



**ENTRENOUS (ENYES) BOARD MEETING MINUTES**  
 November 7, 2020  
 VIRTUAL ZOOM

Content	Lead	Discussion/Decision	Actions
<b>I. Welcome and Community Building</b> <b>a. How is everyone?</b>	Stefanie		<p>The meeting was called to order at 10:30 AM by Board President, Stefanie Holzman. Stefanie welcomed those in attendance; Anthony Normore, Alberto Uribe, Isabel Galvez-Lara, Gary Polk, Sara Silva, Kim Hughes, Sayaka Ponce, and Lorraine Griego.</p>
<b>II. Consent Agenda</b>	Stefanie	<ul style="list-style-type: none"> <li>• Approval of Minutes from 8/20/20</li> <li>• Approval of Director's Report</li> <li>• Approval of the Treasurer's Report</li> </ul>	<p>Anthony Normore moved to approve the Minutes from the 8/20/2020 Board Meeting with one correction needed as noted by Sara Silva. Stefanie Holzman seconded the motion passed unanimously.</p> <p>Heart's Grant has a 12 hour curriculum and can be offered to other agencies.</p> <p>SLACK is an electronic communication platform that is free to non-profit organizations for internal communication. Sara Silva provided an overview of SLACK and shared that it will increase efficiency as it allows for direct communication within an organization. The Board agreed to try out SLACK. The Board will participate in a SLACK training provided by one of the VISTA members and a Voice-over Power Point will be created for reference.</p> <p>Isabel Galvez-Lara moved to approve the Directors' Report, it was seconded by Lorraine Griego, and the motion was unanimously passed.</p> <p>ENYES will work with Accountant Greg Bosen in the future in order to effectively utilize Quick Books for non-profits.</p> <p>Sara Silva reported that ENYES is in good shape financially due to PPP and EIDL loans and that ENYES has more available for our Programs than before.</p> <p>A new Title V Grant has provided <b>\$450K.</b></p>

<p><b>III. Report about our Heavy Lifting</b></p>	<p>All</p>	<p>Discussion</p>	<p>Stefanie Holzman and Lorraine Griego are charged with contacting past donors by telephone to provide an ENYES update and then follow up with a hand-written note that will be mailed to their home/business.</p> <p>Isabel Galvez-Lara has been working on organizing a Virtual Auction. She will meet with Kim and Sara for further direction and to verify resources. Sara shared that ENYES Vista staff have been researching on-line auctions planned for ENYES birthday celebration in May 2021. Kim suggested that Theme Baskets (Spa, Movie Lover, Handyman...) are good items to auction.</p> <p>Gary Polk is planning and organizing a Capital Campaign to take place within a 2021 – 2023 time frame. He has set a goal to raise \$15,000, 000. He also has set a goal to locate and complete a lease/purchase of a 25, 000 sq.ft. building. In addition, Gary has a Crowd Funding plan over a 60-90 day time period to coincide with the May 2021 ENYES Birthday Celebration.</p> <p>Albeto Uribe has contacted the LA County and South Bay WIB and Work Force Development Agency. He met with them at the end of September 2020 to discuss an opportunity for ENYES to work with them. Alberto shared that Measure J passed and that there is a shift to focus the funds to work with Social Justice Non-Profits that do not work with Police/Sheriff Departments.</p> <p>He also said that it would behoove ENYES to research what funding opportunities are available from programs managed by local (newly elected and current officials) to lessen dependence on Federal funds. Kim Hughes shared that ENYES has sent legislators/officials handwritten notes, including newly elected LA Board of Supervisors’ Member, Holly Mitchell.</p> <p>Anthony Normore shared that he has spoken with Kim and Sara to create a network of local politicians to contact. He had decided to wait until after the election to build the network, starting at the local level. His next step is to meet with Kim and Sara to create the list. Sara Silva stated that 37 legislative representatives now receive the ENYES Newsletter that is written by a VISTA staff member. She also shared that 65% of those emails with the Newsletter have been opened.</p>
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<b>IV. Revisit the new Marketing Collateral</b>	All	Discussion/Decision	The new materials were distributed to ENYES members, employees, Board Members, and others to get feedback on the changes. The new materials are important as this is how we articulate who ENYES is and highlights our accomplishments. It was noted that the current ENYES Mission statement is quite generic and as such, merits a revisit.
<b>V. Reviewing Mission and Vision</b>	All	Discussion/Decision	Stefanie Holzman led those in attendance on an activity to begin the process of revising the ENYES Mission. Revisiting the ENYES Vision will come at a later time.
<b>VI. Accountability and Support for Giving Tuesday</b>	All	Discussion/Decision	Giving Tuesday is December 1, 2020. ENYES has set a \$50,000 goal. Emails were sent out soliciting support for ENYES on this day. The communiqué will be resent as many were not opened. The Executive Directors reminded the Board to step up and reach out to their contacts for the Giving Tuesday event.
<b>VII. Title V Grant, budget, and hiring</b>	Sara	Informational	The Executive Directors are currently in the process of hiring a Case Manager and Instructors for the Title V Hearts Programs.
<b>VIII. Approval of the Fiscal Sponsorship for Maker's Hub</b>	Kim and Sara	Decision/Motion	Sara and Kim informed the Board that ENYES is seeking approval to sponsor Maker's Hub until they procure their own 501.C3. Maker's Hub is an organization that provides support for start-up entrepreneurs. There will be two accounts, one for monies that come in and another for monies that go out. Stefanie Holzman asked about the legitimacy of Maker's Hub and Sara Silva vouched for their validity. She will arrange for a meeting to discuss concerns. The decision to approve this venture is postponed.
<b>IX. Debrief of Whittier Pride</b>	Sayaka	Informational	Sayaka Ponce shared that the Whittier Pride event raised about \$2,000. In addition, political leverage was gained with City of Whittier and Los Angeles County officials. The event was widely shared on social media and was well received by social media influencers.
<b>X. Closing and Next Meeting date</b>	All	Discussion/Decision	Gary Polk announced that his new book, <u>Why Black and Brown Entrepreneurs Fail to Win</u> will be released on December 1, 2020. Gary informed those present that he will donate 50% of the profits from his book to ENYES. The Board thanked Gary Polk for his generosity.  Anthony Normore moved to adjourn the meeting at 1:05 PM, Isabel Galvez-Lara seconded the motion, and it was unanimously passed.