



Executive Meeting

3/5/25

Zoom

Call to Order: 1:03 PM

Attendance

- **Present:** Alex Cassidy, Guy Trainin, Karli Mackley, Dr. Kris Baack, Mo Boyd, Russ Uhing, Sarah Wischhof, James Walbridge, Pat Beans, Mike Tavlin.
- **Absent:** Annie Mumgaard, Dr. John Skretta, Sarah Salem, Britta Muhleisen.
- **Staff Present:** Natalia Wiita, Angelina Cuning, Kass Mounce, Kayla Jacox, Allison Bock.

Welcome

- General welcome to attendees.
- Overview of main meeting objectives.

Agenda

Minutes Approval

- Review of Executive Committee Meeting Minutes (2.5.25).
- Motion to approve by James, seconded by Karli, unanimously approved.
- Minutes approved for publishing.

President's Update

Fund Development

- Contributions are coming in, with significant developments in Q1 and Q3.
- Currently on target to reach, or exceed our prior year non-campaign restricted and unrestricted fundraising benchmarks. Finalizing our strategy to achieve the 4.4 million mark.
- Key initiatives:
 - Year-long fundraising calendar.
 - Monthly fundraising campaigns.
 - Strong donor outreach.
 - Renewed focus on corporate support.

- Leadership meeting in April to finalize the plan for the Executive Group.
- Full Board review in May after Executive feedback.

Sustainability Update

- Focus on liquidity and revenue growth strategies.
- Expansion of Spark events.
- A combination of strategies aimed at long-term financial stability (2-5 years).
- Close monitoring of expenses.

RFP Investment Committee Recommendation

- **Process Overview:**
 - Began in Q3 2023 with proposals from seven firms.
 - Finalists selected using a scoring system:
 - Mercer (1st choice)
 - Fiducient (2nd choice)
 - D.A. Davidson (3rd choice)
 - In-person presentations scheduled for January 2025.
- **Selection Criteria:**
 - Access to broad and deep investment resources.
 - Quality of investment management team.
 - Investment management fees and expenses.
- **Reasons for Choosing Mercer:**
 - Strong investment resources and expertise.
 - Highly qualified team.
 - Lower fees.
 - All clients are nonprofit organizations.
 - Smaller client-to-consultant ratio.
 - Strong transition planning and execution.
- **Goal for the Foundation:**
 - Preserve and increase purchasing power over time.
 - Gain access to a wide range of investment vehicles.
 - Estimated six-week transition period if a new investment manager is selected.

Executive Committee RFP Discussion

- **Consideration of Local Presence:**
 - The investment committee did not factor in local business relationships.
 - The focus was on selecting the best firm for investment management.

- **D.A. Davidson's Relationship with the Foundation:**
 - Provides strong backend support and consistent communication.
 - Manages Simple IRAs alongside the investment portfolio.
 - If a transition occurs, a new plan will be needed for IRA management.
- **Investment Performance & Risk Considerations:**
 - Fund performance has aligned with market trends.
 - Over half of the funds are in index funds, making market-level performance expected.
 - 2023 adjustments included shifting the budget toward equity securities and reducing fixed-income investments.
 - Investment strategies should align with risk tolerance and financial goals.
- **Cost Considerations & Savings Potential:**
 - A change in investment managers could lead to lower expenses.
 - Potential cost savings of ~\$20,000 with Mercer's mid-range fee structure.
 - As fund size grows, cost savings will increase.
- **Fiscal Support from D.A. Davidson:**
 - No direct financial contributions, but individuals affiliated with D.A. Davidson contribute to the foundation.
- **Updated Fee Matrix Review:**
 - Comparison of expenses between D.A. Davidson and Mercer.
 - Opportunity for cost efficiency with a potential transition.

Closed Session

- Entered closed session.
- Returned to open session with no further discussion.

Adjournment

- Meeting adjourned at 2:40 PM.