

NJCTS BOARD MEETING MINUTES

March 16, 2016

Present:

**Paul Romano
Santina Reichenbach
Tim Kowalski
Andrew Hendry
Rebecca Spar
Tim Omaggio
Faith Rice**

Excused:

Conrad Roncati

Paul presented updated financials. NJCTS generated \$970,000 in total income for the fiscal year ending February 29, 2016 with preliminary expenses of approximately \$750,000 for a preliminary net profit of \$219,000.00. This is before year end adjusting journal entries anticipated of \$30,000 - \$50,000 and any audit adjusting journal entries leaving a final net profit of about \$170,000 to \$190,000.

It is projected that NJCTS will need an additional \$200,000 to break even this fiscal year (3/1/16-2/28/17). Personnel costs are likely to increase by \$100,000 because some positions were not filled this past fiscal year. NJCTS will also have to bring in more revenue to make up for some of the one-time donations received in the last fiscal year. It is projected to be a difficult year financially.

The Board members discussed some options for fundraising. An in-depth discussion on fundraising will be on the agenda for the next board meeting to be held April 20 in person.

Tim Kowalski reported on the NJ Walk for TS at Princeton which is scheduled for April 3, 2016. Last year, approximately \$24,000 was netted from the walk. All proceeds are used for education outreach. This year, sponsorships are coming in much slower and they are currently 68% behind where they were in 2015. Everyone is encouraged to reach out to possible sponsors for the Princeton Walk.

The statewide NJ Walks for TS program will be an agenda item for the April 20 meeting..

Rebecca and Faith gave an update on the possible agreement with TAA which would have designated Rutgers University, Atlantic Health and NJCTS as a Center of Excellence. TAA rejected the contract approved by the Board at its last meeting and to everyone's surprise

and for no discernible reason, removed NJCTS as a party to the agreement. When Rutgers and Atlantic Health explained that NJCTS was an essential part of the consortium, TAA sent back a new proposed agreement which included NJCTS. It continued, however, to refer to the three separate organizations as one “Center” rather than three independent organizations working in collaboration. TAA left out all of the carefully crafted language the Board had approved. Faith tried, unsuccessfully, to speak with TAA leadership at the National Conference in an effort to understand what TAA’s expectations are and why they were actively working to exclude NJCTS rather than supporting the ground breaking work NJCTS has done in fostering the first Center of Excellence. Everyone has spent many hours of work in trying to develop an acceptable agreement, one which would bring in no funding and would do nothing more than accept TAA’s designation as a Center of Excellence for work NJCTS, Rutgers and Atlantic health are already doing. Rutgers and Atlantic Health have drafted a letter to TAA advising that after two years, they have lost faith in the process which has been plagued by a lack of clarity as to the expectations of TAA and that they are not willing to spend any more time in working on this. The Board agreed that NJCTS should also sign on to this letter.

A lengthy discussion took place on the need for a larger board, composition of the board and how to attract corporate members. Faith reported back on her conversations with possible board members and it was agreed that she will offer a position to one individual from South Jersey. The Board also discussed the criteria that board members must commit to bringing in a minimum of \$5,000 each year. The thrust of the discussion was that some potential members might be unable to do this but would bring many other strengths and should not be rejected on this basis alone.

The next Board meeting is scheduled for April 20, 2016 in person. Following is the list of NJCTS board meetings for 2016:

April 20
May 12
June 23
September 22
October 19
November 17
December 7

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