

Board of Directors

Agenda- May 19, 2020

- **Welcome - Ellen Hanscom**
- **Action: Approval of Feb 11 Minutes**
 - **Addendum: Board vote on Apr 27-approval of SBA loan**
- **Board Chair Update - Ellen Hanscom**
 - **Discussion: Announcement of Executive Director departure/interim Executive Director**
 - **Discussion: Board Retreat- may hold shorter sessions via Zoom during June or July**
- **Executive Director Update - Matt Tarver-Wahlquist**
 - **Discussion: Covid-19 Response**
- **Program Highlight-Nina Asay/Cynthia Kreuz-Uhr/Rob Miller**
 - **Discussion: ArcSF Hub**
- **Discussion: Finance Update - John Beeler**
 - **Line of Credit**
 - **Q3 Financials**
- **Discussion: Development Report – Carolyn Salcido**
- **Discussion: Board Governance Report - Gloria Louie**
 - **Board Member Term Renewals**
- **Discussion: Business Development & Programs Update- Sejo Jahic**
- **Discussion: Client Advocacy Committee Update- TBD**
- **Discussion: Business Advisory Council Update-Leah Van der Mei**
- **Public Comments**
- **Adjourn**

KNOW YOUR RIGHTS UNDER THE SUNSHINE ORDINANCE (Chapter 67 of the San Francisco Administrative Code) Government's duty is to serve the public, reaching its decisions in full view of the public. Commissions, boards, councils and other agencies of the City and County exist to conduct the people's business. This ordinance assures that deliberations are conducted before the people and that City operations are open to the people's review. FOR MORE INFORMATION ON YOUR RIGHTS UNDER THE SUNSHINE ORDINANCE OR TO REPORT A VIOLATION OF THE ORDINANCE, CONTACT THE SUNSHINE ORDINANCE TASK FORCE.



February 11, 2020
Board of Directors Meeting
Minutes
DRAFT

Board Members Present:

Ellen Hanscom, Gloria Louie, Jane Steiner, John Beeler

Board Members on Phone: Leah Van der Mei, Greg Vogel, David Carvel, Sejo Jahic, Michel Kapulica

Board Members Absent: Carolyn Salcido

Staff Present:

Matt Tarver-Wahlquist, Nina Asay, Noriko Bazeley, Marti Sullivan, Virginia Wan Nogueira, Jennifer Dresen, Ana Cisneros

Others Present: Kelly Franklin, Kay Franklin, Liza Palter, Pat Hornbecker, Nona Miloslavsky, Beth Cumming

Call to order: Ellen Hanscom Board Chair called the meeting to order at 5:33pm and noted the presence of a quorum.

1. Minutes for the board meeting on January 14, 2019, were presented and reviewed.

A motion was made by Jane Steiner and seconded by Gloria Louie to approve the January 14, 2020 board meeting minutes as presented. The motion passed unanimously.

2. A Board Chair Update was presented by Ellen Hanscom on the following:

- a. Board Retreat - March 27 location has been secured
- b. Annual Review - Executive Director

3. A highlight on programs was presented by Alexandria Williams on ArtReach.
Highlights:
 - a. ArtReach is available in San Francisco and Daly City
 - b. ArtReach educates clients on historical and contemporary artists and movements using different mediums.
 - c. Runs trips to galleries, museums and music/poetry performances.
 - d. ArtReach has an open studio time available with 1:1 mentoring
 - e. Participants have an online portfolio that supports internal and external community exposure
 - f. Artist have an opportunity to earn income by selling their art.
 - a. 70% of sale goes to the artist
 - b. 30% goes to processing fees, taxes and materials.
 - g. ArtReach hosts monthly sidewalk and pop-up sales at various locations including partner venues in SF.
 - h. Partnerships include: SOMArts, Cultural Center, The Walt Disney Family Museum, Hayes Valley Artworks, ArtSaves Lives Gallery and corporate offices such as Zendesk, Salesforce and Boogaloos Café.
4. Matt Tarver-Wahlquist presented an Executive Director's report on the following:
 - a. HR Update: 6 FT Openings
 - b. Budget Reforecast
 - finance committee will be meeting to discuss operating rate revenue
 - c. Metrics
 - Dec'19 Budgeted FTE: 305.8
 - Dec'19 Actual FTE 322.7
 - Dec'18 FTE: 293.6
 - Client Openings (FTE) 2.5
 - d. Advocacy Opportunities
 - Matt T-W will be attending March 19th Budget Hearing in Sacramento.
 - Matt T-W will be attending April 21st Grassroots Day.
5. John Beeler provided a financial review. See report attached to board packet.
6. Marti Sullivan presented a Development Report on the following:
 - a. Friends Gala March 6th-5:30pm
 - b. Pacesetters Meeting March 12th -5:00pm
 - c. San Mateo County Pacesetters Reception TBD
 - d. Arc Marin Breakfast April 16th -8:00am
 - e. Development Committee April 21st- 5:30pm
 - f. 2020 WorkLife Awards May 14th- 5:00pm
 - g. Grants are not being booked until 7/1/2020

1. MOHCD: \$65,000 Resiliency in Action
2. OEWD: \$75,000 Specialized Access Point
3. OEWD: Pending \$75,000 Pilot

HSA/DAAS: TBD, Connected Services (requested \$125k)

7. Gloria Louie presented a Board Governance Report on the following:
 - a. Currently there are 7 open positions
 - b. Board membership application is available online
8. Liza Palter presented a report on behalf of the CAC highlighting the following:
 - a. Scent Policy: Continues to be problematic for some staff/clients.
 - b. Request for client representation on Board of Directors
 - c. CAC is happy about the support that Matt has been providing to the committee and CAC will be sharing top 5 proposals for consideration
 - d. CAC invited all to recurring weekly meetings on Fridays 1:00pm-2:00pm in Gallery 4
9. Business Advisory Council Report: Leah Van der Mei thanked those who attended the BAC event on February 6th and reminded attendees of Worklife Awards May 14th- 5:00pm
10. Public Comments: reminder of Arc of CA Public Policy event in Sacramento on April 27-29th
11. Open session ended at 6:52pm.

Respectfully submitted,

ADDENDUM

04272020 - Approval of Board Resolution

Tuesday, April 28, 2020
11:00 AM

The Arc San Francisco
Board of Directors Meeting (Via email)
April 27, 2020

Members Responding: Ellen Hanscom, Gloria Louie, John Beeler, Sejo Jahic, David Carvel, Leah Van der Mei, Greg Vogel and Jane Steiner

Staff Included: None

Request to Approve Board Resolution Authorizing SBA Loan (PPP)

Ellen Hanscom presented the board resolution for approval via email. The resolution passed unanimously by those responding. There were no objections.

Respectfully Submitted by

Ellen Hanscom
Board Chair



The Arc[™]

San Francisco

*For people with intellectual
and developmental disabilities*

The Arc San Francisco Position Openings as of May 8st, 2019

5 Full time positions (3 San Francisco, 2 South Bay)

1 Part time position (San Francisco)

2 Individual shifts (weekend)

ED Report – Day Program Metrics

Program	Feb 2020 Budgeted FTE	Feb 2020 Actual FTE	Budget vs Actual Variance	Feb 2020 Actual FTE	Feb 2019 Actual FTE	2019-2020 Actual FTE Variance
Skills	11.1	11.4	0.3	11.4	16.3	(4.9)
One-to-One	9.6	9.6	0.0	9.6	9.7	(0.1)
ArtReach	19	22.1	3.1	22.1	14.8	7.3
CCS 1:2	7.9	8.2	0.3	8.2	11.2	(3.0)
CCS 1:3	33.9	31.2	(2.7)	31.2	43.8	(12.6)
CCS 1:4	191.4	216.1	24.7	216.1	178.7	37.4
CCS Marin	22.7	22.2	(0.5)	22.2	17.7	4.5
CCS San Mateo	13.2	10.9	(2.3)	10.9	16.3	(5.4)
TOTAL	308.8	331.7	22.9	331.7	308.5	23.2

The Arc San Francisco

Income Statement Q3 & YTD ending 03/31/2020 vs. Budget/Forecast



	Actual 3RD QTR	Budget 3RD QTR	Forecast 3RD QTR	Variance (vs Budget) B/<W>	Variance (vs Forecast) B/<W>	Actual YTD	Budget YTD	Forecast YTD	Variance (vs Budget) B/<W>	Variance (vs Forecast) B/<W>
Revenues										
Programs	\$ 2,616,139	\$ 2,359,514	\$ 2,541,843	\$ 256,625	\$ 74,296	\$ 7,566,289	\$ 7,263,800	\$ 7,494,494	\$ 302,489	\$ 71,795
Contributed	\$ 161,521	\$ 210,500	\$ 118,848	\$ (48,979)	\$ 42,673	\$ 995,015	\$ 1,174,000	\$ 952,343	\$ (178,985)	\$ 42,672
Miscellaneous	\$ 102,126	\$ 89,776	\$ 89,981	\$ 12,350	\$ 12,145	\$ 293,337	\$ 270,329	\$ 281,192	\$ 23,008	\$ 12,145
Total Revenue	\$ 2,879,786	\$ 2,659,790	\$ 2,750,672	\$ 219,996	\$ 129,114	\$ 8,854,641	\$ 8,708,129	\$ 8,728,029	\$ 146,512	\$ 126,612
Expenses										
Salaries, Wages, Benefits	\$ 2,442,763	\$ 2,403,431	\$ 2,432,935	\$ 39,332	\$ 9,828	\$ 7,336,466	\$ 7,269,935	\$ 7,326,638	\$ 66,531	\$ 9,828
Non-Staffing expenses	\$ 466,174	\$ 466,354	\$ 495,422	\$ (180)	\$ (29,248)	\$ 1,376,112	\$ 1,438,814	\$ 1,405,360	\$ (62,702)	\$ (29,248)
Total Expenses	\$ 2,908,937	\$ 2,869,785	\$ 2,928,357	\$ 39,152	\$ (19,420)	\$ 8,712,578	\$ 8,708,749	\$ 8,731,998	\$ 3,829	\$ (19,420)
Operating Net	\$ (29,151)	\$ (209,995)	\$ (177,685)	\$ 180,844	\$ 148,534	\$ 142,063	\$ (620)	\$ (3,969)	\$ 142,683	\$ 146,032

Note: Does not include investment revenues and expenses or results of Arc Apartments LP.
We have used Zero LOC since Aug. 19.

Year Over Year Cc Year Over Year Comparison

Program Revenues: + \$908k
Development Revenues: + \$173k
Total Revenues: + \$1.1 M
Total Expenses: <\$161k>
Operating Net Change: +\$933k

The Arc San Francisco

Comparative Statement of Financial Position [Balance Sheet]
For the Month Ending 3/31/20

	03/31/20	02/29/20	Change (Current - Prior)
ASSETS			
Current Assets			
Cash	305,778	334,041	(28,263)
Accounts Receivables	1,067,502	903,417	164,085
Pledges & Grants Receivable (net)	367,976	354,380	13,596
Board Directed Investments	3,341,820	3,718,635	(376,815)
Temporarily Restricted Funds	92,027	92,027	-
Prepaid & Other Assets	122,132	136,450	(14,318)
Total Current Assets	5,297,235	5,538,950	(241,715)
Long Term Assets			
Pledges Receivables (net)	698,690	704,140	(5,450)
Related Party Receivables & Reserve	303,040	296,958	6,082
Temporarily Restricted Funds	2,117,733	2,363,394	(245,661)
Total Long Term Assets	3,119,463	3,364,492	(245,029)
Total Fixed Assets (net)	4,171,181	4,172,954	(1,773)
TOTAL ASSETS	12,587,879	13,076,396	(488,517)
LIABILITIES & NET ASSETS			
Current Liabilities			
Accounts Payables	153,548	148,196	5,352
Payroll Liabilities	502,035	446,538	55,497
Mortgage Loans	26,609	34,154	(7,545)
Other Liabilities	300	400	(100)
Total Current Liabilities	682,492	629,288	53,204
Long Term Liabilities			
Mortgage Loans	3,303,488	3,302,720	768
Other Liabilities	20,000	20,000	-
Total Long Term Liabilities	3,323,488	3,322,720	768
TOTAL LIABILITIES	4,005,980	3,952,008	53,972
Net Assets			
Restricted Net Assets	3,752,612	3,752,612	-
Unrestricted Net Assets	5,259,926	5,259,926	-
Net Surplus/(Deficit)	(430,639)	111,849	(542,488)
TOTAL NET ASSETS	8,581,899	9,124,387	(542,488)
TOTAL LIABILITIES & NET ASSETS	12,587,879	13,076,395	(488,516)
 <i>Working Capital:</i>	 7.76	 8.80	
<i>Debt Ratio:</i>	0.32	0.30	

5/11/2020

The Arc San Francisco
FY2019-20 March 2020
Financial Results – Variance Analysis

Operating Revenues

March Total Revenues of \$1.063M are \$47K better than the Forecast of \$1.016M
YTD Total Revenues of \$8.85M are \$127K better than the Forecast of \$8.73M

Total March Program Revenues of \$924K are better than forecast by \$8.4K:
(GGRC: +7k DOR: <-4k>)

Better than forecast GGRC programs are: PIP (+14k) CCS1:4 (+10k)
Worse than forecast GGRC programs are: CIE (-13k), CCS1:3 (-10k)
Combined DOR programs: <4k> all other programs are within ±3k.

YTD Program Revenues of \$7.57M are better than the forecast by \$72K:
(GGRC: +64k, DOR: +13k, Amazon: -2k, Others: -3k)

Better than forecast GGRC programs are: CCS1:4 (+44k). Wellness (+15k) and PIP (+14k)
Worse than forecast GGRC programs are: CIE (-20k) and CCS1:3 (-15k)
Combined DOR programs: +13k all other programs are within ± 5k.

Total March Contributed Revenues of \$104K are better than forecast by \$34K.

Grants +36k (from Salesforce 30k and Rotary) AAB+4k Major Gift <-10k>

YTD Contributed Revenues of \$995K are better than forecast by \$43K.

Grants +36k, FLM Event +8.8k, General donations +8.3k offsetting unrestricted Major Gift (-10k)

Operating Expenses & Net

March Total Expenses of \$982K are better than Forecast by \$3K
YTD Total Expenses of \$8.71M are better than Forecast by \$19K

Salaries, Wages & Benefits Expenses are slightly worse by \$2k in March:

Saving from the accrued vac-sick cash-outs offsetting the additional \$20k special circumstances pay to Residential programs DSPs.

Professional Fees & Contractors Expenses are better by \$11k in March

Due to savings from building securities and other professional consultants billings.

Office expenses are higher by \$14k due to FLM event expenses were recorded in March instead of February.

Other expenses are better by \$6.7k due to savings of employee transportations and other expenses.

March Operating Net of \$80K is better than Forecast by \$50K
YTD Operating Net of \$142K is better by than Forecast by \$146K and is better by \$933K
over the same period Last Year : Revenues +\$1.093M, Expenses <\$161K>

Balance Sheet (M/M FEB/MAR 2020)

Assets

Cash is at \$306K, down by \$28k at month end.

Accounts Receivable is up by \$164k due to three more billable days in March. (22 days vs 19 days), and 60+aged balance is up by 59k.

Pledges & Grants Receivable (ST) is up by \$14k : \$41k new pledges offsetting payments received

Board Directed Investment is down by \$377k reflecting the decrease in the investment portfolio: Fund (-337k) Cash (-40k)

Temporarily Restricted Funds (ST) no change

Prepaid & Other Assets is down by \$14k

LT Pledges Receivable is down by \$5.5k

Related Party Receivables & Reserve is up by \$6k for Arc Apartment ground lease and management fee

LT Temporarily Restricted Funds is down by \$246k reflecting the decrease in the investment portfolio (Shupin <\$172k>, FLM <\$74k>)

Liabilities

Accounts Payable is up by \$5k M/M

Payroll Liabilities is up by \$56k M/M (accrued vacation up by 31k, Wages by 24k)

Mortgage Loans is down by \$7k M/M

We have used \$0 of the credit line.

We did not withdraw FLM fund (35k was budgeted to be released in Dec.)

The Friendship Line is a group conference line geared to our participants who do not have internet access or ability to participate in the above. The line is open M-F during program hours, 9am-3pm, and is monitored by staff of The Arc, so our participants will always hear a friendly voice.

415-480-1097

For Questions about Zoom:
Lonnita: lbritton@thearc.org

For ?'s about Friendship Line:
Mark: mwilliams@thearc.org

9:19 AM Tue May 12

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San Francisco
For people with intellectual
and developmental disabilities

THE HUB

Remote Learning with The Arc SF

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HOW TO USE

SUBJECTS

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Welcome to The Hub,
The Arc SF's remote learning site.
We're glad you're here!

The Hub is a digital resource for learning, connecting and accessing information and instructional content created for staff and participants at The Arc SF.

Use this site to access classes and activities safely and remotely. While students and staff may not be

CLICK ON A SUBJECT BELOW

COVID-19

ART

WRITING

EXERCISE

COOKING

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● <https://www.thearcshub.org/>



REMOTE SUPPORTS

There are real benefits to providing services to our participants remotely but it can be confusing about knowing what tool to use and who to go to for support.

THE HUB
Facebook
ZOOM
Friendship Line

The "HUB"

The HUB is our remote learning website where you can access videos, instructional content as well as all Arc virtual classes. You need internet access for this.

www.thearcshub.org

For ?'s about The HUB:
Jessica: jkrieger@thearcshub.org or
Alex: awilliams@thearcshub.org

To add content to The HUB:
Alex: awilliams@thearcshub.org

FACEBOOK

We have an Arc Education Facebook Page for sharing resources, interacting on social media and hosting the event calendar. Our Facebook Page also pipes into the HUB.

[facebook.com](https://www.facebook.com/TheArcSFedu)
page name:
TheArcSFedu

For ?'s about classes:
Kim: kthelen@thearcshub.org
Karen: kfitzgerald@thearcshub.org

For ?'s about facebook:
Rob: rmiller@thearcshub.org

To add content/classes:
first point of contact
Erin: elyons@thearcshub.org


FRIENDSHIP LINE

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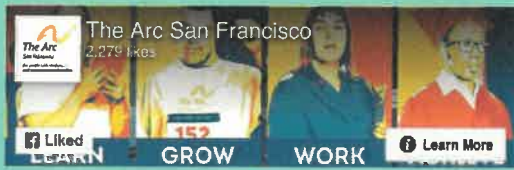
For ?'s about Friendship Line:
Mark: mwilliams@thearcshub.org



BrainPOP - Coronavirus (Guided Discovery)

Guided Discovery

The Arc SF Main Facebook Site:



The Arc San Francisco
2,279 likes

Liked **152** GROW WORK **Learn More**



Friendship Line

1(415)480-1097

The **Friendship Line** is a group conference line that lets many people talk on the phone together at once.

The line is **open Monday-Friday** during program hours, **9am-3pm**, and is monitored by staff of The Arc, so our participants will always hear a friendly voice.

**Pakikipagkaibigan
Telepono**
1(415)480-1097

Tagalog Oras
Biyernes
2:00 - 3:00pm

Tagalog Hours
Fridays
2:00 - 3:00pm

**Línea Telefónica
de Amistad**
1(415)480-1097

Hora Española
Martes y Jueves
12:00 - 1:00 pm

Spanish Hours
*Tuesdays &
Thursdays*
12:00 - 1:00 pm

友誼電話時間
1(415)480-1097

粵語時間
周一和周三
1:30 - 2:00 pm

Cantonese Hours
*Mondays &
Wednesdays*
1:30 - 2:00pm

**телефон
дружбы**
1(415)480-1097

Русский час
Пятница с
11:00 до 12:00

Russian Hours
Fridays
11:00am - 12:00pm

Let's Chat!
We'll reply as soon as we can

**THE ARC SAN FRANCISCO
DEVELOPMENT DEPARTMENT
FY20 Revenue through March 31, 2020**

BUDGET LINE	MAR 20 ACTUAL	% chg MO	FY 20 YTD ACTUAL	YTD Reforecast	% YTD Actual vs Reforecast	YTD Budget	% YTD Actual vs Budget	FY 2020 Budget	MAR 19 ACTUAL	LY YTD ACTUAL	LY TOTAL ACTUAL
Unrestricted Contributions	\$ 6,981		\$ 108,504			\$ 117,000		\$ 125,000	\$ 4,723	\$ 93,596	\$ 113,630
Restricted Contributions	\$ 563		\$ 12,100			\$ 25,000		\$ 25,000	\$ 1,570	\$ 14,394	\$ 18,750
Client Wishlist			\$ 17,129			\$ 25,000		\$ 25,000		\$ 22,472	\$ 22,497
Tributes	\$ 225		\$ 14,761			\$ 7,500		\$ 10,000	\$ 270	\$ 6,958	\$ 8,473
Annual Fund Totals	\$ 7,769		\$ 152,494			\$ 174,500		\$ 185,000	\$ 6,563	\$ 137,420	\$ 163,350
Foundations & Corporations											
Unrestricted								\$ 10,000		\$ 7,500	\$ 7,500
Restricted	\$ 36,105		\$ 397,315			\$ 415,000		\$ 465,000		\$ 238,296	\$ 744,345
Major Gifts - Operating			\$ 168,000			\$ 200,000		\$ 100,000	\$ 8,500	\$ 90,913	\$ 288,413
Major Gifts Restricted - Operating						\$ 100,000		\$ 250,000		\$ 20,000	20000
Arc Angel Breakfast											
Unrestricted	\$ 4,275		\$ 172,578			230,000.00		\$ 250,000	\$ 19,938	\$ 258,578	\$ 284,583
Restricted											
SP EVS Rest (Friends, WLAs)	\$ 55,629		\$ 98,552			54,500.00		\$ 60,000	\$ 13,530	\$ 69,478	\$ 82,486
Auxiliary - PULSE Events			\$ 2,118								\$ 3,928
Bequests			\$ 3,958								\$ 52,169
Household Goods											
TOTAL	\$ 103,778	114%	\$ 995,015	\$ 951,843	5%	\$ 1,174,000	-15%	#####	\$ 48,531	\$ 822,185	\$ 1,646,774

STATUS	GRANTOR	REQUESTED AMOUNT	SUBMISSION DATE	FOCUS	GRANTED AMOUNT
granted	Atkinson	\$ 15,000	2/1/2019	San Mateo TAY	\$ 10,000
granted	Rotary of SF	\$ 12,500	4/1/2019	Dinner Club	\$ 12,500
granted	Wells Fargo	\$ 25,000	5/8/2019	WFD	\$ 25,000
granted	PwC	\$ 50,000	7/12/2019	Reimagine	\$ 50,000
granted	Helpers	\$ 100,000	7/1/2019	Residential	\$ 25,000
granted	Sundt Walsh			Internship	\$ 25,000
granted	DAAS Janitorial				\$ 3,155
Granted	Safeway	\$ 25,000	7/23/2019	HAS	\$ 20,000
granted	Stantec	\$ 15,000	9/30/2019	Wellness	\$ 7,500
granted	Merck	\$ 30,000	4/1/2019	Wellness	\$ 25,000
Granted	Foss Foundation	\$ 5,000	5/9/2019	TAY ACHIEVE	\$ 5,000
Granted	ATT	\$ 30,000	10/17/2019	Continuing Ed / WFD	\$ 30,000
granted	OEWD			MCO	\$ 2,750
granted	MOHCD			MCO	\$ 1,000
granted	MOHCD			MCO	\$ 2,750
granted	DYCF Opportunity			MCO	\$ 2,130
granted	Mofo			Wellness	\$ 7,500
granted	Gellert	\$ 25,000		Wellness	\$ 10,000
granted	Langendorf	\$ 15,000		Emp	\$ 15,000
granted	Chase Bank	\$ 11,925		FLM Capital	\$ 11,925
granted	DCYF	\$ 20,000		Opportunity Fund	\$ 20,000
granted	GGRC	\$ 50,000		Marin Employment	\$ 50,000
granted	Salesforce			COVID 19	\$ 30,000
granted	Rotary of SF			COVID 19	\$ 3,400
granted	Sundt Walsh			Internship	\$ 2,705
TOTAL FY20					\$ 397,315
GRANTED FOR FY 2021					
granted	Human Serv Agency	125,063	11/22/2019	Digital Literacy Training	125,063
granted	OEWD	75,000		SAP Renewal	75,000
granted	MOHCD	260,000	10/18/2019	Access to Opportunity	65,000
TOTAL					662,378
DECLINE	Deluxe Found	\$ 25,000	5/9/2019	ACHIEVE	
DECLINE	Stulsaft	\$ 20,000	6/20/2019	Workforce Dev	
Declined	Anthem	\$ 50,000	8/9/2019	HAS	
Declined	Allensby	\$ 5,000	8/29/2019	Marin	
Declined	DYCF Opportunity	\$ 30,000	8/21/2019	Garage Doors	
Declined	DYCF Opportunity	\$ 39,625	8/21/2019	carpet	
Declined	Kehillah	\$ 10,000	8/28/2019	Youth Achieve	
Declined	Umpqua Bank	\$ 25,000	6/27/2019	ACHIEVE	
Declined	Teichert	\$ 7,500	8/26/2019	SM Achieve	
Declined	GGRC	\$ 50,000	12/2/2019	Community Trainer	
Declined	FedEx	\$ 25,000	2/11/2020	TAY ACHIEVE	
Declined	GGRC	\$ 50,000	12/2/2019	Social Sexual Ed	
TOTAL		\$ 337,125			
submitted					
submitted	Pamakids	\$ 10,000	2/28/2019	HW	
submitted	WITH	\$ 20,000	8/25/2019	HAS	
submitted	Campbell	10,000	10/1/2019	Youth Achieve	
submitted	Kimball	15,000	9/27/2019	Workforce Dev	
submitted	Touchpoint	5,000	1/1/2020	Residential SM	HOLD
submitted	Bank of America	15,000	2/20/2020	ACHIEVE	
submitted	Salesforce	300,000	2/24/2020	Radian, Dig Eq, Internships	
submitted	LOI Deloitte World Class	50,000	3/6/2020	TAY ACHIEVE	
submitted	Teichert	7,500	2/1/2020	SM Achieve	
submitted	Sunlife	25,000	3/25/2020	Wellness	
submitted	Umpqua Bank	10,000	3/25/2020	ACHIEVE	
TOTAL		\$ 467,500			

The Arc SF Development Committee Meeting

Tuesday, April 28, 2020

Attending: Ellen Hanscom, Carolyn Salcido, Greg Vogel, Jane Whitfield, Matt TW, Kristen Pedersen, Arturo Guillen, Jason McMonagle, Marti Sullivan

March 2020 Income Report (Act vs. Budget and Act vs. Reforecast)- Marti

We had a good March, Friends Gala on March 6th, instead of in February as budgeted. We are running significantly ahead of last year, as well as ahead of forecast by \$40,000. However, we are running 14% behind our budget, which was impacted by the lower than expected revenue in the Arc Breakfast in October.

COVID-19 Response

- We held a Pacesetters meeting in late March, encouraging the workgroup to call 8-10 major donors each to advise them of our current program and service delivery in light of the site closures. We had terrific response to these phone calls to over 100 key stakeholders
- We continue to communicate by email and by social media with our family members, participants, staff and wider community regarding closures and service delivery.
- We sent a hard copy appeal in April to our entire community asking for support in light of the pandemic, and have received over \$27K in response to date.
- We send a request to 20 of our largest corporate donors and they have also responded: Marin Software, MoFo, AT&T, Salesforce, Rotary, Wells Fargo
- Foundation Grantors: PwC, SFAC have allowed us to direct grant funding to general operations if needed in light of the pandemic. Others we are presently applying to are allowing requests for general operations rather than restricted programming.
- May 5: Giving Tuesday Now, online appeal that will be matched by Firespring, our webhost.

Pacesetters: Our need has never been clearer, especially regarding Digital Equity, Client Opportunity and Staff Retention. The long-term, multi-year focus may have to be adjusted, but the messaging remains clear and relevant. In May we will continue to reach out to Pacesetters and prospects to ask for their support as we navigate this crisis. Already two Pacesetters have accelerated their giving in order to support us.

Grants Update: Jason reported that as of March 30, we have nearly \$400K granted for this FY. That doesn't include \$265K that has been approved as of July 1, 2020 by the city. We have approximately \$500K under consideration for funding, including a \$300K request to Salesforce and a \$50K request to Deloitte. We do have some concerns about the city funding possibly being adjusted due to the changed situation in light of the pandemic and are reaching out to the city funders for that conversation.

Events:

- WorkLife, originally scheduled for 5/14, will be rescheduled to a virtual event over the summer, tbd. Then the "virtual" awardees will be invited to join next year's awardees to receive their awards in person, so the FY21 event will be very exciting!
- The Arc Breakfast will be postponed from October 2020 to February 4, 2021 in light of concerns regarding congregating in groups this fall.

The next meeting of the Development Committee is scheduled for Tuesday July 21, 2020 (3rd Tuesday in July.)