

**Channel Islands YMCA  
Association Board Meeting  
October 21, 2010, 2010  
Santa Barbara Family YMCA**

**MINUTES**

Present: Brian Gough - Chair, Sandy Allan, Gail Anikouchine, James Armstrong, Robert Coles, Jim Dixon, Andrew Grant, Dale Haslem, Sally Irving, Norm Nebroski, Ric Ruffinelli, Jeff Speich, Daniel Watkins

Staff: Margo Byrne, Sal Cisneros, Cindy Halstead, Tim Hardy, Trish Johnson, Paula Parisotto, Dan Powell, Joan Price, Susan Sawyer, Pam Swenson, and Manuela Williams.

Absent: George Armstrong, Darren Caesar, Mark Fingerlin, Tom Heter, George Leis, Jon Martin, Woody Rollins, and Joe Sullivan.

Meeting called to order by Brian Gough, Chair.

Robert Coles gave the opening thought.

Brian welcomed the new board members Sandy Allan, Sally Irving, Norm Nebroski and Ric Ruffinelli. Introductions were made.

**Chair's Report:**

Brian explained that we had a new board member orientation a few days ago.

The Executive Committee meets every other month. At the last meeting the committee approved a new line of credit and refinancing for \$5M with a new bank. The Finance Committee established a Loan Task Force Committee to initiate a Request for Proposal (RFP) and evaluate proposals from various banks. A thorough evaluation was done and the recommendation to the executive Committee was to go with Rabobank. In order to determine whether to choose a fixed or variable rate, an analysis was prepared using various scenarios. The analysis revealed that unless interest rates increased dramatically during the next 5 years, the variable rate could offer significant savings. Final documentation is in process. Brian thanked everyone on the task force for their good work.

The Channel Islands YMCA was selected to participate in the crafting of the National Y-USA 5 year Strategic Plan. Sal and Brian have actively been working on it and will go to Chicago in November. Great kudos to our association to be selected to participate.

The Campaign Symposium was held in September with Dan Powell as leader and a presentation by Netzel Associates. The Campaign Symposium is the kick-off of the campaign planning.

**President's Report:**

Sal thanked Brian and Judy Gough for hosting the board social. Brian complimented our staff during the new board member orientation and Sal wanted to pass it on to all key staff. Sal gave kudos to Cindy Halstead for her great work and leadership on the New Loan Task Force.

Each week, the Pacific Coast Business Times prints a list of the top performers in various business sectors in the Tri County area. They are typically in Top 25 format and span almost every industry in the area, including largest nonprofits, publicly traded companies, hotels, marketing firms and more. Between all Business Times lists, they cover more than 1,000 companies. Amongst the non-profits we rank #10 this year, compared with # 12 last year. The ranking is based by the size of income.

### **CONSENT AGENDA**

All Minutes, the Noah's Anchorage CCL memorandum and other information included in the consent agenda were sent by email to the Board.

### **Motion by Jeff Speich/seconded by Robert Coles/carried to approve the consent agenda including all minutes and CCL action item as listed in the board packet.**

### **PROGRAM HIGHLIGHT:**

Joan Price gave a presentation about the association aquatics programs.

### **Branch Updates:**

Camarillo: The Governor used his "veto" power to eliminate funding for CalWORKS Stage 3 child care assistance for working families. This will affect the whole association. Affected families are asking for financial assistance, we are trying to help. This will be a "fundraising year". Another challenge is that the Park did not sign up for reclaimed water, which will increase the water bill by \$1,200 per month. Highlights are that we are helping families and giving them an opportunity to have fun.

Montecito: Their golf tournament netted approximately \$20,000. Their pre-school struggled last year but child care and membership numbers are up. They gave out more scholarship money.

YFS: The IV Teen Center started a parent Project Program for parents with teens. 18 families are participating, mostly low income Latino families. Noah's has currently no long term youth, which also means no long term revenue. They have short term stays. A lot of street outreach kids drop in to stay dry, get warm and do laundry during the time when residents are at school. This is a good opportunity to work with these kids. They are accepting applications for Artisan Housing. They are expecting to move youth in in February. They are solidifying relationships with other providers, i.e. Foodbank, Scholarship Foundation, Transition Housing, etc. They are accepting art donations to furnish the rooms. They are launching their campaign soon; everything depends on grants and donations.

### **Ventura:**

They have six families who received CalWORKS Stage 3 child care assistance. They face the same challenge as Camarillo. Margo hopes it will change in January with the new Governor. They are re-modeling the lady's locker room. Operation Splash received a \$5,000 donation to teach kids to swim, so far they have taught 350. Membership is strong. On Halloween they will be at the Pacific View Mall from 3-5. Approximately 3,000 kids will participate in their activities. They had their second basketball tournament and increased participation by 50%. This was a successful event and they want to grow it.

Santa Barbara: Their challenge is also with CalWORKS Stage 3 child care assistance. They had some unexpected costs out of the Replacement & Reserve account. Tennis courts in the back have been removed and sod has been planted. Membership and program service fees have increased.

SCG: After school child care have doubled participation from last year, but they also rely on State funds. They had 2 management staff on leave for 2 months. Branch is in their \$3,7 M capital campaign to expand the facility. They met the \$750,000 matching grant with the Wood Clayssens Foundation. They still have 2 asks out and hope to start construction in February 2011.

Lompoc: They finished their 12<sup>th</sup> annual golf tournament. Teresa is working on increasing membership and retention. Lompoc Valley is a challenge. The Lompoc City Council just voted to give itself a pay decrease. The Strategic Plan Task Force is charged to look at every project/area and to find out how to better serve the community as enrollment declines. The Lompoc Boys and Girls Club just received a grant for free childcare which will directly affect them. They believe their membership bottomed out.

## **COMMITTEE REPORTS**

### **Finance Committee:**

#### **September Financials:**

Revenue for the month is off budget by \$20,909. Expenses are up, mostly due to timing issues; is not of concern yet. YTD revenue is \$56,543 better than budget. Expenses are managed tightly; the Finance Committee is especially observing salaries and wages. On a branch by branch level, Lompoc is the only branch off budget with a negative \$18,309.

#### **September Memberships:**

Currently we are following the historic trend: between July and January membership decreases and gets bumped p again in January. We did not get the bump in 08/09 when the economic crisis hit us. We have not yet recovered from it but it seems that we have bottomed out. This is also the trend on a branch by branch level.

#### **Statement of Financial Position – September 2010:**

Current ratio is up slightly. AR has decreased and we paid debt down further.

#### **Endowment Portfolios as of September 30, 2010**

The Endowment Portfolio is still down by almost \$59,000, but we recovered most of our losses.

The Emilie Lane portfolio has gained 7.9% since its inception. The reason its value is better than cost is that it was invested later than the endowment portfolio.

### **Financial Development Committee:**

Dan pointed out the Heritage Club brochure. He explained that becoming a member of the Heritage Club is an opportunity for everyone to leave an everlasting gift to the YMCA. Please share with other. Call Dan, Sal or branch executives for questions. Our annual Heritage Club Luncheon will be held on November 21 at the Montecito Country Club for members and prospects. Andy Grant suggested going through our existing membership base and award members for longevity and in turn create incentives and motivation to join the Heritage Club.

### **Risk Management & Planning Committee:**

The policy 8.406 Automated External Defibrillator was reviewed at the committee level and sent via email to the board to review the proposed revision. This policy was originally written in response to a state requirement. Staff needed to attend a class in order to get

re-certified. Now, re-certification may be accomplished with on-line training with a practical demonstration of skills with an instructor.

**Motion by Andy Grant/seconded by Jim Armstrong/carried to approve that this revision be included in the policy.**

**Governance Committee:**

Part of the Chart of Work of the Governance Committee is to review our mission statement periodically. The question arose how our mission statement fits with the new branding as revealed in July 2010. The committee proposed to change the mission statement to include our "new voice". After extensive discussion the board of directors and branch executive directors agreed not to take any action and to table this item for next year.

A new Conflict of Interest policy was reviewed at the committee level and sent via email to the board to review. Due to time constraints it was agreed not to take any action and to table the approval of the new Conflict of Interest Policy and Questionnaire until the next association board meeting in December.

**Audit Committee:**

Gail Anikouchine presented the Audit Report Draft as it was emailed to the association board for review and reported that the audit is completed satisfactory. It is best practice to complete an annual audit. This audit report will go to granting agencies. The committee approved the draft with a clean opinion.

**Motion by Gail Anikouchine/seconded by Jim Dixon/carried to approve the Audited Financial Statement Report for the fiscal year ending June 30, 2010.**

There being no further business the meeting was adjourned.