



CEDAR LANE

WHERE **LOVE** WORKS

CLUUC Board of Trustees Meeting Minutes April 23, 2023

Attendance

Officers: Bob Essink (President), Roger Santodomingo (President-Elect), Sandy Dawsey (Secretary), Sandy Stalzer (Treasurer), Nancy Janssen (Assistant Secretary), Jack Rodgers (Assistant Treasurer)

At-Large Members: Sandy Shaw, John Dunn, Nancy Floreen, Mmamohau Tswaedi

Absent: Marilyn Emery, Eduardo Hernandez, Stephanie Williams

Staff: Abhi Janamanchi (Senior Minister), Jennifer Morley (Executive Director)

Opening

The meeting began at 1:00pm. Centering words were given by Rev. Abhi.

Executive Session

Sandy Dawsey moved and Roger Santodomingo seconded a motion for the Board to convene in Executive Session. *All in favor.*

Motion

After returning from Executive Session, Nancy Floreen moved to extend a loan of \$35,000 to our Senior Minister Abhi Janamanchi for a 3-year period at the current AFR rate, with principal and interest payable monthly, with the final document to be approved by the Executive Committee. Sandy Shaw seconded this motion. *All in favor.*

Review and Vote on the 2023-2024 Operating Budget

Jack Rodgers said that the Financial Policy Committee had met since the April 18, 2023 Board meeting and had reviewed the proposed FY24 budget again in detail, and in the end decided that it was OK as proposed. Jen said that the Board should either approve the budget as

proposed or suggest specific (line-item) changes. Nancy Floreen moved to approve the 2023-2024 (FY24) operating budget as proposed, and this was seconded by Sandy Dawsey. *All in favor*. This budget will now be presented to the congregation for questions and comments in a congregational meeting before the June 4 Annual Congregational Meeting, and will then be voted on by the congregation at the June 4 Annual Meeting.

Setting Alternative Revenue Options and Priorities

Bob reviewed the spreadsheet listing and scoring the options for increasing non-pledge revenue that came out of the two Financial Sustainability Workshops held in February and March (Appendix E), and Sandy D and Mmamohau reviewed the options that Elaine Carmichael had listed as “Givens” and “Maybes”. After discussion, there were 8 options that Board members felt were worth pursuing further:

- Increase use of facilities for memorial services
- Increase use of facilities for weddings, celebrations and cultural events
- Market the facilities for conferences and retreats
- Operate/rent to a preschool or day-care with a stronger financial model than the current preschool tenant
- Hire a communications consultant who can begin developing systems to maximize outreach and revenue from viewership, many who are non-members (assumed to include updating our website and social media presence)
- Approach congregations that are losing their space or property and offer meeting space or virtual services
- Create “Sixth and I” model for MoCo - Ticketed presentations and concerts with broad market appeal
- Develop a MakerSpace, operated by CL or an external partner/operator

The plan will be to recruit small teams to delve deeper into each option and analyze their feasibility, their revenue potential (an estimate of how much money we could expect them to bring in) in the near-term and longer-term, how much we would need to invest in money (and for how long) to make them happen, and how much staff time they would take. The hope is that these teams will work over the next few months and report back with their findings before services resume in the fall.

Nancy Floreen noted that one thing we should do as soon as possible is update our liquor license to allow for serving champagne and mixed drinks. Currently we can serve only beer and wine, and this is not enough for most weddings and celebrations. Jen said that she would like to really work on increasing the use of the facilities for memorial services and weddings, both of which bring in money and which we are already set up to do. Bob will work with Jen and others to put something in the eNews soliciting interested congregational members to join these 8 “analysis teams.”

Engagement Calls

Bob said that only 25% of the ~60 families on the list to be contacted for engagement calls have been contacted or picked to be contacted by Board members so far. He said he had made several calls, and they were very interesting and educational for him. He encouraged everyone to sign up to make additional calls, and try to have them completed by May 1.

Closing

The meeting adjourned at 2:45 pm.