

## **Avivara Board Meeting Minutes**

**November 4, 2018**

In attendance: Gary Teale, Ann Austin, Ruth Harbaugh, Tom Friedman, David Austin

Meeting called to order at 7:30 pm

Fall Appeal: Goal is \$34,000. Received to date = \$16,000 (47% of goal). Letters sent to the following categories: major donors, consistent donors, sporadic donors, new donors, each with slightly different text in each.

The number of individual donors has decreased, but contributions per donor have increased, thus, stable level of cumulative individual donations.

Reasons for lowered expectations for individual donations: tax law changes, stock market volatility, midterm elections as distracting force.

Projection for total individual donations for 2018 ~ \$115,000.

Corporate donations for 2018 are down from 2017 (\$40K received in total in 2017; currently, corporate donations are \$18K). Decreased corporate matches are in part responsible.

Expect that Avivara will need \$96K – 100K for 2019 budget.

Currently, checking account + operating reserve = \$114K.

Cumulative contributions since inception = \$1,400,000.

Scholarship students: currently 138 (school year 2018) Expect ~105 scholarship students for 2019.

Have promised all scholarship students that Avivara will support them through the end of 2020, which will allow each of them to finish the program they are currently enrolled in.

Plan:

- 1) To close Avivara's operations at the end of 2020.
- 2) To finish in a thoughtful and organized way.
- 3) To communicate with donors in spring 2019 the above plan. However, any donors who ask about the long term plans for Avivara are given all information about the plan through 2020.

All remaining resources after closure may be donated to Educando.

Educando currently performing administrative tasks in Guatemala for Avivara; being paid 4000Q / \$530 per month for these duties, which are being carried out in a careful and effective manner.

Meeting adjourned at 8:30 pm.

Respectfully submitted, David Austin