**The Shoulders of Giants**

A Texas Nonprofit Corporation

Board Meeting – Patron Calls Channel

Wednesday, August 5th, 2020 6:30pm

The Shoulders of Giants

4101 McEwen Road Suite 530

Dallas, TX 75244

**Attendees:** *BOD Members*  Dr. Steven J. Foland,  Lauren Foland,  Hauke Schupp  Brett Skyllingstad

Ranjan Misra  Prem Gangalakunta  David Dooley  Ian Reynolds  Eyad Alrabbat  *Guests*  None

# Agenda:

* **Call to Order**
* **General Discussions/Current Metrics**
  + - Making a migration to Donor Perfect – Using a Tech Soup Donation - $60 outlay, but is a functioning CRM for managing recurring donations, dunning, and low processing rates. Looking to implement the new donation model that integrates with the website before the next BOD meeting.
    - New metrics are being tracked to follow key indicators – related to community growth, funding, and website traffic. See slide 4 for starting numbers to be updated monthly.
* **Volunteering Update**
  + - New volunteers, coming from former students, SBEE alumni, and volunteermatch. Total TM roster is 10 long, with many others who are PA’s (project assistants) who may assume the role of TM’s later.
    - Volunteers are eager to participate in Open Mic Monday – to share what they know to the supportive and encouraging community.
* **Sponsorship Prospects**
  + - Prolific – Lauren and Hauke to f/u with Nice.com – closest to completing Industry Partnership close. They will decide which project to support.
    - Tentacular Bubble Bots (Soft Robotics) – Reynolds Advanced Materials, Soft Robotics Inc., prostheses companies.
    - Microblaster UV – .Lauren to follow up with American Ultraviolet, and Baylor Scott White. Brett to f/u with UV Resources, GE Current, and other lighting reps. Ranjan to discuss opening doors with other hospital systems since we have a lot of energy around biomedical engineering projects.
    - Mini Motor – Awaiting tomorrow’s meeting to create the page – Lauren to submit sponsorship forms to Mouser, SparkFun.
    - TSoG X-1 – Contact organizations like hobby shops to fulfill a Small Business Partnership
* **North Texas Giving Day Ideas**
  + Consensus about not being tone deaf with our donation asks. Timing is wrong for asking for larger sums of money, but TSoG would be better off if families were open to doing smaller recurring amounts over the year. Instead of NTGD, we will bypass 2020 and share a message related to working to support schools systems and communities on an ongoing basis.
    - Dr. Foland motioned to not participate in NTGD directly, but instead work towards making August/September a season of giving – recurring smaller amounts vs. large amounts. Ranjan Seconded. Votes in the affirmative: Eyad, Lauren, Brett, Prem, and Hauke. A quorum. Motion passed.
* **Collaboration, Schedule, Action Items** 
  + Work on Linked in posts for Sponsorship Opportunities – scripted messages, weekly… sharing the opportunities verbally vs. wall of text.
  + Emailable donation strategy- to open up opportunities within our networks – Lauren to solidify before Donor Perfect goes live.
  + Hauke – Research companies who have a generous company match – publish this list at the next BOD meeting for us all to check our networks and see about tapping into those low hanging fruit donation dollars to support operations – more IP dollars could potentially go towards project budgets, and/or marketing initiatives for further growth. AIG, Visa are $2 for every $1 of donation for the match. All BOD members should look into those bonus funds at companies who have people we know who work there.
  + Brightfunds conversions to recurring donations by Cisco employees. Lauren and Prem to schedule time to talk about communication strategy for thanking the donations, announcing our approval with Bright Funds, and how to proceed.
  + Prem – scheduled meeting with AppD Cares team for Monday 8/10- to discuss lunch and learn for Dr. Foland to speak on a timely and relevant topic for the corporate employees to learn from. $1500 donation for every featured nonprofit who conducts a lunch and learn. x
  + Collective recurring donation goal - $2400 by September 1st.
* **Date / time of next joint meeting – (Friday August 21st, at 3:30pm)**
* **Adjourn**

**[Powerpoint Slides from the presentation may be accessed here](https://1drv.ms/p/s!AkkRcWuzHEArp10rJKLEyMZxRUNY?e=2psnID)**

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