



Fort Wayne Rescue Mission Ministries Inc. D/B/A The Rescue Mission
Board of Trustees Business Meeting
February 8, 2018

Board Attendees:

Chair: Mr. Jeff Ostermann

Vice Chair : Sue Ehinger

Secretary/Treasurer: Mr. Tim Kuhnen

Pastor Donovan Coley, President/CEO

Mr. Jeffrey Musick, VP of Finance

Mr. Ben Gregory

Mr. Sam Schenkel

Mrs. Courtney Waterman

Mrs. Sara Glassley

Mr. Rudy Mahara II, Board Emeritus

Mr. Ben Langel

Mr. James Swift

Mr. Mark Robison

Mr. Mark Warsco

Board Excused absences: Mr. Zachary Sheridan

Staff in Attendance: Laurie Brumbaugh, Leesa Huston, Toni Lovell, Sam Hardy, Dave Bannach, Diane Richardson

Call to Order: Meeting was called to order at 4:05 pm. by Chair, Jeff Ostermann.

Board Chair, Jeff Ostermann shared a scripture verse. Unity and Diversity in the Body -Just as a body, though one, has many parts, but all its many parts form one body, so it is with Christ. 1 Corinthians 12:12 - 26. Jeff concluded his thoughts with prayer

Testimony: Toni Lovell VP of Programs introduced Lynn a resident of Charis House. Lynne shared a story about losing parental oversight of her children, abandonment by her husband, poor choices, drug addiction, and in desperation entered Charis House. After entering the program, she has moved from crisis to now thriving, with a renewed confidence in her relationship with Christ. The Board of Trustees prayed for Lynne at the conclusion of her talk..

The board and staff all recited the Mission and Vision statements aloud, and in unison.

Consent Agenda:

1. The approval of previous minutes; November 2 & 3, 2017
2. Monitoring Affirmation: ("Board members individually affirm that they have received and read all monitoring reports since the last meeting." John Carver)
3. Approval of current financial reports of both the Ministries and the Foundation as distributed by Jeffrey Musick, Vice President of Finance and Administration
4. **Motion to Approve Consent Agenda** - #1 Mark Warsco #2 Sue Ehinger

Consent Agenda was approved unanimously.

ENDS:

1. Finance Committee Report highlights:

Tim Kuhnen; Secretary/Treasurer, We discussed the financial update on the performance of TRM through the fiscal YTD. Although TRM is profitable, that is because of additional support from the Foundation. The finance committee urged Donovan and Jeff to be very focused on "righting the ship" and making sure that the capital campaign is not cannibalizing the operations. Jeff Ostermann; Chair, suggested that for the next finance committee meeting for Donovan and Jeff to come with a plan for how the remainder of the fiscal year is going to look. Donovan committed to significant oversight and management on expenses given that revenues are currently down.

Tim also shared there were management changes at Treasure House. Jeff Musick will be providing oversight of the store in the interim.

Jeff Musick; CFO/Admin, then introduced David Bannach who was recently hired to run Treasure House. David is a pastor out of Michigan and was looking to relocate and also has significant experience running and operating a thrift store. David discussed that he is looking to do two main things to start; 1) Building the team and 2) Increase production. For building the team, they are down 1 employee, but that is already up from being down 4 employees when he started. He is looking to hire an assistant manager for the sales floor and he has also aligned their open/close schedule with that of the mission. For increasing production, he is focusing on turning the items on the floor. Last month, they added 33,000 pieces out to the floor and has established a 4 week rotation with the final week of the item being at 50% off. They are increasing their recycling efforts and have created a higher focus on the "round up for donation" programs at the register that allows the customer to round their total to the nearest dollar for a donation. They are also focusing more on social media to drive foot traffic and re-establishing the Donations that Do cooperation with local churches.

There was a healthy discussion regarding Treasure House. The Board would like a report from the Treasure House by the next Board meeting in April.

Pastor Donovan said you will see;

1. Transparency
2. Sales
3. Increase in production

2. Executive Summary Report: CEO Agency Goals. Pastor Donovan highlighted some of the exciting things happening at The Rescue Mission, and focused on the three priorities for the upcoming year. Resident Experience, Staff Experience, and Donor experience. The CEO will share supporting documents with the board.

Toni Lovell; VP of Programs, shared Agency Goal #1: Improving the resident experience. Work continues on establishing a baseline measure for resident retention, adopting better criterion for program completion and developing a stronger community reintegration model. We continue to make adjustments/improvements to our program and the way we deliver services.

3. Capital Campaign and Project update;

1. Derek Frederickson, with Engineering Resources, shared that there were additional cost for demolition from Martin Enterprises. Derek worked with Weigand in negotiating a reasonable price for this. \$27,000 settled the bill and falls in line with the contingency budget.

2. Jim Swift; is overseeing the New Market Tax Credit application process with help from Kevin Foster, consultant with Capital for Compassion. We are still waiting on federal allocations and should hear something by the end of the month.

3. Sam Schenkel asked the Board to move forward with the Design Development stage which will include all 4 floors, with Design Collaborative. The budget amount of \$140,000 was recommended to commence Design Development. Motion to authorize Design Collaborative to move ahead with the design development phase.

Motion to Approve - #1 Mark Robison #2 Tim Kuhnen

Approved unanimously.

Pastor Donovan Coley shared with the Board that we are working with Pat Hess, Attorney, regarding the purchase agreement for the 301 West Superior Building for the sale price of \$1.2 MM. Protecting the Mission not to vacate the premises before the new construction is completed.

The amount raised as of this board meeting is \$10.76MM.

Pending pledges and prospects

\$1.5 MM Lutheran Foundation

\$500,000 from Ambassador Enterprise

\$200,000 Capital Campaign major donors

\$5.MM potential from the NMTC (New Market Tax Credits)

\$2. MM potential from the James Foundation

4. Calendar planning 2018 Meeting and Events:

Board Meetings; April 12, May (called meeting), June 7, September 13.

Board Retreat November 1 & 2. Location, The Summit

Charis House Gala: May 4, Location, the Grand Wayne Center, 5:30pm

Quarterly Tour Learn: June 19, Aug 14, and Oct 16. Begins at 6:00 @ Charis House

Staff and Volunteer Event- July 15. Headwaters Park, 4:30

Stewardship Banquet: November 16, Location, Grand Wayne Center, 5:30pm

National Hunger & Homeless Week - November 9-16

Staff and Board Christmas Party; December 7, Location TBD

Jeff Ostermann closed in prayer.

5. Meeting adjourned: 5:45 pm

Respectfully Submitted by: Diane Richardson, Assistant to the President.