

Peninsula Executives Association

PO Box 36255, San Jose, CA 95158

Phone: 408-266-9658 | Fax: 877-826-8501 | peaworks@executives.org



Board Meeting Agenda

February 10, 2022

Call to Order 8:35 a.m. ~ Zoom Conference Call

Welcome ~ Maureen Clark, President

Roll call and welcome of any guests present today.

GUEST AGENDA ITEMS (if applicable)

Guest agenda items will be heard before reviewing other Board matters.

JB Bell, JB Bell Business Consulting International, is the Chair of the Membership Committee and will share the Committee's review of a new potential member: Vince Bitz, Customer Success Manager, ENACT Systems Inc.

CONSENT AGENDA ITEMS ~ 8:40 a.m.

- ✓ **There is no discussion or only brief discussion devoted to the 3 items on the Consent Agenda:** 1. Minutes & Attendance, 2. Membership Update, & 3. Review of Upcoming PEA Activities & Dates
- ✓ One motion is necessary to accept all items on the Consent Agenda.
- ✓ Board members may approve items be moved off the Consent Agenda to the regular agenda, if desired, by a seconded and approved motion.

1. CONSENT AGENDA: Minutes and Attendance

Current month's documents:

- January 2022 Board Meeting Minutes: Draft minutes were sent to the Board on January 13, 2022
- Participation and Attendance through January 2022
- Financial Statements
 - **Financials through January 31, 2022 attached**
 - Restricted funds are \$2,000.00; these funds may only be used for invoices rendered to Pro-Staff Painting.
 - **Accounts Receivable outstanding**
 - The fourth quarter dues amount was reduced by the Board from \$355 to \$190, again with members having the option to pay less if they are unable to pay the full amount or break up the payment into payments monthly. Some members are expected to request a revised invoice for the \$355 full dues amount to pay instead of \$190. To date, one request has been received for invoice amount reduction, totaling \$190 for the quarter, \$570 for the year.
 - Total A/R outstanding as of February 8, 2022 is \$760.00, with just 4 membership due invoices outstanding. I sent another reminder invoice to the 4 members on February 7, 2022 and will check the PO Box also February 10 just in case they are there and were not paid online.

Peninsula Executives Association A/R Aging Summary As of February 8, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 and over</u>	<u>Total</u>
Events, Etc...			190.00			190.00
GR8WORK Builders, Inc			190.00			190.00

Peninsula Executives Association A/R Aging Summary As of February 8, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
JB Bell Business Consulting Int'l				-10.00		-10.00
Tearse Eye Care			190.00			190.00
The Integrated Lifestyle			190.00			190.00
TOTAL	\$0.00	\$0.00	\$760.00	-\$10.00	\$0.00	\$750.00

2. CONSENT AGENDA: Membership update

We currently have 46 active members as of January 31, 2022.

There is currently this business in the application process for membership:

Vince Bitz, Solar Sales & Installation, Engage Solar

We also received an email from a referral from a former member: Max Ramsey, Vice President Of Sales Bay Area, 408-891-2767 Mobile, 408-478-7705 Main, Max.Ramsay@PowerCopiers.com. Mr. Ramsey will attend PEA on February 10, 2022.

Finally, Konrad Thaler, Smilin Dogs, has invited a potential new member to attend and he has attended once, with a second visit planned in February 2022: Jason Born, Born Property Management, Belmont, 650-271-7048.

3. CONSENT AGENDA: Review of Weekly Business Meetings & Planning Future Meetings

The calendar is online at: <http://bit.ly/pea-master-calendar>

Please make note of the upcoming holidays or special activities:

- | | |
|-------------------|---------------------|
| February 24, 2022 | Anniversary Meeting |
| March 1, 2022 | New Board in place |

DISCUSSION ITEMS ~ 8:55 a.m. – 9:45 a.m.

Priority Items for February 10, 2022

1. Selection of Officers for 2022-2023 Fiscal Year
2. Selection of Board Retreat evening dinner meeting, March 2022 (replaces March 10 Board Meeting @ 8:35 am)
3. Bylaws Review: John King, Ad Hoc Committee Chair; ratification of online vote to move forward with Attorney review of Bylaws changes
4. Finance Committee update due to the Membership on February 17 (next week) regarding dues for March 1 – May 31, 2022
5. Anniversary Celebration, February 24: Each Committee Chair to give a 5-minute wrap of the year 2021-2022 as a part of the online program.
 - a. Board liaisons please contact your Committee Chair and Committee Members to advise!

Monthly Check-in Items & Ongoing Discussions

1. Discussion regarding Membership & value proposition for attracting new members.
2. Updates from Committees if there are any who require Board assistance with anything.
3. Critique of online meetings - what works, what doesn't, what might we try?

Adjourn 9:45 a.m.

Next Board Meeting: TBD, Board Retreat, March 2022

Attendance and Participation ~ JANUARY 2022

Date	# Members	Ongoing	Direct	Referral	Internet	Attended	Guest	Open House # Attendees
1/6/2022	45	3	25	17	51	39	0	0
1/13/2022	45	5	28	12	34	40	1	0
1/20/2022	46	30	42	16	59	43	0	0
1/27/2022	46	19	18	23	30	42	0	0
TOTALS	46	57	113	68	174	164	1	0

Month	# Members	Ongoing	Direct	Avg per week	Referrals	Avg per week	Internet	Avg per week	Attendance avg per week
Jan 2022	46	57	113	28	68	17	174	44	41
Dec 2021	46	64	40	13	53	18	95	32	41
Nov 2021	46	47	57	19	54	18	125	42	42
Oct 2021	45	53	63	16	36	9	177	44	38
Sep 2021	47	16	23	6	18	5	21	5	39
Aug 2021	47	20	62	16	33	8	115	29	38
Jul 2021	48	35	90	18	76	15	117	23	37
Jun 2021	49	36	101	25	85	21	79	20	41
May 2021	53	13	56	14	23	6	54	14	43
Apr 2021	53	37	95	24	55	14	96	24	43
Mar 2021	53	8	43	11	39	10	42	11	45
Feb 2021	52	23	24	6	16	4	33	8	48
Jan 2021	52	45	76	19	41	10	96	24	42
Dec 2020	52	9	156	31	32	6	18	4	43
Nov 2020	52	16	68	17	26	7	46	12	43
Oct 2020	52	28	120	24	61	12	15	3	43
Sep 2020	52	1	12	4	29	10	3	1	39
Aug 2020	54	4	49	12	5	1	60	15	41
Jul 2020	54	7	39	10	7	2	25	6	43
Jun 2020	54	4	13	3	14	4	18	5	45
May 2020	54	9	2	1	14	4	5	1	45
Apr 2020	56	4	1	1	3	2	0	0	41
Mar 2020	55	32	46	23	68	34	74	37	40
Feb 2020	56	68	128	32	103	26	90	23	47
Jan 2020	56	85	170	43	118	30	152	38	45
Dec 2019	56	46	128	43	66	22	90	30	47
Nov 2019	57	67	129	43	83	28	96	32	45
Oct 2019	57	74	183	37	110	22	150	30	47
Sep 2019	57	69	156	39	101	25	159	40	44
Aug 2019	57	80	153	38	106	27	141	35	46
Jul 2019	57	65	143	48	72	24	101	34	43
Jun 2019	56	87	186	47	108	27	149	37	44
May 2019	55	65	208	52	98	25	156	39	44
Apr 2019	54	67	145	48	83	28	177	59	46
Mar 2019	54	57	131	33	144	36	130	33	42
Feb 2019	56	51	119	30	86	22	121	30	46
Jan 2019	54	90	213	43	152	30	150	30	43

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Board Meeting **January 13, 2022**

Present

Maureen Clark
Michael Aronson
Deanne Belcher
Judy Schwartz
Deb Siegle
Konrad Thaler

Absent

Bobbie Fakkema
John King

Also present

JB Bell
Karen Bowne
Leane Reelfs
Angi Roberts

Call to Order 8:43 a.m. ~ Zoom Conference Call

Welcome ~ Maureen Clark, President

Roll call and welcome of the guests present today.

GUEST AGENDA ITEMS (if applicable)

Membership Committee, JB Bell, JB Bell Business Consulting International

J. Bell is Chair of the Membership Committee and shared the Committee's review of two new potential members: Karen Wray and Vince Bitz.

- JB shared that Karen Wray was interviewed and is being recommended for PEA membership by the Membership Committee. K. Wray is expanding her business so there will be plenty of space for new work from PEA members. K. Wray and Kim Tucker, All Reasons Moving, did discuss the potential conflict with their two businesses (packing services) and came to agreement. Kim Tucker is in favor of Karen Wray's membership.
 - Motion from J. Schwartz to invite Karen Wray as a new member, with a second being provided by D. Siegle. Motion passes unanimously.
 - JB Bell will notify the sponsor Judy Johnson. Angi will send the welcome email after the invitation to join is sent.

1. Minutes and Attendance

Current month's documents:

- December 2021 Board Meeting Minutes
- Participation and Attendance through December 2021
- Financial Statements
 - **Financials through December 31, 2021 attached**
 - Restricted funds are \$2,000.00; these funds may only be used for invoices rendered to Pro-Staff Painting.
 - **Accounts Receivable outstanding**
 - The fourth quarter dues amount was reduced by the Board from \$355 to \$190, again with

members having the option to pay less if they are unable to pay the full amount or break up the payment into payments monthly. Some members are expected to request a revised invoice for the \$355 full dues amount to pay instead of \$190. To date, one request has been received for invoice amount reduction, totaling \$190 for the quarter, \$570 for the year (3 member businesses).

- Total A/R outstanding as of January 13, 2022, is \$1,510.00.

**Peninsula Executives Association
A/R Aging Summary as of January 13, 2022**

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
Cushman & Wakefield		190.00				190.00
D.B. Gaskill Advertising Specialties		190.00				190.00
Events, Etc...		190.00				190.00
GR8WORK Builders, Inc		190.00				190.00
Home Preservation Services		190.00				190.00
JB Bell Business Consulting Int'l		-10.00				-10.00
Lane Cleaning Services		190.00				190.00
Tearse Eye Care		190.00				190.00
The Integrated Lifestyle		190.00				190.00
TOTAL	\$ 0.00	\$ 1,510.00	0.00	\$ 0.00	\$ 0.00	\$ 1,510.00

2. Membership update

We currently have 45 active members as of December 31, 2021.

There are currently several businesses in the application process for membership:

- Karen Wray, The Move Alliance LLC, Move Management: seeking approval today for her application
- Vince Bitz, Solar Sales & Installation, Engage Solar: currently pending as he gathers his documentation
- Linda Kennedy, Hair Stylist, Expressions Salon: JB Bell advised the board that Linda Kennedy has declined to follow through on PEA membership at this time.

We also received an email from a referral from former member Patrick Banks for: Max Ramsey, Vice President Of Sales Bay Area, 408-891-2767 Mobile, 408-478-7705 Main, Max.Ramsay@PowerCopiers.com. Mr. Ramsey will attend PEA in January 2022.

Finally, Konrad Thaler, Smilin Dogs, has invited a potential new member to attend and he has attended once, with a second visit planned in January 2022: Jason Born, Born Property Management, Belmont, 650-271-7048.

3. Review of Weekly Business Meetings & Planning Future Meetings

The calendar is online at: <http://bit.ly/pea-master-calendar>

Please make note of the upcoming holidays or special activities:

January 20, 2022	Board Elections
January 27, 2022	Craig Calkins Executive of the Year Honoree Nominations
February 10, 2022	Board Meeting with those elected on January 20 and the existing Board members Officers Election at this meeting; select retreat date
February 24, 2022	Anniversary Meeting
March 1, 2022	New Board in place

D. Siegle moved to accept and approve the consent agenda, with a second provided by J. Schwartz. Motion passed unanimously.

The Board asked that A. Roberts speak with Membership to help shepherd Max Ramsey through the process since he does not have a member-sponsor and find the right meeting for him to attend for his first visit.

DISCUSSION ITEMS

1. Bylaws Review: John King, Ad Hoc Committee Chair. The Board will meet January 20 to finish up the Bylaws section.
2. Board Nominations for 2022-2023: Chuck Fulanovich is the Nominations Committee Chair and is managing the process of the elections. Three individuals terms are completed, J. Schwartz, D. Siegle, and M. Aronson, as well as Deanne Belcher completing her year as Immediate Past President. The Nominations Committee will meet to develop the ballot of candidates for the election that takes place on January 20, 2022. Board members are also encouraged to contact members themselves who they feel would be appropriate for Board service, as well as considering another term themselves.
3. Craig Calkins Nominations for 2021, awarded at Anniversary Party February 2022 & how to handle in January 2022: Karen Bowne is the selection committee chair for the 2021 award. She has been providing information each week on the award itself and has encouraged past honorees to share their experience. For 2022's process, K. Bowne will receive recommendations from the members beginning now via email or via text. She will compile the information collected and provide it to the full committee. Members must submit their two recommendations one time and no later than January 28, 2022.
4. Board subcommittee re: reopening for in-person meetings: Anniversary Meeting online at regular time with cocktail party later in the day, no host or with some appetizers and first beverage being provided by PEA. What are the health requirements, costs, etc.?
 - a. The Board by consensus decided that the anniversary party will be online on Zoom due to the pandemic. No social event will be planned at this time for February 2022. M. Clark requested that the Board email her with any ideas for the party.

D. Belcher shared that Kim Sechler, Suncrest Hospice LLC, is reviewing her leads vs. cost of being a member of PEA to determine if she will stay as a member. D. Belcher shared that her company receives many, many leads from NextDoor posts made by PEA members and believes that Suncrest Hospice would also benefit from these types of recommendations. A. Roberts will add some information to next week's agenda about how to use NextDoor and use Kim Sechler's business as an example of a multi-faceted business, not just to be thought of for only end-of-life services. The Board agreed that we will ensure that we can do all we can to help get her leads.

J. Schwartz advised that she also is considering her membership with PEA, as she has received two leads that led to work in the six years she has been a member of PEA. She will be leaving the group when her Board term ends on February 28, 2022. J. Schwartz preferred to not make a statement to the membership at this time regarding her leaving.

Monthly Check-in Items & Ongoing Discussions

These items are ongoing discussion items with monthly updates being provided to the Board.

1. Discussion regarding Membership & value proposition for attracting new members.
2. Updates from Committees if there are any who require Board assistance with anything.
3. Critique of online meetings - what works, what doesn't, what might we try?

It was suggested that we have the Leads & Introductions activity during as many business meetings as possible to engage all members on the zoom calls. It was also suggested that we mix up the order of L&I to be at the start of the meeting, so we are sure each member has an opportunity to speak. A. Roberts shared that the next two weeks will have L&I activities for the main portion of the meeting agenda, since we have association business for both meetings (board elections and EOY member recommendations) and no other presentations scheduled.

Next Board Meeting: February 10, 2022 @ 8:35 a.m.: This is a joint Board meeting with the existing Board and those elected on January 20, 2022. This meeting has two primary agenda items: choosing the date for the March Board Retreat and nominating and electing officers for the 2022-2023 term.

Having completed all the business of the organization, the Board adjourned to its next meeting on February 10, 2022 @ 8:35 a.m.

Respectfully submitted,

Angi Roberts
Executive Director

Attendance and Participation ~ DECEMBER 2021

Date	# Members	Ongoing	Direct	Referral	Internet	Attended	Guest	Open House # Attendees
12/2/2021	46	12	11	18	33	42	1	0
12/9/2021	46	10	4	14	28	39	3	0
12/16/2021	46	32	25	21	34	41	0	0
12/23/2021	46	0	0	0	0	0	0	0
12/30/2021	46	0	0	0	0	0	0	0
TOTALS	46	54	40	53	95	122	4	0

Month	# Members	Ongoing	Direct	Avg per week	Referrals	Avg per week	Internet	Avg per week	Attendance avg per week
Dec 2021	46	54	40	13	53	18	95	32	42
Nov 2021	46	42	57	19	54	18	125	42	42
Oct 2021	45	48	63	16	36	9	177	44	38
Sep 2021	47	16	23	6	18	5	21	5	39
Aug 2021	47	20	62	16	33	8	115	29	38
Jul 2021	48	35	90	18	76	15	117	23	37
Jun 2021	49	36	101	25	85	21	79	20	41
May 2021	53	13	56	14	23	6	54	14	43
Apr 2021	53	37	95	24	55	14	96	24	43
Mar 2021	53	8	43	11	39	10	42	11	45
Feb 2021	52	23	24	6	16	4	33	8	48
Jan 2021	52	45	76	19	41	10	96	24	42
Dec 2020	52	9	156	31	32	6	18	4	43
Nov 2020	52	16	68	17	26	7	46	12	43
Oct 2020	52	28	120	24	61	12	15	3	43
Sep 2020	52	1	12	4	29	10	3	1	39
Aug 2020	54	4	49	12	5	1	60	15	41
Jul 2020	54	7	39	10	7	2	25	6	43
Jun 2020	54	4	13	3	14	4	18	5	45
May 2020	54	9	2	1	14	4	5	1	45
Apr 2020	56	4	1	1	3	2	0	0	41
Mar 2020	55	32	46	23	68	34	74	37	40
Feb 2020	56	68	128	32	103	26	90	23	47
Jan 2020	56	85	170	43	118	30	152	38	45
Dec 2019	56	46	128	43	66	22	90	30	47
Nov 2019	57	67	129	43	83	28	96	32	45
Oct 2019	57	74	183	37	110	22	150	30	47
Sep 2019	57	69	156	39	101	25	159	40	44
Aug 2019	57	80	153	38	106	27	141	35	46
Jul 2019	57	65	143	48	72	24	101	34	43
Jun 2019	56	87	186	47	108	27	149	37	44
May 2019	55	65	208	52	98	25	156	39	44
Apr 2019	54	67	145	48	83	28	177	59	46
Mar 2019	54	57	131	33	144	36	130	33	42
Feb 2019	56	51	119	30	86	22	121	30	46
Jan 2019	54	90	213	43	152	30	150	30	43
Dec 2018	56	29	74	37	49	25	71	36	46

Peninsula Executives Association
Policy: Selection process for the
Craig Calkins Memorial Executive of the Year Award



The *Craig Calkins Memorial Executive of the Year Award* is given to one member annually.

Timeline

At 3-5 weeks prior to the nomination day:

The selection committee is formed. The selection committee is comprised of previous winners of the *Craig Calkins Memorial Executive of the Year Award*. The Chair is selected based on the chart provided in this policy.

Beginning 3 weeks before nomination day:

Each week, a past reward recipient as selected by the selection committee chair will spend a few minutes talking about the award, who Craig Calkins was, and the criteria for award recipients. The chair should coordinate timing on the agenda with the executive director.

On nomination day:

The selection committee will meet after the designated breakfast meeting to review the nominations and make the final selection of the award winner. The selection committee chair does not released the honoree name to any other PEA members or the PEA Board of Directors other than to order the gift from the advertising specialties PEA member, so as to ensure a surprise for the honoree.

On nomination day:

The selection committee chair is responsible for ordering the plaques or other awards to be given to the winners through a promotional company, using a member company if one exists. After the event is over and the honoree has been announced, the vendor will submit its invoice to the executive director for payment.

Annual Anniversary Meeting—Last Thursday in February Annually

The award is given to the honoree at the Anniversary Celebration, held the last week of February annually. The winner of the prior year’s *Craig Calkins Memorial Executive of the Year Award* presents the award to the current year’s winner, per the chart below. The selection committee chair will coordinate timing on the agenda with the executive director and the presenter.

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Choosing the Selection Committee Chair

It is important that the person chairing the nominations for this award is a past winner of the award, but not the winner of the immediate previous year. The person should have been through the nominations process previously as a committee member, so that these guidelines are able to be followed easily.

In order to ensure that the chair has previous experience on the committee, the chair role is assigned based on this schedule:

Present award at Anniversary Meeting in February of this year:	Award Year Selection Committee Chair in this year:	Award Winners by Fiscal Year Honored (awards are for previous year, i.e., honoree for 2020 is awarded at Feb 2021 anniversary meeting)
	2009	1994: Brad Brown, <i>Brown Insurance Services</i>
	2018	1995: Maureen Clark, <i>Clark Associates</i>
		1996: Sue Brauner, <i>The Brauner Company</i>
	2010	1997: Georgie Gleim, <i>Gleim the Jeweler</i>
	2011	1998: Larry Hassett, <i>Hassett Hardware</i>
	2019	1999: Dr. Chuck Fulanovich, <i>Palo Alto Chiropractic</i>
	2012	2000: Susan Scott, <i>Expressions Salon</i>
		2001: Madalyn Baker, <i>Design & Interiors</i>
	2013	2002: John King, <i>Keller Williams Realty</i>
		2003: Al Butner, <i>Surgeon</i>
		2004: Terry Trobough, <i>Connoisseur Coffee</i>

Present award at Anniversary Meeting in February of this year:	Award Year Selection Committee Chair in this year:	Award Winners by Fiscal Year Honored (awards are for previous year, i.e., honoree for 2020 is awarded at Feb 2021 anniversary meeting)
		2005: Rick Stern, <i>Stern Mortgage</i>
	2014	2006: Judy Johnson, <i>Unexpected Treasures</i>
		2007: Larry Moore, <i>Larry's AutoWorks</i>
2010	2017	2008: Bette Asbra, <i>Pro-Staff Painting</i>
2011		2009: Dr. Leta Zwiebel, <i>Psychologist</i>
2012		2010: Erik Jacobsen, <i>Threestory Studio</i>
2013	2022	2011: Karen Bowne, <i>Sheraton Palo Alto</i>
2014	2021	2012: Konrad Thaler, <i>Smilin Dogs*</i>
2015	2020	2013: Bob Rosenberg, <i>GR8WORK Builders, Inc.*</i>
2016	2015	2014: Bobbie Fakkema, <i>Events, Etc.</i>
2017	2016	2015: Susan Hannah, <i>Arranged4Comfort</i>
2018		2016: Brian Irion, <i>Law Offices of Brian Irion**</i>
2019		2017: Jon Maystrik, <i>Arborwell Professional Tree Management</i>
2020		2018: Neal Coogler, <i>All About Business Services*</i>
2021		2019: Mike Feller, <i>Innovative Sales and Leasing</i>
2022		2020: Deanne Belcher, <i>Home Care Assistance</i>
2023		2021: To be determined, January 2022

*Konrad Thaler and Bob Rosenberg swapped years as Chair.

**Brian Irion & Neal Coogler declined serving as Chair due to workload, December 10, 2021.

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The Award Itself

The award created and purchased for the *Craig Calkins Memorial Executive of the Year Award*:

- The award recipient is ordered an engraved item (a clock, iceberg glass memento or the like) that is presented at the Annual Anniversary Meeting.
- The committee chair is responsible for ordering the honoree's gift and should allow 4-weeks for the engraving to be completed.

If a member of PEA is in the classification of advertising and promotional items, then the Chair will order the items from that member. If not, then an estimate for the charges to create these items will be secured and presented to the board for approval of the expenditure.

Sample text for explanation of the Award Selection Process:

Use the content that follows in emails to the membership and in flyers created.

Peninsula Executives Association

Craig Calkins Memorial

2021 Executive of the Year Award



The Board of Directors of PEA has established a way to honor the memory of one of our Founding Fathers, Craig Calkins. The special way we do this is by recognizing one of our members who best exemplifies those qualities and traits that made Craig such a vital spark in PEA and in the community.

The *Craig Calkins Memorial Executive of the Year Award* is presented annually to the member that has contributed the most towards the growth and stature of PEA and the business community in general. The candidates considered must be involved in the activities of PEA and help the association obtain the goals and aims set forth in the by-laws. The recipient of this award may receive it only once.

The essence of these goals and aims is to maintain within PEA the highest level of business ethics, enhance the continual growth and prestige of PEA and its membership, and to add to the association's capability of increasing the growth potential for all its members.

The following categories and criteria will be used in the selection of the recipient:

- ◆ **LEADS:** Quality, quantity, consistency, and follow-through.
- ◆ **NETWORKING:** Meeting and participating with other firms for the purpose of developing additional business for their firm and member firms.
- ◆ **SERVICE:** Serving on the Board of Directors, committees, special projects and working on other projects that would enhance the betterment of our community. Helping PEA members to better understand the principles of the association so they may be able to apply these principles to further increase their own business, as well as the business of other PEA members.
- ◆ **ATTENDANCE:** Making a concerted effort to attend every meeting.
- ◆ **DEPORTMENT:** Projecting a self-image beyond reproach.
- ◆ **QUALITIES:** Support, enthusiasm, consistency, catalyst for others, inspiration, total dedication, commitment, and empathy.

These were some of the special traits Craig shared with our organization. For those of us who knew him, he was a caring, humorous, and loving man. Honoring him in this way is a wonderful way to say "Thanks!" and to continue recognizing people who give as true leaders of PEA.

The recipient will receive an individual award, naming them as the *Craig Calkins Memorial Executive of the Year Honoree*.

Past Award Recipients

2020: **Deanne Belcher**, *Home Care Assistance*
2019: **Mike Feller**, *Innovative Sales & Leasing*
2018: **Neal Coogler**, *All About Business Services*
2017: **Jon Maystrik**, *Arborwell Prof Tree Management*
2016: **Brian Irion**, *Law Offices of Brian Irion*
2015: **Susan Hannah**, *Arranged4Comfort*
2014: **Bobbie Fakkema**, *Events, Etc.*
2013: **Bob Rosenberg**, *GR8WORK Builders, Inc.*
2012: **Konrad Thaler**, *Smilin Dogs*
2011: **Karen Bowne**, *Sheraton Palo Alto*
2010: **Erik Jacobsen**, *Threestory Studio*
2009: **Dr. Leta Zwiebel**, *Psychologist*
2008: **Bette Asbra**, *Pro-Staff Painting*
2007: **Larry Moore**, *Larry's AutoWorks*
2006: **Judy Johnson**, *Unexpected Treasures*
2005: **Rick Stern**, *Stern Mortgage*
2004: **Terry Trobough**, *Connoisseur Coffee*

2003: **Al Butner**, *Surgeon*
2002: **John King**, *Keller Williams Realty*
2001: **Madalyn Baker**, *Design & Interiors*
2000: **Susan Scott**, *Expressions Salon*
1999: **Dr. Chuck Fulanovich**, *Palo Alto Chiropractic*
1998: **Larry Hassett**, *Hassett Hardware*
1997: **Georgie Gleim**, *Gleim the Jeweler*
1996: **Sue Brauner**, *The Brauner Company*
1995: **Maureen Clark**, *Three Sixty HR*
1994: **Brad Brown**, *Brown Insurance Services*
1993: **Raul Lopez**, *Brown Clarkson*
1992: **Bob Marsden**, *New Life Printing*
1991: **Fritz Brauner**, *The Brauner Company*
1990: **Laurie Moore**, *Larry's AutoWorks*
1989: **Dr. Don Miller**, *Family Dentistry*
1988: **Sharon Winston**, *Great Western Bank*



Anniversary Meeting Presentation

The *Craig Calkins Memorial Executive of the Year Award* is presented annually to the member that has contributed the most towards the growth and stature of PEA and the business community in general.

The presentation is made by the previous year's recipient at the Annual Anniversary meeting, at the last breakfast meeting in February.

The executive director will update the perpetual winner's list, the selection committee chair name, and the name of the presenter of the award at the Annual Anniversary Meeting.

Peninsula Executives Association
A/R Aging Summary
As of February 8, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
Events, Etc...			190.00			190.00
GR8WORK Builders, Inc			190.00			190.00
JB Bell Business Consulting Int'l				-10.00		-10.00
Tearse Eye Care			190.00			190.00
The Integrated Lifestyle			190.00			190.00
TOTAL	\$ 0.00	\$ 0.00	\$ 760.00	-\$ 10.00	\$ 0.00	\$ 750.00

Tuesday, Feb 08, 2022 03:29:45 PM GMT-8

Peninsula Executives Association

Open Invoices

As of February 8, 2022

DATE	TRANSACTION TYPE	NUM	TERMS	DUE DATE	OPEN BALANCE
Events, Etc...					
12/01/2021	Invoice	3788	Net 30	12/31/2021	190.00
Total for Events, Etc...					\$190.00
GR8WORK Builders, Inc					
12/01/2021	Invoice	3813	Net 30	12/31/2021	190.00
Total for GR8WORK Builders, Inc					\$190.00
JB Bell Business Consulting Int'l					
12/08/2021	Payment			12/08/2021	-10.00
Total for JB Bell Business Consulting Int'l					\$ -10.00
Pro-Staff Painting					
12/29/2021	Payment	1025		12/29/2021	-2,000.00
Total for Pro-Staff Painting					\$ -2,000.00
Tearse Eye Care					
12/01/2021	Invoice	3822	Net 30	12/31/2021	190.00
Total for Tearse Eye Care					\$190.00
The Integrated Lifestyle					
12/01/2021	Invoice	3811	Net 30	12/31/2021	190.00
Total for The Integrated Lifestyle					\$190.00
TOTAL					\$ -1,250.00

Peninsula Executives Association

Balance Sheet

As of January 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
First Rep checking 0353	8,177.67
First Rep savings 7458	16,908.06
PayPal Bank	6.00
Total Bank Accounts	\$25,091.73
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
Undeposited Funds	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$25,091.73
TOTAL ASSETS	\$25,091.73
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Pre Paid Dues - Pro Staff	2,000.00
Total Other Current Liabilities	\$2,000.00
Total Current Liabilities	\$2,000.00
Total Liabilities	\$2,000.00
Equity	
Retained Earnings	22,085.24
Net Income	1,006.49
Total Equity	\$23,091.73
TOTAL LIABILITIES AND EQUITY	\$25,091.73

Peninsula Executives Association

Profit and Loss

March 2021 - January 2022

	TOTAL
Income	
Contributions income	2,232.00
Dues	
1st Quarter Dues	10,691.00
2nd Quarter Dues	9,344.00
3rd Quarter Dues	8,916.00
4th Quarter Dues	7,259.00
Total Dues	36,210.00
Initiation Fees	500.00
Outings - income	
Holiday Dinner	33.25
Picnic	163.82
Total Outings - income	197.07
Pandemic Discount	-570.00
PayPal Sales	29.16
Unapplied Cash Payment Income	2,010.00
Total Income	\$40,608.23
GROSS PROFIT	\$40,608.23
Expenses	
Anniversary celebration	574.11
Bank fees	-6.76
Board retreat	650.00
Contract Services	28,875.00
Gifts Given	43.93
Insurance	276.00
Outings - expense	
Boosters Hosted events	64.00
Picnic	272.63
Total Outings - expense	336.63
PayPal Fees	41.15
Postage	61.76
QuickBooks Payments Fees	1,543.82
Tax	
Fed	3,877.00
State & Fed filing fee	25.00
Total Tax	3,902.00
Tax Prep	950.00
Uncategorized Expenses	2,000.00

Peninsula Executives Association

Profit and Loss

March 2021 - January 2022

	TOTAL
Web site related expenses	
Domain Name Renewal	15.99
Software subscriptions	156.65
Web hosting	161.88
Website Security Software	24.00
Total Web site related expenses	358.52
Total Expenses	\$39,606.16
NET OPERATING INCOME	\$1,002.07
Other Income	
Interest Income	4.42
Total Other Income	\$4.42
NET OTHER INCOME	\$4.42
NET INCOME	\$1,006.49