

**Georgia Institute on Aging
Board of Directors Meeting
January 28, 2010**

Present: Antoinette Sturm, Tom Downs, Barbara Woodhouse, Jeff Bird, Stacey Howse, Jeff Smythe, Moe Miller, DeDe Nichols, Caron Kelly, Mike Sickeler, Sharon Allred

Staff: Jacque Thornton

Absent: Jeff Fucito, Ginny Helms, Stacey Shulman, John Murphy, Kimberly McGinnis, Michael Nischan, Greg Capers, Gary Selph

Welcome and Call to Order: Antoinette Sturm called the meeting to order at 1:25 p.m. She welcomed the new members to the Board of Directors.

Approval of Minutes: The minutes of the October 21, 2009 Georgia Institute on Aging (GIA) Board of Directors (BOD) Meeting were reviewed and approved.

Financial Report: Jacque presented the Financial Report for Jeff Fucito, who was unable to attend the Board meeting. The 2010 GIA Budget, which had been approved at the December 2009 Members' Meeting, was reviewed. Jacque noted that Income has started coming in for the March 2010 Annual Conference (lines 5010, 5020 and 5030). \$60,000 has been budgeted for line 5400 – Contributions. Board members are asked to contribute 10% or \$6,000 towards this line item (the association board contributes as well). \$20,000 has been designated from Reserve Funds to help balance the budget. The Balance sheet, as of December 31, 2009, was reviewed, as well as the 2009 Year End Profit & Loss statement. Actual Net Income was \$6,719.70 versus the budgeted \$131.00. Tom Downs complimented the excellent performance in 2009, considering the current economic challenges.

Executive Committee Report:

a. 2010 Planning:

Antoinette led the Board through a review of the 2008 and 2009 Master Planning Arrow process and progress. The 2010 priorities include:

- . **Growing Membership:** Retention, plus “Each one bring one”. Board members are being asked to bring in one non-member provider. There should also be a focus on educating members about the “value” and “return on investment” from membership.
- . **Non-Member Participation:** Continue to market to prospective members. Jacque and Holly, the new AmeriCorp Vista staff member, will focus on finding new business partners.
- . **Grants:** Will continue to focus on seeking grants, even though there is less grant money available.
- . **On-line University:** This benefit is under-utilized. Need to market it more and target the educators in each facility (i.e. Director of Nursing).

Resource Development:

- a. **Annual Fundraiser:** A Cabaret Night is planned for Saturday, May 22. The fundraising goal is \$15,000. Tickets will be \$75 per person. To date, the September 26 “Vegas Night” fundraiser raised \$257 less than the fundraising goal of \$8,000.

Professional Development/Education:

- a. **Annual Conference:** Information was available for the upcoming conference.
- b. **Other Events:** Board members were asked to review the dates for upcoming events listed in the Board meeting information packet.

Old/New Business:

- a. **Annual Donation/Pledge:** All Board members were encouraged to pledge their financial support to GIA by the end of the year. Pledge cards will be sent.
- b. **Set 2010 Meeting Dates:** The GIA Board will meet on Thursday, April 8, Thursday August 5 and Thursday, October 21 from 9:30 a.m. to 12:00 p.m.

Closing Remarks and Adjournment: The GIA Board members were asked to sign the Confidentiality Agreement. The meeting was adjourned at 2:45 p.m.