



**Board of Directors
Minutes of June 8, 2020 Meeting**

Board Meeting: called to order 4:02 pm on Zoom

Present on video: Whitney, Denny, Dana, Suzanne, Wade, Ruth, Andy, Amy, Andrea, Vicki. Present by audio: Ricardo

Motion to approve May 4 minutes with 3 minor corrections
1st / Wade Flores. 2nd / Amy Schroeder. Unanimously approved.

Andy Fyne: AIDS WALK presentation. This year we will have a virtual AIDS WALK event. Andy sent out links to register and former registrants are getting called. Our team is designated as "1330". Our focus on the fundraising pitch differs from in the past in which we were simply trying to raise general monies for Spahr Center. This year we are asking folks to contribute specifically for the creation of a new part-time prevention person geared to reducing the uptick in new HIV cases in communities of color and cultural competency awareness in the LGBTQ family of Black and Latino communities. Wade suggested that many younger Latinos only speak English and we must make sure that the recruitment language we use includes them. We are planning to go to Gilead and ask for matching funds up to \$1,000.00 per donation.

In an unrelated matter, Wade mentioned that on the Gay Men of Marin website, (G.M.O.M.) there is information as to how to meet men in parks and other venues for sex and he suggested that since G.M.O.M. resource is featured on our senior website, we should remove these references. Dana will follow-up.

Whitney's president's report consisted of the fact that as a result of Covid 19, she's doing more work than ever before, (and it feels good.)

Executive Director's report / Dana

The Strategic Planning Committee meeting is scheduled for June 10th. The in-person retreat has been cancelled, but Zoom meetings will be scheduled. There is data collected from focus groups, surveys and other sources that will be analyzed, and the Steering Committee will break

into smaller groups to assess this data. We have already received pledges from the Marin Community Foundation and the Buck Institute for this work. The grants total \$24,000.00.

B. 340 B Program / Dana

We were finally approved for the 340B program to be administered by Mission Wellness Pharmacy. Dana and Leslie had a meeting with the Mission Wellness people and the next step is to retain a pharmaceutical wholesaler. To that end, we have entered into negotiations with AmerisourceBergen.

We must also begin to formulate a factsheet for recruiting our clients to use The Spahr Center for processing their meds. Mission Wellness Pharmacy has promised to help in organizing this recruitment. We must also decide how we will spend the revenue brought in by the 340B program, (ie: possibly the food pantry, housing and emergency financial assistance, etc.)

Bobby suggested that as part of the recruitment, we have our clients that use Mission Wellness call other clients to explain the benefits to Spahr and to themselves, and the fact that nothing else will change other than the name of the pharmacy. Wade suggested that as part of our outreach we emphasize that the transition will be made entirely by us and that the consumer won't have to do anything other than authorize us to make the change.

C. Work plan / Dana

We must do a "deep dive" into how we choose to open up the office and how things will be re-organized as a result of COVID.

D. Who will be working from home?

Other than Leslie and Dana, everyone else is working from home with the exception of Leandro, Rhiannon and Andy who will be coming in periodically as required by their jobs, (needle exchange, etc.) We will be continuing to serve our clients with all of the same services and we will be operating this way for at least another month. (Wade commented that it was difficult to get ahold of David Mon and it was acknowledged that there might be some slight delays.) Fel and Whitney will continue to work with Novato High School. We have been given two grants of (\$40,000.00) to be used for mental health therapy and school climate for youth. We will use \$25,000.00 to add an additional therapy intern to make a total of two. The remaining \$15,000.00 will be used for cultural competency training in schools.

E. The budget / Denny

We presently have \$90,000.00 in monthly expenses. We presently have a three month reserve. We have \$213,000.00 in additional revenue coming in from government contracts. Another \$62,000.00 in cost of living from the county. A \$10,000.00 grant for Aging and Adult Services from the county which will allow us to increase Bill Blackburn's hours which are presently at 20/week. We still have uncollected funds from the county for additional services. Since April 30, we have received \$24,000.00 from the Marin Community Foundation and another

\$20,000.00 from Horizons Foundation and more pending proposals. We are doing a fundraising appeal in June which is going out to the community. Our sponsors for the cancelled May fundraising event have pledged another uncollected \$13,000.00. We have a total of \$298,000.00 additional revenue still to be collected which will leave us with a \$39,000.00 surplus for FY 19-20.

We received \$112,000.00 from the PPP loan program to help pay employee salaries whose positions were not funded by Ryan White Grants, as well as utilities and rent. We used \$37,000.00 in the first month. This was supposed to be a 2 month loan payment. Now, Congress has extended it to 6 months. This will allow us to apply for a full \$112,000.00 loan forgiveness. As needed we will move it out of the Bank of America account into the Westamerica operating account.

Projected revenue from the 340 B program is undetermined; (we now know that we have been approved for the program.) We are doing alright with Ryan White and government monies. Because of budget cuts we may have less grants from Marin Community Foundation and other corporate donors next year. We will do a budget reassessment in July which will yield additional information on revenue from AIDSWALK 2020, the 340B program and donations. That will determine the amount of PPE loan forgiveness. Congress has extended this loan repayment to 5 years at 1% interest. Executive recommendations: increase salaries if possible, address the deficit spending at the next meeting.

NEXT MEETING: July 6