

Foundation Committee

Members Present: Vickie Lewandowski (Chair), Emilio Esteban, Judy Greig, Jenny Scott, Wendy White, Peggy Cook, Gary Acuff, and Randy Phebus.

Advisors Present: Fred Weber, Gale Prince, Kathy Glass, Rusty Gildner, and Paul Hall.

Board/Staff Present: David Tharp, Kali Kniel, Alejandro Mazzotta (liaison), Don Zink (advisor), Tim Jackson (member), and Lisa Hovey.

Number of Attendees: 19

Meeting Called to Order: 7:30 a.m., Wednesday, August 3, 2016.

Minutes Recording Secretary: Wendy White.

Old Business: Motion to approve the 2015 minutes by Jenny Scott; second by Paul Hall; unanimously approved.

Financial Reports: Balance Sheets and Statements of Activities for nine months ending May 31, 2016, the previous twelve months ending August 31, 2015, the previous twelve months ending August 31, 2014, the Foundation Fund Investment Activity (the Foundation Account and the DSIP Investment), and the 2017 budget were reviewed by the Committee members.

It was noted that the Board Recommendation of moving \$100,000 of Foundation General Fund monies to the DSIP (Diversified Stock Investment Program) Investment was not pursued last year on the recommendation from our financial advisor.

Motion to approve the 2016 Financial Report was made by Paul Hall; seconded by Alejandro Mazzotta and unanimously approved.

New Business:

The committee reviewed the current Foundation fundraising progress during the Annual Meeting. At the time of this meeting, over \$22,000 had been raised at the Foundation booth (an increase of approximately \$7,000 from previous year), earning the extremely generous matching donation of \$15,000 from Fred Weber. The Silent Auction proceeds were approximately \$9,000, and it was noted

that earnings and number of donations were slightly down from previous years. Other Sunday night and Tuesday afternoon fundraisers collected \$1,200 and \$300, respectively.

The Foundation fundraising booth, collectable coins, and interactive donation thermometer were considered successful. The predominant location of the Foundation booth was contributed to the increase in donations.

Gale Prince recommended developing statistics regarding member-giving for Vickie Lewandowski to share at next year's Opening Session. There was discussion around capturing information around Travel scholarship information to share with the membership also. Gary Acuff recommended further developing a tiered membership dues system to provide additional opportunities for individual giving, similar to corporate sustaining membership levels. Don Zink volunteered to make five-coin wooden frame for 2018 fundraising efforts.

There was also discussion regarding an initiative to follow-up on past winners to engage them and encourage renewed membership; estimates on retention are around 30%–50%.

The Committee considered increasing the scholarship awards for next year and requested that Lisa Hovey review the financial data to make recommendations for increasing the scholarship awards in subsequent years.

Recommendations to the Executive Board:

1. Recommend consider the development of a tiered membership dues system (similar to sustaining membership levels for industry members) to provide additional opportunities for individual giving.

Next Meeting Date: Teleconferences on Tuesday, January 31, 2017 at 10:00 a.m.–11:30 a.m. CT and on June 6, 2017 at 10:00 a.m.–11:30 a.m. CT. Meeting July 12, 2017 IAFP Annual meeting in Tampa, Florida.

Meeting Adjourned: 8:35 a.m.

Chairperson: Vickie Lewandowski.