



## BGCCC Board Meeting

**Tuesday, November 29, 2022**

Meeting called to order at 5:35 pm.

Members attending in Buena Vista : Duncan Campbell (Board Chairman), Gwen Allen (Board Vice Chair) Jan Schmidt (Treasurer), Deb Payton (Secretary), Brian Beaulieu (Club Director), Cara Larimer and Dustin Nichols.

Via GTM: Carlton Pearse, Mitch Wright, Marji Ackermann, Chasadee Weaver

- I. Moment for kids – Jen (10 minutes) Jen introduced Rylee, and siblings Teaguen and Ashlynn. Teaguen (3rd Grade) likes to play Minecraft and would love a touch screen device to play it on. He also enjoys sports at the BV Club including basketball. Rylee (3rd Grade) likes fiber arts and SPARK. She's making a blanket for her nephew in fiber arts. Ashlynn organized the penny wars fundraiser last year. They raised over \$300. And are planning to do it in January as well. Tom Warren at MT Princeton loves to work with the BGCCC and has a child who attends.
- II. Vote on the October Board meeting notes - All (5 minutes). Gwen moved to approve the minutes which Marji seconded. Unanimously approved.
- III. BGC CO State Alliance update & expectations – Brian (10 minutes). Thanks to Gwen for hosting tonight's meeting. Brian is a board member of the Alliance
  - A. The state Alliance is both a 501c3 and a 501c4 . Brian is the executive member who oversees the 501c3. Annual dues are \$4500./yr. The team for BGCCC included Adam, Kaycee, Marji, Tessa, Brian, and six at-large Board Members and was led by the Executive Director Kaycee Headrick. Danielle Felder has stepped down as director after 3 years. The Alliance is the lobbying arm for state grants with Kayla functioning as their Lobbyist. The funds raised are allocated based on membership numbers (with Caps on funds allocated). BGCCC is in the top four/five in grants received and is improving with the new grant writer on board. All 17 clubs with 62 sites are members of the Alliance, including the Military and Native American Clubs. All these clubs pay State and National dues. We will invite Kaycee to a future board meeting.
  - B. When first established the BGCCC originally received \$220,000. through the Alliance. This year will be over \$250,000. With the Congressional budget Grant of \$114K which the club just received, BGCCC will be \$150K over budget. The Congressional Grant is a social emotional grant and requires curriculum training with 70% of training completed at this point. This granting must be accounted for next year. Austin as Finance Director is doing a great job with the reporting.

- C. The Alliance also intercedes regarding staff/student ratios. We have a Neighborhood Youth Operating license (NYO).
  - D. The Alliance also oversees the Youth of the Year program.
  - E. **Action Item: Brian will set our budget goal for this year and clarify where we are today.**
- IV. EoY Progress to date vs. Goal of \$150k – Marji & Brian (10 minutes) Thanks to all who participated in the mailings including those who helped with the preparation of the inserts. Approximately 1,600 mailings were sent out with 400 personal notes. Our goal is \$150K. This is our largest fundraising event. To date we have raised \$40K, with 4 major donors contributing \$5k-10K. These numbers do not include online giving. Duncan would like to see donation trending for 2021 vs 2022 on a graph to increase excitement and awareness of funds raised. The Community Foundation takes a cut of funds donated through them. Funds can be directed to BGCCC or will be dispersed along with 14 other organizations and the club is locked into a set amount from Chaffee Community Foundation. They made it possible to receive the safety funds during COVID. On Colorado Gives day the first button clicked goes to the Chaffee Community Foundation and the 2nd button to the BGCCC.
- A. **Action Item: Brian will meet with Betsy from The Community Foundation to find out what their cut is and would like to see the names of donors from the Community Foundation to see if they have donated to the Community Foundation thinking that they are giving to the BGCCC.**
  - B. **Action Item: Brian will prepare an ongoing document that shows donor trending 2021 vs 2022 on a graph to increase excitement and awareness of funds raised.**
- V. BV Capital Campaign – Cara & Brian (15 minutes)
- A. The BV Capital Campaign (CC) Leadership team has decided to merge the leadership groups who will then work together with smaller teams.
  - B. The Capital Campaign kits and Master Plan are complete thanks to Julie.
  - C. The Ground lease discussions are moving and getting final input from the facilities team, Abe Hachmann and our lawyers.
  - D. The Master Investor list should include a tracking tool so that everyone knows if that person has been approached. The list is with Tessa and she is designating who is responsible for the ask. She is also creating an online calendar tool that will allow them to coordinate scheduling with Brian. They will work in smaller teams. Pieces of inspiration should go out intermittently to investors so that excitement remains high. Tessa will be the face of the Capital Campaign.
  - E. February should be the deadline for asks from current investors. To date, the BV CC has raised through pledges and gifts just under \$2 million. Of note, Julie Mordecai is a major investor in the BV Campaign. Tom Warren from Mt Princeton is also very supportive and has a child who attends the BV Club. Marji asked, Cara, Dustin and Brian answered:
    - 1. The Quiet Phase should be reached by early winter 2023 with 70% of 7.5Million dollar construction costs raised or pledged. The Quiet Phase objective is to have 1:1 conversations, stewardship of four lead donors and the “ask”.

2. Ground breaking should occur by the end of 2023 or early 2024 with an approximately 18 month construction timeline. (One donations state that the money goes back into the general fund if groundbreaking doesn't happen by 6/2024).
  3. 3. Our goal is \$8.5M with \$1 Million in place with donated land.
- Gwen asked if there is a point where we will wait to break ground if we do not have enough money. Jan feels we need to be within \$1million dollars of the \$7.5million. A loan would cost the club \$100K/\$1million borrowed/per annum. Brian feels that the Foundations will step up with significant support. Sources and uses must be locked in per Dustin.

## VI. Committee Reports by Committee Chairs: (40 minutes total)

### A. Finance – Jan. See the attached reports and minutes from the Finance Committee.

1. BGCCC has \$3.1 million in cash and investments with a higher amount invested at this point. The club building is valued at \$300K more than last year due to capital improvements. The overall income is \$409K with budget at \$258K. Gwen asked if the budget reflects the increases in payroll and the added staff and the answer is yes.
2. The Capital Campaign shows \$296K raised in this fiscal year. The total in the Fidelity capital account is \$1.5 million
3. So far, approximately \$15k has been spent on the performance room.
4. Key metrics and the dashboard will be broken out more clearly.
5. The Finance Committee is in the progress of updating the policies and procedure to reflect overall knowledge of club financials and will not include day to day operations. The Board Policies will be revised to reflect the areas of board governance and will not include day to day operations. A separate operational document procedures and internal controls followed by staff. Duncan and Jan met with Lauren Hackney of BGCA to present a training for our board on Financial Acumen. BGCA does webinars to increase Board awareness of Finances, preventing fraud, etc. and some Finance Committee members, along with club staff attended the recent one on fraud. Jan was one of the presenters at that webinar.
  - a) **Action Item: The Finance Committee will update the BGCCC Finance Policies and procedures**
6. The Investment Committee opted not to go with a professional investment advisor, but Jan feels we should have a manager with the Investment Committee monitoring it.
7. The current investment requires repurchasing of CD's etc. These are is safe but time is needed to monitor returns on different maturities and invest new funds. There was a 14% loss in the Endowment Fund as of the end of October (now decreased \$7,000. with November stock market gains) with index funds and other mutual funds invested reflecting a diversified 60/40 bond fund split. They will continue to invest 20% over the next 6 months.
  - a) **Action Item: The Investment Committee will report to the Board in February and then in August.**

8. Lou Galletta's agreement is being negotiated and will be brought back to the Finance Committee for approval in accordance with the Accounting Policies.
- B. RD – Marji. 2022 recap
1. The BGCCC End of Year (EoY) is under way.
  2. A new website for BGCCC was launched in January.
  3. The committee has refined marketing materials for businesses. Most of the money comes in during June and the schedule will reflect that.
  4. The team worked with BGCA on the RD Plan which is complete.
  5. Tessa was hired in March and she is handling a lot of the RD.
  6. RD raised \$187K with a goal of \$168K with the Gala bringing in \$39K.
  7. The newsletter and calendar are in place.
  8. Small businesses and Local CPA's should know about the Child Care Tax Credit and increase awareness of EoY giving.
  9. **Action Item: Brian will talk to Tessa about preparing a one page flyer to place in Accountant's offices and other key areas which highlights BGCCC and Childcare Tax credit.**
- C. Facilities - Dustin The Capital Campaign meeting was recently held with the Leadership team and was very successful with Scott, Dustin, Cara, Tessa and Brian coming out rejuvenated.
1. The BGCCC, through the BV team, is in the final stages of the ground lease which will be presented to town staff. Duncan asked Cara if it stipulates who the club can lease to. They will address this. The lease will become an agenda item at the next town meeting on December 13th meeting or month end. It would be appropriate at that time to do the monetary ask for town support of the club. The MOU does allow for payment over time. Part of the agreement will include a budgeted amount for the town to lease space for the REC department.
  2. Dustin is meeting with Abe Hickman and Lou Galetta (contract pending) regarding the architects plans and he recommends using AIA forms to manage expectations. Lous' contract should be done by the end of December.
    - a) **Action Item: The contract should be with the Finance Committee by December 14th for approval Action Item:**
  3. Key Performance Indicators (KPI) will be feedback of ideas/to do list. Each committee chair should submit at least three.
- D. Safety – Mitch. Safety committee guide will be a work in progress with Deb and templates will be done with help from Jon Whitman. The new front locking door and atrium will be done.
1. **Action Item: Deb will continue to work on the Safety Committee Emergency Operations Plan in conjunction with BGCCC staff. Goal: A working plan in place by 12/31/2022.**

2. **Action Item: Deb/Brian will contact the Police and Fire Departments when plan is ready for their input and to arrange club drills. Recruit a Police Officer and Fire Fighter to participate in the Safety Committee.**

E. Governance – Duncan.

1. DEI training will be done with Wendell Pryor on December 7 from 4:30-6pm. To increase understanding of DEI and have to have a written policy.
2. We will try to recruit Police/Fire to Safety Committee.
3. We are looking for Leadership members to join the Board. Kent has decided to go off the Board due to travel.
4. Committee Chairs should have 3 specific tasks that their committee needs to focus on. Key Performance Indicators (KPI). These top metrics should be sent to Duncan by the end of December. Tessa and McKenzie will create the Dashboard that will then be posted to the BGCCC website for Board Members.

F. Programs – Brian.

1. McKenzie is highlighting club events on Facebook.
2. Walden funding is supporting our music program and we have a new music teacher, Kai. The drummers, “Fine” are at the BV Club and very dynamic.
3. Chaffee Rescue North did a presentation in BV.
4. The Drone program with Becky, Irv, Randy and Greg went off very well.
5. Crest Academy and the Montessori school have come in to use the climbing gym.
6. Marilyn Box’s husband Bob passed away several weeks ago and Marilyn asked that donations go to BGCCC.
7. Staffing challenges continue with a bright note. An AmeriCorp member from Guidestone changed jobs and is working in BV at the BGCCC.

G. Thanks to all Board Members!! Meeting adjourned at 7:45pm

No December meeting. The next Board meeting will be held on Tuesday, January 31, 2023 at 5:30pm at the Salida Club and will offer a dial-in link for those who cannot attend in person.

Respectfully submitted,

Deborah Payton, Secretary