Present via Zoom: Louie Atangan, Bryan Cleghorn, Brad Cole, Jordan DeDona, Isaac Green, Kris Grumiaux, Jeff Hansen, Beth Hogan, Barbara Johnson, Greg Kassing, Janet Lahr, Scott Marschall, Rob Mooney, Peter Nguyen, Martha Parra, Meera Pillai, Mike Rowen, David Schneider, Kari Swenson, Karen Torres, Neva Van Valkenburg, Sarah Wagner

Excused: N/A

Absent: David Nelson

Staff: Dustin Davis, Bonni Gregory, Kris Ritter, Sarah Quillen

**Welcome and Call to Order**

Brad Cole called the meeting to order at 11:03 A.M., confirming who joined the Zoom meeting.

**Approval of Meeting Minutes from September 14, 2020**

Neva Van Valkenburg made the motion to approve the minutes, which was seconded by Sarah Wagner; the motion carried.

**Report from Brad Cole**

Brad Cole reviewed the agenda for the meeting, recapped the on-going Development campaigns, and complimented Dustin Davis’ work managing the DC House expansion project. Additional topics discussed: NoVA House renovation permits, admin trailer renovation, appreciation for RMHCDC staff during a tough year, 2020 financial impact, new board members for 2022, farewell to Barb Johnson and Mike Rowen, and Board contract / conflict of Interest statement / committee selection due.

**Video**

The board viewed a slide show of participants pictures from the 2020 October Red Shoe Run 5k.

**Report from the Treasurer**

Greg Kassing reported that our revenue is down $1.4M due to COVID-related circumstances, but reduced operational expenses are offsetting some of the loss. Our projected loss was calculated to be $750-800k, then adjusted to $825-850k. Our current loss of $974k, is only slightly more than our projected shortfall. Karen Torres added there is a projected influx from capital revenue in November and December, stating “We are prepared for budget shifts”. Additional topics discussed: potential for soliciting donations of appreciated stock, donor advised funds, step up gains fees, and workplace giving increase.

**Development Committee Report**

Meera Pillai stated the board members still have time to meet their Give and Get requirements. Meera noted we are down in fundraising but are working on foundation grants and development videos. Kudos to Peter for his help on the 3D DC House video. Meera said Maroon PR is creating an expectations video for families, to be sent out prior to their arrival. Additional topics discussed: Share A Night ornament campaign, Giving Tuesday, Stock the Pantry, 40 / 40 campaign, and Red Shoe Run 5k recap.

**Orr Group presentation by Craig Shelley**

Craig led an interactive talk to jump start board members for the 2021 Give and Get push. He asked leading questions and had members give examples from their personal experiences. There were five key points to his talk: find your audience, what to say, leverage connections, make it personal, and ask RMHCDC staff for help.

**Governance Committee Report**

Louie Atangan stated there are 15 board members that have not met 2020 Give and Get requirements. He reminded the members that they need to make a personal gift, as well as the Get: “Let’s get 100% compliance”. Louie noted future member term limits: Isaac Green and Sarah Wagner end of 2021 followed by Brad Cole and Scott Marschall end of 2022. Louie asked members to think about qualified new member recruits, leaders who embrace the RMHCDC mission and bring big networks. Karen Torres said Craig Shelley will attend the next Governance committee meeting to offer recruitment tips. Brad Cole stated he wanted to see an emphasis in personal contribution in 2021 and Peter Nguyen said, “Members should feel like they have skin in the game.”

**Programs & Operations Committee Report**

Sarah Wagner reported 2021 will bring a restructuring of the Programs and Operations committee. Dustin Davis explained that due to restrictions in place by RMHC Global, we only have five families out of a max of eight, currently staying in the DC House. He also noted that we can move to the next phase of operations on Dec. 1. Additional topics discussed: INOVA 8th floor Family Room reopening, NoVA House renovation permits, and Herman Miller Cares Program for Admin trailer furnishings.

**Recognition of Board Members**

Karen Torres said farewell to Mike Rowen and Barb Johnson as their terms are coming to an end. She told them that she truly appreciates all their service and contributions. Mike stated it has been an honor and pleasure to work with such a professional team. Brad Cole thanked Mike and Barb too.

**Adjournment**

With no further business the meeting was adjourned at 12:41 P.M.