



**Jacob's Hope**  
**Meeting Minutes**  
December 4, 2019

**I. Call to Order:**

Jo Jones called the board meeting to order at 9:35 a.m.

**II. Attendees:**

Jo Jones, Leslie Blowers, Cindy Handy, Larry Brewer, Aubrey DeFilippo, Dr. Michael Lucherini, Jeff Fulkerson

**III. Approval of Minutes:**

Minutes vote for approval by Dr. Mike Lucherini and 2<sup>nd</sup> by Jo Jones

**IV. New Business**

- The arrival of our first baby was an exciting event. The hope of Jacob's Hope is now a reality. We need to continue to prepare for more babies.
- 38k views on LinkedIn
- Board News
  - Larry Brewer gave his notice that he will step down as Treasurer. Larry will continue to provide technical assistance and computer management. The board voted and approved that Larry should be given Director Emeritus.
- Presentations:
  - Honor Health – met with a team of Directors
  - Noah's Clinic – met with the Medical Director
    - The number of infants exposed is significantly underestimated
  - Cradle to Crayons - Will meet on Dec. 10th
  - Mercy Care - Will meet on Dec. 8<sup>th</sup> with the CEO at corporate offices
  - Child Crisis of AZ – EJ Hughes, Vice President of Strategic Initiatives & Operations
    - Be prepared to open additional facilities
  - DCS - Mike Faust, DCS Director | Arizona Department of Child Safety has confirmed no guardianship of babies until after discharge
- New Approvals - AZ Complete Health
- Form a Marketing Campaign and subcommittees
  - Grants
  - Fundraising
  - Marketing campaigns

**V. Finance:**

- Many Private donations have been given. In order to sustain a full-time staff, we may have to consider loans.

**VI. Marketing:** (Brian Jones and Syria Watson)

- Giving information to in home placement
- Information and ROI's flowing to create talk about Jacob's Hope
- Bring together Leaders from organizations



- Produce Marketing Kits to give to mom's at clinics, etc.

#### **VII. Fundraising**

- Chocolate Angels Feb 2<sup>nd</sup>

#### **VIV. Adjournment**

- Jo Jones adjourned the meeting at 11:15 a.m.
- Minutes submitted by Leslie Blowers
- Next meeting is scheduled for Jan. 4<sup>th</sup>, 2020