

**Mission Statement:** "United Way collaborates with partner agencies to strengthen and improve the Health, Education and Income Stability in Southeast Alaska."

**United Way of Southeast Alaska**  
**Board of Directors Meeting**  
**Thursday, November 15, 2018**  
**5:15 PM - 7:00 PM**  
**3225 Hospital Drive, Suite 106**  
**Teleconference: (800) 315-6338 Code: 32251#**

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- I: CALL TO ORDER & INTRODUCTIONS**– Warren Russell
- II: APPROVAL OF AGENDA**– Corrections /Additions
- III: APPROVAL OF MINUTES**– Corrections /Additions
  - September 20, 2018 Meeting Minutes
  - October 18, 2018 Meeting Minutes
- IV: PRESENTATIONS**–
- V: COMMITTEE REPORTS**–
  - Resource Development:**
    - **Finance Committee**– Karmen Bowman, Treasurer, Mark Mesdag  
August & September Finance Report
    - **Campaign Committee**– Kendri Cesar, Warren Russell, Jennifer Treadway, Tom Sullivan
      - **Donor Dev. & Sust. / Giving Tuesday**– Kaylee Matheny & Samantha Dye
    - **Events Committee**– Karmen Bowman, Sasha Moore, Robbie Stell
    - **Nonprofit Executives**– Joy Lyon, Millie Ryan
  - Governance Committee:**
    - **Board Development Committee**– Warren Russell, Mark Mesdag,
    - **Personnel Committee**– Jennifer Treadway, Warren Russell
- VI: STRATEGIC DISCUSSIONS**– Strategic Plan, Awareness, Fundraising, Engagement (**SAFE**)
  - UWSEAK Board Assessment
- VII: OLD BUSINESS**–
  - CEO Evaluation
  - Board Assessment
- VIII: NEW BUSINESS**–
  - Set Date for January Annual Meeting
- X: CHAIR REPORT**–Warren Russell
- XI: PRESIDENTS REPORT**– Wayne Stevens
- XII: BOARD MEMBER COMMENTS**–
- XIII: ADJOURNMENT**–

**Next Meeting December 20, 2018**

**Vision Statement:** "United Way of Southeast Alaska addresses individual needs and improves lives by organizing the caring and collaborative power of our communities"

### 2018 Board Member Attendance

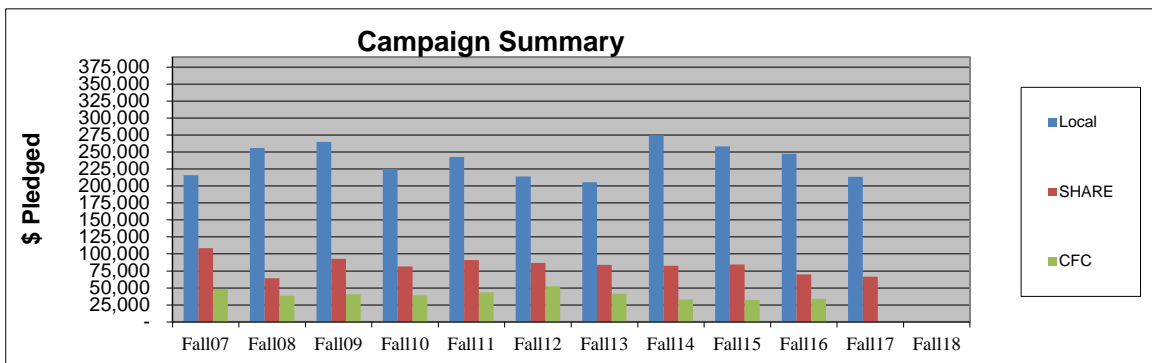
Term Ends	First Name	Last Name	1/25	2/15	3/15	4/19	5/17	6/21	7/19	8/16	9/20	10/18	11/15	12/20	%Attendance	X's	Total
Jan - 2020	Karmen	Bowman	X	X	X	X	X	X	X	X	X	X			100%	10	10
Jan - 2020	Kendri	Cesar	X	X	X	E	X	E	X	X	X	X			80%	8	10
Jan - 2021	Jennifer	Treadway-O'Dea	X	X	X	E	X	X	X	X	X	E			80%	8	10
Jan - 2020	Joy	Lyon	E	X	E	E	X	T	X	X	X	X			70%	7	10
Jan - 2019	Mark	Mesdag	X	T	T	X	X	X	X	E	X	X			90%	9	10
Jan - 2021	Sasha	Moore						X	X	X	X	E			80%	4	5
Jan - 2020	Brittany	Pace	X	X	X	X	E	A	A						57%	4	7
Jan - 2020	Chris	Pace	X	X	X	E	E	A	A						43%	3	7
Jan - 2020	Fred	Parady	E	X	E	E	X	E	E	X	X	E			40%	4	10
Jan - 2021	Warren	Russell	X	X	X	E	X	X	X	X	X	E			80%	8	10
Jan - 2019	Millie	Ryan	E	X	X	X	E	X	E	X	X	X			70%	7	10
Jan - 2019	Robbie	Stell	X	E	X	E	X	X	E	X	E	X			60%	6	10
Jan - 2021	Tom	Sullivan	-	-	E	X	X	E	X	X	E	X			50%	5	10
Jan - 2021	Karen	Wright	X	T	E	-	-								40%	2	5
<b>Total # of Board Members</b>			12	12	13	12	12	13	13	11	11	11	11	11	68.55%	85	124
<b>Attendance</b>			9	11	9	5	9	8	8	10	9	7	-	-			
<b>Average Percentage Attending</b>			75%	92%	69%	42%	75%	62%	62%	91%	82%	64%	0%	0%	55%		
<b>X = Attended      T = Teleconferenced      E = Excused      A = Absent</b>																	

**United Way of Southeast Alaska  
Financial Summary  
August 31, 2018**

Revenues	Year to Date	Prior YTD	Year to Date	Variance
	Actuals	Actuals	Budget	
<b>Fall 16 Campaigns</b>				
Private Cpgn to UW	139,311	213,379	-	139,311
Community Impact Revenue	58,853	26,153	-	58,853
Designations from Other United Way	15,205	7,734	-	15,205
SHARE to UW	66,682	69,773	-	66,682
CFC to UW	-	34,229	-	-
<b>Total Gross Campaign Revenue</b>	<b>280,051</b>	<b>351,268</b>	<b>-</b>	<b>280,051</b>
Less Designations Expense	(126,105)	(173,494)	-	(126,105)
Uncollectible Pledge Expense	(2,374)	-	-	(2,374)
<b>Net Campaign Revenue</b>	<b>151,572</b>	<b>177,773</b>	<b>-</b>	<b>151,572</b>
15% Designation Processing Revenue	21,373	7,750	-	21,373
<b>Subtotal Campaign</b>	<b>172,945</b>	<b>185,523</b>	<b>-</b>	<b>172,945</b>
<b>Non-Campaign Income</b>	<b>258,233</b>	<b>58,362</b>	<b>-</b>	<b>258,233</b>
<b>Total Revenues</b>	<b>431,179</b>	<b>243,885</b>	<b>-</b>	<b>431,179</b>
<b>Expenses</b>				
Human Resources	299,410	158,922	-	(299,410)
Travel & Training	9,193	2,707	-	(9,193)
Community Impact	-	5,000	-	-
Other Expenses	139,274	64,894	-	(139,274)
<b>Total Expenses</b>	<b>447,877</b>	<b>231,522</b>	<b>-</b>	<b>(447,877)</b>
<b>Net Income (Loss)</b>	<b>(16,699)</b>	<b>12,363</b>	<b>-</b>	<b>(16,699)</b>

**Liquidity (Current Ratio)**

Assets, Liabilities & Equity	Current Year	Prior YTD	August	Current FY	Prior FY
				July	September
<b>Assets</b>			<b>July</b>	1.19	1.32
Cash	14,156	74,725	<b>June</b>	1.18	1.42
Accounts Receivable	111,590	116,761	<b>May</b>	1.35	1.60
Other	23,603	568	<b>April</b>	1.38	1.48
<b>Total Assets</b>	<b>149,350</b>	<b>192,055</b>	<b>March</b>	1.38	1.90
<b>Liabilities &amp; Equity</b>			<b>February</b>	1.54	2.04
Agency Designations Payable	82,595	131,904	<b>January</b>	1.80	2.07
Other	49,259	13,086	<b>December</b>	1.15	1.71
Equity	17,496	47,065	<b>November</b>	1.02	1.67
<b>Total Liabilities &amp; Equity</b>	<b>149,350</b>	<b>192,055</b>	<b>October</b>	1.22	1.63
	-	-	<b>September</b>	1.15	1.55



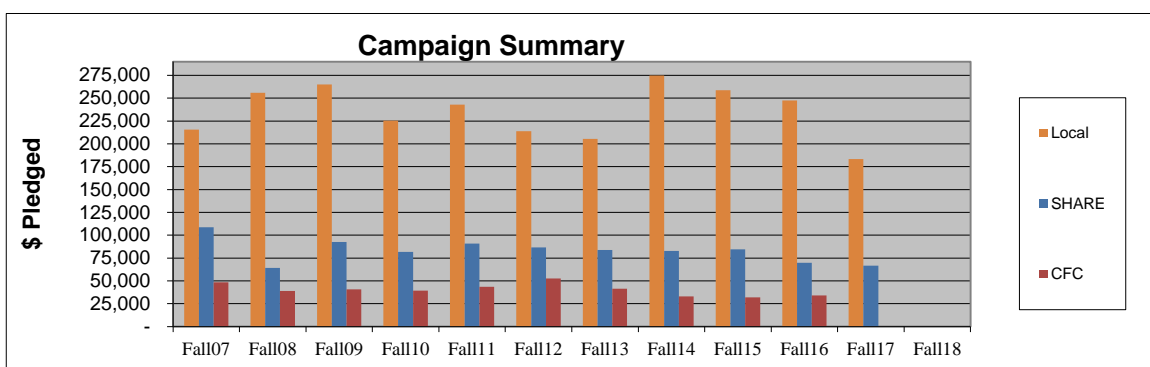
Campaign Collections	Private	SHARE	CFC	TOTAL
<b>Fall 17</b>				
<b>Total Campaign Pledges</b>	<b>212,878</b>	<b>66,682</b>	<b>-</b>	<b>279,560</b>
Designated to UW	136,878	737	(31,550)	106,065
Designated to Agencies	75,999	65,946	31,550	173,494
Total Collections to date	134,635	33,335	-	167,970
% Collected	63%	50%	0%	60%
<b>Fall 16</b>				
<b>Total Campaign Pledges</b>	<b>222,931</b>	<b>69,773</b>	<b>34,229</b>	<b>326,933</b>
Designated to UW	160,574	6,024	34,229	200,828
Designated to Agencies	62,357	63,748	-	126,105
Total Collections to date	215,066	69,773	34,229	319,068
% Collected	96%	100%	100%	98%

**United Way of Southeast Alaska  
Financial Summary  
September 30, 2018**

Revenues	Year to Date	Prior YTD	Year to Date	Variance
	Actuals	Actuals	Budget	
<b>Fall 18 Campaigns</b>				
Private Cpgn to UW	-	9,150	-	-
Community Impact Revenue	-	-	-	-
Designations from Other United Way	-	-	-	-
SHARE to UW	-	-	-	-
CFC to UW	-	-	-	-
<b>Total Gross Campaign Revenue</b>	-	9,150	-	-
Less Designations Expense	-	(25)	-	-
Uncollectible Pledge Expense	-	-	-	-
<b>Net Campaign Revenue</b>	-	9,125	-	-
15% Designation Processing Revenue	-	4	-	-
<b>Subtotal Campaign</b>	-	9,129	-	-
<b>Non-Campaign Income</b>	38,062	112,240	-	38,062
<b>Total Revenues</b>	38,062	121,368	-	38,062
<b>Expenses</b>				
<b>Human Resources</b>	31,825	-	-	(31,825)
<b>Travel &amp; Training</b>	4,984	6,749	-	(4,984)
<b>Community Impact</b>	-	-	-	-
<b>Other Expenses</b>	16,496	-	-	(16,496)
<b>Total Expenses</b>	53,305	6,749	-	(53,305)
<b>Net Income (Loss)</b>	(15,243)	114,619	-	(15,243)

**Liquidity (Current Ratio)**

Assets, Liabilities & Equity	Current Year	Prior YTD	Liquidity (Current Ratio)	
			Current FY	Prior FY
<b>Assets</b>				
Cash	408	56,556	<b>August</b>	1.13
Accounts Receivable	95,314	72,597	<b>July</b>	1.19
Other	39,379	13,620	<b>June</b>	1.18
<b>Total Assets</b>	135,101	142,774	<b>May</b>	1.35
<b>Liabilities &amp; Equity</b>			<b>April</b>	1.38
Agency Designations Payable	82,595	8,072	<b>March</b>	1.38
Other	52,527	78,161	<b>February</b>	1.54
Equity	(20)	12,460	<b>January</b>	1.80
<b>Total Liabilities &amp; Equity</b>	135,101	142,775	<b>December</b>	1.15
	-	(1)	<b>November</b>	1.02
			<b>October</b>	1.22
			<b>September</b>	1.15



Campaign Collections	Private	SHARE	CFC	TOTAL
<b>Fall 18</b>				
<b>Total Campaign Pledges</b>	-	-	-	-
Designated to UW	-	-	-	-
Designated to Agencies	-	-	-	-
Total Collections to date	9,782	-	-	9,782
% Collected	0%			
<b>Fall 17</b>				
<b>Total Campaign Pledges</b>	212,878	66,682	-	279,560
Designated to UW	212,853	66,682	-	279,535
Designated to Agencies	25	-	-	25
Total Collections to date	141,128	33,335	-	174,463
% Collected	66%	50%	0%	62%

# Board Report Table/Chart Explanations

## —Campaign Summaries Definitions—

<b>Total In</b>	Total In = Processed + Verbal + Reported
<b>Processed</b>	Contributions that have been finalized. Includes all pledges from both renewable and non-renewable transactions in <i>Closed</i> Envelopes (The Envelope and all entered transactions, deposit made and envelope closed).
<b>Goal</b>	The Goal amount is the money you expect to raise. When calculating the Goal, Card Value is taken into consideration (Goal should equal Card Value then increased by 10%).
<b>Card Value</b>	The expected annual gift amounts based on an account's renewable dollars from the previous campaign year.
<b>Percent of Total</b>	The percent of the grand total of Total In.
<b>Percent of Goal</b>	The percent that the Total In for that record matches the Goal. Example: Percent of Goal = Total In / Goal X 100%
<b>Received</b>	The amount paid by the donor to the Fundraiser.

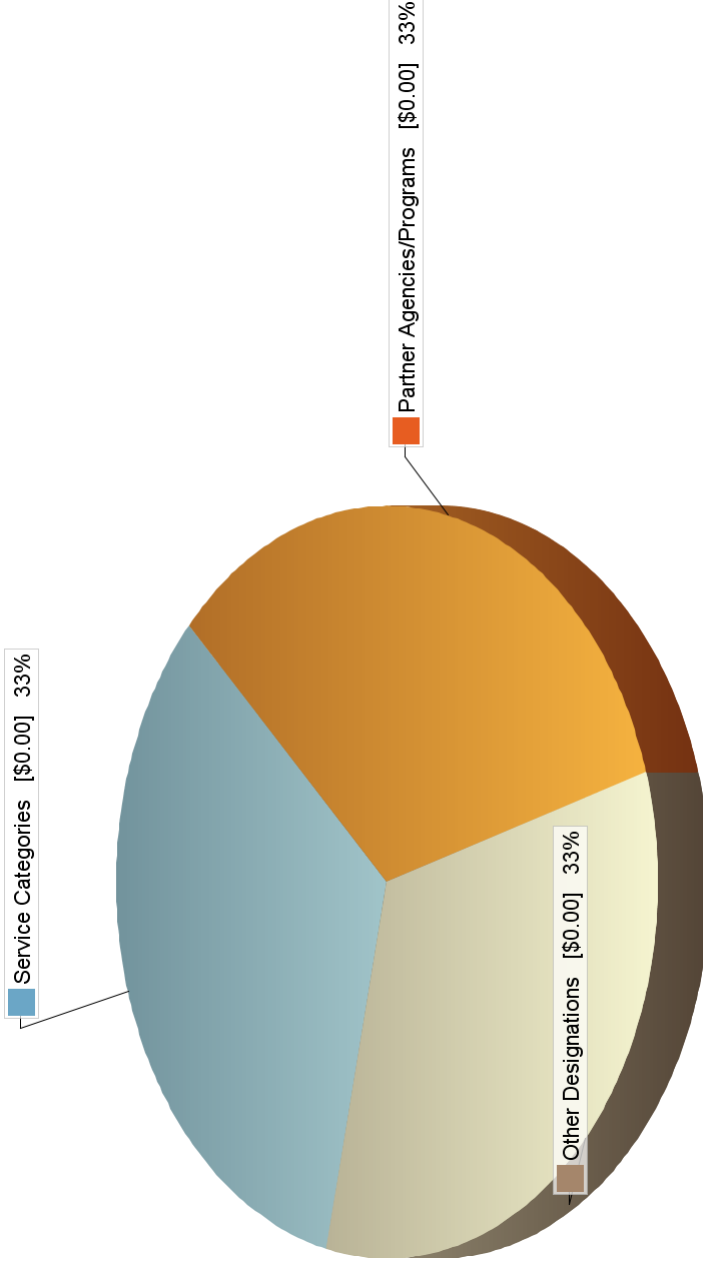
## —Lapsed Corporate Donors—

Lapsed Corporate Donors are all the organizations that donated to the 2016 campaign but **NOT** to the 2017 campaign.

## —Designation Chart—

<b>Service Categories</b>	Dollars designated to Education, Income, and/or Health
<b>Community Impact Agenda</b>	Dollars designated to Community Impact Agenda
<b>United Way of Southeast Alaska</b>	Dollars designated to UWSEAK
<b>Partner Agencies/Programs</b>	Dollars designated to Partner Agencies/Programs
<b>Other Designations</b>	Dollars designated to Write In's, Unaffiliated Agencies/Programs
<b>Undesignated</b>	Dollars undesignated by the donor

## Designation Chart



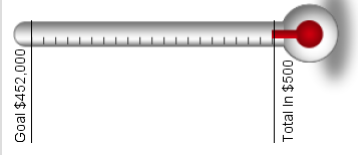
## Lapsed Corporate Donors

Organization
Advanced Supply Chain International
Alaska Railroad Corporation
Alaska Vision Center
Alaska West
Bank of America
Baxter Bruce & Sullivan P.C.
Boulder Healthcare Services Management
BP Contractors
CFC of Fort Walton Beach
CFC of the Midwest Area
CFC of the National Capital Area
CFC of Northern New England
CFC of Overseas
CFC of SHR
CFC of South Hampton Roads
CFC Southeast Tristate Region
Chugach Alaska Services
Combined Federal Campaign
Glacier Valley ANS Camp 70
Hawaii Pacific Area CFC Aloha United Way
IBEW 1547
Juneau Real Estate
Loren and Carolyn Rasmussen Living Trust
McDowell Group
Papa Johns Pizza Alaska
PCL Construction Services, Inc. Anchorage - Buildings Construction
Peninsula Combined Federal Campaign

## Campaign Summaries

Campaign Type	Total In	Received	Processed	Percent of Total	Goal	Percent of Goal	Card Value
Corp Gift	\$500.00	\$10,832.25	\$0.00	100%	\$0.00	0%	\$38,186.21
Employee Gift	\$0.00	\$500.00	\$0.00	0%	\$0.00	0%	\$122,192.54
Individual	\$0.00	\$6,020.00	\$0.00	0%	\$0.00	0%	\$37,357.00
Workplace Special Events	\$0.00	\$0.00	\$0.00	0%	\$0.00	0%	\$295.00
<b>Total</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>	<b>\$452,000.00</b>	<b>0%</b>	<b>\$0.00</b>
<b>CAMPAIGN TOTAL</b>	<b>\$500.00</b>	<b>\$17,352.25</b>	<b>\$0.00</b>	<b>100%</b>	<b>\$452,000.00</b>	<b>0%</b>	<b>\$198,030.75</b>
<b>GRAND TOTAL</b>	<b>\$500.00</b>	<b>\$17,352.25</b>	<b>\$0.00</b>	<b>100%</b>	<b>\$452,000.00</b>	<b>0%</b>	<b>\$198,030.75</b>

## Progress To Goal





Food Services Office  
10014 Crazy Horse Drive  
Juneau, AK 99801-8529  
(907) 796-5384

Dear Parents/Guardians of Juneau School District Students,

The Juneau School District is pleased to offer a “universal breakfast” program at the elementary and middle schools. All students are welcome and encouraged to share a healthy morning meal together every day free of charge. Our goal is to continue this program and we need your help!

The Juneau School District has wonderful partners in the Juneau Community Foundation, United Way of Southeast Alaska, Alaska Native Sisterhood Camp 70, Alaska Native Brotherhood Camp 70, Tlingit and Haida Indian Tribes of Alaska, the Benito and Frances C. Gaguine Fund, and many other groups and individuals who have made donations to this endeavor. The sustainability of this program depends on our continued partnership.

Families can also help provide a great start to the day for all our students.

If you think your children might be eligible for free and reduced meals (for example a family of four earning less than \$40,794) a year, please contact our Food Service Office to request an application (796-5384 or 523-1762. You can also apply online at [schoolcafe.com](http://schoolcafe.com)). Enrollment is important and helps support the program by generating additional federal funding for breakfast.

If you don't qualify for federal funding but want to ensure that all students can have breakfast on school days, please consider making a donation of any amount. Public support is critical to continuing the universal breakfast program.

Donations to the universal breakfast program by check can be mailed to: Juneau School District, Food Services Office, 10014 Crazy Horse Drive, Juneau, Alaska 99801. Cash and/or check payments are accepted at any school offices. Please indicate in the memo line of your check that your donation is made to the JSD universal breakfast program. If you make a cash donation, please inform the office staff of this as well.

If you have any questions, or need more information, please feel free to contact me anytime.

Thank you!

Adrienne Schwartz  
Food Services Supervisor  
907-796-5384  
[adrienne.schwartz@juneauschools.org](mailto:adrienne.schwartz@juneauschools.org)



“This institution is an equal opportunity provider.”

## Presidents Report for November 15, 2018

### Meetings

- 10/19 – STEPS Grant Data conversation Emily Ferry, Pat Sidmore
- 10/20 – SAIL 40<sup>th</sup> Anniversary Gala - vent
- 10/23 – UWW Webinar Early Childhood #onversation Joy Lyon; Lunch w/ John & Sherry Williams
- 10/24 – Glenn Reed, Tom Gemmel, Fisheries y pdate
- 10/25 – Foraker Fundraising Webinar w/ Kaylee
- 10/26 – Lynden/AML #ampaign hresentation; Southeast Alaska Foodbank ° nnual U eeting
- 10/30 – Rotary U eeting; Beth Weldon Mayor's Office UWSEAK y pdate
- 10/31 – Alaska Day Holiday \ bservance
- 11/ 1 – Kim Kiefer Campaign ) discussion/hlanning; Foraker Fundraising ‡ ebinar w/ Kaylee
- 11/ 5 – Qunch w/ Kim Kiefer, Janey Lester, Warren Russell #ampaign hresentation hlanning
- 11/ 6 – Rotary U eeting
- 11/ 7 – Credit Union Get Real Financial Reality Fair; Qunch w/ Lennie Gorsuch Allen Marine; Campaign hresentation Riverbend Elementary
- 11/ 8 – Foraker Public Policy #ommittee U eeting; Foraker Fundraising ‡ ebinar; Chamber U eeting; ROCK Juneau U eeting
- 11/ 9 – Lunch w/ Dawn Wesley
- 11/13 – Rotary U eeting
- 11/14 – AmeriCorps †olunteer @nterview; Hope Endowment Fund ) discussion
- 11/15 – Chamber hresentation; United Way Board U eeting

### Worked on Following Tasks –

- ❖ AmeriCorps Reporting
- ❖ STEPS Grant
- ❖ 2018 Campaign -xecution
- ❖ 2018 Campaign hresentations
- ❖ Financial Review hrep
- ❖ Chamber Presentation hpreparation
- ❖ Sitka Chamber Presentation
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