



2nd Quarterly Board of Directors Meeting Minutes

Thursday, May 24, 2018 ~ 11am to 1pm

The Greater Kanawha Valley Foundation, 1600 Huntington Square, 900 Lee St. E.
Charleston, WV

Present: Mike Lewis, Sue Sergi, Bob Boone, Bob Orndorff, Michelle Foster, Tres Ross, Adam Sanders

Via teleconference: Tom Tinder, Susie Nelson, Marian Clowes, Dena Cushman

Excused: David Ziegler, Patricia Watson

Staff in attendance: Paul D. Daugherty and Hilaria Swisher, via teleconference Krissi Raymond

Call to order: Bob Orndorff called the meeting to order at 11:02 with quorum.

Consent Agenda:

Approval of February 2018 BOD Minutes

See attachment A

YTD Grants Tracking Report

See Attachment B

Paul gave an overall review of the report. Mr. Orndorff asked if he needed any support from the board, Paul designated that he would like more support for the annual conference.

BOARD Action on Approval of Consent Agenda - *Tres Ross moved to approve the consent agenda. Adam Sanders seconded the motion. Passed unanimously.*

Financial Report: Bob Boone

2018 YTD Financial Report

See Attachment C

Mr. Boone and Paul gave a review of Attachment C. Paul noted that we are on track on revenue for membership dues, picked up two grants, and that it appears we are lower on revenue than usual, but it will pick up later in the year. He noted the change on insurance from Travelers to GuideOne. But overall, we are on track. Sue Sergi asked to review eCratchit's note about the 100,000 from Benedum. This was pertaining to the WVNPA's grant for 2018 received in December 2017. Paul noted: With the WVNPA spinning off, this was transitioning to the WVNPA. No further questions were asked.

Meaningful Action Tracking: Learning Leveraging, & Leading Strategic Plan

Attachment D

Paul reviewed attachment D. He noted that we are moving ahead with the majority of focuses as designated in the plan, like re-tooling our delivery, increasing our capacity internally, continuing to collaborate with regional and national associations. Mr. Boone asked if we have received feedback on our programs. Hilaria Swisher responded on the numbers, reporting members see value from it. Both Hilaria and Paul reminded the board to let them know if they or members think a certain webinar content was not beneficial and further discussed how they screen for "bad" speakers. Paul informed the board the plan to implement "watch parties" for webinars to increase the discussions and impact of the 6 webinars.

Unfinished Business:

2018 Membership Renewals & Programs:

See Attachment E

Paul reviewed Attachment E and gave an update on the 5 (not listed in agenda was Appalachian Power) members who have not renewed. Tom Tinder asked a question about 44,000 in dues paid, wondering about the 11,000 difference budgeted for membership dues. Paul responded that the difference was a 10% cushion to increase membership. Hilaria reported on the steps taken on thanking members for renewing and board thank you correspondence. She then reported an update on programs delivered already in 2018, commented on the ineffective May date for the EAG, reported changes in advertising and registration for programs. Mr. Tinder asked about working out a way to remove people who have already registered for events to prevent confusion. Hilaria, Paul, and Krissi explained how our program advertisement works but stated we would research that as an option for the future. Details were asked about the Reverse Scholarships working group. Paul elaborated on the concept of reverse scholarships. No further questions asked.

WVNPA Separation:

See Attachment F

Paul reviewed attachment F, reporting the completion of the separation and the transfer of the Benedum Foundation grant over to the WVNPA. It was discussed that the WVNPA be brought on as a board member. No plan was created to make it happen. No questions were asked.

New Business:

Update to By-Laws:

See Attachment G

Paul reviewed the Governance Committee's suggested amendments to the document in attachment G. *Ms. Sergi moved to approve the changes. Mr. Ross seconded the motion. Passed unanimously.*

25th Anniversary Plan:

See Attachment H

Paul reviewed the celebration plan in Attachment H. It was asked who had been a member for 25 years, Paul noted that several had been with us, including Benedum, PACF, Teubert. A suggestion was made to recognize the original members at the celebration, most agreed that it is a good idea. Paul noted that we will be opening the SOP Award nomination. The board asked about prospects for 25 new members. Paul elaborated about a list of prospects, mailing about to go out, and follow up plans once the mailings go out. No further questions were asked.

Approval of New Members:

River Valley Health Foundation

See Attachment I

Susie Nelson spoke on behalf of this foundation, elaborating how this hospital changed to a for-profit, the foundation was created to give to their community.

Ms. Sergi moved to approve the new member. Mr. Ross seconded the motion. Passed unanimously.

WV Manufacturers Foundation

See Attachment J

Paul spoke on behalf of this foundation, elaborating on their education, career development goals, also noting that the organization is still figuring out their niche in philanthropy.

Mr. Boone moved to approve the new member. Mr. Ross seconded the motion. Passed unanimously.

Philanthropy WV's Rubric Development:

See Attachment K

Paul reviewed the development and purpose of a new rubric to measure our programs and impact and how to use it. Comments were made about tangible measurements, so clarifications should be made to operationalize the requirements. The board agreed that having a standardized form would make it easier to assess the continuum of

where we want to be in a variety of organization aspects. The board agreed that Paul should continue to work on this form and report further after creating a measurement/rubric for each strategic goal.

Mr. Sanders moved to support the rubric continued development. Ms. Sergi seconded the motion. Passed unanimously.

2018 Membership Recruitment & Revenue Generation

See Attachment L

Mr. Tinder asked, now that the WVMF has been approved, can Philanthropy WV go after other statewide philanthropic organizations. Some suggestions were made including the statewide hospital organization to help with the opioid crisis. Mr. Orndorff suggested that over the next year, we convene a committee to re-evaluate our growth. Paul further commented on corporate and private foundation direct mailings and follow up phone calls planned. He reviewed the solicitations that will go out in June and then again in September. He commented on our approved grants (including the ARC Flex-E grant and Benedum) and those pending, corporate media sponsorship for our electronic platforms, and several sponsorships for the annual conference. Paul noted that the Economic Development Seminar will be postponed until September.

President's report:

See Attachment M

Paul reviewed attachment M covering topics including communication analytics, the annual audit, the Susan Stevenson Landis Spirit of Philanthropy Endowment, opportunities and challenges, USDA grant update, and recognitions. No questions were asked.

Reminder of Board Meetings:

Mr. Orndorff and Paul reminded the board of the 3rd and 4th quarter meeting locations and times. Mr. Orndorff adjourned the meeting at 12:50 PM.

Dr. Michelle Foster approved the adjournment. Mr. Boone seconded the motion. Passed unanimously.

