

SkillsUSA Arizona Board of Directors
Virtual Meeting
December 3, 2025: 3pm

A. Call to Order/Attendance (ensure quorum)

Travis Black, Mike Jackson, Rick Jackson, Rick Knisely, Bootsie Martinez, Cassie Meija, Craig Pearson, Ross Rector, Nicki Reppy, Tracy Rexcoat, Trevor Tuttle, Jonathan Yamasaki, and Andrea Yancey-Goodwin are in attendance.

B. State Officer Report: Given by Andrea Yancey-Goodwin

a. Fall Conference Summary

The first time for state officers on stage did a great job. 2600+ students in attendance. Officers held sessions that were very full, lots of positive feedback.

b. Social Media Report

Very active in social media. 13% more people click on social media platform

c. State Officer Team: Program of Work Report Status

Updating Program of Work. Reporting to Andrea next week on status. Community service project taking place during February on SkillsUSA Week. Working on sponsorships.

C. Approval of Minutes and Ratification of Email Votes: Travis Black

a. Virtual board Meeting: July 8, 2025

Meeting minutes are not available from the previous meeting. Table approval of last meeting's minutes until the next meeting.

b. Ratification of Email Vote

I. NLSC- June 2025

1. Centricity - T-Shirts & Drawstring Bags: \$5,475.60

II. Tri Leadership Resources - Quarterly: \$5,344.60

III. WLTI Nationals: \$49,500

1. Awards by C&L - Polo and Jackets - \$9,695.44

IV. POW / FLC

1. Phoenix Convention Center Invoice: \$19,492.00

a. Additional Insurance: \$7,974.00

2. M&M Productions: \$46,910

3. Aventura Food: \$15,249

Did not have it listed that they needed to buy lunch for the POW conference. Food was bought for the students attending the POW conference because of this. May not have the POW conference during the next school year. Optional class for advisors and/or students offered at FLC.

POW was already done for many programs. Remove it or add it earlier in the year.

V. Camp Champion

1. Awards by C&L - Camp Tshirts: \$7,699.16
2. Young Life Camp 1: \$56,800
 - a. Credit of \$5,485.00
3. Young Life Camp 2: \$41,250
4. Videographer - \$6,000
5. Yiwu Chiyun e-Commerce Firm - \$10,570

Votes were already approved by email so no need to proceed with voting.

D. Payments made less than \$5,000?

- a. WLTI Nationals:
 - i. Ice Cream Social: \$2,905.40
It was a successful event.

b. More to Come

E. Finances: Niki Reppy

a. Review and Approval of Financial Statements

- i. Statement of Financial Position
\$208,499 in bank account, \$245,080 accounts receivable (owed to us). 41,958 accounts payable (we owe to others)
- ii. Statement of Activity
Budgeted earnings were 1.1 million, actual was 1.2 million. 1.15 budgeted to spend, 1.2 actual spent.
- iii. Accounts Receivable Snapshot
\$115,869 in the 0-30 days owed, \$1,214 for 30-60, \$2,058 in 60-90, 90 over is \$39,247. Last year we wrote off about \$40,000 in bad debt. Will determine how much of that \$39,247 is current fiscal year versus previous fiscal year.

b. New Approvals

- i. SkillsUSA Week - Feb 1-3
 1. Hotel Costs
2 nights at hotel, SkillsUSA Week.
Table the hotel cost until the next meeting.
 2. Regional Conference Expenses
Not all expenses are in, just providing name badges.
Medals were purchased for the next three years last year.
Lunch expenses. Some regions asked for materials. No dollar figures from regions yet.

F. State Director Report

- a. ALC Update
New track for new advisors, 20 advisors attended, 106 attended Friday sessions.
- b. WLTI Update
98 registrants total, every student earned National Statesman, 3 meetings or drop by visits with legislators, one to state officers, two to Yuma students.
- c. POW Update
175 registrants (including advisors and chaperones)
- d. FLC Update
2,400+ registrants, 30+ sessions, a lot of students out of sessions and adding more interactive sessions next year.
- e. Camp Champion 1 & 2 Update
Camp One 11/3-5, 365 registrants
Camp Two 11/5-7, 250 registrants
Camp videos will be posted soon. Julie is working on blocking schedule for the next two years. Same work in November (first week of November)

G. New Business

- a. Ongoing Discussion on School Participation with past due balances
College owes \$7328.40 in debt. Contacted Julie Ellis about reaching out to the District. Julie Ellis is handling the issue as the CTSO director. Have not heard anything back from the district yet. Option to have college pay ahead of conference in order to avoid future issues. Schools attended FLC without registering properly and requested an invoice after the fact. Ongoing conversation about strategies to prevent similar issues: Send invoices to district instead of teacher? Auto invoice is turned off. Teachers who register without a PO and district wont pay as a result. Cannot upload PO into system to register. Sending out invoices as quick as possible to avoid issues. Can the district be required to provide contact information prior to registration? Way to make payment easier? Generic link or site to pay at any point in time?

H. Election of Officers

- a. New Region 7 Representative
 - i. Kevin English from Williams High School

I. New Business and Industry Representative

- i. Ryan Gray, AZ Masonry- ryan@azmasonry.org

J. Schedule Next Meetings for the remaining 2025-2026 Fiscal Year

Information to schedule the next meeting will be sent via email.

K. Adjournment

Niki Reppy motions to adjourn, seconded by Rick Knisely. Meeting adjourned at 4:03pm.