

**MINUTES**

**I. CALL TO ORDER – AUSTIN LINSLEY, PRESIDENT**

A clean-shaven Austin Linsley called the meeting to order at 6:30 pm at the Foundation House.

Attendees: Devlahovich, Emerson, Dozier, Hallett, Hartman, Kishbauch, Koures, Linsley, Michlin, Nickerson (by phone), Stammersky, Guest Amanda Stammersky-Rogers, ExDir Greaves.

**II. BOARD REFLECTIONS/EDUCATION MOMENT**

Our social media guru, Amanda, briefed us on her work. Some highlights: Our Facebook engagement is growing dramatically, including recent numbers as follows: 2702 new followers and 2451 likes. We reached 3001 accounts in the past 30 days. We are doing some paid ads on Facebook and Instagram. We checked out some of our video posts and reels.

**III. APPROVAL OF THE AGENDA**

A draft agenda was made available for review prior to the meeting. Hartman moved, seconded by Emerson, that the agenda be approved. The Agenda was approved.

**IV. APPROVAL OF MINUTES**

Stammersky moved, seconded by Koures, that the minutes of July 24, 2024, be approved. The minutes were approved.

**V. FINANCE REPORTS BY BROZ**

This financial review is for the year to date as of September 2024.

**SRPF**

**Statement Review**

|                   | <u>Year to Date</u> | <u>Budget</u> | <u>Variance</u> |
|-------------------|---------------------|---------------|-----------------|
| Revenue           | 122,456.            | 265,365.      | ( 142,909.)     |
| Expense           | 154,571.            | 181,834.      | 27,263.         |
| Net Income/(Loss) | (32,115.)           | 83,531.       | (115,646.)      |

**REVENUE:** For the month of September, the Revenue was \$22.6K from Membership \$4.8K, and

Cowboy Jubilee Event \$17.2K. Revenue is less than the budget by (\$83.8K) mainly due to Grants budgeted but none received, the Family Wildlife Day and Cowboy Jubilee results.

For the year to date, the Revenue was \$122.5K versus the budget of 265.4K – behind by (\$143K). The details are: Revenue expected from Unsolicited donations was less than the budget by (\$3.3K), Grants revenue is behind by (\$27.0K), Family Wildlife was budgeted but not received (\$12.3K), and Membership revenue is less than budget by (\$4.6K) and in Events, Cowboy Jubilee revenue was under budget by (\$22.4K and Concert Revenue timing of revenue shows variance of (\$87.3K). The brighter side is that we received in the current year the IECF Distribution so investment income for the year is positive to the budget by \$14.8K. The reported revenue also includes NON-OPERATING revenue from interest and investments net of expense from the Ellis Fund of \$23.7K.

**EXPENSE:** For the month of September, Expenses were \$49.4K versus the budget of \$57.2K or \$7.8K better than the budget in Climate Change, Family Wildlife Day Programs, Tax Return Fee, and Organizational Memberships, but offset by the Artist's checks from the Concert Series which were budgeted for earlier in the year.

For the year to date, the Expenses were \$154.6K versus the budget of \$181.8K – better by \$27.3K. Professional fees for artists were above the budget by (\$3.1K) and reflect more than budgeted revenue also. We did not pay the Tax Return Fee so this partially offset the Artist Cost. Program related expenses are \$22.5K less than the budget in Small Grants, Climate Change and Family Wildlife Day. Program Support Expenses are greater than budget in several areas, the greatest is in Salaries. Administrative Expenses are overall less than the budget with plus and minus in several areas. Fund Raising expenses were less than the budget by \$11.5K adding to the overall positive expense variance.

**FUND BALANCE INCREASE/ (DECREASE):**

The change in Fund Balance (Net bottom line) for September ended with a negative (loss) is (\$26.8K) versus the budget of \$49.2K. Year to date Fund Balance change is a negative (loss) bottom line of (\$32.1K) including the net NON-OPERATING Ellis Fund revenue of \$14.0K. The budget for the year-to-date period Fund Balance change was a positive \$83.5K, therefore we are behind the budget by (\$115.6K) including the addition of the non-operating items mentioned.

NOTE: Shirley was absent so Ginger presented a verbal report to supplement the above. There was some deficit in cash flow. There was \$231K in pending grant requests. There is a \$60K transfer from the Ellis Fund recommended by Shirley. \$53K to renovate the Foundation House has not yet been replaced. A review of our fundraising mechanisms is advised, per Austin.

Motion to accept Treasurer Report: Motion by Dozier seconded by Emerson. Report accepted.

**VI. EXECUTIVE DIRECTOR'S REPORT – GINGER GREAVES**

Ginger provided a one-page Executive Director report and a one-page Grant Activity report, as hard copies to each attendee. Undersigned will attach these reports to these minutes in the hard copy NEF Minutes Book.

## **VII. ACTION ITEMS**

Ginger distributed a proposal for a new fundraising event, a vintage and classic car show, a one day event, probably in Wildomar (no fee for location). The Board voiced no objection to pursuing this event.

## **VII. COMMITTEE REPORTS**

Available on website.

## **VIII ADJOURN/NEXT MEETING**

The meeting adjourned at 8:00 pm. The next meeting will be November 20, 2024 at 6:30 pm at the Foundation House. There will be no December meeting. The Board will next meet as part of the agenda for the annual Strategy Meeting on January 25, 2024 (save the date).

**Respectfully submitted, James Hallett, Secretary**

**Date:** \_\_\_\_\_