

**Yes I Can Unity Through Music and Education, Inc. (YIC)
Board of Trustees Meeting Minutes
06/26/2023 - 7:00PM - 8:00PM**

Present: Bret Lieberman, Kirsten Fitzpatrick, Thomas Dvorak, James Aardahl, Michael Buckholtz, Tanya Moore, Brian Altounian, Georgianna Junco-Kelman, Lisa Pavik, Carol Stevenson, Steve Corbin.

Absent: Barry Coffing, Brian Costello, Dan Sheehan.

I. Call to Order & Introductions

Kirsten Fitzpatrick, Deputy Director, called the meeting to order at 7:04 p.m.

II. Consent Items

A. Approval of Q2 Agenda

M/S/C (B.Altounian/ J. Aardahl) To approve the Q2 agenda.

B. Approval of Minutes of June 26th Board Meeting

M/S/C (B.Altounian/J. Aardahl) To approve meeting minutes for the June 26th Board of Trustees meeting as presented. The motion was approved.

C. Approval of Election of the following Trustees to serve as the YIC's Executive Committee for an additional 1 year term: M/S/C (B.Altounian/C.

Stevenson/Junco-Kelman) 1) Bret Lieberman, Chair of the Board, Executive Director; 2) Kirsten Fitzpatrick, Vice Chair of the Board, Secretary, Deputy Director; 3) Thomas Dvorak, Treasurer, Chief Financial Officer.

D. Approval of Election of the following Trustee to serve as Chair of Board of Trustees' Social Media Committee: M/S/C (M. Buckholtz/L. Pavik/G. Junco-Kelman) Carol Stevenson nominated herself to serve as Chair of the Board of Trustees' Social Media Committee. The motion was approved.

II. Executive Director's Report (Bret Lieberman)

Bret presented that YIC held a Career Skills Certification Recognition Ceremony event at College of the Canyons (COC) for students who have completed the YIC career skills courses through YIC's partnership with COC. Bret reported over 40 YIC students earned certifications from COC. Bret reported in attendance at this event was YIC students and their families, community members, North Los Angeles County Regional Center representatives, John Prabhu, Founder/CEO of LA North Studios, and James Fauntleroy from 1500 Sound Academy.

Bret reported John Prabhu, Founder/CEO of LA North Studios spoke at the event about how successful the partnership between YIC and LA North Studios has been and how happy the company is after hiring a YIC student in a full-time permanent Studio Management Assistant position at LA North after completing an internship through YIC's Paid Internship Program. Bret added that James Fauntleroy from 1500 Sound Academy also spoke at the event. Bret reported that James spoke about 1500 Sound Academy's partnership with YIC and how amazingly impactful the partnership between 1500 Sound Academy's and YIC's partnership has been with furthering our shared mission to further diversify the industry and provide career opportunities for creatives with disabilities. Bret reported that James Fauntleroy requested to assist with the production for the Festival Project/Good Karma Music & Arts Festival. Bret thanked Lisa Pavik for the hard work she put into organizing the Career Skills Certification Recognition Ceremony.

Bret introduced YIC Instructor for YIC's Summer Meltdown Festival Project, Andy Ryan, to the Board. Bret played for the Board the Good Karma Music & Arts Festival commercial produced by YIC students participating in the Festival Project under the guidance of Andy Ryan. Bret announced Andy Ryan and Tanya Morrow met today to work on and edit the Artist and Marketing Decks the Festival Project students created for the Good Karma Festival. Tanya Moore reported that they have made good progress on editing the decks to make it more readable. Tanya asked if Andy could add some written information/subtitles to the Festival commercial to increase views for people with sound on mute when watching the commercial. Andy confirmed. Andy shared the Artist and Marketing Decks with the Board. Board members Georgianna Junco-Kelman, Carol Stevenson, and James Aardahl offered some suggestions for revisions. All Board members agreed to share the decks with all Board members through Google Drive so all Board members could collaborate to offer suggestions for revisions to the decks. James Aardahl shared that he shared the current decks with Wasserman Music and that the decks were effective in relaying the mission of the Festival Project. Bret requested the timeline to finalize the decks. Tanya reported they will be able to finalize the decks within the next 48 hours with the assistance of the Board. Brian Altounian also offered some suggestions to improve the content in the decks. Tanya reported she spoke with Damian Marley's manager Dan Dalton and Dan reported Damian would be interested. James added he will reach out to Matt Slawsky to see if Ziggy Marley would be interested. James also added he would reach out to some of his Red Light Management family. Georgianna Junco-Kelman reported she has a personal relationship

with the CEO of Wasserman Media Group, Casey Wasserman, to see if Casey may be interested in helping with the Festival Project. Georgianna also suggested reaching out to Fat Joe due to his connection with people with disabilities. Bret reported KRoq, Dash Radio, and WhatsUpSCV have all offered to advertise the festival event. Andy reported the Good Karma Facebook page already has over 5k followers and reported the festival students are now working on building up the Good Karma Instagram page. Andy reported some of the social media marketing efforts the students have completed so far. Bret reported to Andy that CenterStaging will be assisting YIC with backline and that LA North Studios is connecting YIC to Cinelease and Herc for generators, air conditioning, lighting for backstage area, water tanks, etc. Georgianna reported she will reach out to Kevin Weatherly to see if he would like to help. Bret asked Georgianna if she could arrange a meeting with Bret and Kevin to discuss. Georgianna confirmed. Bret reported to the Board that YIC has already secured SL320 and SL100 stages, LED walls, and other top of the line production staging, lighting, and sound for the Good Karma Festival. Lisa Pavik and Bret discussed reaching out to disabled artists about performing at the event as well after the headliner contracts are completed. Andy requested all Board members like and share the Good Karma Festival Facebook and Instagram pages to assist with sharing the pages with Board social media networks. Bret introduced Anthony Gigante who is in attendance at this Board meeting and informed the Board that Anthony is considering joining the YIC Board of Trustees. Bret also introduced Jennifer Ryan who is in attendance at this Board meeting, who is another Career Skills Instructor at YIC.

IV. Chief Financial Officer Report (Tom Dvorak)

A. 2023 Q1 & Q2 Financial Reports

1. Management Report (Q1)

2023 Q1 Income Statement (See Attached)

2023 Q1 Balance Sheet (See Attached)

2. Projected Financials (Q2)

2023 Q2 Income Statement (See Attached)

2023 Q2 Balance Sheet (See Attached)

B. Earned Revenue Projections for 2023 FY

1. 2023 Budget Overview (See Attached)

Yes I Can Unity Through Music and Education, Inc. (the “Company”) maintains a strong financial position at the close of Q2 2023 FY. The Executive Team’s goal

for the Company in 2023 is continued, robust, and sustained growth. The 2023 Budget Overview is a preliminary budget and financial forecast detailing the available capital to effectuate the Company's goals.

As set forth in the Budget Overview the Company is expected to produce the following 2023 Income Statement Summary:

Projected Gross Revenue:	\$2,472,909
<u>Projected Expenses:</u>	<u>\$1,676,172</u>
Projected Net "Profit":	\$796,737
 Net "Profit" Margin:	 32.22 %

C. \$100,000 90-Day Certificate of Deposit

The Company acquired a \$100,000 90-Day Certificate of Deposit at the interest rate of 4.25% per annum.

D. Potential \$200,000 90-Day Certificate of Deposit

The Company is exploring acquiring an additional \$200,000 C.D., most likely with Capital One.

E. Update on \$50,000 Business Credit Card with City National Bank

The Company is in the very final stages of securing a \$50,000 credit card with City National Bank.

F. CPA Status for Annual Filings and 3rd Party Financial Review

The firm of Rojas & Associates, CPAs is currently conducting the Company's first Independent Review Report for FY 2022.

V. Deputy Director Report (Kirsten Fitzpatrick)

A. Program Services Updates and Student Enrollment (CIT, PIP, CIE & SMFP)

YIC currently has (67) students enrolled in the North Los Angeles County Regional Center (NLACRC) funded YIC Program (core program). YIC currently has (8) students enrolled in the Westside Regional Center (WRC) funded YIC Program. YIC currently has (12) students

participating in YIC's Summer Meltdown Festival Project (SMFP funded through a grant by the California Department of Developmental Services (DSS)).

IMPACT: YIC currently serves 75 individuals with I/DD in YIC's 055 program. The vast majority of students not yet in PIP are still completing their college/trade school programs and have expressed they are not yet ready to commit to an internship due to their schooling schedules. Employment data includes "for now" jobs students have secured while participating in the YIC Program and internships and career-based jobs (CIE) in fields students are pursuing based on their career path of interest.

Cohort #1 Data (Started 07/2019): 77% secured job; 77% secured internship; 31% CIE.

Cohort #2 Data (Started 07/2020): 34% secured job; 80% secured internship; 34% CIE.

Cohort #3 Data (Started 07/2021): 39% secured job; 72% secured internship; 6% CIE.

Cohort #4 Data (Started 07/2022): 44% secured job; 36% secured internship; 0% CIE.

YIC currently has 12 students enrolled in Cohort #5 that will begin on 07/01/2023. YIC is currently waiting on authorizations from the Regional Centers for 9 students who will also be joining Cohort #5.

B. SMFP Vendorization Status

YIC's Deputy Director Kirsten Fitzpatrick continues to work with the North Los Angeles County Regional Center (NLACRC) and Westside Regional Center (WRC) to vendorize the Summer Meltdown Festival Project (SMFP) at the Regional Center's next Open Proposal Period (OPP) Cycle October 2023. YIC has been in direct contact with Evelyn McOmie, Community Services Director at NLACRC and with Lidenira Amador, Quality Assurance Specialist and Jill Hewes, Quality Assurance Specialist/Resource Developer at WRC to gather the necessary information required to pursue vendorization SMFP under the either the (605) or (094) subcodes. Regional Center vendorization of SMFP will result in securing Regional Center contract funding, which will ensure long-term funding and sustainability of the program. SMFP is currently funded by the DDS for the 2023 FY through a grant.

C. LA2050 Grants Challenge/Goldhirsh Foundation

The LA2050 Grants Challenge is an open call for ideas to make Los Angeles County the best place to connect, create, learn, live, and play. Angelenos voted for the issues that matter most to them. Then, Goldhirsh opened grant applications to organizations with ideas to address the

top-voted issues and those sponsored by funding partners, i.e. SNAP Foundation, Conrad N. Hilton Foundation, Calley Foundation, Annenberg Foundation, Elbaz Family Foundation, and Los Angeles Dodgers Foundation. The object of this grant is to select Los Angeles County-based projects, impacting one of the five (5) LA2050 Goals: Making LA the best place to play, Making LA the best place to create, Making LA the best place to learn, Making LA the best place to connect, and Making LA the best place to live. The ten Issue Areas, two (2) in each of the five LA2050 Goal categories, eligible for grants will be determined via the “Public Voting Period.”. Additional Issue Areas may be sponsored by Funding Partners, organizations external to the Goldhirsh Foundation that make separate Grant Awards at their own discretion, via their own processes. YIC’s Summer Meltdown Festival Project meets the criteria for three out of the five Issue Areas listed above.

All applications will be moderated by the Goldhirsh Foundation. Applications found to be in compliance with the grant rules will be posted for public view on la2050.org. All applications will be reviewed and scored by an evaluation committee selected by the Goldhirsh Foundation and 15 Applications will be selected as final Winners. The Applications that are selected as Winners will either be awarded a first-place \$75,000 grant (ten (10) total Grant Awards) or a second-place \$50,000 grant (five (5) total Grant Awards). Grant funds can be matched by partner foundations. The Winner(s) will be announced by the Goldhirsh Foundation on Thursday, September 28, 2023 by 5:00 PM PT. The minimum grant amount that could be awarded is \$50,000 and the maximum grant awarded, including matching funds from partner foundations, is \$150,000.

YIC submitted a grant proposal to compete against over 500 other organizations for the LA2050 Grants Challenge through the Goldhirsh Foundation on 06/23/2023. If YIC wins the grant, the grant funding will cover approximately 17% of the program costs for the Summer Meltdown Festival Project for the 2024 FY. As mentioned YIC is also actively pursuing Regional Center contract funding for the Summer Meltdown Festival Project to secure long-term funding for this program. Any and all grant funds secured for the 2024 Summer Meltdown Festival Project will be utilized to cover program expenses not funded through Regional Center funding, if Regional Center funding has been secured by 01/2024. If Regional Center funding has not yet been secured before the start of the Summer Meltdown Festival Project in 01/2024, all grant funds will be utilized to fund the program while YIC is awaiting the contract for Regional Center funding.

D. Migrate Productions/Voice Over & Audio Engineering Mentoring Sessions

YIC Directors determined there was a need for Voice Over (“VO”) and Audio Engineering Mentoring/Workshop Sessions due to the increasing number of students pursuing this career path. YIC recently partnered with Migrate Production, an all-inclusive, audio recording and post-production facility located in Santa Clarita, CA. Migrate Production provides premium

audio production sound services for film and television, web videos, radio commercials, podcasts, etc. Migrate Production will be offering YIC students pursuing careers in VO a program consisting of 3 specific tiers – Basic, Intermediate, and Pro, each with a very defined expertise level and learning points. After completing the Basic tier, Migrate Production will assess the skills of every student and decide which ones are able to move on to the next tier. Migrate Production will also offer students workshops in Audio Pre- and Post-Production Techniques, Digital Marketing & Promotion, and Custom Studio Design. An audio engineering class will also be available to those who feel more comfortable sitting behind the console instead of in front of a microphone. YIC will fund the Voice Over (“VO”) Mentoring and Workshop Sessions for YIC students at \$100/session. This rate is discounted 50% compared to the regular rates, in respect to an ongoing relationship between Migrate Production and YIC. YIC Directors are in the process of writing the subcontractor agreement between Migrate Production and YIC. YIC hopes to execute the contract with Migrate Sound by 07/01/2023, and at that time, will begin referring students to the Migrate Production program who are pursuing careers in VO and audio engineering.

VI. Adjournment - Kirsten Fitzpatrick adjourned the meeting at 8:07 p.m.