

# *Friends of the Arc Foundation, Inc.*

## **Board of Directors Annual Meeting Fort Schuyler Club 254 Genesee Street Utica, NY 13501**

**September 17, 2019**

The meeting was called to order at 12:16pm by A. Carbone, President

**Present:** A. Carbone, A. Battaglia, P. Baildon, H. Agricola, M. Alsheimer, M. Galime, S. Gassner, D. Hamlin, L. Hinkleman, G. Manfredo, P. McGrath, R. Migliaccio, J. G. Raab, A. Tahan, S. Zogby  
**Excused:** J. Commisso, G. Faulkner, K. Mannella, Z. Morell, Suits, R. Zhushma  
**Absent:** A. Bondarchuk, G. Mattacola, K. Vitagliano,  
**Guest:** Steve Caruso of Caruso-McLean  
**Staff:** K. Korotzer, M. Cifarelli, M. Dudek, C. Hartwig, R. Kearns, V. Vetere, M. Entelisano

### **Introduction of New Board Members**

Greg Raab, Chair of the Nominating Committee, introduced the three new board members: Heather Agricola, Michael Alsheimer and Patrick McGrath.

Greg noted the resignation of Beth Luvera from the Foundation Board; please let him know if you have anyone that may be interested on serving on the board.

### **Slate of Officers for 2019-2020 Term**

A **motion** was made by G. Raab and **seconded** by S. Gassner to accept the Slate of Officers as presented for the 2019-2020 term. **Carried**

Current board members and agency staff introduced themselves to the new board members.

### **Minutes of the Previous Meeting**

A **motion** was made by S. Gassner and **seconded** by A. Battaglia to accept the minutes of the previous meeting as printed. **Carried**

### **Investment Review / Steve Caruso, Caruso-McLean**

The Foundation Finance Committee met earlier today; as 09/13/19 year to date investment return of 12.7% just over the benchmark of 12%; change in value of about \$170,000 to a current value of about \$1.5M; the asset mix is within the policy target; no recommendations at this time; There were no questions for Steve.

### **Finance Committee Update / Anthony Battaglia, Committee Chair**

Anthony reviewed the fiscal year to date 08/31/18; total cash of \$152,390; lifetime sponsorships of \$10,000; the accounts payable for Pour Your Heart Out have been received; reminder the fiscal year runs July 1<sup>st</sup> to June 30th. There were no questions for Anthony.

Mary Cifarelli noted the fiscal year ended June 30<sup>th</sup>; 990s were reviewed at the finance committee and will be filed by November. As of 08/31/19 cash is \$152,925 and accounts payable a minimum at \$44.00

A **motion** was made by R. Migliaccio and **seconded** by G. Manfredo to accept the treasurer's report. **Carried**

## **Fundraising Reports / Mark Dudek, Director of Development & Public Relations**

The events total for 7/1/18 to 6/30/19 fiscal year is \$151,641, with about \$58,000 of that from the Mayor's Gala; net surplus of \$109,107. Pour Your Heart Out took place twice in the fiscal year, August 2018 and June 2019; August 2018 surplus \$14,180 and June 2019 surplus \$19,560. Arctoberfest taking place at Snow Ridge on Friday, October 11<sup>th</sup> at 5pm. Swifty's golf tournament net revenue up for 2019 to \$19,558 compared to \$11,000 in 2018. The Tailor and the Cook has selected us as recipients for October to receive the proceeds from the Chef's Tasting menu orders. Annual Appeal mailing late October or early November; last year was a net of over \$10,100.

## **Arc Update / Karen Korotzer, CEO**

Karen thanked the foundation board for their work over the last year and welcomed the new board members. She noted this past year that Mark Dudek moved into the Chief Communications Officer position and Rebecca Kearns was hired as the Director of Development. We have \$58,000 from the Mayor's Gala for our 241 café space project; repairs are complete; looking for someone with design to help and looking to start to shop for equipment for the project. The care managers moved over to LIFEPlan as of July 1, 2019 after we subcontracted for a year and received that nice increase to our revenue; as of the move-over on July 1<sup>st</sup> that revenue is gone. Our telehealth equipment is all in; will be working with StationMD. New OPWDD commissioner looking at possible budget cuts and a slow down to managed care. There were no questions for Karen.

Karen introduced Chad Hartwig, Executive Director of Business Enterprises; he presented on the business enterprises including new business opportunities and those currently being explored; projects and contracts. Updates on the deli and redemption center; noted the NYSID Create project with SUNY Poly.

## **New Business / Adrienne Carbone**

Please complete the Conflict of Interest Statements and return to Mark. Strategic Planning is moving forward; strategic events planning committee; increase monies in a one, three and five year plan. Each foundation event will have a chair, and that chair filling the committee. Will send an email reminder for the strategic planning and also get the events scheduled for next year. There were no questions for Adrienne or Rebecca.

There being no further business, a **motion** was made by S. Gassner to adjourn the meeting.

The meeting adjourned at 1:07pm.

Respectfully submitted,

Maureen Entelisano  
Executive Assistant