**Board Members in Attendance**

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|  |
| X | Mark Mesdag - Chair | E | Joy Lyon |  | **Staff** |
| X | Karen Crane – Past Chair | X | Brittany Pace | X | Wayne Stevens |
| X | Warren Russell – Chair Elect | X | Chris Pace | X | Sara Truitt  |
| E | Ann Gifford– Secretary | X | Praveen Mekala |  |  |
| X | Karmen Bowman  | E | Fred Parady |  | **Guest(s):** |
| E | Kendri Cesar | X | Millie Ryan | X | Samantha Dye, Dye Consulting |
| X | Rosemary Hagevig  | X | Robbie Stell |  |  |
|  |  |  |  |  |  |
| Legend:    X = present           E = excused absence         T = teleconference A=absent |

**Call to Order and Introductions**

Chair Mesdag called the meeting to order at 5:25 PM. A quorum was established with ten members present.

**Approval of Agenda**

**Motion: Board Member Hagevig moved to adopt the agenda as presented. Chair Elect Russell seconded the motion.**

Chair Mesdag asked if there were any objections to adopting the agenda as presented.

Members expressed no objections to the adoption of the agenda as presented.

**With no objections, the agenda was adopted as presented.**

**Approval of Minutes**

**Motion: Board Member Hagevig moved to approve the minutes from the December 15, 2016 Board of Directors meeting. Chair Elect Russell seconded the motion.**

**Motion to approve minutes as presented was approved unanimously.**

**Motion: Board Member Hagevig moved to approve the minutes of the January 21, 2017 Annual Board meeting. Chair Elect Russell seconded the motion.**

**Motion to approve minutes as presented was approved unanimously.**

**PRESENTATIONS** – **Fund Development** **presentation – Samantha Dye, Dye Consulting**

Chair Mesdag welcomed Ms. Dye and asked Board members to introduce themselves.

President/CEO Stevens shared his thoughts behind inviting Ms. Dye to make a presentation on fund development. His hope is to help board members be confident in their ability to ask for financial support for United Way from anyone they meet. The biggest reason most people don’t give is they were never asked to give. He hoped to engage Ms. Dye to help board members develop and strengthen skill sets to make them as comfortable asking for support as asking about the weather.

Ms. Dye outlined her experience in fund development having raised $75,000 each year for six years to support her work in South Africa.

She talked about knowing your mission and being able to share it concisely and with impact.

The mission answers questions about what does the organization stand for, who it does its mission for and how it does the work.

She then shared six keys to fund development

 1. Know your mission

 2. Know what connects you to the mission of the organization

 3. Know your role as a supporter and advocate of the mission

 4. Connect others to the mission of the organization

 5. Invite others into the mission of the organization

 6. Share how their support helps further the mission of the organization

Ms. Dye discussed the six points with the board and encouraged board members to become comfortable asking people – friends, business acquaintances - to help support the mission and organization.

**Committee Reports**

**Resource Development**

**Finance Committee – Karmen Bowman**

Treasurer Bowman reported that there had not been a meeting this month. Report was not provided.

**Campaign Committee – Mark Mesdag, Kendri Cesar**

**Events Committee – Orca Point Dinner Cruise May 3, 2017 – Brittany Pace**

**Governance**

**Board Development Committee – Mark Mesdag, Warren Russell**

Chair Mesdag reported that he and Chair Elect Russell will be meeting with a potential board member on February 22.

**Personnel Committee – Ann Gifford, Rosemary Hagevig**

No activity to report

**VI: STRATEGIC DISCUSSIONS – Review Materials from February 04, 2017 meeting**

President Stevens presented the materials produced by Jayne Andreen who graciously facilitated the February 04, 2017 meeting. Board members reviewed materials, discussed ways forward and ultimately directed staff to conduct an electronic poll of the board to determine the top two action items in each of the four major categories of Southeast Alaska Awareness and Outreach; Strengthen Partner Agencies; Fund Raising and Diverse, Strong, Informed Board.

**New Business**

**Check Signers Resolution**

Stevens presented Resolution 2017 -001, a resolution of United Way of Southeast Alaska authorizing the following board members as signers on the bank accounts at Wells Fargo Bank and Alaska USA Federal Credit Union.

Karen Crane, Past Chair

Mark Mesdag Chair

Warren Russell, Chair Elect

Karmen Bowman, Treasurer

**Motion: Board Member Hagevig moved to approve Resolution 2017-001 authorizing signers on the organization’s bank accounts. Treasurer Bowman seconded the motion.**

**Motion to approve Resolution as presented was approved unanimously**

**AmeriCorps program –**

President Stevens reported that our Resource Development Director had attended a Serve Alaska training session on the AmeriCorps program January 24 and 25th. She participated in extensive conversations about the program, requirements and financing and we are proceeding with the grant application. RDD Truitt added that she is currently working with several partner agencies to recruit positions and develop job descriptions and is working with Serve Alaska and with Wayne to understand the budget requirements of the grant. RDD Truitt also reported that the position descriptions would be developed for a variety of non-profit service organizations, addressing issues such as early childhood development, domestic violence prevention and behavior education supports among others.

**Chairs Report – Chair Mesdag**

Chair Mesdag noted that he had nothing further to report at this time. He reiterated the appreciation he had for the well-attended and thoughtful discussions at the strategic planning sessions. He is excited for the direction we are headed.

**Resource Development Director Report – Sara Truitt**RDD Truitt reiterated the application process for AmeriCorps was underway. She identified that she was looking for approximately 12 host positions and had 6 so far. Board Member Mekala noted that his organization SEARHC might be interested in three members to work on insurance connections among uninsured. RDD Truitt explained that positions like that were what she was looking for and noted that AEYC and REACH – also agencies represented on the board – were seeking members.

**President’s Report**

President Stevens pointed out his activity reports for the months of December and January, which were included in the packet for review. President Stevens noted that Jessie Wuerst, Lori Hermanson, and Thomas Dempsey of AVISTA, along with Tim McCleod of AEL&P, made a presentation of a check to United Way on Tuesday, December 13. He thanked those board members who were able to participate in the check presentation.

**Board Member Comments**

None

**Adjournment**

Chair Mesdag adjourned the meeting at 7:00 PM