



MOUNTAIN RESOURCE CENTER

Regular Board Meeting – May 28, 2024

Peter Brettell – President
Steve Hayes – Treasurer

Christy Seabourne – Vice-President
Christy Stricker - Secretary

Meeting was called to order at 5:30 pm by Peter Brettell.

Present: Sarah Kinzer (CEO), Steve Hayes, Addie Nicholson, Christy Stricker, Christy Seabourne, Tracy Hofeditz, Jim Walpole, Rebecca Taylor, Bruce Atchison, Miles McNamee, Clif Watkins, Jennie Guerts (CFO), Lisa Feldman (Director of Development)

Absent: Marilyn Saltzman, Gil Gomez

Mission Moment

Lisa Feldman, who has been with MRC for over 3 months, is looking at the best approach to raise sustainable and predictable revenue. MRC was focusing on online donations but those have been decreasing over time since COVID due to donor fatigue. Donors want connection and relationships with MRC. MRC needs to grow a culture of giving, for example, generating a newsletter focusing on the highlights of MRC, where the donors' dollars are going and the impact they are making. MRC needs to cultivate relationships, ask for a gift, and personally thank the donors for their gift. MRC needs to identify past donors' passions and gear the solicitation specifically to the donor. MRC is upgrading their infrastructure and systems to elevate donations. MRC will be consistent and use data with these best practices. MRC will offer opportunities for volunteer training on how to connect with donors. The board is asked to consider who they will invite to their table at the gala, and how they can support MRC.

Approval of previous Board meeting minutes

A motion to approve the March board minutes, as presented, was made by Miles McNamee, seconded by Addie Nicholson, and approved unanimously.

CEO Report

MRC has received several grants and is waiting on a few more. We are behind on our donations for this fiscal year, and this seems to be common around many non profits. MRC was awarded a license for our preschool, and Carla will be preschool director. Running a preschool will open doors for different donors. Next week MRC will launch their free summer camp, which is filled. Sarah is involved in Bright Futures Roadmap group and Colorado Gives Foundation to increase the equity of childcare in Jefferson County. MRC will be represented at the Evergreen Rodeo parade and Elevation Celebration, but not at the Chili Cook Off..

Executive Committee Report

N/A

Finance Committee Report

End of April revenue represented 82% of the budget and expenses represented 77%. Donation revenue is 53% of

the budget. Colorado Child Care State Tax credit is going to be investigated, with 50% credit going to the individual donating on their state income tax. Individual's donations under this program would come to MRC, if the donor earmarked them to the preschool. The budget represents a 7% reduction in revenues and spending compared to prior year. Included in our budget is the investment in a CD. With the opening of the preschool, MRC is looking to establish Universal Preschool Funding to support the staff and programming.

A motion to approve the 2025 fiscal year budget was made by Jim Walpole, seconded by Tracey Hofeditz, and unanimously approved.

New Business

A group of volunteers, called Community Nest, is looking to become a 501c3 and run the Resale store. They asked for a meeting to discuss their proposal. If anything continued at the Resale store it would not be under the MRC name. Community Nest asked Conifer Marketplace, if they became a 501c3, that they could take over running the Resale store rent free beginning July 1, 2024. Conifer Marketplace would release MRC of lease obligations for July. Community Nest will take over the store on July 1, 2024, as is. MRC will outline which items in the store will not be turned over to this group. MRC will try to sell as much as they can before July 1 to generate as much revenue as possible, but will continue to take donations. Rebecca Taylor will look over the agreements as a board member. MRC is sending Community Nest lease and expenses for running the store.

A motion was made by Peter Brettell, upon recommendation of the finance committee, to negotiate with Community Nest and Conifer Market Place to agree termination of the MRC lease with effect from June 30, 2024, all obligations under the current lease; negotiate an agreement with Community Nest to hand over the Resale store in an as is condition with effect from July 1, 2024, was seconded by Miles McNamee, and approved unanimously.

Gala Sept 5, 2024 at Woodlands. MRC raised \$131,000 last year. The goal for this year is \$150,000. Cost of running the gala has gone up because of inflation. Board members are asked to buy a table for \$1000, and consider inviting people who will donate to MRC.

Old Business

Wednesday June 5, 2024 is the MRC staff breakfast, provided by the board.

Adjourned at 7:01 pm by Peter Brettell.

Submitted by Christy Stricker

Approved by Board: July 23, 2024