

## FOUNDATION MINI-RETREAT February 11, 2016 Pinstripes

- 1. Call to Order
- 2. Approval of Agenda
- 3. Comments from the Audience
- 4. Old Business
- 5. New Business
  - a. Board "SWOT" Analysis
  - b. Committee/Board Meeting Effectiveness
    - i. Positives
    - ii. Negatives
    - iii. Executive, Vision, Operations Committees
    - iv. Strategies to Improve
  - c. Future Direction of the Foundation
    - i. Community Involvement
    - ii. Fundraising Events
      - 1. Setting parameters
        - a. Time (Volunteer intensive events)
        - b. Money (Amount expected to raise or based upon ROI)
    - iii. Establishment of Subcommittee to evaluate present events and make recommendations to the board on the success/failure of each event and/or suggestion of new events to introduce.
  - d. Discuss and set Annual Goals
    - i. Revenue
    - ii. Events
    - iii. Recruitment
    - iv. Other
  - e. Review Action Items
- 6. Trustee Comments
- 7. Adjournment

| Expenses to Cover with fundraising and donations  Budget |               |               |               |               |               |               |               |               |  |  |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|--|
|  | FYE 6.30.2009 | FYE 6.30.2010 | FYE 6.30.2011 | FYE 6.30.2012 | FYE 6.30.2013 | FYE 6.30.2014 | FYE 6.30.2015 | FYE 6.30.2016 |  |  |
| Administrative   | 2,166         | 1,924         | 1,945         | 1,368         | 2,060         | 1,333         | 1,357         | 2,000         |  |  |
| Scholarships   |               | 7,171         | 11,544        | 10,000        | 16,648        | 11,250        | 18,082        | 20,000        |  |  |
| Outreach   | 1,291         | 982           | 567           | 483           | 408           | 3,339         | 3,415         | 3,500         |  |  |
|  |               |               |               |               |               |               |               |               |  |  |
| Total  | 3,457         | 10,077        | 14,056        | 11,851        | 19,116        | 15,922        | 22,854        | 25,500        |  |  |

| Income   | Major events Golf Outing | FYE 6.30.2009 FY | /E 6.30.2010 FY | 'E 6.30.2011 FY | E 6.30.2012 | FYE 6.30.2013 | FYE 6.30.2013 (2) | FYE 6.30.2014 | FYE 6.30.2015 | FYE 6.30.2016 |
|--|--------------------------|------------------|-----------------|-----------------|-------------|---------------|-------------------|---------------|---------------|---------------|
| Expense   4,161   3,079   4,143   12,676   14,117   14,897   12,866   17,030   15,077   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12,078   12,071   15,078   12,071   15,078   12,071   15,078   12,071   15,078   12, |                          | 16 368           | 20 115          | 19 706          | 33 615      | 30 430        | 32 698            | 28 744        | 29 834        |               |
| Net Income   |                          |                  |                 |                 |             |               |                   |               |               |               |
| Cheld in July 2012) (held in June 2013)           Casino Night         Casino Night         55.2%         42.0%           Expense         10.388         8.177         6.255         6.205         6.905         6.985         8.899         7.778         7.723         7.723         7.723         7.723         7.723         7.723         7.723         7.723         7.723         7.723   | •                        |                  |                 |                 |             |               |                   |               |               |               |
| CP % (Saino Night)         74.6% (B4.7% P) 0%         62.3% S3.6% S4.4% S5.2% P4.0%         55.2% P4.0%         42.0%           Casino Night         Income         17.363 17.046 14.503          | 1101 11001110            | 12,207           | 17,000          | 10,000          | 20,000      |               |                   | 10,010        | 12,001        |               |
| Casino Night   Casi | GP %                     | 74.6%            | 84.7%           | 79.0%           | 62.3%       |               |                   | 55.2%         | 42.0%         |               |
| Income   |                          |                  |                 |                 | 0_1070      |               |                   |               |               |               |
| Expense   10,388   8,177   6,725   | _                        | 17.363           | 17.046          | 14.503          |             |               |                   |               |               |               |
| Net Income 6,995 8,869 7,778    CP   |                          |                  |                 |                 |             |               |                   |               |               |               |
| CP %<br>Fall Texas Hold 'Em         40.3%         52.0%         53.6%           Income         5,600         7,937   |                          |                  |                 | 7.778           |             |               |                   |               |               |               |
| Fall Texas Hold 'Em   1,000m   |                          |                  |                 |                 |             |               |                   |               |               |               |
| Income   | Fall Texas Hold 'Em      |                  |                 |                 |             |               |                   |               |               |               |
| Expense   3,96   4,983   4,983   4,476   2,554   2,554   2,504   2,554   2,504   2,554   2,504   2,504   2,504   2,504   2,504   2,504   2,504   2,504   2,504   2,504   2,504   2,504   2,508   2,084   4,709   4,565   3,976   4,386   3,986   4,386   3,896   4,386   3,986   4,386   4,3 |                          | 5.600            | 7.937           |                 |             |               |                   |               |               |               |
| Net Income         2,504         2,954         2,954         37.2%           Wine event         Income         7,900         4,315         12,830         11,025         6,105         7,823           Expense         4,062         2,084         4,709         4,565         3,976         4,386           Net Income         3,838         2,231         8,121         6,460         2,129         3,437           GP%         46,6%         51,7%         63,3%         58,6%         34,9%         43,9%           Gir's Night Out         80         3,949         3,375         4,045   |                          |                  |                 |                 |             |               |                   |               |               |               |
| GP %     44.7%     37.2%       Wine event Income     7,900     4,315     12,830     11,025     6,105     7,823       Expense     4,062     2,084     4,709     4,565     3,976     4,386       Net Income     3,838     2,231     8,121     6,460     2,129     3,437       GP %     46.6%     51.7%     63.3%     58.6%     34.9%     43.9%       Girls Night Out       Income     3,949     3,375     4,045       Expense     1,160     590     897       Net Income     2,789     2,785     3,148       GP %       Total all major events       Income     39,331     45,098     42,109     37,930     79,907     43,144     39,984       Expense     17,625     16,239     14,930     14,760     34,883     18,021     22,176       Sponsorships:       Gold       Gold     6,000     6,000     6,000       Silver     7,500     9,000     500       From 2       All events with Friends       Income     56,644     55,484       Expense     18,021     22,176   | •                        |                  |                 |                 |             |               |                   |               |               |               |
| Note   |                          |                  |                 |                 |             |               |                   |               |               |               |
| Expense         4,062         2,084         4,709         4,565         3,976         4,386           Net Income         3,838         2,231         8,121         6,600         2,129         3,437           GP%         48,6%         51,7%         63,3%         58,6%         34,9%         43,9%           Girl's Night Out         3,949         3,375         4,045         4,045         5,00         897           Net Income         1,160         590         897         9,00         897         1,160         89,00         897           Net Income         2,789         2,785         3,148         2,785         3,148         2,785         3,148         2,785         3,148         3,984         2,789         2,785         3,148         3,984         2,789         2,785         3,148         3,984         2,785         3,148         3,984         2,785         3,148         3,984         2,785         3,148         3,984         2,785         3,144         39,984         2,785         3,144         39,984         2,785         1,882         1,2176         3,883         18,021         22,176         3,862         3,862         3,862         3,7190         3,883         1,802 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>  |                          |                  |                 |                 |             |               |                   |               |               |               |
| Expense         4,062         2,084         4,709         4,565         3,976         4,386           Net Income         3,838         2,231         8,121         6,600         2,129         3,437           GP%         48,6%         51,7%         63,3%         58,6%         34,9%         43,9%           Girl's Night Out         3,949         3,375         4,045         4,045         5,00         897           Net Income         1,160         590         897         9,00         897         1,160         89,00         897           Net Income         2,789         2,785         3,148         2,785         3,148         2,785         3,148         2,785         3,148         3,984         2,789         2,785         3,148         3,984         2,789         2,785         3,148         3,984         2,785         3,148         3,984         2,785         3,148         3,984         2,785         3,148         3,984         2,785         3,144         39,984         2,785         3,144         39,984         2,785         1,882         1,2176         3,883         18,021         22,176         3,862         3,862         3,862         3,7190         3,883         1,802 <td< td=""><td>Income</td><td></td><td></td><td>7.900</td><td>4.315</td><td>12.830</td><td></td><td>11.025</td><td>6.105</td><td>7.823</td></td<>  | Income                   |                  |                 | 7.900           | 4.315       | 12.830        |                   | 11.025        | 6.105         | 7.823         |
| Net Income     3,838     2,231     8,121     6,660     2,129     3,437       GP%     48.6%     51.7%     63.3%     58.6%     34.9%     43.9%       GP*Singht Out     3,949     3,375     4,045     40.45       Expense     3,949     3,375     4,045       Expense     1,160     590     897       Net Income     2,789     2,785     3,148       GP%     2,789     2,785     3,148       Total all major events       Income     39,331     45,098     42,109     37,930     79,907     43,144     39,984       Expense     17,625     16,239     14,930     14,760     34,883     18,021     22,176       Net Income     21,706     28,859     27,179     23,170     45,024     25,123     17,808       GP%     55.2%     64.0%     64.5%     61.1%     56.3%     58.2%     44.5%       Sponsorships:       Gold     55.2%     64.0%     64.5%     61.1%     56.3%     58.2%     44.5%       All events with Friends       Income     56,644     55,484       Expense     18,021     22,176       Net Income     38,623     33,308 </td <td></td>  |                          |                  |                 |                 |             |               |                   |               |               |               |
| CFP %   48.6%   51.7%   63.3%   58.6%   34.9%   43.9%  | •                        |                  |                 |                 |             |               |                   |               |               |               |
| Come   |                          |                  |                 |                 |             |               |                   |               |               |               |
| Name   |                          |                  |                 |                 |             |               |                   |               |               |               |
| Expense  | _                        |                  |                 |                 |             | 3.949         |                   | 3.375         | 4.045         |               |
| Net Income GP % 2,789 2,785 3,148 70.6% 82.5% 77.8%  Total all major events Income 39,331 45,098 42,109 37,930 79,907 43,144 39,984 Expense 17,625 16,239 14,930 14,760 34,883 18,021 22,176 Net Income 21,706 28,859 27,179 23,170 45,024 25,123 17,808 GP% 55.2% 64.0% 64.5% 61.1% 56.3% 58.2% 44.5%  Sponsorships: Gold 6,000 6,000 Silver 7,500 9,000 Bronze 500  All events with Friends Income 56,644 55,484 Expense Net Income 56,644 55,484 Expense Net Income 18,021 22,176 Net Income 38,623 33,308  |                          |                  |                 |                 |             |               |                   |               |               |               |
| GP %         70.6%         82.5%         77.8%           Total all major events           Income         39,331         45,098         42,109         37,930         79,907         43,144         39,984           Expense         17,625         16,239         14,930         14,760         34,883         18,021         22,176           Net Income         21,706         28,859         27,179         23,170         45,024         25,123         17,808           GP%         55.2%         64.0%         64.5%         61.1%         56.3%         58.2%         44.5%           Sponsorships:           Gold         6,000         6,000         6,000         6,000         6,000         6,000         6,000         9,000 <td>•</td> <td></td> <td></td> <td></td> <td>•</td> <td></td> <td></td> <td></td> <td></td> <td></td>  | •                        |                  |                 |                 | •           |               |                   |               |               |               |
| Income   39,331   45,098   42,109   37,930   79,907   43,144   39,984  | GP %                     |                  |                 |                 |             |               |                   |               |               |               |
| Expense 17,625 16,239 14,930 14,760 34,883 18,021 22,176 Net Income 21,706 28,859 27,179 23,170 45,024 25,123 17,808  GP% 55.2% 64.0% 64.5% 61.1% 56.3% 58.2% 44.5%  Sponsorships:  Gold 6,000 6,000 Silver 7,500 9,000 Bronze 7,500 9,000  All events with Friends Income 56,644 55,484 Expense 18,021 22,176 Net Income 38,623 33,308  | Total all major events   |                  |                 |                 |             |               |                   |               |               |               |
| Expense 17,625 16,239 14,930 14,760 34,883 18,021 22,176 Net Income 21,706 28,859 27,179 23,170 45,024 25,123 17,808  GP% 55.2% 64.0% 64.5% 61.1% 56.3% 58.2% 44.5%  Sponsorships:  Gold 6,000 6,000 Silver 7,500 9,000 Bronze 7,500 9,000  All events with Friends Income 56,644 55,484 Expense 18,021 22,176 Net Income 38,623 33,308  | Income                   | 39,331           | 45,098          | 42,109          | 37,930      | 79,907        |                   | 43,144        | 39,984        |               |
| GP%         55.2%         64.0%         64.5%         61.1%         56.3%         58.2%         44.5%           Sponsorships:           Gold         6,000         6,000         6,000         7,500         9,000         9,000         9,000         50  | Expense                  |                  |                 | 14,930          |             |               |                   | 18,021        |               |               |
| Sponsorships:         Gold       6,000       6,000         Silver       7,500       9,000         Bronze       500         All events with Friends       56,644       55,484         Expense       18,021       22,176         Net Income       38,623       33,308  | Net Income               | 21,706           | 28,859          | 27,179          | 23,170      | 45,024        | -                 | 25,123        | 17,808        |               |
| Gold       6,000       6,000         Silver       7,500       9,000         Bronze       500         All events with Friends       \$5,484         Income       56,644       55,484         Expense       18,021       22,176         Net Income       38,623       33,308   | GP%                      | 55.2%            | 64.0%           | 64.5%           | 61.1%       | 56.3%         |                   | 58.2%         | 44.5%         |               |
| Gold       6,000       6,000         Silver       7,500       9,000         Bronze       500         All events with Friends       \$5,484         Income       56,644       55,484         Expense       18,021       22,176         Net Income       38,623       33,308   | Sponsorships:            |                  |                 |                 |             |               |                   |               |               |               |
| Silver Bronze       7,500       9,000 500         All events with Friends Income       56,644       55,484         Expense Stepense Income       18,021       22,176 22,176         Net Income       38,623       33,308   |                          |                  |                 |                 |             |               |                   | 6,000         | 6,000         |               |
| All events with Friends       Income     56,644     55,484       Expense     18,021     22,176       Net Income     38,623     33,308  |                          |                  |                 |                 |             |               |                   |               |               |               |
| Income       56,644       55,484         Expense       18,021       22,176         Net Income       38,623       33,308  | Bronze                   |                  |                 |                 |             |               |                   | ,             |               |               |
| Income       56,644       55,484         Expense       18,021       22,176         Net Income       38,623       33,308  | All events with Friends  | i                |                 |                 |             |               |                   |               |               |               |
| Expense     18,021     22,176       Net Income     38,623     33,308   |                          |                  |                 |                 |             |               |                   | 56,644        | 55,484        |               |
| Net Income 38,623 33,308   |                          |                  |                 |                 |             |               |                   |               |               |               |
|  |                          |                  |                 |                 |             |               | -                 |               |               |               |
|  | GP%                      |                  |                 |                 |             |               |                   | 68.2%         |               |               |



## **EVENT SUMMARY**

- 1. Present Events/Options:
  - a. Girls Night Out / Third Thursday in February (2/18/16)
  - b. Scott R. Triphahn Golf Outing / Third Wednesday in June (6/15/16)
    - Reduce the number of bag raffles
    - Create a 50/50 pot
    - Offer only 3 much larger prizes
  - c. Splish Splash Family Bash / Third Friday in July (no date scheduled)
    - Create a duck run to be held the day before Seascape's Opening Day and/or final day and sell all pool season.
  - d. Uncorked and Untapped Beer/Wine Event
    - Replace Reverse Raffle Event with 50/50 pot
    - Create a Brew Fest
    - Bring in vendors to sell their wines at the event
- 2. Future Possibilities:
  - a. Dinner / Dance
  - b. Cardboard Boat Race
  - c. Zoppe Italian Family Circus
  - d. Whole Foods Caring for our Community Partnership Opportunity
  - e. Road Runner Sports Fitness Event
  - f. Ornament Sales
  - g. Duck Races
- 3. "Other" Funding Options
  - a. Giving Tree
  - b. Burger Bucks
  - c. Benevity