

Hemophilia Foundation of Minnesota/Dakotas
Board Meeting Minutes
March 20, 2007

Meeting was called to order at 7:05 p.m.

Present: Jim Brown, Judith Campbell, Liz Myers, John Schulte, Bob Stone, Sharold Friedrich, Bill Kallberg, Joni Osip, Dan Tinklenberg, Steph Miller, Aaron Reeves, and Jim Langworthy.

Absent: Nancy Golden, and Brenda Neubauer.

Staff: Jim Paist, Executive Director, and Pam Cella, Office Manager.

January Minutes: The minutes from the January 2007 meeting were reviewed and Bill Kallberg made a motion to accept the minutes and Liz Myers seconded. Motion carried.

Financials: Jim Paist reported on the December and at the end of the year, we had \$47,033 in our Money Market Fund Account; \$64,341 in our Dreyfus Account; \$139,461 in our Savings Account; \$1,252 in our Scholarship Fund; \$11,802 in the Camp Fund; and \$16,488 in the Checking Account. Year-To-Date, from January 1, 2006 through December 31, 2006 on the income side, we had a total of \$359,114 versus a budgeted figure of \$355,700 which means we were up \$4,000. On the expense side, we spent \$338,491 and budgeted \$358,700 which means we had a decrease in spending of \$20,000.

Board members were glad to have a breakdown of account 5200, Banquet/Food & Lodging Expenses. Dan Tinklenberg asked about account 9750, Gain (Loss) on Investment. This is a new account which will reflect our gain or losses on our new laddered CD's. Bill Kallberg made a motion to accept the November financials and Sharold Friedrich seconded. Motion carried.

Jim Paist reported that for the first month of 2007, we had \$898 in our Money Market (realize that this is the account we reinvested funds from for our Money Market Bond Fund Account); \$47,039 in the Bond Fund Account; Dreyfus had \$64,341; Savings was at \$140,890; the Scholarship and Camp Accounts remained the same as last month; and we have \$2,000 in our Checking Account. Generally, Jim generally transfers \$15,000 from the Savings Account to the Checking Account when needed for general operating. Our Total Assets stand at \$270,405.

In January we received \$1,890 from Community Health Charities; \$44,500 as a HTC Contribution; \$7,600 from Industry; \$1,500 as a late payment from our Golf Tournament in 2006; and \$36,000 as income from our Gala. This month, our income is at \$92,826 and we budgeted \$154,560. On the expense side a big item was the Minnesota Retreat in the amount of \$11,600. Bill Kallberg made a motion to accept the January 2007 financials and John Schulte seconded. Motion carried.

CHC Presentation: Jim Paist introduced Stuart Shwiff who is Vice President, Business Development for Community Health Charities of Minnesota (CHC). Stuart explained that CHC is a 26 member charity working in chronic illness that uses a co-op approach with employees to expand their giving options, i.e. United Way. Around 20 years ago, we were

known as the Health Fund of Minnesota with a chapter office in the Twin Cities. To date, we raise \$2.5 million for all member charities and we want to grow to \$4 million by 2010. We are trying to expand the number of employees that could make donations by making presentations at Board charities who can create an avenue for new businesses or add more avenues for contributions.

One hundred and twenty-five Americans suffer from chronic illness now. By 2010, an estimated 50 percent of our population will be affected by this illness. It is a known fact that a quarter of a million employees in Minnesota donate through work place giving campaigns. We are looking at getting our foot in the door of businesses that do not offer payroll deductions for CHC. Specifically, we are looking at Board members helping us to identify strong contacts of major employers.

Jim Paist will pursue a distribution list from CHC and distribute to Board members so we can identify who is or isn't on that list. Jim will work with Stuart on this endeavor.

Legislative Advocacy:

Committee Reports: Jim Paist reported that the Legislative Committee met two weeks ago on a National Bill that was discussed during Washington Days. Not a lot has been going on. The HFMD office did receive a letter from Senator Berglund thanking us for our support.

Washington Days: Jim Paist was impressed with the collaborative effort between NHF, HFA and COTT as they came together this year with over 250 people in attendance from the hemophilia community.

Ramstad Award: Jim Paist mentioned that 2 years ago HFMD gave two awards out thanking legislators for their support. This year, we would like to recognize Congressman Jim Ramstad, representing the third district, for his outstanding service in the bleeding disorder community. He was the first co-sponsor of the MediGap Bill and the Genetic Non-Discrimination Bill. During Washington Days, Jim met with Congressman Ramstad in person and had a photo opportunity for the Minnesota delegation and also with Dr. Alan Kinniburgh. The Minnesota delegation included Denise Cadwell, Eileen Bostwick, and Jim Paist.

Sole Sponsored Events/Programs: Currently, HFMD has gone out of their way not to sponsor sole sponsored events. However, we have had some exceptions to this from time to time. Since our November Board Retreat, HFMD may want to look at programs which may involve sole sponsoring. The Industry Relations Committee met and the consensus was that they were o.k. with HFMD sole sponsored events but making sure that there was an even playing field with no advertising.

We need to hear from our HTC participants so Aaron asked how the HTC's felt. Jim Langworthy reported that he and Joni Osip have gone round and round with this over the years and we are in different places on this issue. For the Mayo HTC, Jim L. thinks this could be problematic from a number of points. However, the key question is what drives programming? Need or want or is it program driven by a new marketing campaign from industry. Programming should be driven by what our consumers needs are versus marketing. The issue could lead into Mayo not participating in what we could do or not do in key programming (opt out). All three Mayo HTC people are in agreement. "Mayo standards do not allow us to participate in sole sponsored events". Bob Stone asked if the HTC's are

speaking with one voice and has anyone contacted the HTC's in the Dakotas. The answer was no.

Jim Brown reported that the Industry Relations Committee felt an urgency to meet and develop a position so the Annual Meeting Planning Committee would know where IR stands. Industry Relations had many discussions but felt that a call for or a need for programming would come from the HFMD staff or Board. Jim felt that sole sponsored events, with no advertising or promoting of services or products, would bring value to HFMD.

Joni Osip feels that the community benefits from good programming. However, the major focus should be helping patients and Jim Brown has a good point. Joni suggested possibly having a separate committee consisting of representatives from industry, the Board, and HTC to talk about this.

Aaron asked if NHF has a policy. Jim Langworthy reported that National has an Ethics Committee but are focused on reorganization at this time.

Jim Paist said that at the November Board Retreat, Jim Langworthy did mention that we should initiate a sub-committee with representatives from the HTCs, the community and IR to help recommend a policy. Jim Paist suggested this Advisory Sub-Committee could also review cases in the meantime, if HFMD wishes to consider a sole sponsored program that could be beneficial to the community. Dan Tinklenberg agreed with the Sub-Committee concept. It was agreed upon by the Board to have 7 people on this committee: 2 from Industry; 2 from HTC's; and 3 community people (from Board). Jim Langworthy and Joni Osip could represent the HTC's but need to ask the Dakota's for their input.

Annual Meeting Updates:

Committee Report: Steph Miller reported that this year's theme is "Cycle of Life" and the concept is to get people involved from all ages. Each will have a career with a dollar amount representing a salary, families will get dollars for attending the educational sessions, and there will be drawings for prizes.

Board Members who volunteered to help during the day are:

- First Step – Steph Miller
- Tai Chi – Judith Campbell
- Kairos Dance – Judith Campbell
- Women's Program – Liz Myers
- Round Table Discussions – John Schulte
- Physical Therapy – Sharold Friedrich
- Lunch – Bill Kallberg & Aaron Reeves

Aaron Reeves will lead the business session and helpers will be Joni Osip & Steph Miller. Aaron stressed the importance of attending the Annual Meeting.

Pam agreed to send out a confirmation letter confirming both their attendance and lodging.

Board/Officer Election: This year, HFMD will take a more formal approach to our meeting and follow our by-laws. This includes:

- Membership which nominates and elects Board members according to the by-laws
- Nomination of officers is done by the Board

Judith Campbell is moving to Winnipeg sometime this summer/fall which means she will be leaving us. She has not turned in her resignation but will when the time comes. The Board expressed its thanks for her time and knowledge she has donated to HFMD. She will be missed but we hope her and her family good luck.

National Meetings: Jim Paist informed everyone that the June Leadership Weekend will be held in Chicago this year, Dad's In Action will be held in New Orleans during the month of July and NHF will be held in October.

Gala Report: In 2007, the Hearts of Hope Gala grossed \$101,395 and netted \$76,000. A critique meeting was held and it was a general consensus of the committee that next year we have a casino night and change the venue a little.

The next HFMD Board of Directors meeting will be on Tuesday, May 15th, at 7:00 p.m. The call in number is 1-866-482-6958, and the pass code is 1080141#.

Respectfully submitted,

Pam Cella
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