



**TEAM COALITION
BOARD OF DIRECTORS MEETING MINUTES
OCTOBER 7, 2021; 1:00 PM EST.**

Members in Attendance:

1. Jordan Jiloty
2. John Huff
3. Jeff Stonebreaker
4. Lester Jones
5. Kevin Tedesco
6. Matt Dye
7. Jeff Jannarone

Welcome & Mission Moment

There will not be a meeting in November, next Board of Directors call will be in December. The next Board call will be December 8th before the Stakeholders meeting on December 9th.

Jill shared that NFL responsible fan pledges have been coming in and TEAM is thrilled to have a full season of Responsibility Has Its Rewards.

Jordan also shared with the committee that on October 1, 2021, TEAM Coalition celebrated **Christy's** 20 years with TEAM Coalition.

Fiscal Year 2021 Financials

- Accounts Receivable Collection in Cash Flows is \$103,348
- Only outstanding debt is the EIDL, and TEAM has a payment schedule
- **John** asked for clarification that the EIDL wasn't spend and TEAM used it just in case those funds were needed.

FY End Program Services Revenue		
Instructor Development Program	\$51,015	111 trainers certified (needed 60 to meet budget)
Online Trainer Recertification	\$6,050	46 trainers recertified (needed 30 paid to meet budget, 5 are MTs who did not pay)
Special Processing	\$1,520	
Online Employee Training	\$282,228	75 set-up; access for 25,468 employees (needed 12,000 to meet budget)
Gross sales of inventory of participant manuals	\$161,488	14,587 manuals sold (needed 12,000 to meet budget)
Less cost of goods sold	-\$21,144	

Annual Report Content

- TEAM's second year publishing an Annual Report, which will be published and shared at the end of October.



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Key Elements	Topics to Highlight
<ul style="list-style-type: none"> • Executive Director summary • Chair letter • By the numbers • Strategic plan accomplishments <ul style="list-style-type: none"> • Fiscal Stability • Governance • Awareness • FY Statement of Activities • Board, staff, committee members, master trainers, member organizations, strategic partners 	<ul style="list-style-type: none"> • Online employee training • Online responsible fan pledge programs/event activations • CA RBS approval • New member - Heineken • New logo • New Director-at-Large • Membership tiers • Sponsorship support services

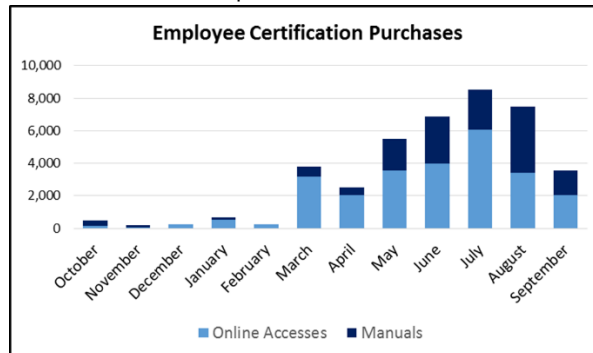
Committee Reports

Governance & Finance Committee

- Identify candidate(s) to serve as Director-at-Large for vote at December meeting when Rishi completes his term
 - Joe Abernathy, Linda Pentel, Paul Turner, and a TAM Representative have all been mentioned as potential candidates
- PPP forgiveness application submitted to lender of 2nd draw on 9/2/21; still waiting for decision from lender
- EIDL Resolution and Certification Form was reviewed
- Christy to act as liaison to Training Committee

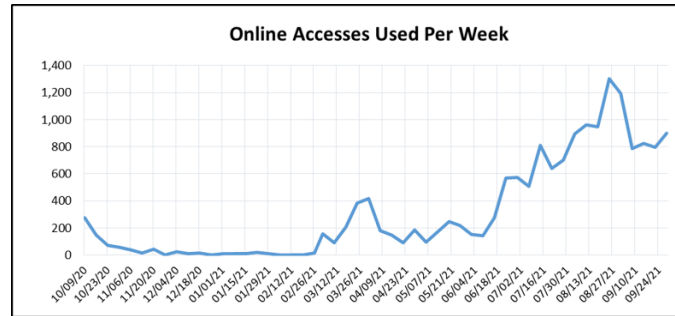
Training Committee

- Fiscal Year End Analysis
 - Totals
 - 25,468 online accesses purchased
 - 14,587 manuals purchased





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- PowerPoint presentation changes based on online training and university feedback
 - **Jeff J.** offered to share any research had on content changes to the training material and to participate in the training committee's conversation
- Washington state program submitted for MAST approval
 - **Jeff J.** offered to share any state supplemental information that could be beneficial to the process with other states

Marketing and Communications Committee

- FY2022 [Newsletter](#) Schedule
 - The new membership tiers will change the number of features members and strategic partners have in the newsletter, ranging from 1-5 features during Fiscal Year 2022.
 - There are no plans to change the name of the newsletter.
 - This is the current schedule that can change depending on new membership tiers.

	TEAM Milestones	Members/Partners to Highlight
Oct-21	Annual Report	Anheuser-Busch, NBA, GHSA
Nov-21	Register for Stakeholder's Meeting & Agenda Items	Aramark, MLS/Heineken, NBWA
Dec-21	Stakeholder's Meeting Outcomes	NHL, Spectra, Molson Coors, Legends
Jan-22	Special Project Launch	NFL/NHTSA FDLFDD, Anheuser-Busch, Aramark
Feb-22		NASCAR, Legends
Mar-22		Aramark, SMA, Brown-Forman
Apr-22	Committee Engagement Survey's	NCAA, NAB, Molson Coors, Legends
May-22	Register for Stakeholder's Meeting & Agenda Items	Live Nation, Spectra, Constellation Brands
Jun-22	Stakeholder's Meeting Outcomes	Aramark, IAVM, Lyft, RADD
July-22		Anheuser-Busch, Beer Institute, Legends
Aug-22		Spectra, Molson Coors, Aramark
Sep-22	End of FY	Anheuser-Busch GBRD, Legends

- Sponsorship Support Services- NFL Example
 - TEAM Coalition has a new revenue source with the Sponsorship Support Services to manage responsibility programs for sponsors
 - [Standings pages show weekly pledges from teams](#)



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- [Maintaining pledge pages](#)
- [Team pages on Fans Don't Let Fans Drive Drunk](#)

	BILLS	LEAGUE
2019:	29,423	234,153
2018:	28,747	265,940
2017:	26,396	265,663
2016:	21,487	264,051
2015:	19,985	282,206
2014:	14,284	270,875

Membership Committee

- Membership committee will be reaching out to members for FY2022 dues given the new tiered membership structure.
- Identified new strategic partners
 - NCS4
 - NLLEA
 - Safe Night Out
 - Safe Bar Network
- Special Project Brainstorm
 - Will be presented at the Winter Stakeholders meeting by the Membership and Marketing/Communications Committee. Members will be asked to rank each option for one project to be implemented in calendar year 2022.

Stakeholder's Meeting Agenda- Board call on December 8th and Stakeholder's call on December 9th

- Committee Reports
- Annual Report
- Stakeholder's engagement survey results
- Votes: New Director-at-Large and Special Project
- Guest speaker
 - **Jeff J.** offered himself to present