Call to Order
Dr. Brenda Jacobsen called the meeting of the Business Professionals of America (BPA) Board of Trustees (BOT) to order at 7:30 a.m. EDT on May 8, 2022.

Roll Call
Present:
Amy Hollingsworth  Brenda Jacobsen  Evan Wolff
Amy Riddle  Debbie Darnell  Steve Darnell
Angie Benson  Devon Winters  Paxton Cavin
Breezy Gutierrez  Dianne Carroll

Absent (Excused absences will be acknowledged here):
Elijah Johnson, Garrett Bock, John Lucas Guimaraes

Guests in Attendance:
Spencer Christensen, Steven Mitchell, Ric Cowles

Approval of Agenda
Angie Benson moved to approve the agenda as presented.
Devon Winters seconded.
None opposed. Agenda approved.
Proposed list of NBAC members

The Board of Trustees must pre-approve list of potential NBAC members.

Angie Benson moves to approve list as presented.

Devon Winters seconded.

None opposed. Motion passes.

NBAC BOT Representative.

Dr. Brenda Jacobsen appoints Angie Benson to be the new NBAC BOT Representative.

Request of NBAC at Summer Meeting

NBAC members do not have a barrier to join, we would like to invite the to Anaheim at their own expense.

Amy Hollingsworth recalls when NBAC attended the last summer meeting and recommended that someone is their point person.

Angie Benson points out that Evan Wolff will remain the NBAC chair and will work with Angie.

There are some questions about what NBAC is. Evan Wolff, Angie Benson, and Amy Hollingsworth explain.

Treasurer’s Report

Evan Wolff presents the treasurer’s report.

Over $7,000 on income

Under $82,000 on expenses.

Ahead of budget by $90,000.

$1.67 million in capital.
Funding for Executive Council Summer Training

Evan Wolff moves to approve budget amend for $35,000 for executive officer training for June 27- July 1, 2022.

The thought is to find a sponsor for this and to host at a business in Columbus.

This is the cost that has been incurred for this training in previous years.

Amy Hollingsworth seconded.

None opposed. Motion passes.

Board Source – Assessment Report
Steve Darnell reviews the BOT Board Source Assessment.

Recommends using this for summer meeting.

Onboarding Modules

Dr. Brenda Jacobsen speaks about onboarding. She has been speaking to Stukent – who has a free version of onboarding modules that could be used.

Potential customization recommendations:
Amy Hollingsworth – NLC responsibilities
Steven Mitchell – DEI
Amy Hollingsworth – Roles and Responsibilities
Amy Hollingsworth – Advisory Councils and Staff, Roles and Responsibilities
Amy Hollingsworth – Meeting protocol, Executive Session, Parliamentary Procedure

Outgoing Board Members
Dr. Brenda Jacobsen recognizes outgoing BOT.
Steve Darnell presents gavel and plaque to Dr. Brenda Jacobsen for her service as BOT chair.

**New Business**

No new Business.

**Adjourn**

8:06 a.m. adjourned.
Proposed Individuals with company name listed AND Companies to explore joining NBAC

- Jim Lyons - Senior Manager, International Tax at Deloitte Tax LLP
- Kevin Tucker - Product Partnerships @ YouTube / Google
- Tommy Craven - Design Manager HBO Max
- Michael Gesavich - CEO BE Publishing
- Dan Armstrong - K-12 Solutions Consultant Adobe
- Angie Daly - Territory Manager at CEV Multimedia
- Princess Achobang - Product Marketing Manager at Microsoft
- David Watkins - Director Global Product Management at Certiport-A Pearson VUE Business
- Jay Mulakala - Master Builder, Drone Industry Veteran, Emerging Technologies
- Dan Lynch - Partner Akin Gump Strauss Hauer & Feld LLP
- Michael DeJager - Head of Product Development, CMP
- Trevor Finch - Strategy & Operations @ Door Dash
- Connor Morrison - Software Engineer at Tesla
- Jon Perrault - eBusiness Analyst at Nestle
- Sarah (Crist) Bova - Digital Product Owner II, Officer at Fifth Third Bank, National Association
- Eva Marie Zanolini-Foxwell - CEO/Career Ready Education Foundation
- Nichole Barker - Digital Marketing Consultant | Google AdWords & Mobile Advertising Certified Hubspot Inbound Marketing Certified
- Kohlalé Angell, PMP, PMC-III, CSM - Senior Project Manager at Melaleuca: The Wellness Company
- Rachel Mann – Keynote speaker, author and former CTE Teacher
- Princess Young – Senior Cyber Security Analyst, Southwest Airlines
- Joe McLeary – Executive Director National Business Education Association
- Angie Benson – Restaurant Technologies, Sr. Installation Project Manager
- Janessa Tolman – Legislative Correspondent / Deputy Press Secretary, Senator Jim Risch
- Bryce Larson – Malouf Corporation, Marketing | Merchandising | Public Relations | Licensing

Companies to Contact

- CEV Multimedia
- AICPA
- College Advisor
- Men’s Warehouse
- Facebook
- EY
- Google
- Microsoft
- MBA Research
- Stukent
- You Science
- Knowledge Matters

- Southwest Airlines
- American Airlines
- Marriott
- Hilton
- Bamboo
- Melaleuca
- Adobe
Finance Report
Financial statements are for the month ended March 31, 2021. Details are on page 2.

FY21 – Budgeted Operating Income  $2,076,219
FY21 YTD Budgeted Operating Income  $664,240
FY21 YTD Actual Operating Income  $671,878
FY21 YTD Operating Income Analysis  $7,638

FY21 – Budgeted Operating Expenses  $2,107,398
FY21 YTD Budgeted Operating Expenses  $732,272
FY21 YTD Actual Operating Expenses  $649,890
FY21 YTD Operating Expenses Analysis  $82,382

FY21 YTD Budgeted Operating Net Surplus / (Deficit)  $(68,032)
FY21 YTD Actual Operating Net Surplus/(Deficit)  $21,989
FY21 YTD Budgeted Vs. Actual Operating Net Surplus/(Deficit)  $90,021

Evan Wolff
Treasurer, National Board of Trustees
Business Professionals of America
# BUSINESS PROFESSIONALS OF AMERICA

## Income and Expense Statement

For the Month Ended March 31, 2022

<table>
<thead>
<tr>
<th></th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>FY21 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Membership Related Income</td>
<td>549,030</td>
<td>543,290</td>
<td>457,743</td>
</tr>
<tr>
<td>Total Product Sales</td>
<td>11,803</td>
<td>24,000</td>
<td>16,272</td>
</tr>
<tr>
<td>Total Contributions/Sponsors</td>
<td>47,695</td>
<td>52,500</td>
<td>296,598</td>
</tr>
<tr>
<td>Total Advertising Income</td>
<td>64,000</td>
<td>44,000</td>
<td>54,000</td>
</tr>
<tr>
<td>Total Other Income</td>
<td>106</td>
<td>450</td>
<td>140</td>
</tr>
<tr>
<td>Total NLC Income</td>
<td>(756)</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>671,878</td>
<td>664,240</td>
<td>824,753</td>
</tr>
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|                      |            |            |             |
| **Expense:**         |            |            |             |
| Total General & Admin| 569,193    | 633,777    | 664,864     |
| Total NLC            | 2,941      | 0          | 12,829      |
| Total Education      | 798        | 4,950      | 3,832       |
| Total Development    | 134        | 0          | 489         |
| Total Communication  | 37,060     | 53,500     | 22,538      |
| Total Operations/Mkt. Place | 10,130     | 7,675      | 12,324      |
| Total Summer Mtg.    | 0          | 0          | 0           |
| Total National Officer Training | 1,832       | 3,020      | 403         |
| Total Jan Mtg        | 27,801     | 29,350     | 0           |
| Total Alumni Mtg     | 0          | 0          | 30          |
| **Total Expenses**   | 649,890    | 732,272    | 717,309     |

Net Operating Surplus / Deficit: 21,989 (68,032) 107,444

Unrealized Gain / Loss on Investments: (7,381) 0 (22,118)
Depreciation: 14,715 9,000 8,910
Gain/Loss on Sale of Assets: 0 0 0
Edvc Projects [from Edvc Endowment]: 0 0 0
Scholarships [from Shell Endowment]: 0 0 0
BOT Contributions: 0 0 0

**Net Surplus / Deficit:** 14,655 (77,032) 120,652

*** Some totals may be off by +/- several $$$ due to rounding. ***