



General Board Meeting

October 19, 2021

9am - Acalanes Board Room

- I. Call to Order
- II. Welcome/Introductions
 - A. Office Team
 - B. Approval of August 17, 2021 General Board Meeting Minutes
- III. Business Partners 2021-22 – Dave Lewis & Amy Parlett
- IV. LPIE Highlight
 - A. Wellness at Acalanes
- V. President’s Report – Danielle Gallagher
 - A. Executive Director Search Update
 - B. Endowment Feasibility Study Update
 - C. Miscellaneous
 - 1. Stewardship
 - 2. Finance & Investment Committee
 - 3. City of Lafayette- Federal Assistance Money
- VI. Fundraising Reports
 - A. Annual Giving Campaign – Sam Carter
 - 1. Giving Tuesday/End of Year Campaign
 - B. Major Donor Campaign – Scott & Kirsten Jeffery, Lisa & Joe Spiegler
- VII. Financial Reports – Paul Chopra

- A. Year to Date numbers
- VIII. Art & Humanities Update – Anne Keyashian & Katie Sroka
- IX. Events – Stacey Hastings
 - A. LPIE Read-a-thon
 - B. Poker
 - C. Gala – Michelle Berolzheimer & Liz Keyser
- X. LPIE Rep Report
 - A. Springhill – Noel Briceno & Alanna Young
 - B. Acalanes– Jenn Palmer & Michele Colaco
- XI. Acalanes High School Report
- XII. Lafayette School District Report
- XIII. New Business
- XIV. Adjournment

Upcoming Events and Meetings

- Join LPIE @ Canyon Club TONIGHT, Tuesday October 19th!!
- ACA Pops Night- October 21st @7pm – Acalanes Performing Arts Center
- Drama Dons, Fall Production: *Almost, Maine* – October 25th-30th
- Gala Tickets- November 7th at 8:00am (Board & MD early access 11/5)
- Read-a-thon - November 1st – 15th
- School Chair Meeting – November 16th at 7:00pm – Danielle’s House
- Giving Tuesday/End of Year Campaign Launch – November 30th
- Poker Party – December 3rd at 6:00pm
- Major Donor Party- Thursday, December 9th 6-8:30pm @ Brett & Marisa Wilson’s House
- LPIE Board Holiday Gathering & Meeting: Tuesday, December 14th 6:30pm @ Amy Parlett’s House

Fundraising Revenue Summary		Previous YTD as of 09/30/20	As of 09/30/21	As of 8/13/21	Current Year Goal	% of Goal
CAMPAIGN						
REVENUE						
ANNUAL GIVING CAMPAIGN		\$746,810	\$1,166,036	\$878,783	\$2,056,365	57%
MAJOR DONOR PROSPECT		\$673,330	\$619,149	\$380,363	\$750,000	83%
TOTAL		\$1,420,140	\$1,785,185	\$1,284,146	\$2,806,365	64%
COMMUNITY						
Community at Large Campaign		\$7,192	\$9,515	\$2,899	\$40,000	24%
Business Partner		\$20,030	\$68,858	\$53,858	\$75,000	92%
Gala			\$68,838	\$53,858	\$270,000	25%
Other FR events/Scrip/Parent Org			\$9,923	\$21	\$0	
TOTAL		\$27,222	\$157,134	\$110,636	\$385,000	41%
MATCHING GIFTS		\$89,359	\$90,721	\$4,551	\$282,000	32%
GRANTS		\$0	\$2,500	\$2,500	\$2,500	100%
TOTAL PROCESSED		\$1,536,721	\$2,035,540	\$1,401,833	\$3,475,865	59%
\$ Received since 10/1/21			\$258,642			
PLEDGES						
Parent/Community		\$446,915	\$623,542	\$564,370		
Matching Gifts		\$168,353	\$34,436	\$29,386		
TOTAL (including Pledges)		\$2,151,989	\$2,952,160	\$1,995,589		
OVERALL GOAL (actuals)					\$3,475,865	
OVERALL GOAL (including pledges)					\$3,475,865	

LPIE 2021-22 Financial Summary

	Actual & Unaudited July 2020-June 2021	Final Budget 2021-2022	YTD AS OF 9/30/21	YTD AS OF 9/30/20
Expenditures				
TK-5 Schools	\$1,668,063	\$1,589,734	\$106,250	\$111,550
Stanley Middle School	\$948,957	\$715,033	\$31,808	\$34,052
Acalanes High School	\$765,671	\$700,000	\$0	\$0
Management	\$340,509	\$401,223	\$93,255	\$128,724
Fundraising	\$55,932	\$94,875	\$42,256	\$31,235
Total Expenditures	\$3,779,133	\$3,500,865	\$273,569	\$305,561
Total Expenditures as % of 21 Budget/20 Actual			8%	8%
Inflow				
Annual Giving Campaign	\$1,741,175	\$2,056,365	\$1,177,609	\$746,930
Major Donor Campaign	\$1,036,570	\$750,000	\$619,149	\$673,330
Community at Large Campaign	\$127,343	\$40,000	\$9,515	\$7,463
Business Partner	\$96,245	\$75,000	\$68,858	\$20,030
Annual Events	\$66,063	\$270,000	\$68,838	\$0
Matching Gifts	\$277,891	\$282,000	\$90,721	\$89,360
Total Grants	\$2,500	\$2,500	\$2,500	\$0
Total Fundraising	\$3,347,787	\$3,475,865	\$2,037,190	\$1,537,113
Total Fundraising as % of 21 Budget/20 Actual			59%	46%
Endowment Payout	\$25,000	\$25,000	\$0	\$0
PPP Income	\$72,395	\$0	\$0	\$0
Accumulated Surplus used	\$333,951	\$0	\$0	\$0
Total Inflow	\$3,779,133	\$3,500,865	\$2,037,190	\$1,537,113

CASH:				
Mechanics Bank		\$1,926,172		\$1,638,391
BOFA		\$68,961		\$70,391
WestAmerica		\$38,436		\$28,135
Total Cash		\$2,033,569		\$1,736,918
RESERVES:				
Schwab 4873-8395 - Balanced		\$1,497,105		\$1,264,288
Schwab 5320-8402 - Liquidity		\$179,976		\$289,904
Schwab 5601-1979 - Endowment		\$659,261		\$539,263
Total Reserves		\$2,336,342		\$2,093,455

