

Mid-Atlantic Pathwork Board of Trustees

Minutes: Thursday, September 28, 2017, 3:30 - 6:00 pm

Present: Tom, Kent, Laurie, Darlene, Brad and Paul

1) Attunement, invocation, check-ins.

2) Future meeting dates (and recorders)

- a) October 30, 3:30-6:00 (Laurie)
- b) November 27, 3:30-6:00 (Brad)
- c) January 5, 2018 3:30-6:00 (Kent)
- d) **February 26, 2018, 3:30-6:00** To be confirmed

3) Reports

- a) Center Operations — Paul, see report in Dropbox. This report included center operations, sales-marketing activity and results, and land & building issues. Paul spoke about recent social media, statistics and it seems our reach is improving. Through this we are reaching new audiences. Google+ needs reviews. 2 students with experience in SEO and web development are working with Paul. Progress with last years focus of weddings, insight meditation groups etc, has not brought any new business. Rental Partners are featuring us as well. See Paul's report. For center ops grounds, maintenance etc. Pond is being refurbished through draining and cutting back vegetation. A small leak in the dam has been detected. Hopefully by next spring it will be more appealing and usable by guests. Our neighbor Phil Samsone, is using glycosophate in growing corn so we will be monitoring well water and if possibly soil. A new initiative to contact rentals a few months out to see how they feel about meeting the expected numbers, and getting earlier cancelations so we can rebook the dates.
- b) Fund Raising and Membership — Laurie provided a new management tool to begin filling out and tracking several aspects of memberships and the committee is starting up now. There was a discussion of the use of students as volunteers and it was supported except in leadership positions. It was agreed that this is a positive way of building community and connection to the land.
- c) Finance Committee — Kent went over the new color coded dashboard approach to reporting financials that helps see at a glance discrepancies or changes, that can then be examined in more detail in the more detailed background fields. Based more on a simple Profit and Loss statement. Paul will take the lead on the fall fundraising campaign since Lisa is no longer with us. He will be able to consult with Lisa and will create a campaign. Paul is currently working on cleaning up the data base.

Tom reported that the balance of the scholarship fund had fallen to \$1,600, and had been used a lot last year. He proposed a second campaign to specifically appeal for contributions to this beautiful way of giving. There was unanimous support for this proposal.

- d) Pathwork Council — Darlene Council has been busy recruiting and grounding this year's TP and we are expecting two classes of 9-10 each. Focus will turn to Pathwork Development committee report and February members weekend.

4) New Board Members — Kent mentioned a positive conversation with a Pathwork Community member, Claire Kelly, and the board was unanimously approving of approaching her further. The committee is continuing to look at potential candidates. Tom is drafting a Duties and Responsibilities document to offer potential members to answer their questions about time and expense to serve on the MAP board.

5) Strategic planning

- a) Review work in progress documents, Dropbox.
- b) First reading of a plan for quarterly Board review of plan execution. Some discussion around this topic and Tom will look at it again. A few of the proposed items seemed as if they could be reviewed more frequently.
- c) First Draft Capital Spending plan: Tom spoke to the need to increase meeting space and sleeping space. Locations on the grounds were scouted out and input is requested, for the location of a large meeting room, yoga space. A quick and simple increase in bed space through the development of camping sites which could later be upgraded to simple cabins was discussed to increase bed space in the short term.

6) **Other:** There was a discussion of the rental policy that was approved by our attorney but there was consideration for tweaking the wording a bit and coming back to this at next meeting.

7) Executive Session (Trustees meet without staff)

8) Adjourn: The meeting adjourned at 6 pm.

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