

**Beacon for Youth Foundation Board
Meeting Minutes 10/24/2018**

Attendees: Karen Abel, Paul Haffner, Allison Kahn, Stephen Peterson, Tom Schiller, Amy Susskind, Fran Unger, Judy Oakman, Emma Nelson, Jessica Wabler

Stephen welcomed everyone and asked for approval of the July minutes. Karen motioned. Tom seconded. The motion passed.

Governance - Elect New Secretary

Stephen stated that Fran Unger has graciously agreed to fill the position of Secretary, which is vacant due to Barry Morris' resignation from the Beacon for Youth Foundation Board to serve on the Lighthouse Board of Trustees. Stephen asked for a motion to approve Fran as Secretary. Karen motioned. Amy seconded. The motion passed.

Financial Updates

Judy shared a consolidated version of Lighthouse's year-to-date (as of 9/30/2018) Statement of Financial Position and Statement of Activities. Judy mentioned that the Beacon is in a deficit position without investment income because Ending Youth Homelessness funds are being used faster than revenue / outstanding pledges are coming in.

At the last Foundation Board meeting, Judy asked the board to approve \$255,000 out of the spending allowance (less than the 4% - \$330,000 - allowed) to cover the costs of two new case managers at Sheakley (\$100,000), operating funds for the group homes (\$75,000), and construction and program development costs for the Agricultural Learning Center (\$80,000). She was granted approval at that time, but today she asked instead for approval to use funds out of the \$583,491 unrestricted cash in the Foundation rather than liquidate funds from the endowment. This will still count toward the annual spending allowance; it simply prevents Judy from having to withdraw funds from the endowment and then deposit the surplus. Allison motioned. Paul seconded. The motion passed.

Judy talked about the cash flow concerns being created by the issues with billing out of our new Electronic Health Record (EHR) system. We have a lot of funds (Medicaid receivable) that will take a while to receive, and we have used up our line of credit. To give Judy the pre-approval to handle a possible cash flow issue in the near future, Paul asked for a motion of the following:

“RESOLVED, the trustees of the Lighthouse Beacon For Youth Foundation, Inc., hereby approve the transfer of up to \$1,000,000 to Lighthouse Youth Services, Inc. to cover short-term cash flow needs resulting from the significant Medicaid Account Receivable pending for 2018; and

FURTHER RESOLVED, the CFO of Lighthouse shall determine the amount to be drawn (if any) and notify the Foundation Board Chair of the final amount by November 30, 2018; and

FURTHER RESOLVED, any amounts drawn shall be repaid to the Foundation on or prior to January 31, 2019”

Allison motioned. Fran seconded. The motion passed.

Investment Committee Update

Tom stated we have been in a nine-year bull market and our investments have certainly benefited from that. He also acknowledged there has been some volatility this year and mentioned the Investment Committee will be considering moving a small portion of Lighthouse's portfolio into active management (versus passive) to possibly have more control during volatile times. Our consultant from Vanguard, Michael Chance, will share some more information and recommendations regarding active management with us during our next Investment Committee meeting scheduled for Wednesday, November 14.

United Way Campaign Update

Jessica shared that United Way announced they are far behind their fundraising campaign. They emailed all of their partner agencies, including Lighthouse, to advise them to expect a 15-20% decrease in funding. Jessica stated United Way funds account for less than one percent of Lighthouse's budgeted income; however, the funds are critical to providing required local match dollars for some of our large federal grants. Jessica mentioned the United Way is acknowledging changes in donor giving and has purchased a product to encourage more year-round online giving, which they will launch in 2019.

Events

2018 Fall Event – Jessica mentioned the financial results from the event are not yet finalized, but preliminary numbers show it grossed over \$91,000. The committee discussed some challenges (including the extreme heat of the day and its effect on vendor sales) and some suggestions for next year (including choosing more vendors to appeal to some of the older guests).

2019 NautiCrawl – Emma shared that 113 people attended the event, which had a gross revenue of over \$3,600. Total expenses were not available at the time of the meeting, but were expected to be around \$500.

2018 Happy Holidays – Emma stated that 120 donors have pledged to sponsor children/families so far. The mailing is being prepared to go out in early November to solicit additional support. Emma also updated the board on some of the changes to Happy Holidays this year; the event has grown considerably over the years and needed to be tweaked to accommodate the increased size of the overall effort. One major change is there will be a separate week for gift drop-off and pick-up for sponsored children/families than for those who are unsponsored. This should greatly improve the overall organization of the items received and distributed during the gift drive.

2019 Beacon – Jessica reminded everyone to save April 13, 2019 on their calendars for our Beacon Gala celebrating Lighthouse's 50th anniversary. Jessica mentioned some of the entertainment options currently being discussed, including Carmon DeLeone – the current Music Director of the Cincinnati Ballet and an accomplished musician. Lisa O'Brien has asked Rhonda Sheakley to make the initial connection and follow-up discussions will take place with the Entertainment Committee and Lighthouse staff.

Donor Development

Inside Lighthouse – Jessica indicated the next Inside Lighthouse is scheduled for November 30th at 9:00 a.m. at the future home of our boys residential treatment program (YDC) on Jefferson Ave. At this point, 25 people are planning to attend, including a large group from Hamilton County Job and Family Services. December's Inside Lighthouse will take place at 401 E. McMillan and will focus on Foster Care & Adoption as well as Early Intervention.

Safe & Supported Fundraising – Stephen gave an update on this year’s fundraising efforts for Safe & Supported. Betsy and Amy Neyer will be hosting our major donor event at their home in Clifton on Thursday, November 15th.

Thanksgiving Cards – The Thanksgiving cards have been ordered and received. We will be creating the mailing list and signing them soon. We will split up the list of those who should be thanked; some will get the cards, and some will get Thank-a-Thon calls.

Thank-a-Thon – Stephen will send out an email to ask Lighthouse Board and Beacon for Youth Foundation Board members to ask them to opt in to make the calls this year. Each person will be asked to make 10-20 calls and report back. He’ll provide a short script, which works well.

Development Plan YTD Results

Jessica shared the year-to-date results of our FY2019 Development Plan. This is the first time we have been able to track our progress toward goals in this way, due partially in part to the capabilities of our new donor database, Raiser’s Edge.

Amy asked if the \$1,600 average gift goal is realistic or too aggressive and asked if the median gift amount would be more realistic. Allison agreed that this would be good to consider. Jessica offered to provide some additional information at the next Foundation Board meeting, including the median gift amount. Jessica will also make sure there is time built into the next meeting to share some of the benchmarking we are now able to do as a result of new capabilities in our software.

Wrap-up

Jessica reviewed the 2019 Foundation Board meeting dates and said she would send out calendar invitations as well.

The next meeting will be held on Wednesday, January 23, 2019 at noon.

These minutes were respectfully submitted by Jessica Wabler, Vice President of Development & Grants.