

**MINUTES of the
ANNUAL TRUST MEETING of the
BOARD OF DIRECTORS of the
BAY AREA VIPASSANA CENTER (BAVC)
HELD MARCH 12, 2017 @ SBVH**

Facilitator, Timekeeper: Adrian Foley

Location: South Bay Vipassana Hall (SBVH), 3375 Scott Blvd. Suite 432, Santa Clara, CA 95054

In Attendance: 1) Ashutosh K. Harsh, 2) Sato Bon, 3) Christine Reynolds, 4) Douglas Makepeace, 5) Elke Moritz, 6) Quang Nguyen, 7) Ashish Dixit, 8) Stephen Lamm, 9) Doug Jackson, 10) Nikhil Jain, 11) Shubhra Jain, 12) Brooke Wright, 13) Mukul Agarwal, 14) Tayeko (Tai) Yamada, 15) Meenu Gupta, 16) Jayasri Sang, 17) Adi Loo, 18) Bhakti Vanzara, 19) Hamid Aghdaee, 20) Taru Jain, 21) Ali Naimi, 22) Ann Seitz, 23) Judith Alper, 24) Tim Donovan, 25) Karen Donovan, 26) Prahallad Iyengar, 27) Nandini Iyer, 28) Adrian Foley, 29) Seema Borthakur, 30) Ram Upadhyay, 31) Pradeep Ramanatran, 32) Nirmala Pailla, 33) Sudhakar Reddy, 34) Madhuri Jagadeesh, 35) Saheyu Talla, 36) Quan Ta, 37) Rishi Yadav, 38) Sajjananda Jagadeesh, 39) Pankaj (**39 attending**)

Agenda	Questions-Answers-Comments Discussion & Action Items
MEETING OPENING	<i>Q=Question, A=Answer, C=Comment</i>
The day began at 9:20am with a one-hour sit.	
INTRODUCTION	
<i>KD:</i> A discourse given by Goenkaji has been selected for today because it discusses the values and difficulties of Dhamma service and addresses the challenges ahead. This talk is from an Opening Discourse at the annual AT meeting in India in around 1999.	
OPENING DISCOURSE BY GOENKAJI	
WELCOME REMARKS	
<p>KD-Our gratitude for the Dhamma and the technique of Vipassana is the foundation of our service and work. This gratitude is what fuels us as we face the inevitable barriers to progress as we seek a new center.</p> <p>Goenkaji just spoke of challenges faced in organizing, administering and teaching the initial “gypsy” courses or what are now called “non-center courses.” We serve because we are so grateful for the Dhamma and we express our gratitude through service. As we proceed, the means of our service is more important than the end. Our strong Vipassana practice is essential. Harmony, with a strong emphasis on being cordial and respectful to each other, are essential qualities as we continue to work together to find and develop a center. This cordiality and respect during the challenges and difficulties ahead will provide us with an important foundation to build our center on. The BAVC annual Occidental course offers us a window into what running a center will require.</p> <p>We are at a crossroads now in our Vipassana community. Since Goenkaji’s passing we’ve become a collective force for Dhamma without a charismatic leader. We are the many hands of Dhamma, as Goenkaji referred to us many years ago. We are also at a crossroads in society and technology. Silicon Valley and the Bay Area are at the forefront of these changes. Having a center in Silicon Valley will provide a place for those at the vanguard of this change to find and practice Dhamma.</p> <p>In order to be a place for everyone we must be diverse. We’d like to and need to reach out to Spanish, Khmer/Cambodian, Vietnamese, Iranians, Thais, Chinese and others who make up the Bay Area and provide a place and opportunity for</p>	

them to feel comfortable. Let's think about how to make a bridge, and help all to feel welcome here at our halls, and serving Dhamma. This includes young people. I'm happy to see a few here under 30, knowing they have found a place.	
MG- Thank you for taking time from your day to join us.	
RESTATEMENT OF TRUST PROCESS BY FACILITATOR	
Agenda for the day was passed out. Stick to written agenda items giving those presenters time to speak, thus moving the agenda process along. Questions are addressed when people raise their hands. Speakers are called on in order and put "on stack."	
INTRODUCTIONS, MEETING BEGINS 11:23am	<i>Q=Question, A=Answer, C=Comment</i>
<ol style="list-style-type: none"> 1. Adrian Foley, Berkeley, BACV Trust member 2. Hamid, Oakland, new BAVC Trust member 3. Stephen Lamm, Palo Alto, BAVC Trust member 4. Nikhil Jain, Sunnyvale, BAVC co-Treasurer 5. Pradeep, Hayward, old student 6. Sudhakar, South Bay, Friend of BAVC Trust, former Trustee 7. Prahallad Iyengar, BAVC Trust member, live in Santa Clara 8. Rishi Yadav, South Bay, Friend of BAVC Trust 9. Tim Donovan, Aptos, BAVC Teacher 10. Doug Jackson, BAVC Trust member, Berkeley, EBVH 11. Jagadeesh, San Jose 12. Douglas Makepeace, just did the 10 day over Christmas 13. Ali Naimi, Sunnyvale, Friend of BAVC Trust 14. Ashutosh Harsh, San Francisco, Friend of BAVC Trust 15. Quang, Sunnyvale, Friend of BAVC Trust 16. Ashish Dixit, Mountain View, BAVC Trust member, Treasurer of SBVH 17. Judith Alper, Oakland, SAT, BAVC advisor 18. Jayasri, Santa Clara, old student 19. Elke Moritz, Walnut Creek, BAVC Trust member, BAVC Bookkeeper 20. Nirmala Pailla, Sunnyvale, Friend of BAVC Trust, former Trustee 21. Sato Bon, San Francisco, BAVC Trust member 22. Tayeko Yamada, Berkeley, BAVC Trust member, EBVH Treasurer 23. Brooke Wright, Santa Cruz, BAVC Trust member, Outreach Committee 24. Karen Donovan, Aptos, BAVC Teacher 25. Madhuri, Evergreen neighborhood of San Jose, old student here to support spouse 26. Christine Reynolds, old student 27. Taru Jain, South Bay, Search committee chair, Friend of BAVC 28. Meenu Gupta, Palo Alto, BAVC co-president 2017 29. Mukul Agarwal, Palo Alto, BAVC co-president 2017 30. Shubhra Jain, Sunnyvale, BAVC co-Treasurer 31. Nandini Iyer, Santa Clara, BAVC Trust member, Outreach 32. Sajananda, South Bay, old student, first time attending a meeting 33. Bhakti 34. Seema 35. Saheyu 36. Ram 37. Pankaj 38. Ann Seitz, East Bay, BAVC Secretary 39. Quan Ta, Gilroy, afternoon session only 	
OCCIDENTAL COURSE AND FINANCE COMMITTEE REPORT	<i>Q=Question, A=Answer, C=Comment</i>
The annual Occidental course is one of the largest 10-day courses held outside India and is the largest held in North America. For 12 years now it has been held in a facility near Sebastopol. This course serves California, the regional western	ACTION ITEM: The Occidental Course organization for Dec 19-30 2017 is already underway and the greatest need is for old students

states, the nation and quite often hosts international student from Canada and Europe. Every year it serves about 250 students, many new to the technique. It does this in recognition that other centers at this time are booked and carry long wait lists. The course is designed and coincides with a time of year employees can take the least days off in order to attend. As we heard in today's discourse "non center" courses present many challenges, this is an outline of those for at Occidental starting with this year's finances.

- OCCIDENTAL FINANCES:

There is a Google document linked in Basecamp titled Finance Report 2016 Occidental Course for your reference that is continually updated as funds are received. These numbers are all as expected and usual for this point in time after the course.

Summary of Expenses for the last course as of 12/31 (continually updated):

Food \$14,000
Supplies \$700
Insurance \$2,000
DhammaReg \$700
Rent \$30,290

Total Expenses \$47,690

Dana:

Paypal Donations \$15,300.00
Square Donations \$2,861.89
Checks \$3,790.00
Cash \$7,886.00

TOTAL DANA \$29,837.89

There is a Current SHORTFALL as of the date the report was compiled.

Matching donations are still arriving. We may have a slight shortfall this year (about \$4,000) but last year's surplus of over \$6,000 should cover it. We've had a surplus each year and like to begin the course with \$15,000 if possible. This year our projection is to begin the next course with \$8,000.

- PREPARATION—FOOD COMMITTEE:

The Food Committee starts about 6 months before the course and is already in operation for this year. This committee is responsible for planning and ordering food and all raw materials. Food ordering involves many levels of coordination: research of vendors, comparison of their price, determination of single item vs. per case costs, conversion of all measurements from menu to vendor sell sizes (grams, pounds, cases, cups, teaspoons etc.), scheduling of vendor delivery and rest times of day during the course, 4-5 volunteers evaluate ordering sheet price comparisons. Food cannot be ordered all at once for several reasons i.e. it will spoil and there is insufficient on-site storage for it all. Priority must be given to the preservation of Dana therefore plans must be made for leftovers i.e. what unopened items might be sold back to vendor, what other centers might use and want to purchase items they regularly use, the location and plan for perishable foods to shelters etc. As this committee strives to improve the menu with gluten-free ingredients, less acidic foods, every time this is done the cascade of food ordering changes must be adjusted.

- PREPARATION—REGISTRATION:

Registration opens in September. Because the course is only offered once a year a new team, and often training, needs to be given each year. We process around 700 applications to admit eventually admit 250 students. We generate a wait list because there are cancellations and we want to have the course as full as possible

to be "lead" on site for the necessary tasks. All Old Students are asked to consider signing up and taking on a task for the smooth running of the Occidental course. Email Nikhil.

ACTION ITEM: All old students are asked to take two steps: 1) to research if the company where they work offers a Financial Matching Program. 2) If they do to complete the necessary paperwork or take the necessary steps to add Bay Area Vipassana Center to that company's Matching Program list. This makes it easier for any old student/employee to double their Dana.

QUESTION: Wouldn't it be easier to do the inventory for the next year right after the course?

ANSWER: Yes, but usually students are tired and it's good to spread the work around over time.

QUESTION: How can people with no experience feel welcome?

ANSWER: It can be useful to join a committee remotely and just listen in. If something seems interesting then we work with the volunteer off-line to train. This can be part of the Registration process.

QUESTION: Is only one course offered, or are there more in a year?

ANSWER: This is the twelfth year the "holiday" course has been held at the location mentioned. Long ago we held two in one year (it was May or June) and found it financially unproductive and determined the real demand is during December.

QUESTION: This last year set-up days were Sunday-Monday-Tuesday, was that an issue this year because usually the set up days include the weekend?

ANSWER: We arrange the days each year to allow as many students as possible to take the course and based on that is why we start the course early or late. Moreover, we are constrained by the availability of the course site. This dictates the schedule to a large extent. Somehow it works out even if the setup does not include the entire weekend.

COMMENT: The course is given at this time for other reasons. The site is otherwise a Christian Youth Camp (known as CYO Catholic Youth Organization). Their entire staff is off during this time period so it is mutually beneficial they give us half off what would otherwise be an exorbitant rent and they benefit at an otherwise dormant time. The course is set for Dec 19-30 2017 this year.

<p>since having a cushion is at a premium. The main work here is to answer many questions i.e. airline, bus, rideshare and coordination of travel, new student inquiries, etc. There is a lot of work involved in responding to the servers.</p> <ul style="list-style-type: none"> ● <u>PREPARATION—SET UP:</u> An old student living near the site lets the course use his barn and storage for most of the materials such as the partition, storage tubs, rice cookers, boxed items, and other things. A few old students must go there and do an exhaustive inventory ahead of the course to generate shopping lists for even the smallest supply to make sure our reorder is accurate. Price comparison, shopping, purchase and receipt/reimbursement justification must be completed as does storage and plans for transport of the same. ● <u>SET-UP DAYS -2, -1 AND DAY 0:</u> All items begin to arrive by delivery or private car and unloading is needed. All tasks need to be completed such as marking Course boundaries, covering windows, dining hall and Kitchen set up, assemble partitions, Dhamma Hall set-up, signage, and a lot of work goes into finding enough volunteers to do all these tasks. Ultimately, it takes 30-35 servers to run an entire course. ● <u>CUSHIONS:</u> The barn doesn't have enough room to store all the cushions plus during the year they are in use in other location and need to be kept dry and clean. Inventory has to be taken at each location as part of the planning. Arrangements have to be made availability and transport to and from the Occidental site. ● <u>END OF THE COURSE, LOAD-OUT, CLEAN UP:</u> Similarly everything has to be taken down without breaking or losing parts and stored correctly for next year. The truck that delivered it all returns and goes back to barn storage. Please feel free to contact the organizers if you have further questions or want to get involved with Occidental. Nikhil Jain <Nikhil.barjatya@gmail.com> Shubhra Jain <0000sankalp@gmail.com> 	<p>COMMENT: The first year I just attended the calls, but when I attended the setup I started to understand. There are small tasks there are large tasks. Two years ago I had the thought to join the Food Committee. I joined some calls as a first timer and was lost for a while. There is an opening for volunteer work if you get involved. There are many non-experienced student people in the bay.</p> <p>COMMENT: I remember 2005 the first time to the site, no one with any experience was there, people who'd never done it before, no beaten track to follow, yet it happened. Experience is good but so is volition and so are helping hands.</p> <p>COMMENT: Some people might think the Occidental course will stop when a new center is available. When the SoCal center 29 Palms center opened speculation was it might meet the need but long wait lists continued. The Occidental course will continue because there is a demand. It meets that demand and why it was created it in 2005.</p>
<p>OUTREACH COMMITTEE</p>	<p><i>Q=Question, A=Answer, C=Comment</i></p>
<p>(NOTE FROM SECRETARY: To save space in the next two discussions the QUESTIONS & ANSWERS will appear on the left and the ACTION ITEMS & COMMENTS on the right)</p> <p>The co-chairs for the Outreach committee are Nandini Iyer and Meenu Gupta. Members include: Matt as AT Advisor, Brooke, J.T. Woon, Eva and Ann. The committee usually meets by phone every two weeks on Tuesday night. For the last two years we've focused on having more old student support events at the halls and the result has been and Question & Answer Session with Area Teachers, we've hosted recorded talks by Paul Fleischman and we done digital poster support and generation for Children's Courses. There was a survey circulated last year designed to create a robust solid community to support each other that yielded the following:</p> <ul style="list-style-type: none"> ● Over 700 old students filled out the survey and a little over 200 said they'd like to do service and want to help create more events. We wanted to find out better ways to link them to various projects. ● We asked what ways in general and specifically did they like to be communicated with and we found they like the idea of a Bay Area specific Newsletter. In an effort to not overwhelm people with email we considered sending only events targeted their area of the Bay but found 	<p>ACTION ITEM: All are asked to get comfortable with using Basecamp and to request access to those committees of interest to them so they can stay current. Within the next two months Brooke will organize and offer 2 Basecamp Tutorials to anyone who needs it.</p> <p>ACTION ITEM: Brooke will offer two Basecamp training tutorials in the next two months for anyone who wants training or advice.</p> <p>ACTION ITEM: Sato will consider the development of a BAVC Tech Committee, the skills required in its members, its purpose and function. She will begin to develop a Tech Directory to specify who has what skill.</p> <p>ACTION ITEM: Ann will send new member trust materials to each new trust member</p> <p>ACTION ITEM: Meenu and Brooke will evaluate</p>

<p>people want to see all the Bay Area Events and choose.</p> <p>Going forward, in 2017 this Committee wants to highlight diversity in line with what Dhamma Dhara offers in bilingual courses. We will continue to work with digital and print materials emphasizing Dana at Occidental, Children's Courses and aligning online information and user ease in finding it.</p> <p>To clarify, you do not need to be a BAVC Trustee to be a committee member and the Outreach Committee is definitely in need of more volunteers.</p> <p>QUESTION: Can we offer a 10-minute course to introduce our spouses or other non-meditating students? Can non-meditators attend?</p> <p>ANSWER: We have done that before so it can be done. But I remind that the job of the trust is to support old students. We are attempting to solve the stress of new students who are demanding courses by building a new center. To take away from old student support might not be the best use of our time and resources.</p> <p>QUESTION: How do you get the complete list of old student email addresses? How is the outcome of the survey disseminated among the old students?</p> <p>ANSWER: Emails are usually is OPT-IN and we're sending what they have chosen to receive with those addresses.</p> <p>QUESTION: I get calls from people confused because they've found overlapping websites, old information and content about the halls. What can be done?</p> <p>ANSWER: Some things no one has control over such as Google or Yelp archiving or using its cache keeping and not removing old pages. Some duplicates are older "test" pages that never got removed. Some of it is human error that was never corrected. This is confusing and fragmented information is online. We do need to look at all the components.</p>	<p>interactions between Google Docs and Basecamp, how they work together, how they are displayed in Basecamp, ease of user use and then report back and advise the Trust of their findings.</p> <p>ACTION ITEM: Prahallad volunteered to be a moderator for the BAVC Facebook for old students located: <https://www.facebook.com/groups/BayAreaVipassana/></p> <p>COMMENT: It's "Mission Critical," especially in Silicon Valley that we have a quality Website and other electronic avenues into Vipassana. We need to have volunteers experienced with UX and building website.</p> <p>COMMENT: I think we should have a TWITTER handle that we can control so no one can SPAM it.</p> <p>COMMENT: If we polled 20 different people we'd get 20 different answers on how users get information online. The biggest consideration here is reaching the tech savvy and those without that knowledge. We must appeal to those with know-how and those who may need to use one or two "Keywords" and find what they need.</p>
<p>VEGETARIAN POTLUCK—BREAK</p>	
<p>AFTERNOON SESSION BEGINS 1:30PM</p>	
<p>SEARCH COMMITTEE</p>	<p><i>Q=Question, A=Answer, C=Comment</i></p>
<p>The Search Committee was officially created in April 2014 with the assistance of Tim and Karen Donovan, together with Craig Rublee, Philip Block as the committee consultant on zoning and county regulations, J.T. Woon was committee's consultant on architecture needs but has since resigned. We are looking for an architectural consultant. Search Committee is responsible for doing the research to find suitable properties and provide regular updates to the trust. Ultimately, BAVC Trust is going to make final decision on purchase of any property. Search committee's Mission Statement link is below.</p> <p>Search committee meets once a week for one hour and have come a long way since our first workshop in 2014. This report will give current updates though not every detail can be examined, it will go over next steps and goals for the coming year, and the n take questions.</p> <p>Revised Vision Statement read into the Minutes: Original Draft 4 (Oct 7, 2014) BAVC Vision Statement <i>The Bay Area Vipassana Center will be located in an urban, rural or mountain setting and either by its location, design and/or landscaping it will be set apart from the daily hustle and bustle of the bay area and conducive to holding Vipassana meditation courses. Located within 45 minutes to 1.5 hours from the Bay Area, the center will provide convenient access to new students attending 10 day courses and for old students to serve or meditate for shorter periods of time from just a few hours, a single day or several days. Facilities will be provided for</i></p>	<p>PROPOSAL AND RESOLUTION Shall the trust approve up to \$1,000 for the BAVC's tax preparation this year? UNRESOLVED.</p> <p>ACTION ITEM: The Finance Committee is actively seeking someone with accounting, bookkeeping or tax preparation experience to help prepare the taxes this year. If the appropriate OS cannot be found the committee must hire.</p> <p>ACTION ITEM: The Dana Box at Sister Jessie's Chinese Temple in San Francisco used for SF Hall group sits and one-day courses needs to be retrieved, emptied and its contents turned over to the Finance Committee.</p> <p>ACTION ITEM: Put on Basecamp summary of the original Search workshops and a basic timeline if not already written. This will address all newcomers. If you have further questions contact Prahallad or Taru.</p>

part time students to meditate without impacting the on going courses. The first phase will accommodate 60-80 students and second phase will accommodate up to 120 students plus servers. In addition to 10-day courses, the course schedule will provide an ample number of 3 day, 2 day, or one-day courses during the year. The Bay Area center will work in cooperation with the bay area Vipassana Halls (SBVH, EBVH, SF) and the nearby centers in North Fork and Kelseyville (CVC and NCVC) to support the spread of Dhamma.

Vision Statement link:

<https://basecamp.com/2842767/projects/8826784/messages/39688432>

The committee doesn't operate as an island but the other California centers have been included. For example, Dhamma Manda (NCVC, Kelseyville) fills an new student need for places on courses and serves a chunk of students from the Bay Area. BAVC has the full support of Parker and Laura Mills (NCVC) and from John and Gail Beary (CVC). There are old students at Dhamma Manda still concerned about Dana and student support loss with a new center.

A solution is being worked on and the BAVC Search Committee will be sending out the letter this week to inform and to present information to old students in the Bay Area. Karen has been working with Parker and John Beary to finalize this letter.

The committee feels we haven't broadcast the need for a Bay Area Center widely enough and plan on sending out a letter this week for the consumption of the 12,000 or so identified old students in the Bay Area. Aspects of its content or of future mailings will be:

- Present statistics regarding Wait lists;
- Explain challenges of obtaining a CUP or Condition Use Permit to develop land;
- Acknowledge a changing CVC that is beginning to offer more long course and those 10-day courses have to go somewhere;
- Examine how we can grow;
- Show statistics about the concentration and largest base of old students in North America live in the Bay Area.

The intention is to inform local old students there there is the demand for courses is increasing. This letter may include an actionable item for students who wish to become further involved.

A 3-lot property was located in Santa Clara County on Redwood Retreat Road that'd been on the market for 2 years and is under the Williamson Act. We offered \$2.45M for all three. They wanted \$1.4 for one property considered 20 acres, saying initially they would entertain an offer for all three. After January 22, 2017 site visit we sent a detailed LOI to the seller on Jan 25, 2017, that included our initial \$2.45M offer. The Seller had 21 days to respond.

On February 22, 2017 the agent for the seller responded the offer was not accepted. Seller said our offer was too low to consider seriously. The Conditional Use Permit process making the deal extended and not a straight up sale may have mystified them. Our hurdles would still have been many: environmental requirements to build at all, water percolation tests and so on.

Our priorities for the year are to keep looking. This property seems ideal but through this process we discovered even more Santa Clara County rules and regulations that could ultimately stop our process.

ACTION ITEM: The Search Committee will update the search perimeter map.

ACTION ITEM: BAVC needs an old student professional or needs to hire a bookkeeper, accountant, or tax preparer to do its taxes this year.

ACTION ITEM: All old students are asked to research and determine if the company they work for offers Matching donations. If they do take the next steps to add BAVC. This makes it easier for any future students to easily take advantage of this program.

ACTION ITEM: An informational letter explaining BAVC and its efforts, setting out the case for need to open a new center will be sent.

COMMENT: Discovered during this process is a Santa Clara County Land Planning Ordinance that states certain real estate properties must be used only in serving the neighbors. Clearly, a center would not do only that. Philip Block informs he has applied for and had projects rejected similar as ours. We must remember "ideal" and "idyllic." doesn't mean it's going to be perfect.

COMMENT: One thing of interest is the Williamson Act designed to protect California agricultural land from being developed.

COMMENT: Law requires that 12.5% of the purchase price be paid to take a property out of the Williamson Act early. Many properties in San Benito County are held in the Williamson Act.

COMMENT: Goenkaji himself clearly states no center should ever operate on more than 50% in loans.

COMMENT: Many old students offer interest free loans and don't mind that arrangement.

COMMENT: This is a little like the chicken and the egg. Basically in the hypothetical or theoretical who doesn't want a new center? Who won't dig a bit deeper when a property is found? We don't want to deplete interest about putting out too much information because we don't want to dampen enthusiasm with all the potential obstacles.

COMMENT: Sayaji U Ba Khin's method is inspirational. He had a chalkboard at the centers. He would post the need to build or whatever it was and he'd leave it up for two weeks. If the money appeared then it happened, if not then no.

We continue to emphasize the method not the means or result as we move forward. We have sound rules on how to proceed and priority number one is no contract will be signed unless a Conditional Use Permit is assured.

QUESTION: What is an LOI?

ANSWER: It's an acronym for Letter Of Intent. It was used in this case before going into contract or putting money down it's used seeing if the owner was interested in selling.

QUESTION: Could an LOI have been presented earlier?

ANSWER: Good point, we're learning. I would like to point out that to cut down on extensive work the Search committee created a matrix of properties to more quickly determine which fall into our search criteria. We've looked at over 40 properties but only visited with 15 in-person field trips.

QUESTION: What happened since the visit, well actually since the beginning?

ANSWER: September 2016 property found. September to December lots of research, work with the land planner, no money spent yet, CUP understanding, trust informed on Basecamp regularly. December 10 had a long presentation to the Trust about where we were. January 27, 1017 Site visit. March 12, 2017 today.

QUESTION: Would we be willing to purchase one partial of this Redwood Road land?

ANSWER: No. The 20 acres would not be sufficient to house all the needed buildings and the seller might later sell other properties to someone who found it only suitable for one mega house looking over us or we would have no control over who would be our neighbor.

QUESTION: Why not just offer \$4M on the Redwood Road property?

ANSWER: We are waiting right now. We are taking a step back. We are concerned. In this delay we've discovered even more things that could trip us in the future.

QUESTION: Are we a church "legally"?

ANSWER: No. Even though we are a 501c3 a church received tax-exempt status on the church building but not the land. We are legally a religious institution and not a church.

QUESTION: How do we finance a center if a suitable property and other obstacles are solved? What kind of financial support do we need before we even proceed?

ANSWER: It is not possible to get a bank loan for this type of organization and of course questions arises how will we fund something as big as the center in Bay Area. To buy could be \$3M for 60-80 students for the land only. The development would cost us another \$3M so that brings us to \$6-10m to get started. Questions further arises how to fill the pot, how did other centers obtain funding for every new center? We have one key difference than simply looking to other examples. We are in one of the world's most expensive areas where \$1M got another group started, it will cost us \$3M to just obtain land. Even after 20 years of operation CVC was only able to renegotiate or refinance an existing loan they still weren't able to generate one from scratch based on their financials or bank trust. CVC paid \$1.2M and 29 Palms \$285 just to get land. In each case a large donation and student (usually no interest) loans were involved. CVC got an old student no interest \$500,000 loan after the initial purchase. There are other considerations, in Delaware they just started offering courses to first 15-20 people

COMMENT: This is a great conversation. How do we generate interest with no property? How do we proceed without knowing how much we have? I don't think there is a question about whether old students want a center closer in the Bay Area.

COMMENT: Regarding the letter giving the greater Bay Area old student population information about need, this will not be a one-time thing. Let's not worry too much about getting all the details in the first time, but think more of telling one time and then following up regularly. Keep the messages coming regularly.

COMMENT: We need to focus more on how our committee like SEARCH and OUTREACH work together. Now that SEARCH has done its work it is turned over to OUTREACH on how to get that message out.

COMMENT: As a trust we need to show a certain amount of financing to support the purchase of a center. It makes me nervous that we do not have that. Even if we had \$1M to launch off of it would make me feel more confident. As a trust member and finance member I want to see something more stable. There are several other centers in this country what came first the chicken or the egg, when CVC started they didn't have a survey. If they don't have the grassroots support of those around them.

COMMENT: The means is more important than the end here. Our volition is to serve the dhamma. Let the time ripen, keep putting one foot in front of the other, let reality stop us but we don't need to give up.

COMMENT: Potential large money donors inevitably show up for projects such as these. When there is a ripe opportunity people will go out of their way to assist.

COMMENT: What about the Outreach Committee and Finance together developing a PLEDGE program toward a new center then even without a property or acceleration toward it we are still able to update those invested, approach old students about seed loans and the entire operation becomes less abstract. An example is the CVC pagoda, for a long time it was just an idea, no one knew what it would look like, be like etc.

COMMENT: This is exactly why the finance committee has to meet more regularly now that the

<p>to generate Dana but soon found it was not viable but needed more funds to expand.</p> <p>How can we get close to the \$3M we will likely have to offer? If difficult to assess whether there will be enough Dana or not you cannot predict who will come up and give a big donation or loan. Bay Area more expensive but there is a bigger old student base, traditionally a trust has reached out to the OS local community that's where we started. Then we realized we have a much bigger community in the bay area but we have a much bigger need, than the idea of the survey came about. Now we have no property to reach out about, old students get inspired when there is a specific property or project.</p>	<p>search committee has got us to where we are.</p>
<p>BREAK 3:15PM—SECOND AFTERNOON SESSION 3:30PM</p>	
<p>The 2017-2018 BAVC Trust Members are as follows. Welcome new Trust Members:</p> <ul style="list-style-type: none"> • Mukul Agarwal & Meenu Gupta (President of BAVC Trust 2017-2018) • Nikhil & Shubhra Jain (BAVC Trust Co-Treasurers) • Ann Seitz (BAVC Secretary) • Brooke Wright • Adrian Foley • Stephen Lamm (new Trust member) • Tayeko Yamada • Doug Jackson • Nandini Iyer • Prahallad Iyengar • Brian Rabben (new Trust member) • Sato Bon (new Trust member) • Ashish Dixit (new Trust member) • Hamid Aghdaee (new Trust member) • Elke Moritz (new Trust member) <p>ATs/T</p> <ol style="list-style-type: none"> 1. Karen & Tim (Area Teachers for BAVC) 2. Matt & Anita (ATs for EBVH & Children's Courses) 3. Rajesh & Ujwala (ATs for SBVH & Children's Courses at SBVH) 4. Judith Alper (SAT for EBVH) 5. Adi Loo (AT) <p>Old students interested in serving BAVC need to know you do not have to be a trust member to be on committees. It is really the committees that do the work of the Trust and committee members are every bit the same as Trustees with the minor exception that Trustees are legally and financially responsible for running of the halls and the Occidental course, for managing funds, making sure there is insurance etc.</p> <p>We have been building trust but it really is the committees that do the work and every bit the same but trustees are legally and financially responsible for the running of the halls and the occidental course for managing the funds, making sure there is insurance.</p> <p>One of the efforts we want to focus on in 2017 expanding the outreach in a multi-prong way to reach more diverse communities specifically Cambodian/Khmer, Thai/English, Mandarin/English, Burmese/English. We do have materials for an English/Mandarin one-day. It makes sense to offer Hindi/English in the Summer months because that is when parents usually visit. It would be good to find an AT who speaks those languages to attend.</p>	<p>ACTION ITEM: Shubhra Jain and Judith Alper volunteered to work together to form a plan for one-day bilingual courses, contacting possible ATs or translators and preparing outreach materials with their assistance. Ali Naimi volunteered to help with Bilingual outreach and written materials for a future Farsi one-day course.</p> <p>ACTION ITEM: The Secretary will: 1) develop a Who's Who directory as a contact list for committee chairs, 2) send a New Member Trust Packet to all new members, 3) Send today's Agenda document to everyone on the Attendance List.</p> <p>QUESTION: We have newsletters, and "Ask an AT", we send emails, and have Facebook. Are there any other ideas to incorporate?</p> <p>ANSWER: It's very useful to know that an AT posts answers to questions posted on Facebook for everyone to refer to. We should contact other AT's to host more Q&A events.</p> <p>QUESTION: Could we have a liaison from each committee to stay in touch as an information bridge between committees?</p> <p>ANSWER: 1) This creates an extra layer that has in the past not really worked and created more energy output, taken up too much time to bring everyone up to speed. The chairs and committee members need to stay in touch without all that. 2) Rolling phone calls, personal touch.</p> <p>COMMENT: Darush speaking Farsi will bring out the students.</p> <p>COMMENT: Dhamma Reg has a way of searching specific languages and what is really needed is help on sending email announcements in the language you are targeting.</p> <p>COMMENT: All the work of this trust happens in committee.</p>

	<p>COMMENT: Joining a committee doesn't require a huge commitment; it does offer a way to find out more about BAVC work.</p> <p>COMMENT: Personal, individual rolling phone calls, continued contact and reaching out works.</p> <p>COMMENT: We should have Basecamp transparency if someone wants to join a Basecamp committee to read the various documents. We will use a "pull" instead of a "push" method meaning an old student to ask, to request that they want to be included on the committee. Old student's demand "pulls" the information they want and we will respond instead of Facebook or the Trust "pushing" what we offer toward them with constant concerns of sending too many email that creates an undesired atmosphere.</p>
2017-2018 Trust Meeting Dates	
<p>The next Trust meeting will be held: A DOODLE date request will be organized and sent soon. Next Trust meeting dates will not appear in these Minutes, watch Basecamp for the next date(s)</p>	<p>ACTION ITEM: Mukul and Karen will develop a DOODLE calendar and send to determine the next three or four Trust Meetings.</p>
ANNOUNCEMENTS	
<p>Karen and Tim Donovan host Group sitting at their home in Aptos, 7:30PM Thursday evening once a week. Please always email Brooke or Tim and Karen so they know if you will be attending. Please feel welcome.</p>	
<p>2 minutes of Meditation, meeting adjourned, 5:00PM.</p>	
<p>Respectfully submitted: Ann Seitz, BAVC Secretary 2017-2018</p>	