



**Eureka Schools Foundation**  
**Minutes of the Regular Meeting of the 2009 Operating Committee**  
**Wednesday, August 12, 2009**

The Operating Committee of the Board of Directors of the Eureka Schools Foundation, a California nonprofit public benefit corporation, held its regular meeting on Wednesday, August 12, 2009, at 5:30 p.m. at the Eureka Schools District Office, 5455 Eureka Road, Granite Bay, California.

***Attendance***

Greg Sazima, President, called the meeting to order at 5:35 p.m.

Present at the meeting, from the Operating Committee, were Greg Sazima, Renee Nash, Marisa Schorer, Dina Burns, Craig Ryder, Gloria Costigan, Cheryl Nelson, and ex-officio members Lori Dangberg and Superintendent Tim McCarty.

Also present were Scott Pease, T.C. Beier, Warren Holt, Shelli Teed-Bose, Scott Wilson, Sherri Goode, Robyn Harris, Craig Lyman, Tom Cologna, and ESF Executive Director Julie Guerrero.

***President's Report/Operations***

Greg welcomed everyone back from the short summer break. He reviewed ESF's success in light of the challenging economic times. Our fundraising has remained strong, with \$275K raised since January 2009. Currently, the EUSD budget remains in flux, with more tangible news to be reported in the next few months. We need to continue to work on bringing in new volunteers and generating new Board members.

Greg then reviewed the "upcoming events" calendar and talked about the BTSN activities.

***Board Changes***

Greg welcomed Eric Teed-Bose and Shelli Teed-Bose. Shelli talked about working on the Country Faire and said they will "tag team" this year. He has also asked the Board to appoint Craig Lyman to the Board. Greg also asked the Board to move Warren Holt to the Operating Committee.

*MOTION:* Craig Ryder moved to appoint Eric and Shelli to the Board ; T.C. seconded the motion, which was approved by the Board.

*MOTION:* Renee Nash moved to appoint Craig to the Board ; Greg seconded the motion, which was approved by the Board.

*MOTION :* Cheryl Nelson moved to appoint Warren to the Operating Committee ; Renee seconded the motion, which was approved by the Board.

Scott Wilson was also “auditing” for the day, and the Board hopes he will consider joining.

Greg also thanked other individuals for their service to ESF.

### ***Minutes***

*MOTION:* After Renee Nash made a motion to approve and accept the June minutes, it was seconded by Cheryl Nelson and was approved by the Board.

### ***Gratitude Break:***

Renee talked about Sherri Goode and her service to ESF and the community, particularly with the auction. Cheryl also spoke of Sherri’s great qualities as a volunteer and a friend. Sherri will be missed and we wish her the best of luck in her future endeavors.

### ***Reports:***

**Executive Director Report:** Julie Guerrero reported on her research project for the summer. She spoke with five foundations across the state regarding their relationships with PTCs, business sponsorships/partnerships, and Annual Giving. Hillsborough emerged as a “best practices” model, with a “cap” on fundraising across the schools in the district. Fundraising that exceeded the cap were forwarded to the Foundation. Participation is very high in all districts. Tom mentioned the school-centric fundraising of our PTCs and there was some discussion about how there might be approaches toward change. In terms of business sponsorships, Los Gatos has specific underwriting opportunities for local businesses as well as overall sponsorships. Annual Giving participation remains very low in our district, compared to virtually every other district interviewed, with some district participation around 90%. Some of these districts had stronger links with PTCs and directly to schools. Successful districts used volunteers in decentralized roles.

Greg talked about using some of these results to develop a plan in the next few weeks and we will present that to the Board.

**Superintendent’s Report :** Dr. McCarty talked about the cultural (school) differences in our parent community and discussed about the district survey results. He is meeting with

stakeholders in the district and wants to open up the “funding issue” to the greater community. Renee asked about the status of the state budget; Dr. McCarty is attending seminars to understand all of the budgeting modifications to the 09-10 State budget. The district staff will take that information and begin their program analysis in late Fall and should have a better idea as to where EUSD stands financially and what the 2010-11 school year holds at that point. There was some discussion of the timing of a Town Meeting; it was suggested that we form a Steering Committee to address these issues.

Marisa asked about a teacher representative and a principal representative on the Board. Greg noted that we will work with an eye to that goal as we add new Board members.

**Treasurer’s Report:** Craig reported that ESF has \$530K in the bank. We are still working through our 2008 auditing issues regarding the collection and reporting of cash assets. Craig is working to develop new controls and documentation issues.

**Auction:** Renee reported that plans are moving ahead and presented a draft budget with projected income of \$207,500 and projected expenses of \$36,150, with a projected profit of \$170,350. Renee will be approaching new families with businesses to buoy corporate sponsorship, which is anticipated to be significantly lower this year. We will work on more sponsors at a lower contribution level. We have a goal that “less is more” and will have fewer items. Attendance is capped at 240 people. Expenses will be much lower, with no paid auctioneer and less décor. Renee proposes that ticket prices be raised to \$150 pp/\$300 per couple, with a \$50 credit on auction items. Marisa thinks it is too large an increase; Renee argues that the seats will still be sold as previous auctions have quickly sold out. Decisions on prices will be made by the Committee.

**Corporate fundraising:** Cheryl is optimistic about the opportunities in the community. She is looking for new people to work with her committee to assist in this effort. The committee will be meeting in the next few weeks. Committee chairs need to appoint sponsorship point people to work with the corporate chair. Bayside Church is coming on as a sponsor with \$15,000 and Cheryl is working with their staff to determine the best event to highlight Bayside.

**Annual Giving:** Greg quickly reviewed AGC results. The final total is about \$124K. We will be working on an AG plan.

*New/Active business:*

**School-level Marcom:** Scott noted that many events are filled and hopes that the rest will be filled tonight. There are instructions for each participant and leave-behind sheets, as well as packets in the district office. Scott mentioned the need for commonality of message and clarity of ESF’s organizational purpose. Greg clarified our role and goal with an overview of “what we do, what we fund, and what we ask.” Scott still thinks we need to expose what our funding has accomplished. Greg urged everyone to please attend the New Parent Mixer.

**Allocations:** It is time to make allocations to the district for the upcoming school enrichment planning.

*MOTION* : Renee made a motion to allocate \$170k to EUSD to fulfill educational enrichment for 09-10. These funds, combined with the \$160,000 the district is already holding, provide a total of \$330K. Gloria seconded the motion, which was passed by the Board.

*MOTION* : Renee moved that we move \$23,500 (which is minimum 5% endowment dividend as required by law) to fund Challenge 21. Marisa seconded the motion, which was approved by the Board.

**Spanish update:** Greg reported that although the Spanish program is still a work in progress, it will start on or near October 13<sup>th</sup>. At the junior highs the class will be in winter and spring semester; at the lower grades we are still addressing schedule changes, cost considerations and classroom space. We are still working on shifting all programmatic elements to be administered by the district. Greg will report more next month.

***Next Meeting:***

The next scheduled meeting of the Operating Committee is scheduled for Wednesday, September 9, 2009, 5:30 p.m. Greg previewed the issues on the September agenda.

***Adjourn***

There being no further business to come before the Operating Committee, the meeting was adjourned at 7:24 p.m.

***Attest:***

Greg Sazima, President \_\_\_\_\_

Dina Burns, Secretary \_\_\_\_\_

**Next meeting: September 9, 2009, 5:30 p.m.**