



# SOCIETY OF ST. VINCENT DE PAUL

## NEIGHBORS HELPING NEIGHBORS

### Ad Hoc Council Board Meeting – Minutes June 6, 2024, 3:30-4:40 p.m.

Presiding: Carole Johnson, President

#### 1. Attendance:

- Voting members present or participating virtually included: Carole Johnson, Dave Little, Mary Murphy, John Stephan, Ruth Klenke, Jeanette Aubuchon, Rene Lorio, R. B. Clark III, Christine Novalis, Judy Belford, Brenda Vanderford, Melynie Blackshear, Kenneth Patterson, Paul Lodewyck, and Clay Whitener.
- Voting members absent: Russ Struttman, Bernie Sammons, Ellen Harshman, and Yolanda Diaz.
- Ex Officio or non-voting members present: John Foppe and Fr. Dan Thiess
- SVdP staff present: Chris Winkelmann, Jason Coleman, Gena Bast, John Fitzpatrick, Mike Goering, Julie Komanetsky, Steve Poppe.
- Guests: none.
- Quorum present: Yes

#### 2. Opening prayer – Carole Johnson

#### 3. Liquidity discussion – John Foppe

- Need for cash infusion:
  - As you know, for some time, cash liquidity has been tight.
    - Working to maximize store sales.
    - Eliminated discretionary costs.
    - This is the “low season” for development.
  - Current monthly average burn rate has been \$268,000-
  - Projected deficit/projected need of \$900,000 by November 30, 2024 (which includes expected development fundraising revenue of \$200,000.
- Mitigation:
  - Possible revenue increases:
    - Various store initiatives include increasing production of clothing racks (pursuing), converting Christy store to include by-the-pound clothing pricing (complete), and extending Sunday hours (complete).
      - Need additional \$9,000/day or \$1,000 per store/per day.

- Additional Development opportunities including a fundraising event, round-up campaign with a local retailer, accelerated giving with major donors, and a meeting with the Archbishop to solicit his support:
  - Confident we will achieve the \$2.5 million FY24 Development goal, aiming to exceed by 10% to \$2.75 million.
- Review endowment funds for possible distributions. We may have another \$120,000 available from the endowments.
- Possible reductions to expenses may include:
  - Consider shifting processing back to stores, potentially shuttering Cool Valley operations.
  - Layoffs, reduce/suspend 401k matching.
  - Reduce/suspend program spending, refocusing efforts on twinning conferences with NIN with those which have reserves or development capacity. Any changes in programs will include input from the Program Committee.
- Background and Timeline:
  - We moved \$1.2 million from BDF to operating funds in FY23 (April 2023). We borrowed \$400,000 from BDF so far in FY24 (in November 2023).
  - Next six weeks: more recommendations/decisions by mid-July.
  - Evaluating daily.

4. Council staff is garnering data to provide an estimate of revenue generating efforts and how much of the monthly deficit the efforts will cover. For example, after two weeks, we see that increasing clothing production at Cool Valley could increase revenue by \$9,000 per day or over \$200,000/mo. The per pound model at Christy is also expected to increase revenue. Extending store hours by one extra hour on Sunday indicates additional revenue of \$3,000 on Sundays.

5. A request and motion was made to approve withdrawing up to \$500,000 from BDF per the proposed resolution (copy attached). The funds would allow us to continue operations and give time to realize an increase in revenue from the various initiatives. Vote results were 11 ayes (in favor), and 3 nays (opposed). The motion passed.

6. A question was raised about accounting costs. Although we are in the process of hiring employees in the Accounting & Finance Department, we will continue to need help from BlueSummit for the foreseeable future.

7. Closing prayer – Fr. Dan Thiess

The Meeting adjourned at 4:23 PM

Respectfully submitted by Steve Poppe, Executive Assistant and Council Office Manager