

*Since 1952, we have worked to protect your rivers from source to sea so everyone can enjoy them. Our rivers belong to all of us. We are their voice. This means we find environmental problems and fix them, across all four river states. We run community river cleanups. We remove deadbeat dams. We plant trees. We protect and restore wildlife. We speak up on behalf of your rivers.*

BOARD OF TRUSTEES MEEETING

FRIDAY, SEPTEMBER 18, 2020

Development committee 10:45 – 12:15 pm

Board meeting 12:30 – 2:30

**MEETING LOCATION:**

Somewhere on the Internet

**ZOOM CONFERENCE INFO FOR BOTH MEETINGS:**

<https://zoom.us/j/5552221199?pwd=dFNRQTZ2NGphWWdFN2grM21ibktLdz09>

Meeting ID: 555 222 1199

Passcode: 5161952

Dial in: 646 558 8656

**Connecticut River Conservancy**

**Development Committee Meeting**

**AGENDA**

**Friday, September 18, 10:45 am – 12:15 pm**

**Via Trustees’ Meeting Zoom**

**(call-in info at top of meeting agenda)**

1. **Welcome to New Members and Introductions – 5 min**
2. **Report on FY2020 Fundraising – 10 min**
3. **Report on Fundraising Progress FYTD – 5 min**
4. **Campaign for Our Rivers – 40 min**
   1. **Campaign Timeline, Case for Support, and Progress to Date**
   2. **Next Steps for Campaign Strategy**
   3. **Roles in the Campaign Committee**

**d. Next Steps and New Proposed Committee Structure**

1. **Fall Appeal and Membership Fundraising – 20 min**
   1. **Fall Appeal Timeline**
   2. **Giving Tuesday Outreach**
   3. **Trustee Referrals for New Member Recruitment**
   4. **Trustee Role in Appeal Follow Up and Thank Yous**
2. **Next Steps and Next Meeting – 10 min**

Board Meeting 12:30 – 2:30

AGENDA & MEETING DETAILS

BOARD OF TRUSTEES MEETING 12:30 – 2:30

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| AGENDA ITEM | TYPE | MATERIAL IN PACKET | PERSON |

A. Welcome & check-ins (10) DISCUSSION No Bob

B. Consent Calendar (5) DECISION Yes Bob

* Minutes of May & June meeting
* Contracts signed / fiscal sponsorship
* Grants report
* Land Conservation Program report

C. Finance & Development Report (20) DECISION Yes Kate/Andy/Corey

* FY20 EOY report
* FY 21 YTD status
* Recap of FY21 budget & reduction cascade
* Review of grant revenue and non-profit accounting

D. Campaign for Our Rivers (30) INFORMATION No Andy/Brett

* Staff will present an overview of the campaign origin, development, and status

E. Affiliations & Partnerships (15) DECISION No Andy/Sarah

* Fort River Watershed Association – our 2nd affiliation
* Where are there other opportunities to evaluate?

F. Finance & Administrative Updates (10) INFORMATION Yes Andy/Phil

G. Executive Session (30) DISCUSSION No Board

BOARD AGENDA DETAIL

As you have likely seen Melody Foti has submitted her resignation as Chair and as a member of the Board of Trustees.  The meeting on Friday will be chaired by Bob Sproull who is serving as vice-chair.  There will be opportunity during this meeting for discussion on next steps.  The agenda for the meeting was developed with the input of several of the Trustees.

B. Consent calendar

This includes the usual items, but please continue to note the Land Conservation Report.

C. Finance and Development Report

This is the usual report, but I have included a copy of the FY 21 budget which includes the “reduction cascade” illustrating how staff has proposed to make reductions in the event of funding shortfalls. As well Kate will be reviewing how grants are managed in a non-profit accrual accounting system.

D. Campaign for Our Rivers

In coordination with the Executive Committee staff has prepared a briefing on the Campaign for Our Rivers in order to give the entire Board a common update on how the campaign was created, the details of the case statement, and how we are planning for both the successful conclusion and out years of the campaign when the pledges are completed.

E. Affiliations & Partnerships

This item will allow you to meet Sarah Rippere, our Data Ranger and Membership Coordinator as well as hear about our second affiliation arrangement with the Fort River Watershed Association. Affiliations and partnerships are a strategic part of our organization’s growth and there are more opportunities being incubated.

F. Executive Session

The Executive Committee will be in two parts with Andy being available at the beginning to debrief and listen regarding Melody Foti’s resignation. The second will be for just the Board.