

Mid-Atlantic Pathwork Board of Trustees

Minutes: Monday, August 29, 2016, 3:30 - 6:00 pm

In Attendance: Tom Hubbard, Kent Peterson, Darlene Rollins, Lisa Walker, Steve Cooper, Paul Klinger. Absent: Brad Smith.

1) Future Board Meeting Dates (and recorders)

- September 26, 3:30-6:00 (Lisa)
- October 31, 3:30-6:00 (Brad)
- November 28, 3:30-6:00 (Darlene)
- January 9, 3:30-6:00 (Kent)

2) Center Operations (See Paul's written report – attached to Minutes)

Paul presented a very encouraging report on client satisfaction (five star ratings on Trip Advisor and Google), Center operations, and new rental bookings. During the last 30 days, Sevenoaks has booked 7 additional rentals in FY2017 (adding \$87,130, bringing up to 94% of Budget two months into our fiscal year), and 7 additional rentals in FY2018 (adding \$140,614). This is promising news toward achieving our Sustainability goals.

Sevenoaks organic garden produce is being sold at farmer's market, with an estimated \$3000 revenue for this year.

Suggestion: Bookstore is encouraged to explore stocking series of Pathwork books from Jill Loree that have been very positively reviewed by many MAP Helpers.

3) Fund Raising & Membership — Lisa reported on membership numbers. Considering a membership outreach and renewal letter, working with bookkeeper Mary Ellis. This mailing will facilitate preparation for fall campaign.

4) Finance Committee — Kent summarized outcomes of the recent Finance committee meeting and Steve reviewed financial reports from first month of operations in current year. A few bookkeeping adjustments will be made, e.g., putting Pathwork faculty payments for teaching in June into prior rather than current fiscal year.

Given the need for additional cash during this fiscal year, Tom reported that the second installment of a Board-approved loan will be taken in September. Since no additional loans have been secured, the Finance committee was tasked with securing additional loan sources.

Paul and Tom have created a financial template that can be used to plan small Pathwork workshops and other events. Darlene used this to plan an upcoming workshop and suggested a few adjustments to encourage low-cost introductory Pathwork events.

5) Pathwork Council

Members Weekend Results — About 40 people attended the August community weekend, including a number of people new to Sevenoaks, some of whom are interested in the PTP.

The Council has received 8 signed contracts for students wishing to enter a new PTP1 class. Need 10 to confirm a new class in the fall. A new qualifying workshop is being held soon.

The recent Helpers Retreat was attended by 15 MAP Helpers, who reviewed updated Guild Guidelines that include a pathway to Helpership for Pathwork leaders, teaching and promotion. The Guild will submit final Guidelines to the Board for approval.

6) ElderSpirit Initiative: Tom presented an update on Susan Thesenga's efforts to begin a cooperative dialog about creating a residential community, possibly of senior Pathworkers, on the front part of Sevenoaks property. Approximately a dozen people have expressed potential interest. This would not be intended as an immediate source of revenue, but a long-term benefit to Sevenoaks, both in terms of use of the sacred land and financially.

7) Board Membership: The Board discussed possible appointment of a new Board member to fill an existing vacancy.

The meeting was adjourned at 5:45 pm, 15 minutes early.