

**Rio Grande Center for Spiritual Living
Board Meeting**

Date: January 27, 2022 **Time:** 5:35 - 7:15
Clarity, Consensus and Commitment

Board members present: Rev. Gil, Mark Ayres, Doug Bowe, John Kirk, Tamara Williams

Call to Order – Mark Ayers

Invocation – Reverend Gil

Vision/Mission/Motivational Statements – All

- Vision: Transforming Our World with the Power of Love in Action.
- Mission: Loving All Creation Through Spiritual Growth and Service; Always Staying True to Our Highest Self
- To create a world class, leading edge, replicable, cultural model to spread Science of Mind on a foundation of love, freedom and truth that stands the span of time.

Acknowledgement of Guests – Greg Gardner

Discussion Items

1. This is a special Board meeting to discuss the current financial scenario. Mark said there's currently \$3,300 remaining in savings. He said we've been very prudent about transferring money from savings to checking. This week we needed to transfer \$9,500 to cover monthly rent, payroll, and miscellaneous expenses. The Board had approved it with Clarity, Consensus and Commitment. However, we need to strategize how to handle future income and expenses.
2. Tamara said she is concerned and asked how we got here. Mark said it was a combination of events, starting from when CJ abruptly left in March. We got extremely behind with recording finances; donations weren't recorded regularly. Selena wasn't able to generate financial statements for months, and was finally able to get financials done up to October. We still need to have financials for November and December. He said our financials are available for her, but she hasn't published them.
3. John said that he had recently created financial procedures. One of the new procedures is to count and bless all the money taken in during the week, including from the bookstore, with the other donations on Sunday and then recorded on Tuesday. This amount needs to match what's in QuickBooks. John said that the Board should get copies of the batch sheets, count sheet and accounting sheet weekly. By keeping the procedure standardized, we won't have variations in accounting. John said we have five different credit card processors and proceeds from credit cards are often a month late. Also, he and Marylyn went through Breeze and saw 160 funds; some were classes that had different accounts each year.

John said he can create the financials and we don't have to rely on Selena. The Board voted that John should have online access to bank statements at United Bank with Clarity, Consensus and Commitment. A discussion ensued whether or not we need Selena; she hasn't been timely and has had bookkeeping errors. John said he can do payroll reconciliation. Mark said he wants to table this and will send John the last 3 months of invoices for him to review. If we do release Selena, that would save us \$200-\$300 per month.

John confirmed that checks written by RGCSL to others that were dated more than six months are

no longer valid. We have \$2600 such stale dated checks, mostly written to people who said they don't need the money or that the amount can be considered a donation. These amounts will be deleted from QuickBooks.

4. Rev. Gil said he will write the year-end letter to donors and Davin will send it out with a summary of their 2022 donations via Breeze and email to those with email and by mail to the rest.
5. Rev. Gil read a letter he wrote to the Board from a spiritual perspective about tithing to the Centers for Spiritual Living. The Board had postponed this tithing and he said his letter is a reality check; we need to shift our thinking and open space for more to come in. Previously the Board had donated 10% to CSL and 2% to a church in Ukraine every month. Mark said he reached out to Rev. Martha, who said RGCSL had postponed tithing to CSL in the past. The Board decided to resume tithing in September, 2023.
6. Mark said he and Rev. Martha discussed when RGCSL had created a special appeal and raised \$100,000 in the past. He suggested we could do that in conjunction with Partners in Vision, but said he's not attached to the idea.
7. Rev. Gil spoke with Rev. Martha as well, and they discussed calling donors from 2019-2020 to ask for money. During that time, 62 people donated over \$1000; of those, 14 or 15 donated \$2000-\$3000; 24 donated \$3000 or more; 1 donated \$9000 and one donated \$11,000. Mark suggested calling the 2019-2020 high-end donors as well as current community members and those who haven't pledged yet.

Rev. Martha offered to help write a script along with Mark and Rev. Gil. Mark will create a list of 10 potential callers to reach out to 8-10 people (Board members, Practitioners, and selected volunteers).

Mark suggested that we could increase our annual goal to \$280,000 to include replenishing our prudent reserve (3 months expenses: \$20,000 x 3 = \$60,000). He doesn't want us to change our \$275,000 goal for Partners in Vision; those funds will be used for this year's projected expenses. Having a Special Appeal would replenish reserves and handle short-term expenses.

Tamara expressed reservations about asking people for more money now. John said he preferred to ride it out until Partners In Vision was concluded to see how much money is raised. The Board agreed to have a special appeal if we still need to do so at the end of February to give people some space in between fundraisers.

John said that if people can pay their pledge up front, rather than monthly, it would really help. He and Marylyn are going to do that and so will Rev. Martha. He encouraged callers to discuss that with donors as well. The Partners in Vision survey will be modified to ask if people are willing to make a one-time donation and/or donate more up front, rather than monthly or quarterly.

8. Mark suggested strengthening the Board's wisdom and experience by inviting Sherry Noone to join the Board, and all agreed with Clarity, Consensus and Commitment.
9. The Board agreed that Doug, Tamara, John and Mark will make 6 to 8 phone calls to donors with Clarity, Consensus and Commitment. Mark and Rev. Gil will create a list of people to call and recruit other volunteers to make calls. Marylyn will identify 4-5 practitioners to make calls as well. Greg suggested that high-end donors might be willing to make calls.
10. The next Board meeting will be moved from Tuesday, February 21 to Friday, February 10.

Benediction – Greg closed the meeting with a Benediction.