

# *Friends of the Arc Foundation, Inc.*

## **Board of Directors Meeting Vincent B. Colgan Training Center 245 Genesee Street / Utica, NY 13501**

**Tuesday, November 12, 2019  
12:00pm**

The meeting was called to order at 12:08pm by A. Carbone, President

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

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

A **motion** was made by G. Raab and **seconded** by H. Agricola to accept the minutes of the previous meeting as printed. **There is not a quorum to approve the minutes.**

### **Finance Committee Update**

Finance Committee met last Wednesday; numbers as of 09/30/2019 includes cash of \$164,343; long term investments of \$1.5M; total assets of \$1.7M; accounts payable of \$169; net surplus of \$22,259.

**There is not a quorum to approve the report.**

### **Reports / Mark Dudek, Chief Communications Officer**

Arctoberfest was held on October 11<sup>th</sup>, surplus of \$8,907.84 up from \$6,620.00 last year; expenses down this year; \$.84 on the \$1.00; sponsorships were up although attendance was down; the venue did do a sponsorship; looking to add a raffle item to next year's event.

Need to increase the board members attendance at all events.

The Annual Appeal will be out soon. Will be participating in Giving Tuesday on December 3<sup>rd</sup>.

There were no questions for Mark.

### **Strategic Planning – Next Steps / Rebecca Kearns**

Discussion on next steps in the strategic plan; have one person from each committee, three to four people on each of the three group; look at how each topic will work together to raise more funds. Rebecca will set up power lunch meetings for the strategic plan, frame up the first cause; will email the full board.

There were no questions for Rebecca.

Karen arrived at 12:33pm.

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

Continue moving forward with 241 Genesee Street; she has spoken with Gail Manfredo; Flihan's will be coming in for equipment needs. Mayor's office has been updated on our progress.

There are possible budget cuts from the state for 2020.

It was a good year fiscally for the agency; good revenue numbers; bonus given to staff.

Karen will send initiatives to Mike Galime for Utica Council.

Governor in town today for an announcement; hopeful for downtown revitalization announcement.

**New Business / Adrienne Carbone, Board President**

Adrienne gave the floor to Rebecca to discuss the event prospect of a concert at the Stanly. Josh Turner concert at the Stanly on Friday, April 3<sup>rd</sup>; we have an opportunity to bring the concert here. Rebecca noted that he has selling out, or almost selling out, his shows. He does have a 90 day 90 mile clause. This would be a “The Arc Oneida-Lewis presents Josh Turner in concert” event; this will be on the Arc to market the event. A \$20,000 deposit to secure the event; total cost maybe \$60,000 to \$70,000. Valley Health has a model we could use; sponsorship tiers; the deadline is “soon”; discussion by the board. K. Mannella, A. Battaglia and A. Bondarchuk were called for a quorum; details noted for April 3<sup>rd</sup> concert at the Stanley with Josh Turner.

A **motion** was made by M. Galime and **seconded** by G. Raab to give authority to the Foundation Executive Committee due diligence and execute an agreement for the April event. **Carried**

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

The meeting adjourned at 1:05pm.

Respectfully submitted,

Maureen Entelisano  
Executive Assistant