Tucson, Arizona

W. Wade Miller, AAAE Representative, Professor, Agricultural Education and Studies, Iowa State University, Ames, Iowa

Cheryl Zimmerman, Executive Secretary Representative and State FFA Executive Director, Spencer, Wisconsin

Patricia L. Natusch, Executive Secretary Representative and Executive Administrator/State FFA Executive Secretary, Connecticut FFA Foundation, Coventry, Connecticut

Chuck Stranberg, NAAE Representative; Region III Vice President, Ridgewater College, Litchfield, Minnesota

Roger Teeple (representing Sarah Osborn Welty), NAAE Representative; Instructor – Agricultural Education, Charles D. Owen High School, Black Mountain, North Carolina

Robert Heuvel, State Supervisor, Standards & High School Development Division, Agricultural Education, State Department of Education, Sacramento, California

Marshall Stewart, State Supervisor, State Coordinator for Agricultural Education, North Carolina State University, Raleigh, North Carolina

James Woodard, State Supervisor, State Director of Ag Education, State Department of Education, Atlanta, Georgia

Steve Zimmerman, State Supervisor, State FFA Advisor, North Dakota FFA Association, Bismarck, North Dakota

Horacio Garza, Jr., U.S. Department of Education Representative; Instructor - Agricultural Education, Sharyland High School, Mission, Texas

Jacquelyn Deeds, U.S. Department of Education Representative, Professor, Agricultural Information Science and Education, Mississippi State University, Mississippi State, Mississippi

C. Coleman Harris, National FFA Executive Secretary; Education Program Specialist, Agriculture, Division of Vocational-Technical Education, U.S. Department of Education, Washington, D.C.

Marion D. Fletcher, National FFA Treasurer; Supervisor for Agricultural Education, State Department of Education, Little Rock, Arkansas

Others Present:

Bernie Staller, Chief Operating Officer, National FFA Organization & National FFA Foundation, Indianapolis, Indiana

Kent Schescke, Director, Business and Partner Development Division, National FFA Organization, Indianapolis, Indiana

Jim Bishop, Lead Regional Director – West Group, National FFA Foundation, Indianapolis, Indiana

Jan Ferris, Lead Regional Director – East Group, National FFA Foundation, Indianapolis, Indiana

Margee Stamper, Office Manager, National FFA Foundation, Indianapolis, Indiana

Vicki Settle, Comptroller, National FFA Organization and National FFA Foundation, Indianapolis, Indiana

Dawna L. Money, National Sales Manager, Indianapolis Convention and Visitors Association, Indianapolis, Indiana

Rick Hughes, Sr. Vice President, Indianapolis Convention and Visitors Association, Indianapolis, Indiana

1. Approval of Minutes

MOTION: Moved by Dane White, seconded by James Woodard **and carried** to approve the FFA Foundation Board of Trustees minutes of January 28, 2002 as corrected.

2. Seating of New Members

Larry Case declared Jerry Brase and James Woodard duly seated on the National FFA Foundation Board of Trustees.

3. Financial and Investment Reports

Marion Fletcher introduced Vicki Settle who reviewed the monthly investment summary for the six months ended June 30, 2002 and the audited end-of-year financial report.

MOTION: Moved by Marion Fletcher, seconded by Wade Miller **and carried** to accept the audited End-of-Year National FFA Foundation Financial Report provided by the accounting firm of BKD. (*Attachment 1*)

4. State Registration Statement

MOTION: Moved by Chuck Stranberg, seconded by Horacio Garza, Jr. **and carried** to approve the Minnesota Charitable Organization Registration Statement for signing by Dr. Case, as President and C. Coleman Harris, as secretary of the Foundation Board of Trustees.

5. Program Development and Direction Report

Bernie Staller reported that there were no requests for funding from the National FFA Organization; therefore, no action needed.

6. Report of the 2002 Chairperson of the FFA Foundations Sponsors' Board

Sponsors' Board Chairman Jim Borel indicated that \$6.18 million has been pledged year-to-date. (Approximately 11% ahead of last year.) Individual giving is allowing for an additional revenue stream.

Wins include – Cargill \$475,000; Syngenta grant (\$200,000) Robo Bank (\$100,000) for Voices for Vision; and the Reconnect project (in-kind donations).

- Congratulations from the Sponsors Board to Tammy Meyer who has accepted a position with North Dakota State University as Assistant Director of Development-Major Gifts. Her contributions to the Foundation over the past seven years, not only in fundraising but in relationship building, will be greatly missed.
- Commitment from John Rakestraw (President & CEO of ContiBeef LLC) to serve as Chair-Elect 2004.
- Thank you to Larry Gundrum, previous Sponsors Board Chairman. We have appreciated his continued efforts in retirement from Kraft.
- Encouraged the Trustees to consider participating in the individual giving campaign.

Dane White gave his thanks to the Mr. James Borel and for all his efforts on behalf of the National FFA Foundation.

Jim introduced Jerry Brase, Foundation Chairman 2003, who shared his experiences on the FFA Foundation Sponsors Board. Plans are underway for a projected \$9 million. Goals: financial and flat-lining fund-raising expenses and increase percentage of individual giving in accordance with industry standards. 2003 Sponsors Board members are now being recruited. Focus efforts on pre-qualified corporate sponsors. Best practices to be applied to the fund-raising financial objectives. Jerry expressed his delight and pleasure to be working on these plans and for FFA.

Dr. Case thanked Jim Borel and Jerry Brase for all the work they do for FFA.

7. Recommendations from Sponsors' Board

Kent Schescke presented a proposal to create funding pools for career pathways. The suggestion came from a discussion at the National FFA Foundation Sponsors Board Executive Committee to create a number of funding pools around those areas which seem to garner the most interest and potential for giving. These funds would serve as a way for companies, foundations, or individuals to make a contribution that would be earmarked for a group of related programs versus a specific program.

MOTION: Moved by Jack Elliot, seconded by Coleman Harris **and carried** to authorize the creation of up to 7 funding pools in the areas of Food Products and Processing; Animal Systems; Plant Systems; Natural Resources Systems; Power

Structural & Technical Systems; Environmental Service Systems and Business Systems. (*Attachment 2*)

8. Report of the National FFA Foundation Office

Kent Schescke highlighted elements of the Foundation's activities and the key strategic priorities. Total annual campaign as of July 1, 2002 was \$6,180,645.53.

9. Funding Reports with Related Groups

- The National Council for Agricultural Education – Marshall Stewart explained the re-organization currently underway which redirects the Council's focus back to its original purpose for visioning, and broad, long-range strategic planning for the agricultural education profession. With this change, the Council is moving away from its role as a curriculum development center and the Professional Growth Series (PGS). Consequently, the new budget plan is totally dependent upon the financial support of the agricultural education community.

Jacque Deeds encouraged The Council to pursue individual giving solicitation from the professional arena. (i.e., charitable contributions to the Foundation, earmarked for The Council.)

Marshall Stewart presented two proposals for approval for special funding by the Foundation Board of Trustees: (1) a "matching" challenge grant program for the National Council for Agricultural Education and (2) funding for Phase 2 of the Agriculture, Food and Natural Resources Career Cluster Project.

It was suggested that the proposal to establish a "matching" challenge grant program for the National Council for Agricultural Education. (an estimated \$23,600 in 2003) be referred to National FFA Foundation staff for further exploration.

MOTION: Moved by Jacque Deeds, seconded by Chuck Stranberg **and carried** to encourage Foundation staff and Council leadership to develop a proposal for possible funding of the Council's request for matching funds (matching of the professional organizations annual contribution to the Council – State Teacher Associations, NAAE, AAEE, ACTE and NASAE – currently \$23,600) and that this proposal be presented to the Foundation Executive Committee meeting in October 2002 in Louisville, Kentucky.

MOTION: Moved by Marshall Stewart, seconded by Dane White **and carried** for special project funding of Phase 2 of the Agriculture, Food and Natural Resources Career Cluster Project. (*Attachment 3*)

10. Presentation of the Preliminary Budget For Approval

MOTION: Moved by Marion Fletcher, seconded by Patricia Natusch **and carried** to accept the preliminary Foundation budget for 2003. (*Attachment 4*)

Note: The final budget will be presented to the Trustees for their approval in January 2003.

11. Retiring Trustee Comments

Expressions of gratitude for the opportunity of service were enunciated by each of the following members:

- James Borel
- Wade Miller
- Cheryl Zimmerman
- Chuck Stranberg
- Dane White

The next meeting is the Foundation Executive Committee on October 30, 2002 in Louisville, Kentucky.

With no further business to come before the board, the meeting was adjourned at 2:30 p.m.

C. Coleman Harris, Secretary

Larry D. Case, President