



BOARD MEETING MINUTES
Wednesday, November 14, 2018
Town Hall, Mazza Room, 101 Field Point Road

Present: Kathleen Burgweger, Frank Carpenteri, Grace Lockhart Durjanovic, Jaime Eisenberg, William Finger, Daniel Fitzgerald, Mario Forlini, Joui Hessel, Eileen Kim, Nicole Kwasniewski, Erin McCall, Anne Sherrerd, Diane Viton, Nancy Weissler

Attend via phone: Elizabeth Angelone, Eva Maria Janerus, Nancy Kail, Brook Urban

Absent: Karen Chaplin, Pamela Fornero, Nisha Hurst

Total Board Attendance: 18 out of 21

Staff Attending: Jeremy Nappi, David Rabin, Misha Young

Meeting called to order by Anne Sherrerd, Board Chair at 6:02pm.

FINANCE

Auditor's Report - Bruce Blasnik, O'Connor Davies (Guest)

- November 6th provided detailed report on (FY 2017-2018) to Audit Committee
 - Financial statements reviewed - unmodified report (highest level able to provide)
 - \$810K surplus
 - Increased \$220K raised, \$20K expenses
 - 78% programs vs. 75% LY
 - Complimentary of Board efforts and management of expenses
 - Assets up \$900K, liabilities flat/minimal
 - \$3mil investments
 - No material weaknesses or internal controls
 - Q&A - none raised
 - Waiting for Board approval of audit
- **Motion to approve audit with recommended change by Eileen Kim, Vice Chair Finance and Finance Committee Chair, 2nd by Nancy Weissler. The motion passed unanimously.**

ANNOUNCEMENTS – Anne Sherrerd. Board Chair

- Karen Keegan honored on Thursday 11/29 with Moffley Media Light A Fire award
- Holiday gift cards in conjunction with CCI – every year, Board and staff provide these for teenagers in Greenwich
 - 50 teens identified by CCI to received \$50 = \$2500
 - Deadline to donate is 12/12/18



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APPROVAL OF MINUTES

October 2018 minutes distributed via email pre-meeting. **Daniel Fitzgerald offered motion to accept, 2nd by Joui Hessel. The motion passed unanimously.**

CEO REPORT – David Rabin

- Introduce Misha Young, new Office Manager
- Launching Finance Champions – 6-week pilot for after school sites, looking to expand
- Terminated contract with Hybrid Media effective November 30, Jeremy created job description for PR/Marketing position in-house → goal to keep budget neutral (PT role)
- Short term solution will be to cover marketing needs with existing staff
- Email re: parent of Reading Champions - child skipped 2 reading levels and found joy in reading (submitted by John Maus, incoming board member)
- 48% of goal for annual campaign, David in touch with Tocqueville donors and anticipates additional gifts
- 63% to goal for Residential campaign
- Leadership level giving down -- likely due to Gala underwriting and patron-level participation

FUND DEVELOPMENT & MARKETING

Annual Campaign - Jaime Eisenberg, Chair

- Identify donors who need additional touchpoint for Annual Campaign cabinet
- Targets identified for Residential cabinet
- Developing list of community business prospects - medical, law, real estate; requesting Board leads and referrals
- Requesting Board members to assist with solicitation note cards, hand written; sample wording provided
- Time again for thank-you phone calls - Board to contact every donor regardless of gift size - 10 names per person - identify self as Board member of Greenwich United Way

COMMUNITY IMPACT

Human Services Technology Solutions -- Anne Sherrerd and David Rabin

Anne and David reviewed original plans to partner with DHS (Alan Barry), now planning pilot program with CCI only. Executive Committee and Board had asked that donors be made aware of new direction and CCI to be aware of potential pull out of program.

- David Rabin, Anne Sherrerd and Ken Mifflin met Development Coordinator, new CEO and Board Chair of CCI - excited to start ASAP



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- Donor communications: contacted all contributors. David Rabin, Anne Sherrerd and Ken Mifflin spoke with contributors of 95% of HSTS funding. All understand the increased uncertainty of eventual success without DHS participation in pilot and were nevertheless supportive of going forward with the CCI-only pilot.
- \$295K available, \$308K to sustain for 3 years - Ken Mifflin willing to make up difference
- 3 years of funding raised prior to launch may not be applicable as each Community Impact structure is different
- Expect to see results from pilot within 1 year
- Discussion ensued for HSTS program
- Next steps: MOU, hire staff, implement pilot program, evaluate.
- **Straw vote as to whether to proceed with pilot passed unanimously.**

Early Childhood Achievement Gap Solutions – Nancy Weissler

- Parents as Teachers programs: 8 families enrolled
 - Percentage of students in Greenwich who qualify for free and reduced lunch program increased from 15% to 20%

Donor Impact Event

- Jeremy Nappi discussed the donor event that will be held on 11/15 from 6-8pm, contributors to all 3 programs
 - 6:45pm David to speak about youth impact (Reading Champs tracking, after school programs)
 - Greenwich JR United Way events
 - HSTS - pilot program at CCI
 - ECAGS - launch in May, onboarding of PAT, CIP

Community Planning Council – Joui Hessel

- Last meeting topic on aging and dementia; wonderful speakers
- Next meeting 11/15 @ 8:30am at Temple Sholom, topic sexual assault and prevention

STEWARDSHIP

Nominating Committee Report - Frank Carpenteri, Chair

Frank presented bios for new Board candidates. Vote will occur at Jan 2019 meeting.

1. Shari Aser
2. Laura Erickson
3. Deborah Hess
4. Lisa Lori
5. John Maus
6. Karen Oztemel



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- Important to have diverse board
- In January, we're losing 3 board members and gaining 7 for total of 24 (mid 20s is good target)
- Express to Frank if interested in serving as board mentor
- Advisory board – discussion on term limits.
- The Advisory Board was established in 2015, Advisors support GUW in areas such as strategic planning, identifying keynote speakers for events, and support of annual campaign
 - Term limits - discussion ensued. Decision made to informally ignore three-year limit and continue to invite Advisors back annually. Keeping term limit in place allows us to gracefully not renew an Advisor if deemed appropriate.
 - 2 potential candidates for AB at this time (Julie Fareri and Liz Lazarus) and a couple more expected.

Strategic Plan

- The new Strategic Plan had been circulated to the Board and was discussed at the October Board Meeting. **After asking for additional comments, Anne Sherrerd made a motion to approve strategic plan. The motion passed unanimously.**

There was no new business.

Meeting adjourned at 7:50pm.