

**LCS Board Meeting**  
**10:00 AM, Thursday, April 20, 2017**  
South Campus

**Members Present:**

President - Ben White (2<sup>nd</sup> term to 2018);  
Vice President - George Radford (1<sup>st</sup> term to 2018);  
Secretary - Carole Wolff (2<sup>nd</sup> term to 2018);  
Treasurer - Michael Searles (3<sup>rd</sup> term to 2019);

**Directors at Large:**

Director - Matthew Butler (2<sup>nd</sup> term to 2018);  
Director - Dee Dee Camhi (1<sup>st</sup> term to 2018);  
Director - Janis Sirany (1<sup>st</sup> term to 2019);  
Director - Nick Hanson (1<sup>st</sup> term 2019);  
Director - Cate Howell (3<sup>rd</sup> term to 2018);

**Others Present:**

Executive Director - Terry Vidal;

**Members Absent:**

Director - Roberto Serrano (1<sup>st</sup> term to 2019);  
Director - Geoffrey Kaye (1<sup>st</sup> term to 2018).

1. Call to order: President Ben White called the meeting to order at 10:04 AM. There was a determination of a Quorum with nine of eleven voting members.
2. Adoption of Agenda: M/S/C Michael Searles/George Radford to approve the revision of April 20, 2017 agenda. The Board unanimously approved.
3. Secretary's report:
  - Approval of the February 23, 2017 Minutes: M/S/C Carole Wolff/Michael Searle to approve the February 23, 2017 Minutes. The Board unanimously approved.
4. Treasurer's report: Michael Searles for February and March, 2017.

M/S/C Matthew Butler/George Radford to accept the February and March Board Report, Balance Sheet and other financial reports. The Board unanimously approved. All reports reflected that LCS is financially healthy. A public report is available in the LCS office.

- **Report to the Board on LCS February 2017 Financial Statement.**

- February income was \$9,759 under the budgeted amount. This shortage was primarily due to Membership (-\$13,079), Programs (-\$10,242), Investment Income (-\$3,028), facilities Use (-\$1,412), Fundraising (-\$92,860) and Directory (-\$27,090). This shortfall in income was partially offset by overages in Donations (\$137,952).
- Expenses for February were \$86,582 under the budgeted amount. The major contributors to these savings were below budget spending in Administration (-\$86,450), Buildings/Grounds (-\$4,888), Programs (-\$4,134), Directory (-\$250) and in Student Aid (-\$6,000), which was somewhat offset by above budget spending in Fundraising (\$15,140)
- The bottom line impact of the above is a surplus of \$198,857 due to a Capital Campaign contribution of \$144,250. The overall net result is \$221,073 above the budgeted amount.
- Year to date income was \$18,584 over the budgeted amount. This overage was primarily due to Donations (\$149,027), Programs (\$18,513), and Investment Income (\$14,695). This overage was partially offset by below budget amounts in Membership (-\$53,419), Facilities Use (-\$1,324), Fundraising (-\$41,329) and Directory (-\$67,579).
- Year to date expenses were under budget by \$25,297. This saving was primarily due to Administration (-\$63,720), Buildings/Grounds (-\$8,979), Directory (-\$500), Programs (-\$6,951), and Student Aid (-\$6,000). This overage was partially offset by an overage in Fundraising (\$60,853).
- The bottom line is a surplus of \$191,849 which is \$43,881 over the budgeted amount. With the inclusion of the Capital Campaign donation, the net surplus is \$336,099, which is \$188,131 above the budgeted amount. LCS continues to be financially sound.

- **Report to the Board on LCS March 2017 Financial Statement.**

- March income was \$18,606 over the budgeted amount. This overage was primarily due to Membership (\$40,637), Programs (\$2,756), Investment Income (\$8,341), Fundraising (\$708) and Directory (\$2,015). This shortfall in income was partially offset by shortages in Donations (-\$34,641) and Facilities Use (-\$1,210).
- Expenses for March were \$11,698 under the budgeted amount. The major contributors

to these savings were below budget spending in Administration (-\$28,235) and in Buildings/Grounds (-\$165), which was somewhat offset by above budget spending in Programs (\$8,953) and in Fundraising (\$7,749).

- The bottom line impact of the above is a deficit of \$42,012. The overall net result is \$30,304 below the budgeted amount.
- Year to date income was \$37,190 over the budgeted amount. This overage was primarily due to Donations (\$114,386), Programs (\$21,269) and Investment Income (\$23,036). This overage was partially offset by below budget amounts in Membership (-\$12,782), Facilities Use (-\$2,534), Fundraising (-\$40,621) and Directory (-\$65,564).
- Year to date expenses were under budget by \$36,995. This saving was primarily due to Administration (-\$91,955), Buildings/Grounds (-\$9,144), Directory (-\$500), and Student Aid (-\$6,000). This overage was partially offset by an overage in Programs (\$2,002) and in Fundraising (\$68,602).
- The bottom line is a surplus of \$149,837 which is \$74,185 over the budgeted amount. With the inclusion of the Capital Campaign donation, the net surplus is \$294,087, which is \$218,435 above the budgeted amount. LCS continues to be financially sound.

#### 5. Executive Director’s April, 2017 Board Report

Current Membership	Previous report	+/-
Regular 1759	1917	-158
Senior 152	122	+30
Student 1	1	0
Life 14	14	0
Honorary 1	1	0
Monthly 222	346	-124
Total 2149	2401	-252

Donations – Annual giving - Carole.

Fund Development - Terry is working with George on an annual fund survey using survey monkey. SkyMed Travel is ready to do business with LCS.

Community - Terry continues to work with CONALEP. Supposedly have meetings set with INM for the community, beginning in May. Mariachi Axixic Real approached us to help hold a fundraiser so they can perform with an orchestra in Costa Rica. He has an event planned for May 5, that includes a tequila tasting where part of the proceeds will go to them. Ninos incapacitados have approached us to do a fundraiser using our facility. Terry will be working on new PR/Marketing plan with Deidre early next week.

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Campus - Nick in transition..

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Program –Two possible candidates for Education Director have submitted proposals for fulfilling the financial objectives of the position as Michael suggested. The third candidate has not submitted one.

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Finance – Michael.

Other – Terry has sent the 2012 survey to all Board Members including questions and results (minus comments), asking them to review it and offer any input, especially committee chairs in light of the new strategic goals.

#### 6. Standing Committee Reports:

- Audit Committee: Matthew Butler, Chairperson reported. Michael is drafting a proposal for the accounting firm regarding pricing of future audit.
- Campus Committee: Nic Hanson, Chairperson. With the help of President Ben, Nic made a presentation of the campus design plan and there was an unanimous consensus.
- Community Committee: Cate Howell, Chairperson: to note that Barbara Hildt has resigned from the Board and the Committee and Cate Howell will resume the responsibility of Chairperson. The following is the report done by Barbara. reported on the committee.
  - Barbara welcomed Janis Sirany, a new LCS board member who joined our committee.
  - Barbara welcomed and introduced special guest Miguel Serrano and Eric Leal. She explained that these young Mexicans were asked to speak with us because they both have been LCS volunteers. Eric was a volunteer in the library and now volunteers with the Children's Art Program. Miguel helped his father Roberto with the translation of the Blue Pages and signage.
  - Cate commended Miquel for his work in the library and for engaging with students from Guadalajara who recently visited the campus to practice speaking English.
  - Barbara asked Eric and Miguel to share experiences and perceptions youth have of LCS.
  - Dee Dee acknowledged Roberto for his efforts in starting a chess club for children and youth which meets at noon in the LCS gazebo every Saturday. Roberto said they need to recruit more chess teachers who speak Spanish. There needs to be outreach to youth in the Mexican community.
  - Cate said the chess club needs to be formalized as an LCS program. Roberto said he planned to convene a meeting of adults willing to help organize the Chess Club so that it has officers and is structured "like a business".

Barbara reported that most youths were unaware of the LCS Student Aid (scholarship) Program for people needing financial aid for postsecondary studies. Miguel stated that it seem to be “two bridges” people cross to LCS. One is based on language and culture. The other is the “age bridge”. Most older Mexicans are not interested in being involved with LCS. Many young people could be interested.

- Finance Committee: Michael Searles requested the approval of Janis Sirany to the Finance Committee. M/S/C Michael Searles/Cate Howell to approve Janis Sirany to the Finance Committee. Discussed. The Board unanimously approved.
- Program Committee: Dee Dee Camhi, Chairperson. We are moving forward with our videos. The six have been written and approved. The next step will be to begin working with Stu Lefkowitz, a former TV producer, and Roy Nolan, a videographer, to start practicing and staging the vignettes. We are in need of an acting coach, someone for script and continuity, someone to take care of set details. Dee Dee also noted that the committee was going to start looking at the future to: relevance of 2013 list; series for new residence like “Focus on Mexico”; expansion of PEP program; SCORE/Mentorship program for Mexican business men; and customer service training.
- Fund Development Committee: George Radford, Chairperson The FDC met on April 12th and reviewed strategic objectives from the March Board retreat; membership survey for the Annual Giving Campaign; possible membership-wide survey on annual giving; Que Ganga 6 month review; and contact with AMISTAD Canada

**¡QUE GANGA!** Sales and donations continue to meet forecasts through March.

**Additional Membership Categories** is being updated.

**Annual Fund:** The FDC has been asked to review the 2016 Annual Campaign with a view to making adjustments to the 2017 version.

Regarding the Annual Giving for 2017 the giving is 32, 606.

**Capital Campaign:** Committee has been narrowing down the list for the prospective donors to kick off the campaign.

7. Old Business: None.

8. New Business:

- Next board meeting date will be June 15, 2017 at 10:00 AM.

9. M/S/C Michael Searles/George Radford to adjourn the meeting. Board unanimously

approved adjournment at 12:47 PM.

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Carole Wolff, Secretary

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Ben White, President

Date of Approval: May 18, 2017