

United Jewish Federation of Greater Stamford, New Canaan and Darien
Minutes of the Meeting of the Board of Directors
December 6, 2017

In attendance: Nancy Mimoun, Nancy Shulman, Peter Lilienthal. Ricky Arbron, David Fogel, David Stein, Belinda Lasky, Arlene, Rosen, Nan Gordon, Lorraine Kweskin, Tara Shapiro on the Phone Linda Gornitsky, Shoshana Dweck

Meeting called to order by Ricky at 7:39 pm

Ricky reviewed the 8 Crazy Nights promotion and invited everyone to Agora Spa for the opening night promotion. Ricky asked everyone to go to the website and see the various vendors that are offering to donate proceeds from sales to UJF during the promotion period (Chanukah).

Ricky reminded the board that our annual meeting was going to be held on Wednesday, December 13 with Alon Ben Gurion speaking. She invited the board to join her at the Major Donors reception beforehand.

Ricky reported on the conversation with UJF/JCC. A new committee has come together. At the first meeting we reviewed our different missions and began reimagining what a partnership of some sort could look like. Ricky will report to the board on further conversations. The next one is scheduled for January.

Diane reported that a follow up meeting for Tapestry was held . We made a little bit of money at Tapestry exclusive of staff time this year, which is not the case in prior years, we had about 100 people in attendance. The classes were well received by those there, but there was feedback from attendees and people who didn't come that they wanted more choices, and their rabbis to be included. The overall consensus of the group was that this is loved by many in our community and we do need more choices, but that we need to get back to mainly using our community members to lead the classes since we have so much talent here, and we don't need to spend as much money on the refreshments.. We can do this and keep our budget in line this way.

A working draft of the 2018 budget will be presented in January and members will have time to review and ask questions. Vote will take place at February meeting. A session will be scheduled for board members to come and ask questions.

At the start of 2018 we will switch from MIP accounting system to Quick books. Our new Donor Perfect software management system is able to "talk" to QuickBooks. By bridging the two pieces of software, there will be less room for human error and this will continue to strengthen and improve our processes in the office.

As of November 30th, the middle of super week there was \$679k cash collected. We will be switching from a cash basis to accrual basis in January. Some shared they would be happy to come to another call night and several more will be scheduled in

December. Call nights are not to be used for our major donors, but rather they are to be used for "Community Donors", those donating under \$1,000 and true clean up of the campaign.

David Fogel shared the history of the percent split for allocations. He shared the history of the designated gifts as well. Diane shared the overall themes she was hearing from donors. David suggested that the board vote a split of 70/30 local/overseas. It was suggested 35 Overseas and 65 percent local was thrown out as well. All shared in the discussion-pros, cons, designated gifts, etc. Some board members, who gave designated overseas gifts offered to put back in unrestricted or even give local to make right the skewed percentages of the past year. David F called for a vote for a 70/30 split. David Stein seconded. The vote was unanimous for the 70/30 split.

Good and welfare-Arlene shared about her trip to Cuba and the pride she felt seeing the amazing work being done on behalf of the Jewish Community and our partners JDC. Ricky thanked Nancy Shulman for her board service and was glad that she was remaining active on the Newspaper committee.

The meeting was adjourned at 8:53 PM

Respectfully submitted'

Ricky Arbron