

OI Foundation Meeting Minutes
Tuesday, January 24th, 2023
6:30 am - 7:30 am

Members Present:

Dr. David Jones
Mark Blackburn

Dr. Keith Baumgarten

Brad Pfeifle

Others Present:

Paul Keizer

Members Absent:

Susan Quello

Andy Langenfeld

Lynda Barrie

Call to Order. The Orthopedic Institute Foundation board called the meeting to order at 6:35 AM in the main conference room of the Orthopedic Institute. Paul started the meeting asking if Dr. Keith Baumgarten had anything to discuss in the Presidential report. He said that his topics were in regards to research and can wait until we get to that topic in our discussion.

Paul started the meeting reminding the board of the accomplishments from 2022. We had many things to celebrate including our first soccer team which served 20 athletes, the opening of our education and mentorship space, the purchase of a van for transportation, we hired Nathnael as a coach and coordinator, we implemented a mentorship program, and ran the 1st Annual golf tournament fundraiser. Despite all of our accomplishments we still are navigating the dynamics of recognizing kids into the program and starting a girls team. However, with some of the things we will discuss today we have some momentum going into 2023. Brad talked about some of the dynamics of recognizing kids into the program and how we can create some partnerships to find these kids and start a girl's program. We briefly discussed the EMBE partnership and they asked for an update on that. Paul mentioned that both parties have been side tracked with other obstacles, staffing issues, and etc. that kept this partnership moving forward. Paul mentioned that this could still be an opportunity in the future but everyone has a lot of things going on. Paul mentioned that he would reach out to see if they would like to continue discussions. Paul said that he would like to continue with conversations as there were some opportunities that presented themselves and we will touch on them later in the meeting.

Paul jumped into the financial performance of 2022. Paul reported that we fundraised roughly \$107,000 and our expenses were roughly \$94,000. Today, we have roughly \$72,000 in our bank account and we are carrying a note on our vehicle of \$14,000. There was discussion on whether we should pay this off. Paul mentioned that he has been carrying the note because he was uncertain what cash flow would look like. Dr. Baumgarten asked what the interest rate was

on the note and Paul mentioned it was roughly 6%. The board was OK with continuing to see what cash flow looked like and possibly paying off the note this year.

Paul gave an update on the former players of the program. Since we talked last, we had 11 of our athletes try out for their high school teams and they all made it. Additionally, many of these athletes are playing for Dakota Alliance teams and traveling with them. Many of these athletes continue to come to strength and conditioning with Nathnael and work with him from a mentorship standpoint. Of the original group we still have 9 athletes.

Paul mentioned that it has been a struggle to recognize kids in the community. However, around the October timeframe we reached out to the principle at John Harris Elementary. We met with this principle and they are sister schools to Cleveland Elementary. From this, we were able to find 13 kid who meet the need profile. However, we are still struggling to put together a girls team. When we discussed this many principles struggled to think of females who would be good fits. Dr. Baumgarten asked why this was. Paul reported that many times low income families rely on the young females to be caregivers to their siblings. Additionally, many times these young females don't participate in many of these sports at recess to determine if they would have any interest in playing sports.

Paul mentioned to the board that in December of 2022 we had another vehicle slide into the back of our van. There is some cosmetic damage but we are working with the other parties insurance company and Jerry's auto to get this fix.

On a similar note, Paul mentioned that Nathnael has done a great job learning the in's and out's of transporting kids. One area that I think that we can off load him is driving the kids to and from the performance center. Paul said that he would like the boards approval to hire part-time drivers to transport kids. Dr. Baumgarten asked if this will fit into the budget for the foundation. Paul said yes as this will only be on a part-time basis. Paul said he still needs to work out the details but as a reminder, Nathnael is an employee 50% of OI Performances and 50% of the Foundations. During the afternoon of the weekdays, Nathnael may still be able to drive the van. However, I would like to off load the evenings and weekends. The board approved the request to hire part time drivers.

Paul jumped into the opportunity that presented itself a couple of weeks ago. Paul received a call from Rebecca Wimmer of the Sioux Falls School District. The Sioux Falls School District would like to partner with OI Foundation and have the SD Stars be part of the afterschool program. OI Foundation would have access to the schools resources and we would be able to implement our program exactly how we currently are. The agreement would be a memorandum of understanding between the Sioux Falls School District and OI Foundation. In this partnership, the Sioux Falls School District will give us access to information, allow us to share our information with the entire district, share information about our student athletes like grades, attendance, behavior, etc., and we can work together with after school programs like Kids, Inc and Volunteers of America. Paul advised that we can start as small or big as we would like. We can even run a hybrid where we can transport kids to OI Performance for soccer training. The school distract is open to however we want to run the program to benefit kids.

The board presented a series of questions. Dr. Baumgarten asked, why OI Foundation? Paul shared the story about how Susan and I met Rebecca Wimmer when we were in conversation with the YMCA and the Boys and Girls Club. Rebecca sees value in our program

to help a small sub-set of kids in the district. Paul said that in conversation with the district, teachers are overwhelmed. They are expected to do more with less, they are helping more kids with fewer resources, and kids are presenting with more dynamics than ever before. Therefore, the Sioux Falls School District is reaching out to community partners who are motivated to help students. After conversation, the board approved us to continue to explore the partnership between the Sioux Falls School District and OI Foundation. The board was excited for the possibilities but see the challenge of being able to operationalize this without getting too big too fast. Paul agreed and said we will need to create a replicable and sustainable model so we can move school to school and impact kids.

Following the discussion on the Sioux Falls School District, Paul gave an update on the golf event. The golf event will be held on Tuesday, August 15th. Paul will be getting the save the date cards out soon. Paul reported that Mark Blackburn helped the foundation get a grant for \$20,000 from Thrivent Financial. Additionally, we recently received a grant for \$1500 from Giving Hope.

Paul reported that this meeting serves as the annual meeting for OI Foundation. Paul told the board that he is unaware of Andy Langenfeld's plans and we would be looking for a new secretary and treasurer for the foundation. Paul also asked about the boards thoughts on adding new board members. The board agreed with looking for new members. The board is going to submit new ideas. The question presented itself on whether or not we should look internal of OI or external. Paul advised that we are not sure who the new CFO will be at OI. However, I am assuming that person will fill Andy's position. Dr. Baumgarten said that he is supportive of looking for additional members outside of OI.

Paul asked the board their thoughts on things that we can do better in 2023. Brad mentioned that the fundraising committee should be meeting more consistently, we need to be handing out fliers, and getting more people involved. The board agreed that we have not done a good job of letting our own patients know what we are doing. We need to get brochures made, get OI Foundation on OI's website, take our outreach locations down and put up foundation banners. Additionally, we should talk with Trish about deductions from employees instead of funds going to United Way.

Dr. Baumgarten asked about where we are at with the research funds going to OI Foundation. Paul mentioned that it has been discussed and we will be funneling revenue and expenses for research through OI Foundation. After, the board discussed putting our research on the website and getting someone to film Dr. Baumgarten talking about research. The board felt that we could drive a lot more traffic to our website if we got the research component up and running.

Next OI Foundation Board Meeting: Tuesday, April 25th at 6:30 AM

Paul Keizer adjourned the meeting at 7:33 a.m.