



Flagler Tiger Bay Club Annual
Meeting

JUNE 17, 2020

Agenda

Roll Call

2019 Annual Meeting Minutes

Flagler Tiger Bay Clubs Board Annual Report

- Finance Report
 - Report Speakers
 - Report Young Tiger Program
 - Report Scholarships
 - Report Membership and Marketing
 - Governance 501c3
 - Pandemic Dues Impacts, Credits, and Deductible Donations
 - Future Efforts

Agenda (cont'd)

Members Answers to Submitted Questions

Adjournment

Roll Call



2019 Annual
Minutes

Review

Approve

FINANCE

MARKETING &
MEMBERSHIP

GOVERNANCE

SPEAKERS

YOUNG TIGERS

SCHOLARSHIP

PANDEMIC IMPACT

FUTURE EFFORTS

Flagler Tiger Bay Club's Board Annual Report

Finance

Statement of Financial
Position as of July 31, 2020
(Projection/Unaudited)

Statement of Income &
Expenses for the Year Ending
July, 2020
(Projection/Unaudited)

Statement of Financial Position as of July 31, 2020 (Projection/Unaudited)

Assets		Liabilities and Equity	
Cash	\$17,607	Prepaid Dues Allocation	4,675
Accounts Receivable	280	Other Liabilities	998
Prepaid Expenses	524	Total Liabilities	<u>5,673</u>
Total Assets	<u>18,411</u>	Equity	
		Retained Earnings	<u>12,738</u>
		Total Liabilities & Equity	<u>\$18,411</u>

Statement of Income & Expenses

For the Year Ending July 31, 2020

(Projection/Unaudited)

Income	
Guest Fees	\$6,190
Membership Income	40,980
Special Event Funding – Net	<u>2</u>
Total Income	47,172
Expenses	
Meeting Expenses	20,787
Contract Services	2,924
Advertising & Promotion	1,353
Credit Card Processing Fees	1,316
Insurance – Liability, D & O	1,145
Social Media Marketing	1,700
Office Supplies	1,333
Sponsored Membership Expense	2,850
Miscellaneous	<u>5,152</u>
Total Operations	38,560
Net Ordinary Income	8,612

Other Income/Expense	
Scholarship Program Receipts	6,575
Other Income	<u>650</u>
	7,225
Scholarship Program Expense	5,900
Other Expense	<u>520</u>
	6,420
Net Other Income/Expense	<u>805</u>
Net Income	<u><u>\$9,417</u></u>

Note: *Scholarship Receipts and Expense of \$14,100 was donated directly by members to Flagler County Education Foundation on behalf of Flagler Tiger Bay Club. This did not go through our books. Our total credited Scholarship donation was \$20,000*

Marketing and Membership

MEMBERSHIP

MEMBERSHIP
RESULTS

MEETING RESULTS

TELECOM
SPEAKERS SERIES

SURVEY

OTHER
ACCOMPLISHMENTS

Marketing and Membership

Members June 1, 2020

	Members	Memberships
Individual	84	84
Corbett Corporate	32	15
Bengal Corporate	5	2
Totals	121	101

Marketing and Membership (cont'd)

2020 Membership Results

✓ 2019 Total Member	87
✓ 2020 Member Objective	115
✓ 2020 Member Growth Objective	32%
✓ 2020 Total Member Actual	121
✓ 2020 Member % of Objective	105%
✓ 2020 Actual Membership Growth Rate	39% (Achieved in 6 months)

Marketing and Membership (cont'd)

Meeting Results

Speaker	Date	Number Registered	Number Attended	Percent Attended	Members	Presidents Guests	Young Tigers
Michael Fisher	9/18/2019	106	96	91%	76	10	10
Derek Barrs	10/16/2019	92	81	88%	59	1	21
Dan Wagner	11/20/2019	100	90	90%	65	0	25
John Mica	12/18/2019	123	115	90%	65	0	25
John Sowinski	01/22/2020	102	95	93%	70	5	20
Constance Newman	02/19/2020	144	140	97%	96	14	30

❖ Six Events - 667 Registered – 617 Attended - 92.5% Attendance Rate

Marketing & Membership (cont'd)

Telecom Speaker and Lecture Series

Implemented as short term solution COVID -19 shutdown

Goals are/were to:

- Stay relevant,
- Provide value to membership,
- Provide same level of speakers, and
- Develop content

Ends June 25, 2020

15 Events Schedule, 13 delivered as of today

Average over 40 attendees per meeting

Recorded most sessions

Marketing and Membership

(cont'd)

Membership Survey

- ❑ 37 respondents = 30% of membership
- ❑ All attend Monthly Luncheons
- ❑ Diversity in tenure
- ❑ Net Promoter score near 80 excellent
- ❑ Comments reflect high degree of satisfaction

Flagler Tiger Bay Club Member Marketing Survey

Questions	Detractors (0-6)	Passives (7-8)	Promoters (9-10)	Net Promoter Score
How Likely is it that you would recommend FTBC to a Friend (10)	0	2	8	80
Percent	0%	20%	80%	
How Likely is it that you would recommend FTBC to a Friend (27)	1	4	22	78
Percent	4%	15%	81%	
	37	1	6	30

Respondants

Attend Monthly Lunches	100%
Weekly Telecom Series	84%
Annual Wine Reception	62%
Membership less than 6 months	14%
Six Months to 1 YR	16%
1 - 2 Years	43%
More than 2	27%

Marketing and Membership Other Accomplishmenst

- Tiger Tuesday Launched
 - ✓ Weekly
 - ✓ Emailed to over 300 people
 - ✓ 38% - 41 % open rate. (Industry average 20%)
- Marketing Campaign Scholarships Achieved 200% Objective
- Simplified Website
- Conception and Launch Telecom Speaker Series
- Face Book Presence
- Developed collateral materials
- Successful marketing campaign Wine tasting event
- Capital Steps
- Press relations
- Strategic relationship with Volusia Tiger Bay Club

Governance

Flagler Tiger Bay Clubs 501c3

IRS approved
April 10, 2020

Effective March
30, 2018



Donations to Flagler Tiger
Bay Club are Tax Deductible

Governance

Speakers Committee

Monthly Luncheon Meetings
(September 2019 – February 2020)

Weekly Teleconference/Webinar
Speaker & Lecture Series
(March 2020 – June 2020)

September 18, 2019

MICHAEL J. FISHER

Former Chief of the U.S. Border Control



SPEAKER TOPIC:
Border control & National Security
Practical Solutions



October 16, 2019

CHIEF DERK BARRS

Florida Highway Patrol Director of
Commercial Vehicle Enforcement

SPEAKER TOPIC:
Florida's Leading Role in
Autonomous Vehicles



November 20, 2019

DAN WAGNER

National Nuclear Security Expert



SPEAKER TOPIC:

Our Nuclear Posture and
other National Security issues



December 18, 2019

JOHN L. MICA

Former Congressman



SPEAKER TOPIC:

Congressman Mica is one of the most knowledgeable leaders and experts on the topic of transportation policy in America. He focused on transportation & provided an update on projects.



January 22, 2020

JOHN SOWINSKI

Communications Strategist

SPEAKER TOPIC:

Referendum Process - Direct Democracy in Action
Pluses, Minuses, and Influences



February 19, 2020

Constance Berry Newman

Former Assistance Secretary of State for African Affairs

SPEAKER TOPIC:

Africa's Global Economic and Technology
Impacts - US versus China



Launching the Teleconference Webinar Speaker & Lecture Series

DATE	SPEAKER	TOPIC
March 26 th	Michael Waltz U.S. Congressman District 6	COVID-19: National Legislative Initiatives.



**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Paul Renner

Florida Representative
District 24



April 7, 2020
12:30 pm – 1:00 pm



**COVID-19: IMPACTS ON THE STATE BUDGET &
STATE LEGISLATIVE POLICY UPDATES.**

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Flagler County Administrator
Jerry Cameron



April 9, 2020
12:30 pm – 1:00 pm



**COVID-19: IMPACTS ON THE COUNTY BUDGET &
COUNTY LEGISLATIVE POLICY UPDATES.**

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Amber N. Barnes, MPH, PhD

Assistant Professor
Department of Public Health

Brooks College of Health
University of North Florida



April 16, 2020
12:30 pm – 1:00 pm



COVID-19: WHAT WE KNOW AND WHERE TO GO.

**Flagler Tiger Bay Club
Telecom Speaker and Lecture Series**



Kevin Lynyak
Managing Director of Morgan Stanley Wealth Management, Head of Managed Advisory Portfolio Solutions (MAPS) and Lead Senior Fixed Income Portfolio Manager.

Morgan Stanley
WEALTH MANAGEMENT



Daniel Skelly
Managing Director, is the head of the market research and strategy team within Morgan Stanley Wealth Management. Dan works closely with the Global Investment Committee (GIC) with a primary focus on US equity strategy.

April 23, 2020
12:30 pm – 1:00 pm



THE OUTLOOK FOR VARIOUS FIXED INCOME MARKETS - TREASURIES, MUNICIPALS & CREDIT (IG/HY) & THE MS ECONOMIC OUTLOOK AND HOW THE AGGRESSIVE FED AND FISCAL STIMULUS PROGRAMS WILL AFFECT MARKETS AND OUR OUTLOOK.

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Kaiti Lenhart

Flagler County Supervisor of
Elections



April 30, 2020
12:30 pm – 1:00 pm



HOW WILL FLORIDA'S ELECTIONS BE BOTH
THE SAME AND DIFFERENT IN 2020.

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Mike Haridopolos

Former President of the Florida
Senate
2010-2012

Senior Managing Director
Five G Capital



May 7, 2020
12:30 pm – 1:00 pm



**PUBLIC POLICY & BUDGETARY IMPLICATIONS OF THE
CURRENT NATIONAL HEALTH CRISIS - WHAT ISSUES WILL
THE LEGISLATURE FACE DURING A SPECIAL SESSION.**

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Scott Sobel

Senior Vice President, kglobal
Crisis + Litigation Communications



May 14, 2020
12:15 pm – 1:00 pm



**CRISES MANAGEMENT LESSONS LEARNED AND
COMMON THEMES FROM COVID-19 PANDEMIC.**

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Brian Packard

Chief Executive Officer
Celios Corporation

celios

May 21, 2020
12:15 pm – 1:00 pm



THE SCIENCE SIDE OF WHY CLEAN AIR MATTERS
AND WHAT IS “TRULY CLEAN AIR.”

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Marian Johnson

Executive Director
Florida Chamber Political Institute



May 28, 2020
12:15 pm -1:00 pm



WHAT FACTORS WILL INFLUENCE FLORIDA'S 2020 ELECTIONS (ENTIRE BALLOT) AND WHAT COULD BE THE IMPACTS ON PUBLIC POLICY DEPENDING ON DIFFERENT ELECTORAL OUTCOMES.

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Rachel Pappy

Co-owner & Tax Attorney
Polston
Tax Resolution & Accounting



June 4, 2020
12:15 pm -1:00 pm



**MAKING THE MOST AND AVOIDING MISSED
OPPORTUNITIES IN THE NEW FEDERAL LEGISLATION
OF THE PAYCHECK PROTECTION PROGRAM.**

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



David Coburn

Director of Athletics
Florida State University



June 11, 2020
12:15 pm -1:00 pm



COVID -19 IMPACT ON FLORIDA STATE UNIVERSITY
AND COLLEGE SPORTS.

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Dr. Sean Snaith

Director of the
Institute for Economic Forecasting
University of Central Florida
College of Business



June 17, 2020
6:00 pm – 7:00 pm



**FORECASTING FLORIDA'S ECONOMIC FUTURE &
OUR ROLE IN THE GLOBAL ECONOMY.**

**Flagler Tiger Bay Club
Teleconference Speaker & Lecture Series**



Will Howard

Vice President of Recycling
Waste Pro of Florida, Inc.



June 25, 2020
12:15 pm – 1:00 pm



ALL THINGS RELATED TO RECYCLING.

The Big Reveal

2020 FALL SPEAKERS

Flagler Tiger Bay Club 2020-21 Speaker & Lecture Series



Joe York

President
AT&T Florida, Puerto Rico & U.S.
Virgin Islands

Speaker Topic: The Next Technology
Disruption: 5G



August 19, 2020
Noon – 1:00 pm



Flagler Tiger Bay Club 2020-21 Speaker & Lecture Series



Dave Aronberg

State Attorney for the 15th Judicial
Circuit

Speaker Topic: Where is Florida's
Criminal Justice system headed?



September 16, 2020
11:30 am – 1:00 pm



**Flagler Tiger Bay Club
2020-21 Speaker & Lecture Series**



Steven Schale

Florida Political Strategist,
2008 Obama Campaign Florida
State Director

Speaker Topic: Forecasting the 2020
Elections and the Impact on Public
Policy.

October 21, 2020
11:30 am – 1:00 pm



Flagler Tiger Bay Club 2020-21 Speaker & Lecture Series



Matthew Corrigan

Dean, College of Arts & Sciences
Professor of Political Science &
Public Administration
University of North Florida

Speaker Topic: Post-Election 2020
analysis and the effects on public
policy



November 18, 2020
11:30 am – 1:00 pm



**Flagler Tiger Bay Club
2020-21 Speaker & Lecture Series**



Alice Stewart
CNN Political Commentator

Speaker Topic: Biggest Impact -
Party, Politicians and Policy Issues
for 2021 & 2022



December 9, 2020
5:30 – 8:00 pm



Scholarship Committee

Young Tigers
Program

Flagler Tiger Bay
Club Scholarship
Program

Young Tiger Program



Help develop the next generation of leaders



Expose them to speakers and members to aid in their development and establish relationships



Expose them to thought leaders



Participating Schools Bethune Cookman University (B-CU), Matanzas High School, and Flagler Palm Coast High School



Corporate Sponsor Waste Pro and other Members



Individual meeting time with speakers



B-CU Students received internships and employment

Flagler Tiger Bay Club Scholarships

Raised \$20K

200% of Objective

Partnered Flagler Education
Foundation

Awarded 10 \$2,000 Scholarships

WastePro \$6,000 Commitment over
3 years

Anonymous Donor \$10,000

Scholarship Awardees

Kyle Alves, Flagler Palm Coast HS (FPC)

Cameron Coated, FPC

Brea Dwyer, Matanzas HS (MHS)

McKenzi Flis, MHS

Grace Ledrich, MHS

Kristina Mercado, MHS

Katherine O'Mahoney, MHS

Angela Snider, FPC

Kelly Steffens, MHS

Liying Wu, FPC

COVID – 19

Impacts

COVID - 19 Impacts

Cancellation of face to face meetings

In discussions on when we can resume with venues

Telecom Speakers and Lecture Series was/is successful

No lost memberships

We believed we delivered value exceeding members expectations

Continually improving virtual meeting experience and developing content

Future Efforts

Future Efforts

Get back to Face to Face meetings when Government and venues approve

This years Scholarship Objective is \$20,000

Virtual meetings to members if they can not attend face to face meetings

Make recorded meeting content available on demand for members

Board Elections next year

Joint Meeting with other Tiger Bay Clubs

Improve website

Membership Questions and Answers

No questions submitted

Adjourn

