

**Florida Oceanographic Society
Board of Directors Meeting Minutes
May 4, 2020**

Board Present via Zoom Conference call: Allen Herskowitz, Board Chair, - John Amerling, - Mark Cocorullo,- Audrey Gillis, - Gary Goforth, - Matt Hooks- Linda Houston, - Matt King, - Bob Mathias, - Dan Merritt, - Patricia Noonan, - Nancy Rand, - Scott Turnbull

Board Present via Telephone: none

Staff Attendance: Mark Perry, Cathy Muir

Not Present: Paul Hederman

Board Chair

Board Chair, Allen Herskowitz, called the meeting to order at 3:03 pm

Mark Perry updated the Board on where we are with the COVID-19 issue and using the CDC, Florida and local government guidance to look at re-opening the Coastal Center as soon as practical.

Consent Items

- A. Minutes from the Board Meeting April 6, 2020
- B. Executive Director Reports-Education, Research, Animal Care, Operations and Development
- C. Committee & Task Group Reports
(See Board Website for Minutes, Reports and details)

Board Action – The Chair requested approval of the Minutes from the April 6, 2020 meeting and the consent agenda. Pat Noonan made a motion to approve and Linda Houston seconded it. It was voted on and unanimously approved.

Financial Report, March 2020 Matt King, Chair,

- Admissions revenue is \$26M which is down \$57M.
- Education is down due to no school groups and camp cancelled for June.
- Contributions are up.
- Conservation received a \$20M annual grant paid quarterly.
- Facility expenses are up due to hiring a security company after an incident. We were paying \$7M a month but now it is down to \$3M.
- Fundraising is down due to cancelling Oceans Alive.
- The month ended with a \$29M surplus.
- Liabilities are up due to construction costs.
- Operating funds at the end of March with \$450M.

- Admissions and gift shop revenues are down.
- The mission appeal brought in \$128M. We are participating in #Giving Tuesday on May 5, 2020 and also planning an online auction.

Development Committee Update, Linda Houston, Chair

- Oceans Alive has been cancelled and hopefully sponsors will consider rolling their sponsorship into a donation. Many sponsors have already done that.
- We are planning an online auction. This will help us to recover some lost revenue.
- The Development team is working on various activities to raise funds. The Mission appeal was successful. The summer appeal will be tied to our mission and memberships will be moved online.
- Prior to Covid 19 we had approximately \$230M in sponsorships and ticket sales.
- Linda Houston thanked Mark Perry for reaching out to donors and keep them feeling connected. This will make it easier for fundraising appeals. The mission message must remain consistent and we need to recognize the people who have been loyal to us.

Allen Herskowitz asked for a motion to approve the Finance Committee Report. Pat Noonan made the motion, Linda Houston seconded it. It was voted on and unanimously approved.

Capital Campaign Update – Pat Noonan, Chair & Nancy Perry, CFRE

- Pat Noonan paid tribute to Nancy Perry for her continued enthusiasm in obtaining pledges. The BOD has executed the continuation of the agreement with Nancy Perry.
- Nancy Perry sent out 90 emails and has received positive responses and pledges.
- Nancy Perry reported that we now have 123 donors with \$6,269,191 raised.
- An additional \$25M was received today plus \$25M towards a recorded pledge of \$100M. We also received \$50M on a pledge of \$100M and a signed pledge of \$10M.
- Mark and Nancy Perry met with a donor on April 30, 2020.
- Nancy Perry has had three positive responses from donors and anticipates high amounts but wants to have a face to face meeting when she can.
- Allen Herskowitz presented an analysis of 120 donors who contributed \$6.3MM. The analysis compared long term (10 year or longer) and newer donors, median, average and mean scores as well as donation amounts

Capital Expansion Update - Facility Task Group, Nancy Rand, Chair:

- Nancy Rand said that she is astounded by the support we are still receiving from the donor base in spite of what we are going through and that it is attributed to Mark and Nancy Perry. She said that last week she had the opportunity to tour the new building. She wanted to assure the Board that as impressive as the building is from the outside, it is unimaginable on the inside. The ocean to river views from the second and third floors are uncomparable. She said until you actually step inside you don't realize how spectacular it is.

- Larry Zabik said he had seen the video of Turtwig that Animal Care made and suggested we send it out so people can see what great things we are doing.
- The third floor deck waterproofing is commencing and should be done by the end of May.
- Hooks is still tracking on schedule to finish the building mid to late September.
- Windows are on site and should be installed next week.
- No change orders were approved.
- Purchase of light fixtures has been approved
- Office furniture order is being finalized and will include classroom furniture. Safety systems are in place and it should not be an issue to get a temporary Certificate of Occupancy to use classroom, second and third floors.
- No change on the financial update. There is enough cash on hand to complete the building.
- Color Ad is putting together an updated schedule. We are within 95% of finalizing the design and Zack Jud is working on Florida's Water Story Video. We are closing in on a need to commit for exhibits next month.
- Mark Perry requested that Lindsay Zabik provide a cash flow report for the next couple of months.

Strategic Planning Task Group – Paul Hederman, Chair

- No Report

Advocacy Task Group- Gary Goforth, Chair

- Gary Goforth wanted to give credit to Zack Jud and his education staff for their continued aggressive and effective outreach program the last six weeks. Zack Jud put on a webinar on the Science Behind Oyster Restoration. There is a webinar scheduled for May 8 on Blue Green Algae and another on May 15 on Sea Turtles.
- Mark Perry and Gary Goforth have been helping groups with regard to the Lake Okeechobee operating schedule. The Corps of Engineering has been holding meetings and this will be important for setting the next set of regulations on how the lake is operated.
- Martin County has decided not to pursue a legal challenge to the State of Florida's Basin Management Action Plan. The Center for Biological Diversity is continuing their lawsuit against the Corps of Engineers and National Marine Fisheries regarding Endangered Species Act violations. Gary Goforth is helping them out with some expert witness work.
- Next week Gary Goforth will meet with Abbie Flood and Michelle Byriel to update the advocacy web page on the FOS Website.
- Mark Perry suggested that Board Members check out presentations on the SFWMD website. They have is a meeting on May 14.

Governance Nominating Committee Update, Scott Turnbull, Chair

- No Report

Information Technology Task Group – Dan Merritt, Chair

- Dan Merritt reported that Mark Perry, Mark Baer and Ryan Merritt have discussed the need for a local file server to run quick Books resident as opposed to online. . Everything else can be migrated to the cloud at a significantly lower cost. Our servers need to be upgraded, but we can operate from the cloud. We can get credits as a non-profit through Microsoft 365 for expanded licensing and storage in the cloud. DanMerritt has been working with Tom Kurish from Rydan Electrics on audio visual for the new building. Tom Kurish will be working on the IT Room, blue tooth and WiFi.

Mark Perry presented the latest water quality report which was an 87% and a B+ .

Linda Houston suggested that when we get ready to open back up we send out some of our videos through social media or emails so people get excited about coming back.

The meeting was adjourned at 4:14 pm. The next meeting will be held on June 1, 2020 at 3:00 pm at the Coastal Center.

Minutes recorded by Cathy Muir, Administrative Assistant and submitted by Nancy Rand, Secretary of the Board of Directors of Florida Oceanographic Society.

Respectfully submitted,

Nancy Rand, Secretary of the Board of Directors
Florida Oceanographic Society