Jazz Education Network
Board Meeting January 03, 2024
9:00 am-5:00 pm Central Time

PRESENT:
Officers: Lonnie Davis, President; Sean Jones, Immediate Past President; Trineice Robinson-Martin, Vice President; Jose Diaz, President Elect; David Kauffman, Secretary; Laura Gentry, Treasurer;
Directors: Dustin Rohrer, Ashley Shabankareh, Mary Jo Papich, Tia Fuller, Ayn, Inserto,Todd Stoll, Doug DuBoff, Pharez Whitted, Roxy Coss (via Zoom), Bethany Robinson (NAfME liaison), Dan Flores (legal counsel), Kelly Carson, Member Services & Programs Manager, Jesse Nolan, Director of Membership & Marketing, Christopher Walker, Director of Development

9:00 - Welcome by Lonnie 9:22 call to order

Excited for the conference, preliminary numbers look great, will know more during one of the reports. Thanks to Roxy for joining via Zoom. The staff has worked very hard to make the conference happen.

9:10 - approval of minutes by David Kauffman, Secretary
Motion made by Todd Stoll
Seconded by Trineice Robinson-Martin
Motion passed

9:15 (9:27) - Membership and Marketing report by Jesse Nolan, Director of Membership & Marketing
Membership - 3780 members strong

The addition of another day of JJF has boosted our youth membership dramatically

Membership sales $126,094

This was our best December yet, generating $23,405 in revenue. November was high as well. We are not seeing any trending down due to non-mem registration, so this addition has not affected membership numbers.

Through December, $138,417 in sales. We had our first over 100k in the individual category ever

Marketing - Dec. direct sales click from email $20.806

Open rate is doing really well at 5%. Click and open rates are beginning to drive advertising. We are seeing paid ads in every one of our emails and are able to add it as a viable income stream

The Development Campaign is geared toward a specific group of donors. Instead of donating, people joined, which is unusual. Possible positive implications.

Conference projected attendance 3750-4000
Largest student attendance in conference history
Over 1500 JJF students
93 exhibitors (insert graphic)

Our Exhibitor trend is down, with the same downward trend at Midwest, per Jose. One reason could be that big companies have bought out or merged with other companies. Discussion about exhibitors and encouraging more to exhibit next year in Atlanta.

We are over $87k above budgeted gross revenue for the conference.

Local advertising - radio and social media. We usually see a big jump in day passes in the local markets.

Dustin mentions that it would be interesting to know how much of the bump is volume vs. rate increase.

What do we need to do to increase JJF. Get out in front of messaging in Atlanta with directors and get us on their radar. How many ensembles can we commit to JJF before the conference before summer. We should sit down with Lou and see our options to expand JJF in Atlanta and possibly permanently.

JAZZ EDUCATION NETWORK

Comparative Membership Analysis

3,780 Members

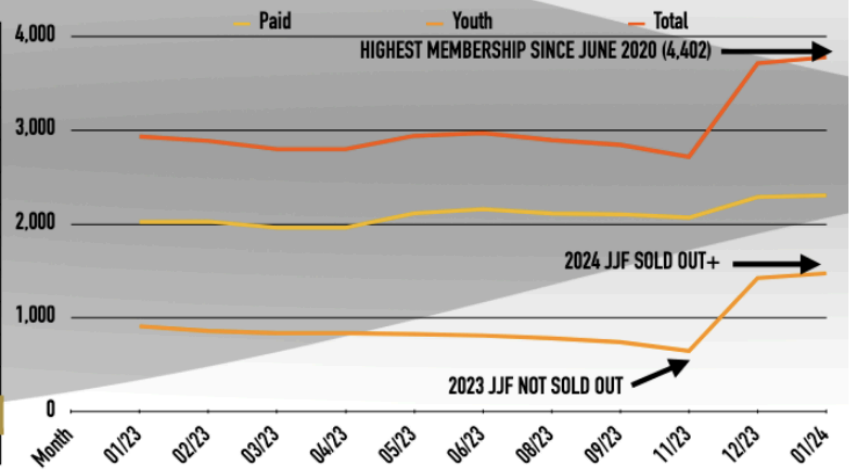
Highest membership since June 2020

Membership Type	As of 01/01/24	As of 12/10/23	1-mo change	As of 01/01/23	12-mo change
Full Individual	1,079	1,079	0	1,023	56
Full Monthly	260	260	0	232	28
Chapter	57	57	0	55	2
eJEN	801	789	12	613	188
yJEN	1,475	1,425	50	910	565
Corporate	34	33	1	38	(4)
Institution	74	71	3	62	12
Total	3,780	3,714	66	2,933	847

JAZZ EDUCATION NETWORK

12-Month Membership History

Month	Paid	Youth	Total	1-mo Change
01/23	2023	910	2933	
02/23	2027	861	2888	(45)
03/23	1962	837	2799	(89)
04/23	1962	837	2799	0
05/23	2115	826	2941	142
06/23	2160	811	2971	30
08/23	2113	783	2896	(75)
09/23	2104	741	2845	(51)
11/23	2069	648	2717	(128)
12/23	2289	1425	3714	997
01/24	**2305**	**1475**	**3780**	**66**
12-mo shift	**282**	**565**	**847**	

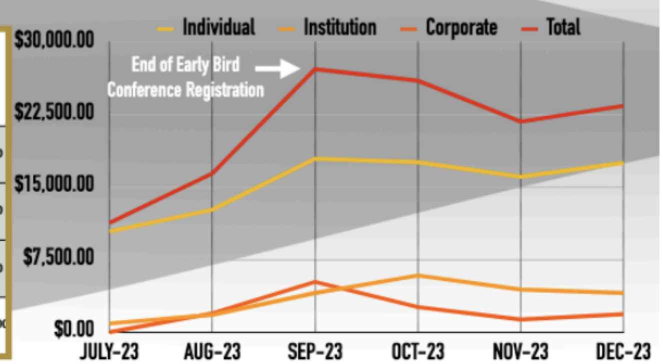


JAZZ EDUCATION NETWORK

F'23-F'24 Membership Sales

$126,094.00

Membership Category	JULY-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	TOTAL
Individual	$10,407.00	$12,653.00	$17,938.00	$17,570.00	$16,071.00	$17,496.00	**$92,135.00**
Institution	$900.00	$1,800.00	$4,050.00	$5,850.00	$4,400.00	$4,050.00	**$21,050.00**
Corporate	$0.00	$1,950.00	$5,200.00	$2,600.00	$1,300.00	$1,859.00	**$12,909.00**
Total	**$11,307.00**	**$16,403.00**	**$27,188.00**	**$26,020.00**	**$21,771.00**	**$23,405.00**	**$126,094.00**



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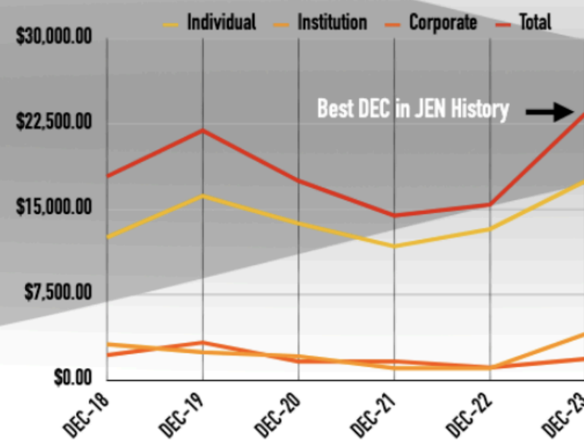
Historical December Membership Sales

$23,405.00

Membership Category	DEC-18	DEC-19	DEC-20	DEC-21	DEC-22	DEC-23
Individual	$12,528.00	$16,169.00	$13,765.00	$11,751.00	$13,251.00	$17,496.00
Institution	$3,150.00	$2,450.00	$2,095.00	$1,050.00	$1,050.00	$4,050.00
Corporate	$2,200.00	$3,300.00	$1,640.00	$1,650.00	$1,100.00	$1,859.00
Total	$17,878.00	$21,919.00	$17,500.00	$14,451.00	$15,401.00	$23,405.00

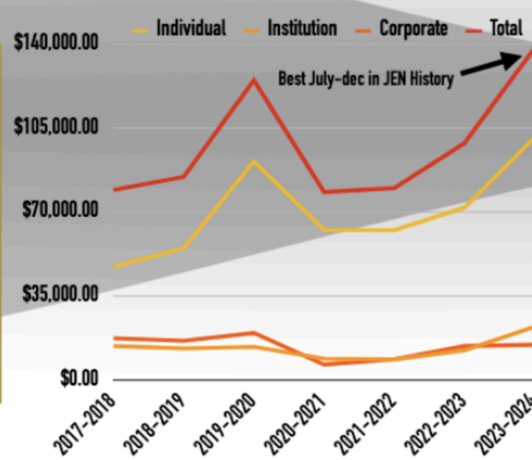


JAZZ EDUCATION NETWORK

F'18 – F'24 Membership Sales (thru December)

$138,417.00

Membership Category	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
Individual	$47,360.00	$55,000.00	$91,206.50	$62,736.00	$62,535.00	$71,964.00	$101,167.00
Institution	$14,350.00	$13,300.00	$14,000.00	$9,095.00	$8,750.00	$12,600.00	$22,400.00
Corporate	$17,600.00	$16,500.00	$19,800.00	$6,590.00	$8,800.00	$14,300.00	$14,850.00
Total	$79,310.00	$84,800.00	$125,006.50	$78,421.00	$80,085.00	$98,864.00	$138,417.00



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Email Marketing KPI's – December

$20,806.00

Total Contacts: 51,617 (+262 since 12/01/23)
Total Subscribed: 34,953 (+20 since 12/01/23)

# Sends	# Opens	# Clicks	# Unsubscribes	# Bounces	Open Rate	Click to Open Rate	Click Rate	Unsubscribe Rate	Forward Rate	Bounce Rate	Revenue
288,207	46,047	14,339	200	1,680	15.98%	31.14%	4.98%	0.07%	0.00%	0.58%	**$20,806**

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Social Media Marketing Metrics (All Time)

2.06

Campaign	Amount Spent	Purchases	Cost Per Purchase	Purchase Conversion $	ROAS
Master Purchase Campaign	$5,748.14	138	$41.65	$10,284.00	1.79
Master Retarget Campaign	$3,796.51	83	$45.74	$4,926.00	1.30
Master Development Campaign	$2,246.04	96	$23.40	$10,162.27	4.52

Campaign	Amount Spent	Engagements	Cost Per Result	Reach	Impressions	Frequency	Purchases	$	ROAS
Master Post Engagement Campaign	$3511.51	318,975	$0.01	315,140	1,068,312	3.4	70	$6,197	1.76

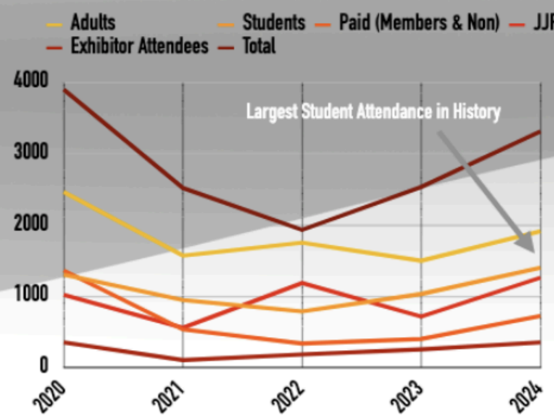
Historical Conference Attendance & Projections

JAZZ EDUCATION NETWORK

Projected 2024 Attendance: 3,750 – 4,000

15 Countries, 46 US States, 5 CA Provinces

Type	2020 (NOLA)	2021 (Virtual)	2022 (TX)	2023 (FL)	2024 (NOLA)
Adults	2,465	1,571	1,753	1,501	1,912
Students	1,306	949	790	1,033	1,401
Paid (Members & Non)	1,364	536	338	404	724
Perform / Present / VIP	523	445	527	472	412
School / Community	553	415	844	488	613
JJF	1,024	559	1,187	718	1,262
Exhibitor Attendees	354	107	185	256	356
Exhibitors	150	41	77	85	91
Total	3,902	2,520	1,933	2,534	**3,313**



Advance Conference (thru 12/10) Registration Revenue F'18 – F'24

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$64,790.00

above budgeted revenue ($259,547)

	2018		2019		2020		2021		2022		2023		2024	
	$	%	$	%	$	%	$	%	$	%	$	%	$	%
Paid Registration	$58,325	34%	$51,940	39%	$111,447	52%	$17,350	38%	$54,350	38%	$67,260	36%	$163,624	50%
Exhibit & Space Rental	$59,300	34%	$54,985	41%	$62,030	29%	$10,395	23%	$35,715	25%	$49,625	26%	$61,598	19%
JJF	$14,115	8%	$5,395	4%	$17,010	8%	$2,625	6%	$16,300	11%	$21,900	12%	$40,875	13%
Passes	$1,600	1%	$1,720	1%	$4,118	2%	$0	0%	$624	0%	$2,830	2%	$2,040	1%
Sponsorships	$40,000	23%	$18,500	14%	$20,000	9%	$15,000	33%	$35,000	25%	$46,000	25%	$56,200	17%
Total	$173,340		$132,540		$214,605	100%	$45,370		$141,989		$187,615		**$324,337**	

JAZZ EDUCATION NETWORK

2024 Conference Pre-Registration Revenue

$347,395

($87,848 > Budgeted)

JAZZ EDUCATION NETWORK

2024 Conference Revenue Projection Model 1

Average Monthly Revenue by Percentage of Gross Revenue Model

(Revenue thru 11/30)

$377,339.00

	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC (15%)	JAN (15%)	TOTAL
2024 (NOLA)	$5,325.00	$20,030.00	$8,615.00	$14,900.00	$18,335.00	$88,245.00	$50,988.00	$58,510.00	$55,617.00	**$56,774.00**	**$377,339.00**
2023 (FL)	$4,275.00	$9,340.00	$10,300.00	$4,845.00	$7,725.00	$51,510.00	$43,615.00	$24,825.00	$30,105.00	$34,131.00	$220,671.00
2022 (TX)	$5,850.00	$26,800.00	$2,600.00	$9,545.00	$3,870.00	$17,050.00	$33,275.00	$22,274.00	$19,375.00	$19,375.00	$160,014.00
2021 (Online)	$2,325.00	$450.00	$175.00	$825.00	$0.00	$6,700.00	$4,825.00	$19,200.00	$23,819.50	$21,363.05	$79,682.55
2020 (NOLA)	$6,550.00	$8,075.00	$12,265.00	$12,195.00	$19,290.00	$75,107.00	$35,780.00	$29,889.00	$47,111.00	$60,456.00	$306,718.00
2019 (Reno)	$1,050.00	$11,800.00	$5,675.00	$9,940.00	$13,910.00	$43,620.00	$20,665.00	$24,289.00	$36,281.50	$28,937.39	$196,167.89
2018 (TX)	$0.00	$0.00	$0.00	$0.00	$68,150.00	$35,625.00	$24,150.00	$32,020.00	$37,930.00	$56,028.35	$253,903.35

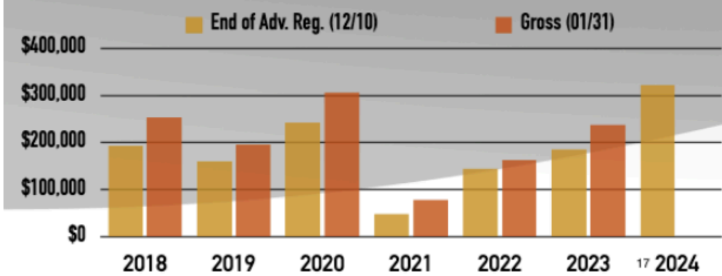
2024 Conference Revenue Projection Model 2

JAZZ EDUCATION NETWORK

Adv. Revenue vs. Gross Revenue (Revenue thru 12/10)

$411,732.72

	2018 (Dallas)	2019 (Reno)	2020 (New Orleans)	2021 (Virtual)	2022 (Dallas)	2023 (Orlando)	2024 (NOLA)
End of Adv. Reg.	$174,340.00	$137,725.50	$215,145.00	$45,584.50	$141,989.00	$187,615.00	$326,772.00
% of Gross Rev.	67%	70%	70%	57%	89%	81%	
Gross	$258,427.09	$196,167.00	$308,828.00	$80,072.55	$160,379.00	$232,219.00	
% Increase	148%	142%	144%	176%	113%	124%	



Revenue Projections

Negligible Increase	110%	$359,449
Modest Increase (based on adv. reg. demand)	120%	$392,126
Medium Increase ('18, '19, '20, '22, '23 avg.)	134%	$437,874
Maximum Increase (Non-Covid '18, '19, '20, '23 avg.)	140%	$457,481

2024 Conference Revenue Projection Model 3

JAZZ EDUCATION NETWORK

Advanced Registration by Category vs Gross Registration by Category Growth Model (Registration Revenue ONLY thru 12/10) PLUS Sponsorships & 4-yr Merch. Average

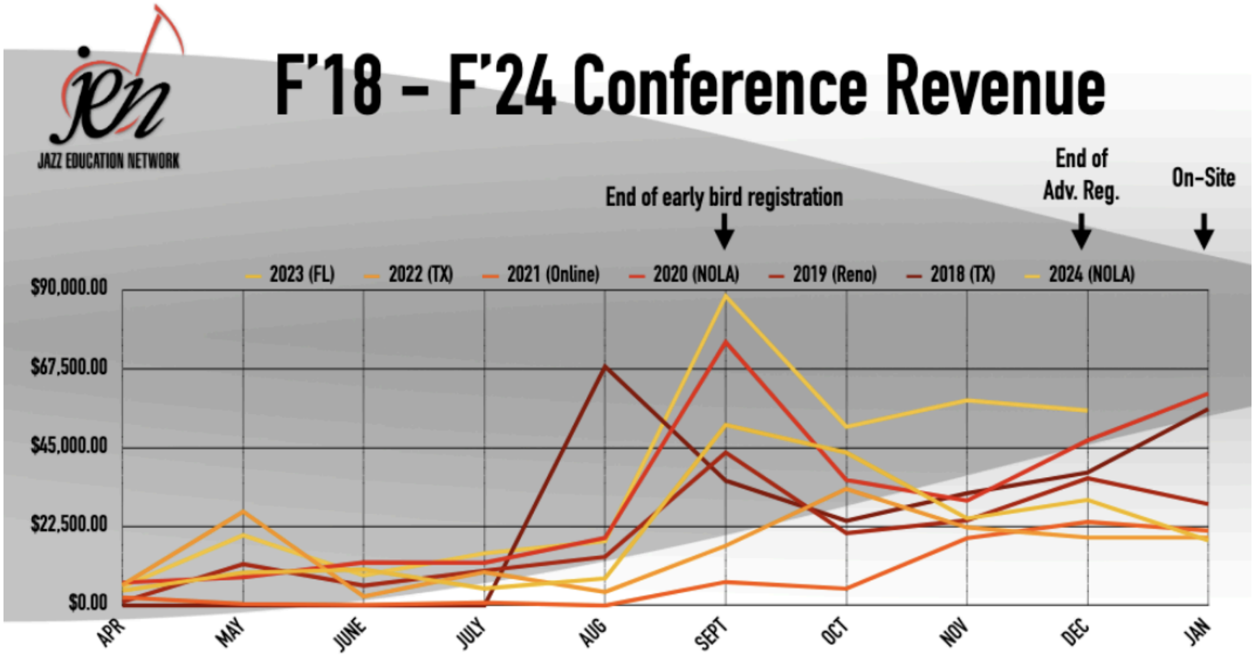
$423,485.26

Type	Avg. Growth	Total
2024 Paid Registration	1.40	$229,653.78
2024 Exhibit & Space	1.05	$64,410.37
2024 JJF	1.00	$40,875.00
2024 Passes	10.85	$22,129.10
Sub-Total		**$357,068.26**
2024 Sponsorships		**$56,200.00**
4-Yr. Merch. Average		**$10,217.00**

Registration Type	2018			2019			2020		
	Adv.	Total	Growth	Adv.	Total	Growth	Adv.	Total	Growth
Paid Registration	$58,325	$91,100	1.56	$52,915	$81,490	1.54	$111,447	$166,171	1.49
Exhibit & Space Rental	$59,300	$64,150	1.08	$54,985	$59,135	1.08	$62,030	$64,394	1.04
JJF	$14,115	$22,515	1.60	$5,395	$13,415	2.49	$17,010	$25,735	1.51
Passes	$1,600	$22,410	14.01	$1,720	$14,580	8.48	$4,118	$17,627	4.28
Sponsorships	$40,000	$41,000	1.03	$18,500	$18,500	1.00	$20,000	$20,000	1.00
Merchandise	$0	$13,117	NA	$0	$5,703	NA	$0	$12,898	NA
Other	$0	$4,134	NA	$0	$11,284	NA	$0	$0	NA
Total	$173,340	$258,426	$19	$133,515	$204,107	1.53	$214,605	$306,825	1.43

Registration Type	2021			2022			2023			2024
	Adv.	Total	Growth	Adv.	Total	Growth	Adv.	Total	Growth	Adv.
Paid Registration	$17,350	$46,743	2.69	$54,350	$57,100	1.05	$67,260	$92,425	1.37	$163,624
Exhibit & Space Rental	$10,395	$12,670	1.22	$35,715	$36,455	1.02	$49,625	$50,230	1.01	$61,598
JJF	$2,625	$2,625	1.00	$16,300	$17,895	1.10	$21,900	$22,050	1.01	$40,875
Passes	$0	$0	NA	$624	$13,924	22.31	$2,830	$14,604	5.16	$2,040
Sponsorships	$15,000	$17,600	1.17	$35,000	$35,000	1.00	$46,000	$41,000	0.89	$56,200
Merchandise	$0	$434	NA	$0	$5	NA	$0	$9,150	NA	$0
Other	$0	$0	NA	$0	$0	NA	$0	$2,760	NA	$2,250
Total	$45,370	$80,072	1.76	$141,989	$160,379	1.13	$187,615	$232,219	1.24	$326,587

F’18 - F’24 Conference Revenue



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2024 Conference Revenue Projection Model Summary

$378,496 - $423,485

Metric	Adv. $	Growth	Gross	+/-
2024 Monthly Conference Revenue	$264,948.00	143%	$378,875.64	$119,328.64
2024 Advance Revenue	$317,052.00	125%	$396,315.00	$136,768.00
2024 Adv. Registration By Type	$326,587.00	130%	$423,485.00	$163,938.00

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2023 Day-Of Sales (Online & On-Site)

$28,955.00

	DAY 1	DAY 2	DAY 3	DAY 4	TOTAL
Online	$2,819.00	$670.00	$75.00	$0.00	$3,564.00
On-Site	$7,379.00	$10,718.00	$7,294.00	$0.00	$25,391.00
Total	$10,198.00	$11,388.00	$7,369.00	$0.00	**$28,955.00**

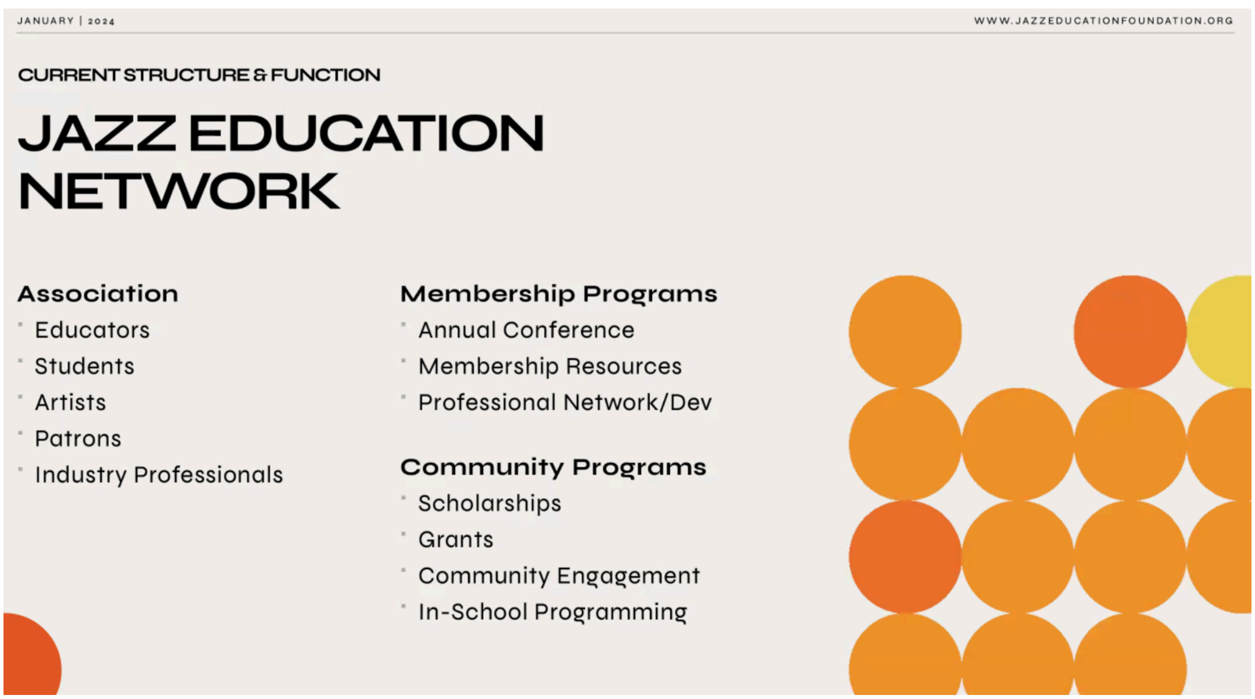
11:00 - 10-minute break - break moved up in order to resolve technical issues.

9:45 (10:22)- Jazz Education Foundation update by Tim Fellow via zoom
Lonnie: Excited about the launch of the foundation. The goal was to make the announcement at this year's conference; goal reached. The foundation committee has been meeting over the past many months to help us get to that point.
Tim: We have enough pieces in place to announce. Funding is straggling a bit. All efforts are on a volunteer basis.

Tim presented a slide deck on the Foundation, to help board members answer questions. What is it? What will it do? Still some uncertainty about how to talk to our members about JEF vs. JEN.

Slide 1: the difference is defined as the communities that are served:

JEF will accomplish the same mission through philanthropic support. ONE MISSION; TWO EFFORTS. We would benefit from highlighting that JEN is a membership organization and JEF is the philanthropic arm of JEN?



The Hemingway foundation committed the use of the hemingway name. Once foundation is formalized, they will contribute on an ongoing basis.

HERE'S HOW

We're forming a nonprofit 501(c)(3) supporting organization in partnership with the Jazz Education Network to further charitable initiatives

Jazz Education Network

- JEN Annual Conference
- Membership Resources
- Awards & Recognition
- Professional Networking

Jazz Education Foundation

- Local Community Engagement
- Artist Grants
- Educator Grants
- Student Scholarships

OUR PARTNERS

JEN JAZZ EDUCATION NETWORK

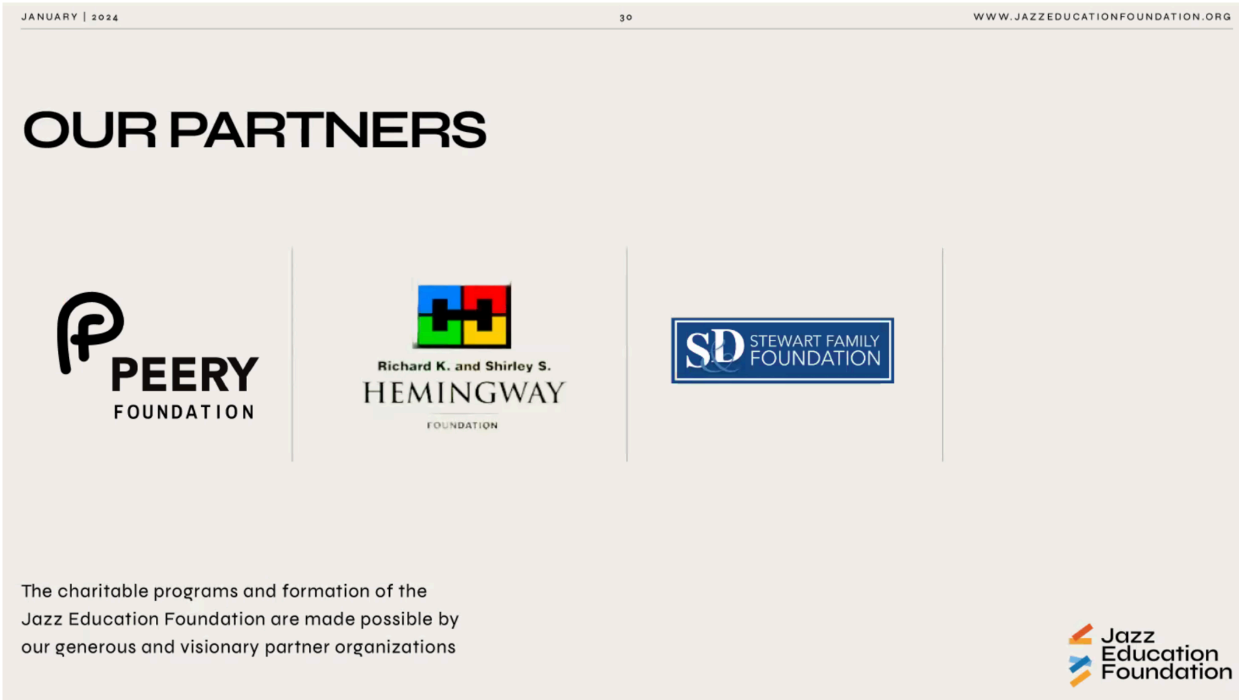
THE ELLA FITZGERALD CHARITABLE FOUNDATION

the HERB ALPERT foundation

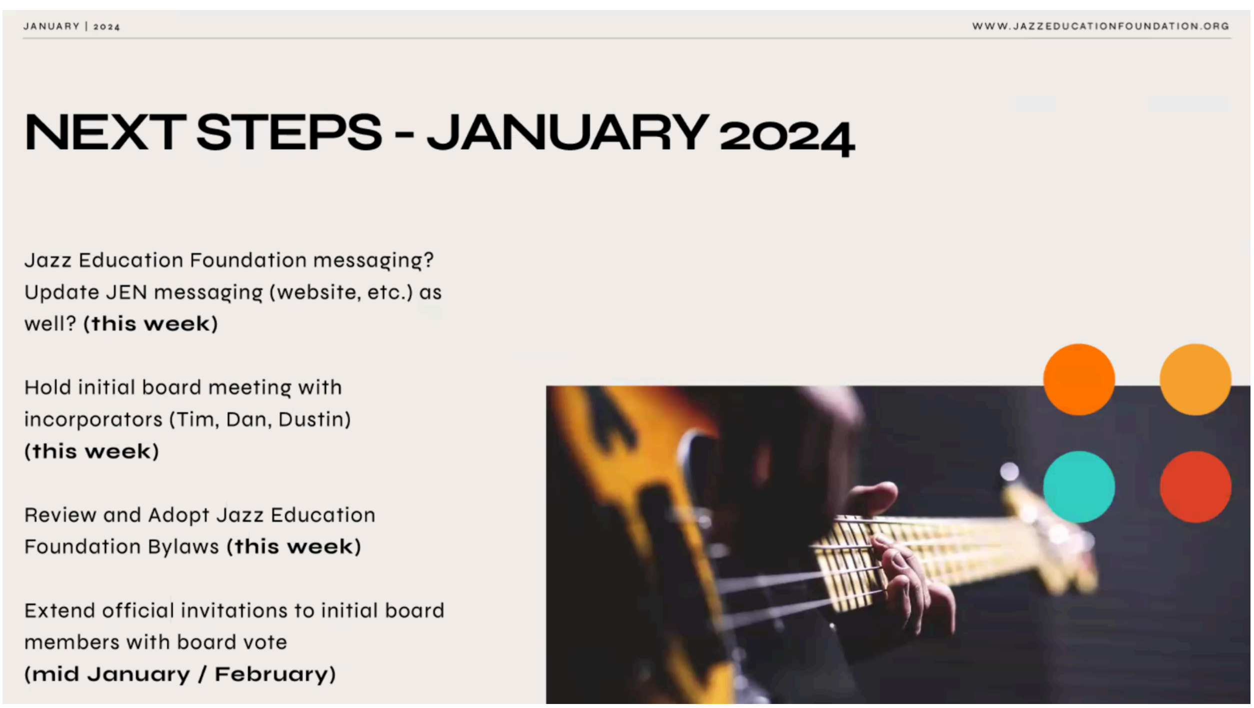
jazz at lincoln center

The charitable programs and formation of the Jazz Education Foundation are made possible by our generous and visionary partner organizations

Jazz Education Foundation



What are the next steps?



Will need to spread out the workload to get the foundation up and running by the start of the new fiscal year in July.

10:45 (11:43) - JEF messaging by Christopher Walker
Originally, a small teaser was going to be at the break tonight, with more talking at the donor event, and then more at the Friday concerts.

11:15 (actual) - Finance Report by Laura Gentry
Report provided
Clarification on timing of the Herb Alpert Foundation and NCRC

Salaries ~ favorable YTD
PROJECTIONS are positive if we stay within projections.
Ohio love extended from Laura to Todd
Connect HBCU with Atlanta for mutually beneficial relationship

Budget vs. Actuals Summary

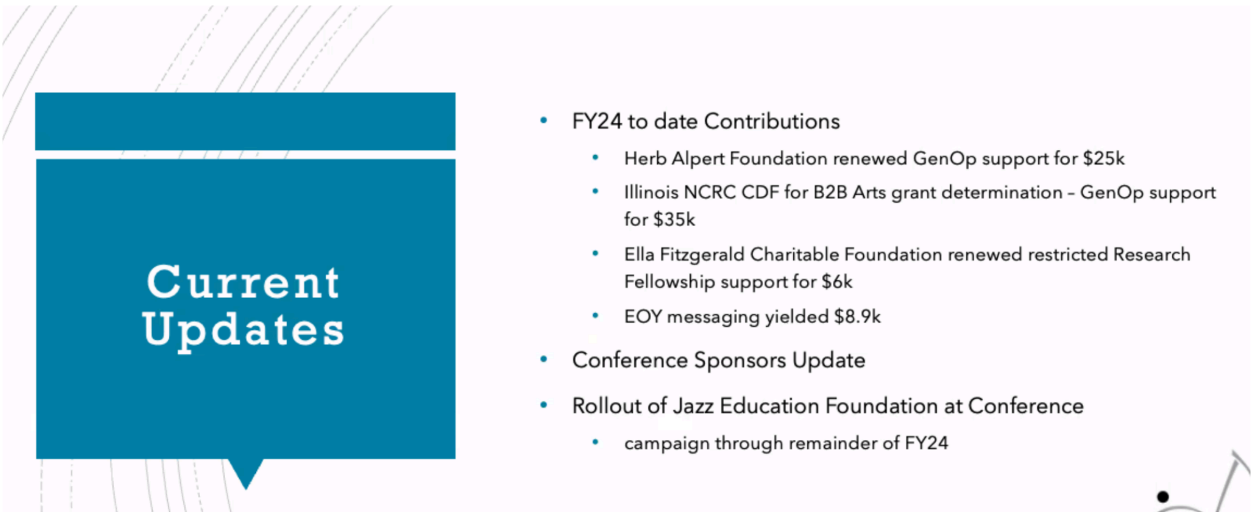
Jazz Education Network
Budget vs. Actuals: 2023-2024 FY Budget - FY24 P&L
July - December, 2023

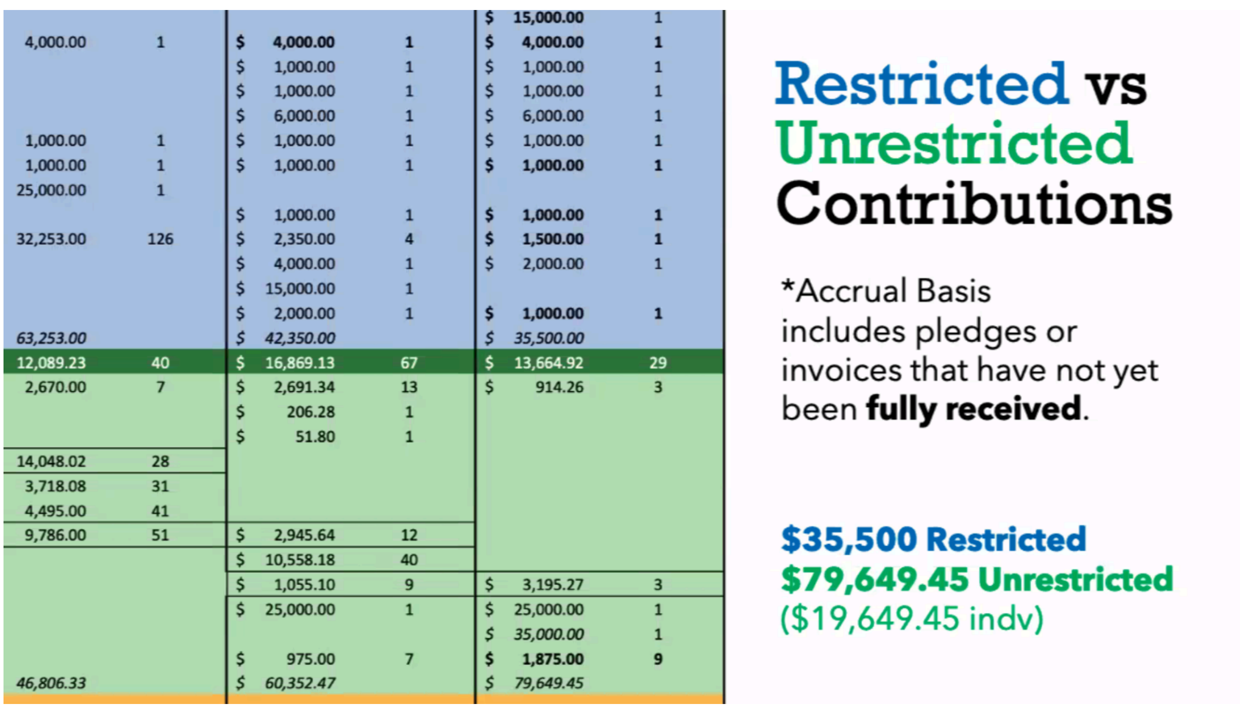
	Total		
	Actual	Budget	over Budget
Revenue			
4000 Direct Contributions	28,612.33	88,840.00	-60,227.67
4400 Non-Government Grants	31,179.51	0.00	31,179.51
4500 Government Grants	35,000.00	0.00	35,000.00
4900 Administrative Fees	450.00	3,487.50	-3,037.50
5100 Event Revenue	296,103.00	191,457.56	104,645.44
5200 Membership Dues	138,417.00	124,155.49	14,261.51
5300 Merchandise Sales	-746.21	0.00	-746.21
5400 Investment Revenue	0.00	630.00	-630.00
5900 Other Revenue	850.00	0.00	850.00
Billable Expenditure Revenue	-45.00	0.00	-45.00
Discounts given	-10.00	0.00	-10.00
Unapplied Cash Payment Revenue	237.00	0.00	237.00
Total Revenue	**$ 530,047.63**	**$ 408,570.55**	**$ 121,477.08**
Gross Profit	**$ 530,047.63**	**$ 408,570.55**	**$ 121,477.08**
Expenditures			
6100 Payroll Expenditures	1,087.87	922.62	165.25
7000 Grants, Contracts & Direct Assistance	9,389.50	11,682.00	-2,292.50
7200 Salaries & Related Expenses	91,305.50	116,361.46	-25,055.96
7500 Contract Service Expenses	12,401.75	28,971.00	-16,569.25
8100 Nonpersonnel Expenses	13,693.54	36,147.47	-22,453.93
8200 Event Production Expenses	77,202.35	70,440.34	6,762.01
8300 Travel & Meeting Expenses	9,128.12	72,492.20	-63,364.08
8600 Other Organizational Expenses	16,583.54	11,917.00	4,666.54
Total Expenditures	**$ 230,792.17**	**$ 348,934.09**	**-$ 118,141.92**
Net Operating Revenue	**$ 299,255.46**	**$ 59,636.46**	**$ 239,619.00**
Other Revenue			
9001 Unrealized Gain/Loss	1,650.12	0.00	1,650.12
Total Other Revenue	**$ 1,650.12**	**$ 0.00**	**$ 1,650.12**
Net Other Revenue	**$ 1,650.12**	**$ 0.00**	**$ 1,650.12**
Net Revenue	**$ 300,905.58**	**$ 59,636.46**	**$ 241,269.12**

12:15 - (12:23 actual) 90-minute lunch

1:30 (1:56 actual) - Chicago to NOLA corporation transfer by Lonnie/Dan
The topic was discussed by the board, pros and cons. Ultimately, the decision was made to table a vote and discuss further.

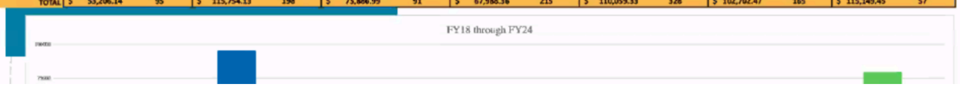
2:45 (2:47 actual) - Development Report by Christopher
Dev report slides here





				$ 15,000.00	1
4,000.00	1	$ 4,000.00	1	$ 4,000.00	1
		$ 1,000.00	1	$ 1,000.00	1
		$ 1,000.00	1	$ 1,000.00	1
		$ 6,000.00	1	$ 6,000.00	1
1,000.00	1	$ 1,000.00	1	$ 1,000.00	1
1,000.00	1	$ 1,000.00	1	$ 1,000.00	1
25,000.00	1				
		$ 1,000.00	1	$ 1,000.00	1
32,253.00	126	$ 2,350.00	4	$ 1,500.00	1
		$ 4,000.00	1	$ 2,000.00	1
		$ 15,000.00	1		
		$ 2,000.00	1	$ 1,000.00	1
63,253.00		*$ 42,350.00*		*$ 35,500.00*	
12,089.23	40	$ 16,869.13	67	$ 13,664.92	29
2,670.00	7	$ 2,691.34	13	$ 914.26	3
		$ 206.28	1		
		$ 51.80	1		
14,048.02	28				
3,718.08	31				
4,495.00	41				
9,786.00	51	$ 2,945.64	12		
		$ 10,558.18	40		
		$ 1,055.10	9	$ 3,195.27	3
		$ 25,000.00	1	$ 25,000.00	1
				$ 35,000.00	1
		$ 975.00	7	$ 1,875.00	9
46,806.33		*$ 60,352.47*		*$ 79,649.45*	

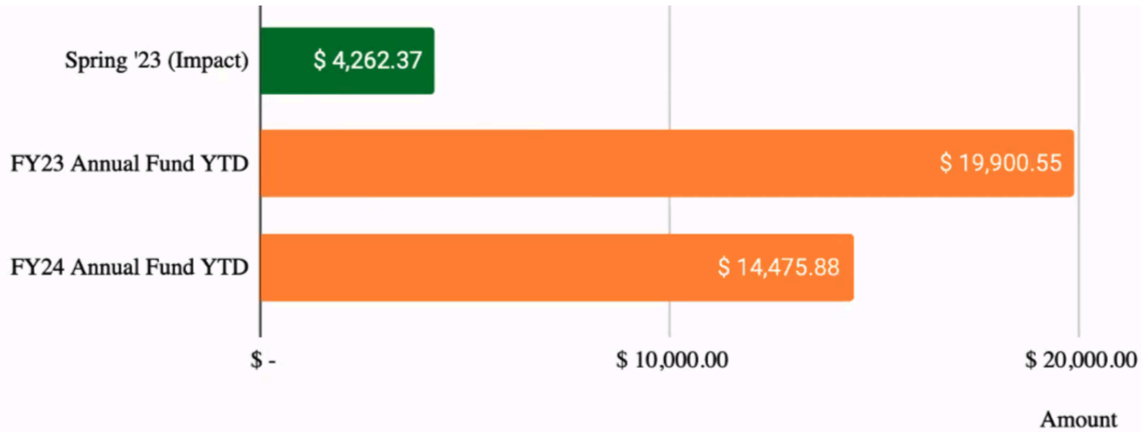
	FY18		FY19		FY20		FY21		FY22		FY23		FY23 up to 01/02/23	
	Amount	Unique Contr	Amounts	Unique Contr	Amounts	Unique Contr	Amounts	Unique Contr	Amounts	Unique Contr	Amounts	Unique Contr	Amounts	Unique Contr
RESTRICTED														
REST - AEBERSOLD	$ 4,395.00	20	$ 57,752.00	61	$ 27,000.00	1					$ 4,000.00		$ 1,000.00	
REST - BAKER	$ 3,000.00	1	$ 3,000.00	1									$ 15,000.00	1
REST - BRUBECK LL									$ 4,000.00	1	$ 4,000.00	1	$ 4,000.00	1
REST - COREA (JEA-iJazzMusic)											$ 1,000.00	1	$ 1,000.00	1
REST - DD DANIELS											$ 1,000.00	1	$ 1,000.00	1
REST - EFCF RESEARCH	$ 6,000.00	1	$ 6,000.00	1	$ 6,000.00	1					$ 6,000.00	1	$ 6,000.00	1
REST - FISCHER	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1
REST - HAL LEONARD	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1	$ 1,000.00	1
REST - JAZZ2U (HAFdn)	$ 20,000.00	1	$ 25,000.00	1	$ 25,000.00	1	$ 25,000.00	1	$ 25,000.00	1				
REST - KAY (DIVA)											$ 1,000.00	1	$ 1,000.00	1
REST - LANDON									$ 32,253.00	126	$ 2,350.00	4	$ 1,500.00	1
REST - LaPORTA (Berklee)	$ 2,000.00	1	$ 2,000.00	1	$ 1,000.00	1	$ 2,000.00	1			$ 4,000.00	1	$ 2,000.00	1
REST - WEBINARS (NEA)											$ 15,000.00	1		
REST - YAMAHA-WIDNER											$ 2,000.00	1	$ 1,000.00	1
RESTRICTED TOTAL	*$ 37,395.00*		*$ 95,752.00*		*$ 61,000.00*		*$ 29,000.00*		*$ 63,253.00*		*$ 42,350.00*		*$ 35,500.00*	
UNRESTRICTED - ANNUAL FUND	$ 15,691.14	68	$ 17,877.13	131	$ 13,236.99	81	$ 11,692.53	61	$ 12,089.23	40	$ 16,869.13	67	$ 13,664.92	29
UN - MONTHLY RECURRING	$ 120.00	1	$ 2,125.00	5	$ 1,650.00	4	$ 1,220.00	6	$ 2,670.00	7	$ 2,691.34	13	$ 914.26	3
UN - SISTERS IN JAZZ							$ 3,894.83	1			$ 206.28	1		
UN - YOUNG COMPOSERS											$ 51.80	1		
UN - RESILIENCE (SP'21)							$ 22,181.00	143	$ 14,048.02	28				
UN - SUPPORT JAZZ ED (FL'21)									$ 3,718.08	31				
UN - WIDNER									$ 4,495.00	41				
UN - RENEWAL (SP'22)									$ 9,786.00	51	$ 2,945.64	12		
UN - GIVING SZN (FL'22)											$ 10,558.18	40		
UN - IMPACT (SP'23)											$ 1,055.10	9	$ 3,195.27	3
UN - FDN GEN OP GRANTS											$ 25,000.00	1	$ 25,000.00	1
UN - GOVT GEN OP GRANTS													*$ 35,000.00*	1
UN - MGMT FEES											$ 975.00	7	$ 1,875.00	9
UNRESTRICTED TOTAL	*$ 15,811.14*		*$ 20,002.13*		*$ 14,886.99*		*$ 38,988.36*		*$ 46,806.33*		*$ 60,352.47*		*$ 79,649.45*	
TOTAL	**$ 53,206.14**	**95**	**$ 115,754.13**	**198**	**$ 75,886.99**	**91**	**$ 67,988.36**	**215**	**$ 110,059.33**	**328**	**$ 102,702.47**	**165**	**$ 115,149.45**	**57**



Restricted vs Unrestricted Contributions

*Accrual Basis includes pledges or invoices that have not yet been **fully received**.

$35,500 Restricted
$79,649.45 Unrestricted
($19,649.45 indv)



Focused Campaign vs Annual Fund Contributions

FY24 Annual Fund giving is on pace to exceed highest previous mark by end of this month (Jan'24), projected to meet 78% of budgeted goal if left passive.

*Note, a small nudge: Only 5/17 board members have contributed this FY

JAZZ EDUCATION NETWORK

We now have an actual valuation from Downbeat (see graphic). The conference guide itself is 50k in in-kind services from DB.

We need solid messaging. clear , not muddied, so we can leverage excitement across the membership through the end of the FY.
Discussion: projection over 3 years. Will positive trend lines continue. Yes, but unless we start acting like a year round arts organization the foundation route is the best way to go at this time.

- The JEF is the opportunity for JEN to focus our philanthropic efforts in jazz education. It is separating. Be conservative in your messaging.

- There is a larger community that we want to connect with.
- If we want to be able to do the things we want to do effectively, we have to have the capacity to do so.

3:10 conference update
Teams are doing great. We're successfully covering for Michael Shirtz who couldn't come at the last minute due to health issues.
Breakfast issue for the board resolved.

3:37 (actual) - Audit & Risk report by Dustin
- Reno legal update by Dan

Two main things:
All need to sign the conflict of interest disclosure.
Audit - Dustin will send out the final and post to the website.
Dan- update on the Reno issue. Still in negotiations. Our counsel is pro bono. JEN might have to do some discovery. Dan will keep the board updated.

2:30 - Scholarships & Awards update by Kelly TABLED until March meeting

2:35 - Committees General Update by Kelly, Christopher, & Jesse TABLED until March meeting

3:55 - Recognition of Sean and Todd as outgoing presidents

4:00 - Motion to move to executive session: Motion made by Todd Stoll
Seconded by: Tia Fuller
Work to address committees, JJF, processes etc.
Need to be more purposeful about nominations for awards Including Laporta
Staff needs to be allowed to focus on the jobs that they have and work to manage workloads.
Outreach initiatives need to be expanded and amplified

4:21 Motion to adjourn made by: Todd Stoll
Second by: Pharez Whitted
Motion Approved unanimously

Executive session
3:49 - Walkthrough with Lou