

Eureka Schools Foundation  
Minutes of the Regular Meeting of the Operating Committee  
Wednesday, April 16, 2008

**Next meeting:**  
**May 14, 2008, 5:30pm, at the Eureka Schools District Office.**

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, April 16, 2008 at 5:30pm at the Eureka Schools District Office, 5455 Eureka Road, Granite Bay, California.

**Attendance:**

Judi Gavia, President, called the meeting to order at 5:35 p.m.

Present at the meeting, constituting a quorum of the Operating Committee, were Judi Gavia, Julie McAvoy, Greg Sazima, Trevor Sanders, Kim Nash, Dina Burns, Colleen Israel, Janet Percevic, John Reese and ex-officio member Superintendent Bob Schultz and Board of Trustees Representative Lori Dangberg..

Also present were Tiffany Jones, Gloria Costigan,, Amy Davito, Sherri Goode, Cheryl Nelson, Jennifer Arey, Mary Hart, Kate Gould, Tom Cologna, Julie Scotti and Lizzie Lummis.

**Minutes:**

***Motion:*** After Colleen Israel made a motion to approve and accept the March minutes as presented, it was seconded by Greg Sazima and approved by the Board.

**Treasurer's Report:**

No report at this time.

**Superintendent's Report:**

Bob Schultz reported that the EUSD School Board announced two proposals for the future of the Eureka School District at their, well-attended, April 15<sup>th</sup> meeting. The first option proposes closing Excelsior and Eureka, converting Greenhills, Oakhills and Maidu to K-5 schools and converting Cavitt and Olympus to 6-8. This proposal also includes moving portables to Greenhills, Maidu, Cavitt and Olympus and slightly revising the school boundaries to add more students to Oakhills. They would then seek agencies to lease the facilities at Excelsior and Eureka. Option 2 is very close to Option 1, except there would be no changes in the K-5 boundaries.

The advantages of these proposals are an annual savings of \$900,000 by closing Eureka and Excelsior and they would also receive additional revenue by leasing the two sites out to other agencies. The EUSD Board will consider these recommendations, with input from the community, and take action at their May 13 meeting.

## **Auction:**

The 2008 ESF Auction will be led by Jennifer Arey, Gloria Costigan and Marie Miller...thank you, Jennifer, Gloria and Marie! The auction will be held Saturday, November 8<sup>th</sup> at the Granite Bay Golf Club.

## **Overview Committee Report:**

The Overview Committee has identified 3 challenges that ESF is currently facing:

### **1. Volunteer/leadership fatigue**

Fundraising events have mushroomed in number and scope. Finding volunteer leadership for these successful mega-events is becoming increasingly difficult. We currently have no event chairs for any event after the 2008 Golf Tournament – including the 2009 Annual Giving Campaign and the 2009 Home Tour. We just now found chairs for the 2008 Auction. It was agreed that our event “burden” has outmatched our volunteer resources, to the risk of future fundraising and our mission. We are far beyond the level of fundraising at which most foundations secure professional (paid) administrative/leadership help.

*Recommendation:* To hire a part time Executive Director (approximately 20-30 hours per week) with administrative oversight roles for all 3 events and with ongoing PR responsibilities. This estimated expense would be in the range of \$30,000 - \$45,000 per year.

*Motion:* Kim Nash made a motion that we start a search for a part time Executive Director. Colleen Israel seconded the motion and it was approved by the Board.

### **2. Funding**

This is a breakdown of how ESF has funded EUSD the past few years:

*Approximately 15% Block Grants:* Funds given to each school for requested items (commonly technology purchases).

*Approximately 60% Enrichment Staffing Funding:* Funds paid directly to the District for partial funding of library aides, music teachers, tech aides, and coaches.

*0 – 20% Endowment/On Account:* Paid into endowment fund with interest accrued for future benefit; or to cover subsequent event costs

*Approximately 5% Miscellaneous/”Bright Ideas”:* Destination Imagination, Foreign language pilot programs

This funding mix allows for some funding across a breadth of needs, but creates some problems: “Individual” school grants create the impression of “wealthier” schools paying for site-specific items for schools that donate less and we risk competing for fundraising dollars with PTC’s, who also raise money for their individual school needs.

*Recommendation:* Instead of “Block Grants” to each school, ESF could create a free, district-wide foreign language program, a curriculum that parents have requested. We could also ask Dave Delgado for direction in creating and executing a district-wide program for *all* EUSD children.

*Motion:* Kim Nash made a motion to change the current allocation process away from annual block grants to a funding process that emphasizes district-wide, enrichment-based resources, while leaving the option open for grants based on individual requests. Greg Sazima seconded the motion and it was approved by the Board.

### **3. Fundraising**

ESF is spread far too thin, with too many events for the volunteer resource pool and leadership jobs of a scope that drive potential volunteer leaders away. Most successful foundations raise the majority of funds through a well-marketed annual giving campaign and supplement with only one or two additional events, as well as a robust corporate giving program.

*Recommendation:* Temporarily suspend ESF’s leadership role in the Country Faire and Home Tour. These events require hundreds of volunteers and thousands of volunteer hours. We could offer the Country Faire to the PTC’s to run, with help from ESF. We could change the scope of the Home Tour, by subcontracting it out or downscale it to a single home or eliminating it all together.

*Motion:* Greg Sazima made a motion for ESF to commit to continue efforts for the Auction, Golf Tournament and Annual Giving Campaign and, for the time being, suspend efforts on a Home Tour and a Country Faire after the Country Faire of 2008. Dina Burns seconded the motion and it was approved by the Board, with one abstention.

#### **Annual Giving:**

John Reese reported that we have surpassed the \$100,000 mark of Annual Giving funds received. We have achieved this with 6 volunteers making calls, compared to 60 volunteers last year. John brought some call sheets and several Board members offered to help make the calls. As a last push, the EUSD principals will put a call out on their automated line about the Annual Giving Campaign to every family in the district.

*Need:* The Annual Giving Campaign needs more callers, so every family in the district can be reached about donating to the Annual Giving Campaign. Please contact John Reese or Judi Gavia if you can help make some of those calls.

#### **Comedy Night:**

ESF Comedy Night was held Saturday, April 5th at Quarry Ponds to a sold-out crowd. This was a great PR event for ESF.

**Country Faire:**

Julie Scotti reported that they will have 12 inflatables, 18 game booths, a “kid zone”, performer’s stage, farmers market, food booths and an “adult” area like a “little Quarry Ponds” to keep the kids (and adults) occupied at the Faire. The PTC’s are all on board and each have sponsored a booth or area. They are all set and ready to go...they’re just looking for more volunteers.

*Need:* They still need more volunteers to help this event run smoothly. Please contact Julie Scotti or Lisa Willett if you can help.

**Golf Tournament:**

Trevor Sanders reported that he and John Barron have things running smoothly for the ESF Golf Tournament. They’ve had a couple foursomes pull out due to the state of the economy, but they are confident that the tournament will run to full capacity by the date of the event, which is Wednesday, May 21st.

*Need:* A chair for 2009 to get involved in this year’s event and be prepared to chair next year’s event. Please contact Trevor Sanders or John Barron if you know someone who might be interested.

**New Business:**

Exchange Bank would like to offer a partnership with ESF: For every \$1000 business account opened and referred by ESF, they would donate \$100 to ESF and for every \$100 personal account opened and referred by ESF, with a minimum balance of \$100 kept for 90 days, they would donate \$50 to ESF. When propositions like this have come up in the past, we have asked for a minimum donation to ESF from the company in exchange for ESF recommending their business to the families in the district. Exchange Bank has already donated close to \$5000 in the past year to ESF. Trevor Sanders will talk to Exchange Bank about this and we’ll discuss it further next month.

*Need:* Colleen Israel is looking for some volunteers to help clean out the storage bin. She is also looking for some help building shelves to help organize everything in the storage facility. A few construction companies in the ESF community might be willing to help out with the shelving: Wells Construction, Holland Construction and Jeff DeWeese. If you are able to donate some time to help clean out the storage bin, please contact Colleen Israel.

**Adjourn:**

There being no further business to come before the Operating Committee, the meeting was adjourned at 7:06 p.m.

**Attest:**

Judi Gavia, President \_\_\_\_\_

Julie McAvoy, Secretary \_\_\_\_\_