

**MINUTES**

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

President Austin Linsley called the meeting to order at 6:30 pm at the Foundation House.

Attendees: Ault, Devlahovich, Dozier, Hallett, Emerson, Hartman, Hunneman, Kishbauch, Linsley, Nickerson (by phone), Podegracz, Stammersky, Greaves, Don Murray (guest).

**II. BOARD REFLECTIONS/EDUCATION MOMENT**

We enjoyed a brief review of the Strategic Planning Meeting notes and are asked to read and consider them.

We were introduced to Don Murray, a Board candidate, a retired local banker who, as a banker, supported NEF in past years.

Greaves announced that John and Janet Webb have pledged \$20,000 as an unsolicited donation.

**III. APPROVAL OF THE AGENDA**

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

**IV. APPROVAL OF MINUTES**

Podegracz moved, seconded by Emerson, that the minutes of February 22, 2025, be approved. The minutes were approved.

**V. FINANCE REPORTS BY BROZ**

This financial review is for the year to date as of February 2025.

**SRPF**

**Statement Review**

	<u>Year to Date</u>	<u>Budget</u>	<u>Variance</u>
Revenue	247,592.	375,607.	( 128,014.)
Expense	271,482.	318,484.	47,002.
Net Income/(Loss)	(23,890.)	57,122.	(

**REVENUE:** For the month of February, the Revenue was quite small at \$2.5K mainly from Memberships of \$2.4K. Revenue is below the budget of \$10.9K, which included \$1.7K Unsolicited; \$5K Membership; and \$4.2K Investment Income.

For the year to date, the Revenue was \$247.6K versus the budget of \$375.6K – behind by (\$128K). The Grant revenues are now ahead of the budget by \$23K and Investments (primarily Ellis Fund) is now even with budget. Program related Revenue is behind by (\$12.4K), Unsolicited is behind by (\$10.2K), Membership less by (\$7.5K) and Events by (\$120.3K).

**EXPENSE:** For the month of February, Expenses of \$26.0K were better than Budget of \$32.3K by \$6.2K with the greatest variances in Transportation and Climate Change.

For the year to date, the Expenses were \$271.5K versus the budget of 318.5K – better by \$47K. Program expenses remain unspent versus the budget by \$47K, (Transportation, Climate Change, Small Grants, Trout in the Classroom, FW Day, and NERF).

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

The change in Fund Balance (Net bottom line) for February ended with (\$23.6K) versus the budget of (\$21.4K), less loss of (\$2.2K. Year to date Fund Balance change is \$23.9K including the net NON-OPERATING Ellis Fund revenue of \$27.8K. The budget for the year-to-date period Fund Balance change was a positive \$57.1K, therefore we are behind the budget by (\$81.0K) including the addition of the non-operating items mentioned. We remain behind the budget.

**APPROVAL OF FINANCIAL REPORT:** Dozier moved and Ault seconded acceptance of the financial report. Approved.

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

Ginger provided a verbal report.

Negotiations with Riverside County Parks are ongoing. We have committed \$45K to the 3<sup>rd</sup> Grade bus program (they may want to formalize this commitment). (Note: For example, if we have to pay the user fee of \$2000 for each of our 5 concerts, we'll be paying \$10K to raise the funds to cover the \$45K we spend for the bus program!) (Note: We bus in 8000 kids per year who each pay a \$10 user fee!) Fees for our events are now on the table. They are in tough financial shape, but hey, we contribute a lot already. The Parks are a County department but unfunded. Note NEF volunteers will no longer be vetted for lack of funding.

Ginger presented to the Plateau Management Committee (PMC).

Supervisor Chuck Washington plans to tour our facility with his staff.

We host a Sponsor Reception March 27 with Angelo's providing the space. (We'll pay for the

food Angelo prepares.) Highlight: Watching a new NEF video.

Social media activity is up 141%. Sign up with TNEF on Facebook and Instagram.

The Car Show is happening 31 cars so far with a goal of 100.

Summer concert tickets soon going on sale.

Our Cowboy Jubilee agreement with Galway Downs is now signed, providing not only an amazing venue but actually a somewhat lower cost from prior events. We're still negotiating with Pete's Firehouse. The Temecula Cowgirls will do a show. (Who needs the Olympics anyway when we already have the Cowboy Jubilee?)

Suggestion: bring a potential donor to the Plateau/Foundation house for a personal, fun experience. You can arrange with Ginger to create an event like wine & cheese or whatever appeals to you.

Save the date: annual meeting on June 25.

## **VII. ACTION ITEMS**

The Strategic Plan Meeting narrowed us down to three fundraising "solutions": an annual campaign, fees for services (this is still in an exploratory stage), and corporate/planned giving (with donor cultivation). The Board reaffirmed support for these three solutions, which are being referred to the Fund Development and Membership Committees. We'll add specific action plans to our recently established 5-year plan.

## **VII. COMMITTEE REPORTS**

Available on website.

## **VIII ADJOURN/NEXT MEETING**

On motion by Podegracz seconded by Hartman, we adjourned at 8 pm. Our next meeting will take place on April 23 at 6:30 pm on Zoom.

**Respectfully submitted, James Hallett, Secretary**