

Sevenoaks Board of Trustees
Minutes of 4/24/2019 Meeting

Attendees: Tom; Claire; Kent; John; Paul; Brad, Kimberly

Opened at 3:30 PM with attunement and check ins.

Confirmed future meeting dates:

- 5/29 (Rixie)
- 6/26 (Kimberly)
- 7/31 (John)
- 8/29 (Kent)
- at 3:30.

Meeting proceeded with the agenda included in the Dropbox.

Paul commented on his State of the Center report, included in the Dropbox. Highlights include: 2020 budget is in process; exploring 11 vs 12 months operations; hired new Finance Manager who starts 4/30; current revenue projection for 2019 is \$534,789 vs. \$540,036 budget. The 2020 pipeline is \$408,022 vs. \$347,938 at this time last year. Paul reported on some possible new business with Addiction Allies (where Pam Thesenga works) and Marianne Williamson.

Brad reported on the Membership Renewal Campaign. This campaign will substantially conclude by the end of April and the contribution campaign will kick off in early May. The Membership Renewal Campaign will focus on a more personalized communication with current members, and Brad hopes to then move to an Outreach program directed to former members who for whatever reason have not renewed in the past several years. Claire has volunteered to assist with this effort. There was also a discussion about the need for a capital campaign with the goal of \$100-150k.

Brad reported that the MAP Web Site team is still actively working. This effort will require about \$10k in funding.

Brad and Tom will work on a policy for donor restricted funds.

Claire and Kent have formed a Personnel Committee and will work with Paul on that.

John will reach out to Beth about scheduling the next joint virtual meeting with PWC and the Guild.

The meeting was adjourned, and the BoT went into Executive session.