

Executive Roundtable of Indian River County  
October 29, 2020 @ 9:00  
Virtual Meeting Via Zoom

**Minutes**

**Members Attending:** Paul Carlisle, Wydee'a Wilson, Kyleigh Savoie, Angelia Perry, Peter O'Bryan, Caryn Toole, Dan Acosta, Bob McPartlan, Eric Kohrhamer, Heather Parker, Kip Jacoby, Eric Flowers, Keith Touchberry, Meredith Egan, David Moore, Kyleigh Savoie, David Currey, Carrie Lester, Angelia Perry, Barb Ford, Aimee Hill

**Guests:** Amber Bachelor, Jeanette Kraar with We Venture College of Business, Milory Sneat

**I. Chairman Carlisle opened the meeting at 9AM**

**II. Chairman Carlisle led the Pledge of Allegiance.**

**III. Introductions were made and all were welcomed.**

**IV. Community Presentations- Amber Bachelor, Director, Women's Business Center-**

Ms. Bachelor explained that We Venture is a funded partner through SBA, part of the small business development center. We Venture has a SCORE partnership as well. The Women's business center is another component. The mission is to help identify opportunities and business growth and to continue to be the leading voice for women in business. Started through an act of congress through the Women's Business Ownership Act. Over 100 women's business centers throughout the country. Almost every state has one, with the exception of Alaska. This one is based out of FIT college of business and services Brevard, IRC and SLC.

We Venture was granted funds through the Cares Act and the money will be used to respond to the needs of the business with a focus on increasing capacity for coaching, educational opportunities, and the IGNITE mentorship program. Ms. Bachelor showed a video.

Emergency Support Programs offered- Business coaching, webinars, training sessions, consultations, peer group, Ignite 360.

People need support throughout isolation and the confidence that they can make it through. This program develops a community of business owners.

Ignite 360 normally costs \$2,500. But, through CARES act, they were able to provide funding for over 30 businesses to participate.

Jeanette Kraar- Spoke about being a "COVID coach" as there are many businesses that are striving to stay alive and rebuild. Businesses still have to make up for revenue loss, how to make customers feel comfortable, get supplies, etc. Ms Kraar is the outreach coordinator. This program has been successful and they have received great feedback. Programs are outcomes driven. The key questions asked are: Where are you, where do you want to be, how do you get there. They set up an individual entrepreneurial plan and hold the person accountable by partnering with the business to help get them through.

We Venture College of Business would love to partner more with IRC.

Ignite 360 is their flagship membership program. They are able to leverage the power of over 75 business experts in subject matter areas. Retired heads of businesses, entrepreneurs, etc.

Doing a 12-week program since COVID began. 98% of business clients graduate. Over 40% see an increase in revenue after completing the program.

There is a component for nonprofits too. Community foundation of Brevard is going to support some nonprofits going through the program. 1500 to get access to 12 weeks of high level experts. Ms. Bachelor has spoken to Jeff Pickering about how that would look in IRC. SBA priorities for next fiscal year are those businesses owned by minorities, reserves, veterans, and rural areas.

Jeanette Kraar mentioned that they were thrilled to get some dollars for nonprofits. The program digs deep to figure out what the issue is so that it can be fixed. They push for how to get to the next level of development. Companies come back and are sustainable.

Transition program is the 12 week program for companies that are not yet ready to grow. If the foundation isn't strong then they will not be able to be sustainable.

During COVID, all programs are being done virtually. Once that is over, they would love to have people in community (like Roundtable members) who can help mentor others.

Ms. Bachelor would like to introduce these complimentary business support services to all businesses that have a need in IRC.

She would like to connect with highly skilled professionals that would like to join our catalog of over 70 high level strategic businesses coaches and subject matter experts to support small business success.

Ms. Bachelor would like to partner with organizations to present to their client base to expand services to more minorities and women entrepreneurs and small business owners.

They are doing their inaugural directory of women owned businesses. If interested, let them know.

Ms. Krarr stated that COVID hit everybody, and even though they focus on women business owners, COVID services are for everyone.

Amber Bachelor stated that they are looking for ways they can invest in the local IRC community.

Questions:

Paul Carlisle suggested a sponsorship for our 5K. Aimee will send info.

Kip Jacoby asked about strategic planning, development for nonprofits. Ms. Bachelor stated that they ask for ED, Chair and CEO to participate.

**V. Approval of Minutes (September 24, 2020) – Chairman Carlisle-** Motion to approve by David Currey with a second by Peter O'Bryan. Motion passed unanimously.

**VI. Treasurer's Report- Kip Jacoby-** Kip Jacoby sent a financial statement out for the end of the fiscal year. Balance sheet- cash has dropped by almost half from where it has been.

Total income was just over 20k which is down from the year before.

Fundraising revenues- \$10,003. Prior year- Advanced contributions from the year before for Gerard Equipment. Was actually \$12,900.

The year before, the event raised about \$15,000.

Expenses- 40k in total expenses. That includes first round of grant disbursements. Last year's event was more expensive.

Overall- cash balance of 16K in comparison to 40K

We've been operating at a cash balance of about a year. We are now down to about 5 months of expenses in the bank. We can now go out to potential agencies and show that our cash position is in a more normal place for nonprofits. We don't show that we have too much cash, agencies want to see that they are giving to agencies that need their cash. Need to focus on membership contributions as well.

Motion to accept by Keith Touchberry with a second by David Currey.

**VII. Old Business**

**A. Juvenile Justice Update- Wydee'a Wilson-** Ms. Wilson stated that this will be her last meeting as she received a promotion. Civil Citation (CC) numbers have decreased. LE has been encouraged to indicate a reason why a youth is not given a CC on the complaint affidavit. Could be because the youth

is non-cooperative, parent doesn't want to participate, could be DV incident, victim could be requesting it move to state attorney's office, etc. Showed graph: 5/19-4/2020, the circuit had 184 youth eligible for CC that were not given one. 99 out of 180 the reason was not provided. Also looked at the four top charges: assault battery, disorderly conduct, obstruction of justice, petty larceny. Want to continue to encourage LE to identify reasons that youth are not given a CC so they can move forward with the work. 9/19-8/2020 at 30% CC utilization for IRC. LE can go back into system and add the reason. Asked LE to work on that.

Ms. Wilson will copy all the agencies on correspondence on CC reasons. These reports are given to legislators. Eric Flowers stated that our school resource team will go through and assess. They will be getting that to DJJ.

**B. HB 945- Ann Berner- Not Present**

**C. 2020 5K Subcommittee Update – Chairman Carlisle, ED Hill-** Chairman Carlisle gave update on sponsors: Bernard Egan \$2500, TFP- \$1500, FPL- \$500 WM- \$500.

Chief Currey will contact media contacts. Chief Acosta will contact his contact for prizes.

Chairman Carlisle stressed that it will take everyone working together, not just the subcommittee to make this successful.

Keith Touchberry stated that he is looking into businesses in Fellsmere. He stated that it was comforting to know we had a year of operating expenses. Also wants to show what we are doing in the community, such as scholarships. Would like to have a conversation about doing both. Suggested putting something in the bylaws about how to manage ourselves financially so that we can be sustainable. He would like to open dialogue at a future meeting so that future members have something fall back on.

Exec comm to meet and come up with ideas for this and bring back to board.

Kip Jacoby stated that he is happy to have the conversation.

Paul Carlisle asked for more suggestions, thoughts, ideas to make the run more successful.

David Currey- Red Kettle bell ringing. Public safety and LE are having a friendly competition by manning it in one day to see who can bring in the most money. Salvation army, from now to the 18<sup>th</sup>, is doing a virtual fundraiser. The Roundtable could do that and donate virtually. Advertise the run and the option to donate online.

**VIII. New Business-** Chairman Carlisle mentioned a need for a December Roundtable meeting date. Keith Touchberry suggested Marsh Landing for a breakfast meeting. Meeting will take place on December 10.

**IX. Member Matters**

Peter O'Bryan noted that last Thursday the county suffered a cyber-attack. It was controlled quickly, but the county had to shut down all servers. They are bringing systems back up slowly. Email is currently down.

Peter O'Bryan also mentioned that Bruce Colton is retiring. IRC courthouse rotunda is being named the Bruce Colton rotunda.

**X. Adjournment-** Adjourned at 10:05.

Respectfully Submitted,

Aimee Hill, Executive Director

