



Executive Committee Meeting Minutes

August 13, 2019 – Big Brothers Big Sisters

1) Call to Order

- a) Mike called the meeting to order at 12:09

2) Attendance (Introductions)

- a) Mike Gilliam – Vice Chair
- b) Sandy Morander – Past chair
- c) Kim Jeffries - Secretary
- d) Angela White – Leadership Committee Chair
- e) Maureen DeFelice – Acting Membership Chair
- f) Nino Tarantino – Guest
- g) Meredith Erickson – Guest
- h) Cara Magrane – Guest
- i) Chris Carmona – Guest
- j) Scott McAninch, Jerry W. Moore – The Nonprofit Council

3) Prior minutes approved by unanimous vote

4) Financials – Scott

- a) Currently showing a positive balance sheet
 - i) Scott recommends moving a portion of reserves to BBVA in anticipation of them joining TNC
- b) June revenue higher than expected
 - i) Due to Leadership Development and Issue in Profile
 - ii) Technology Grant from Frost
- c) Chris will talk with Scott about amending accounting structure

5) Goals

- a) Big Give
 - i) Increase donors by 10% or ~2800
 - ii) \$5 Million in donations
 - iii) Continue to expand Employee Giving
 - (1) Ask TNC member organizations to approach members of their boards to participate in Employee Giving
- b) Membership
 - i) Increase membership by 10% (20)
 - ii) Renew 25% of past years' last members (6)
 - iii) Convert 40% of prospect list to membership (5)



- c) Increase community visibility
 - i) Make sure to include outlying counties/cities where we have some membership
 - ii) Task BIG with addressing various business groups and chambers
- d) Professional development

6) Business Members

- a) Went through strategic planning to define role
- b) Separating into two groups
 - i) Basic business members
 - ii) Business Influencers Group
- c) Created a commitment letter for participants
 - i) This can be used as template for other committees and board

7) CEO Meeting agenda for October 9

- a) Ask Mayor Nirenberg or DA Salazar and Chief McManus or Erik Walsh

8) Programs and Events

- a) Mixer
 - i) Very fun and successful
 - ii) Will be ongoing but will have some changes
- b) Issue in Profile
 - i) Strong sales
 - ii) Trying to connect if Frost for returning sponsorship

9) Committee Updates

- i) Membership
 - (1) Potential from Big Give
 - (2) Next meeting September 24 at the Blue Box
 - (3) Currently working on medium sized groups
 - (4) Maureen will send 2 names to each board member to contact
- ii) Advocacy – pass
- iii) Leadership Development
 - (1) Next meeting September 12 at Quarry Golf Club at 4 PM
 - (2) Possibly have Brenee Brown

10) Other Business

- a) New brochure almost complete
- b) Expanding process for new business members

11) Meeting Adjourned at 1:34



Kim Jefferies
Secretary