

FY22 Q4 Closeout Board of Directors Meeting

Date: 1/25/23

Time: 5:30

Attendees: Bradford Volz, Evan Jones, Lisa Ikerd, Kate Choquette, Kim Lord, David Haverly

Bradford

Budget Update: Brad reviewed the budget that was prepared and shared in google docs

Laurie will stay on as a consultant but not full time this year

Part-time recovery coaches; Rick has accepted and we are excited that he will be able to be at the center on Saturdays from 8-4. Shawn will be asked to come on and we expect him to accept the offer as well

We were planning on sharing admin with next door; but that will not happen at this time.

David H is "loaning" us his CFO to help Kate with learning/understanding Quickbooks. Thank you so much!

Dave is going to be working on some "Fundraising" ideas and initiatives. He is asking that Bradford/ Kate provide him with

- some "data" of what efforts have been done and what was most profitable
- Is the "short-fall" our actual goal for this year?

He is going to help us to maximize our current fundraising efforts

- Disney Effect - s/b applied to all fundraisers. Try to get as much money from everyone who is there!
- Golf Tourney - we need to get more sponsorships/branding/logos on every hole!
 - Sell more mulligans
 - More hole contests
 - "Vegas holes"
- Clearly illustrate and quantify to all donors (both individual and corporate) how their donation impacts ARCNH
 - Share success stories
- Fundraising Ideas
 - Road race Team - bundle people together
 - Gala
 - Polar Plunge
 - Donor Levels - way to recognize what people have given; we could honor them at a black-tie event
- Corporate Contributions - this is going to be most impactful
 - Develop a "Value Add Strategy - Recovery Friendly Workplace"
 - Engage with all mid to large size companies in souhegan Valley
 - Recovery Friendly Workplace - may get us in the door
 - We have a way that can help them

- Challenge to the board - require all board members to provide 5 clients contact info to Dave for him to reach out to
- We need to leverage the Chamber of Commerce
- Overall strategy is to increase our monthly amount of giving in addition to our annual gifts

Board member Nomination - Doreen Boutin

Brad nominated Doreen; this was seconded and confirmed

2nd Board member Nomination - Angela Hayden

Her information has been sent to board by email for our review and vote via email

David gave his personal recommendation for Angela; feels she will be a great addition to our Board

Brad will get fundraising info over to David

Is everyone ok with a meeting every 2 months just to keep updated and active. Everyone seemed ok with this. Brad will come up with some meeting dates and send them out.

Kate

ARCNH Progress Report:

Excited about the new partnership with Clear Reflections Counseling. We have a good bilateral agreement in place with them.

*Reminded Kate to get a Certificate of Insurance from them that includes ARCNH as addl insd
She said she will do that

Recovery Link 2.0 will be launched in March; training begins in February through Harbor Care

ARCNH - collaborating with Hillsborough County Corrections

Goal is to provide recovery support for aftercare/discharge preparations/planning

This will be beneficial to the Souhegan Valley

90% of them will come out and onto Medicaid which means that this will be something that
Can be billed for

Peer Recovery Coaches - 2 coaches have come out of this CSW. Next one will be in May through Thrive

Launched APG in Q4. We have had 5 adolescents go through the program already

Friendsgiving - did with all the staff

Laurie is taking the CRSW Exam next week

4-Week children's holiday craft series & Holiday Movie/PJ Nights

Did not go as well as had hoped - did not have one person show up in 4 weeks and

No one signed up for Movie night

This brings us to one of the reasons for creating the "town hall" - too many people do NOT
Know what we do.

They did "Dine Outs with Sals; they donated 10% sales back to ARCNH. In 2 days they did \$400
Also did with Amigos and they did \$485 in one day.

We would like to see more of these!

Brad mentioned the book Seeking Safety - confirmed it is a great book and encouraged the board to take the time to read it.

Excited that the Dharma Recovery Mutual Aid Meeting will be starting. This is another pathway to recovery

Naranon meetings will be starting as well

Upcoming Community engagements:

- Human Trafficking 1/27/23 6 pm
- Sober super Bowl Part 6-10 pm potluck
- Battle Ax fundraiser - 2/22
 - Donating 25% of that revenue back to ARCNH - hoping to see all BOD there for at least 1 of the hours
- Town Hall Series - 1st Wed of every month February through June 7-9 pm
 - Would like to see some BOD members
- Hosting Hannah Banana - Artist in Recovery
 - She is donating time Feb 3, mar 3, april 7 6:30-9 pm \$10/night

The Volunteer Pool continues to grow - this is very exciting!

Quite a few grants have been approved - there are a few others still pending. They are working on 6 that are in the pipeline.

Center Expansion - Looks fantastic!

Working on a Calendar that w/b sent out before the events so that we all have time to get involved and share on social media

Will begin writing a thank you card to our donors; feel like a handwritten card is a touching and personal gesture

Coming soon - Monthly newsletter/highlights

Brad motioned to end the meeting; Lisa seconded and all approved. Closed 7:05 pm

