

Voted and approved at 6/15/11 Board Meeting.

Board Meeting 5-11-11

Present: Brian, Dustin, Jane, Wendy, Scott, Coray, Erin, Tobi

Staff: Diann, Sheri, Ryan, Sky, Gordon

jamil joined @12:11 pm

rodney joined @12:16

Not Present: Feargus, Dave, Darius, Cordy

Call to order 12:06 pm EST (10:06 CST)

Pre-meeting Agenda:

- * Approve minutes from last meeting
- * Budget/Financial Update
- * Staffing update
- * Events update
- ** IGDA Summit
- ** SCRUM Chicago
- ** PAXDev
- * Board Offsite 7/16-17 in Seattle
- * New Business

Minutes were reviewed and a few edits made related to the last item re PaxDEV

Passed unanimously (Tobi moved, Wendy 2nd-ed) with edits as made in Google Docs version (10:14)

June 15, 16, 22, 23 considered for next board meeting. Wednesdays are better in general, ended up choosing the 15th due to quick polling of conflicts (all dates had conflicts). So next meeting is June 15th, noon/9am. Sheri took an action to create a calendar appointment (done!).

Financial review by Diann:

- Cash balance is just under \$90K, slightly below last year, but our accounts receivable are running ahead. A number of invoices to studios are outstanding and are being adjusted.
- The SIGs are accounted for liabilities
- Deferred revenue includes lifetime members and studio invoices that have not yet been validated.
- Discussed pulling out the unconfirmed studios out of deferred revenue, to clarify what is true accounts receivable and what is unconfirmed sales proposals. Diann took an action to come up with an approach to keep the accounting straight.
- Only slightly below reforecasted revenue numbers, running a little favorable in expenses. So we are running basically at breakeven versus our reforecasted numbers.
- Looking forward, the key thing to track will be the upcoming events. The Summit and

European events for instance are needed to net about \$30K each into the bottom line (ie net revenue to pay for other programs).

- It was noted that even with being on track, membership is 20% down from last year (which was 30% down from the year before). We have a lot of events coming up so are far from out of the woods related to ensuring our revenue generating programs perform as needed to support the programs in the budget.
- cash position reflects about two months of burn without revenue
- also noted that moving to a employee leasing will create some additional cash needs as we need to deposit advance payroll
- discussed contingency related to events cash flow

Staffing update will be in executive session.

ED's operations report:

- logistics - E3 booth, Leadership Europe and Leadership LA, IGDA Summit, website updates
- financials updates
- new newsletter format development, new membership cards
- May's newsletter
- SIG and Chapter outreach
- just launched our first Asia group
- sent out first European-only mail
- sent out email to people who hadn't gotten renewal messages (in March, I think this was?)
- transition to Salesforce
- working on sales process
- and had a staff meeting

Went into executive session, including Gordon.

Motion passed to create Program Manager position as defined by Gordon (title to also be confirmed w/ EC), with one 'nay', and two abstentions.

Exited Exec Session 1:20 pm

Event updates:

E3 coming up:

- do not have a sponsor for the party, so will not be doing
- may have a lead on an E3 lunch, otherwise will not be doing
- Focus will be on IGDA Summit going forward

IGDA Summit

- two months from next week
- have no sponsors yet, have no registrations yet
- need support from everyone - potential sponsors, esp near Seattle, attendance
- Sky will send out to the email list the list of of what can be sponsored, so the Board can assist

in identifying leads for each.

- website is expected to come up next Friday, including the sponsors page
- every SIG and Chapter will get one free rep at the conference

Offsite is July 16-17, the weekend before the summit:

- everyone has said they will be able to go, so be sure to remember and make your flight plans now!
- will be starting Sat 8 am, try to get there Friday night
- Sunday, will be going until 5 pm, so don't get earlier flights. Plus you'll be at the summit the next day anyway ;)

No new business.

Adjourned at 1:29 pm.