

MINUTES OF BOARD OF DIRECTORS MEETING

Omni Hotel Austin Texas

Tuesday, March 26, 2019

Board President Harry Huntley called the meeting to order shortly after 8:00 a.m. CDST.

Directors present: President Harry Huntley, Treasurer Don Templeton, Secretary Rebecca Floyd and Directors Corinne Johnson, Barry Fick, and Carol Johnson. Martin Walke from LPFA and NAHEFFA counsel, Chuck Samuels were present as well.

1. Approval of Minutes of the November 2018 Board of Director Meeting

Harry asked if the November minutes had been distributed; Secretary Rebecca Floyd said she believed they were included in an attachment to the email Nichole sent with other Board documents the previous day. Board members were unable to pull up the minutes or other attachments to Nichole's email, so Harry elected to defer approval of the minutes to the next meeting.

2. Financial Report

Don provided a brief overview of NAHEFFA's fiscal year 2018 audited financials, noting that net assets increased by \$14,000, and net income had increased by \$7,300. He reported that the auditors were able to provide a clean opinion, and that the Audit Committee had approved the audit.

Don said as of February 28, 2019 NAHEFFA had \$505,393.00 in total assets invested primarily in cash and certificates of deposit. He advised that due to higher expenses in part attributable to increases in the service contracts for Nichole and Chuck, that he is projecting a net loss for the year of \$17,602, and a projected loss in fiscal year 2020 of \$28,200. The Board previously approved an increase in Chuck's contract rate starting January 2019 from \$108,000 a year to \$120,000, and approved an increase in Nichole's contract rate from \$38,000 to \$40,000 effective October 2018.

Don said Austin is budgeting \$20,000 in net income, but Corinne noted that registration and sponsorship is slightly down because spring break is such a big factor in March.

Harry asked if anyone had additional questions for Don or had other discussion items related to the financial report. Following no further discussion, Corinne moved approval of the report and Barry seconded. The financial report was unanimously approved.

3. Membership Report

Harry asked Martin if the Health & Education Authority of Louisiana (“HEAL”) was effectively done, and Martin said yes, noting that the HEAL had financed one parking garage.

Harry said in his opinion, NAHEFFA membership levels are okay if we can maintain current members, pointing out that NAHEFFA does not need to cash flow positive every year. Harry advised he believes it is more important to focus on increasing sponsorship rather than trying to increase membership dues at this point.

Members generally agreed, but agreed we should continue to think about how to increase membership and sponsorship.

Martin suggested formation of a temporary marketing committee to explore how to increase membership. Rebecca suggested that they get the chair or someone else from the Sponsorship Committee to serve on the new committee as well so that they could work synergistically.

Chuck shared that the Virginia Treasurer has mentioned she knows of some entities that may have an interest in joining NAHEFFA.

Harry asked if anyone had any additional business for the Board; hearing no additional items to discuss, Harry adjourned the meeting at 8:30 a.m. CDST.

Rebecca E. Floyd

Secretary