**Board Annual Retreat: January 5, 2019**

**Board Members in Attendance**

Suzanne Kirk

Heather Lundy

Melinda Spisso

Lori Keith Robinson

Melanie Orsini

Ray Rudolph

Abra Lattany-Reed

Danny Mahfet

MarRonde Lumpkin-Lotson

Erica Backus

Leesa Bohler

Fariborz Zaer

**Board Members Absent**

Emily Dickinson

**Staff in Attendance**

Aileen Gabbey

**Guest**

Phoenicia Miracle

Lauren Dumas

**Welcome and Introductions**

Suzanne welcomed the Board to the annual retreat. This being Dr. Zaer’s first board meeting, we all introduced ourselves and Dr. Zaer shared information about himself.

**Review and approval of December Minutes**

Heather reviewed the December minutes. MarRonde moved to approve the minutes; Melanie seconded. Approved.

**Executive Director’s Report**

Aileen delivered the Executive Director’s report, directing us to the fact that we do not have current financials yet since it’s so early in the month. We are at $32,000 raised for Annual Fund, and all board members will be asked to follow up with potential donors.

**Race Update**

Trace Staffing declined to sponsor the Survivor Tent this year, but will give to the Annual Fund (at a slightly lower amount than their usual sponsorship amount). Aileen will need the Board’s ongoing help to locate Race sponsors.

**Treasurer’s Report**

Danny delivered the financial report and a first draft of the FY2020 budget. We have been very consistent on the expense side. On the revenue side, we have also been fairly consistent, though our corporate sponsorship numbers are down due to the loss of Kroger’s dollars. There was some discussion about the fact that it would be helpful to review the 2020 budget as compared to the 2019 actuals. We will review and approve the budget in February. Our FY20 expense ratio is budgeted at 27%.

**Retreat Activities/Discussion**

Jessica Dumas, the Retreat moderator, led the Board in an opening activity designed to challenge assumptions we all may have made about fundraising, our work on the Board, and what is needed to reach our goals.

Phoenicia Miracle delivered a presentation called “Miracle Strategies; Fundraising and Marketing,” sharing her experience, success, and tips for focused fundraising. After Ms. Miracle’s presentation, the Board engaged in a discussion of how we can apply what we learned to our work on the Board.

During lunch, the Board engaged in a brainstorm session focused on Annual Fund, and specifically whether we should modify its title. Many good suggestions were floated, and it was decided that this should be an ongoing discussion.

The Board then reviewed our Strategic Plan in detail, for purposes of making sure everything listed therein still accurately describes our issues, mission and efforts to achieve goals. Board members were given a chance to pick the most pressing areas we would like to focus on.

After the Strategic Plan review, the Board split into breakout groups to discuss the hot-button issues that arose during the Strategic Plan review. Focused fundraising seemed to be the top priority. There was also a lot of discussion about reviving or reinventing the Community Advisory Committee.

The Board Retreat concluded at 3:00 p.m.