

HOSPICE OF ORANGE & SULLIVAN COUNTIES, INC.

FINANCE/EXECUTIVE MEETING

Minutes of March 5th, 2015

Members Present: R. Barton, D. Berkowicz , Hon. J. Berry, G. Heller, Hon A. Kane, Dr. J. Lauterstein , V. Mazzie, F. Phillips, J. Rath ,B. Richards, T. Sullivan

Members Excused: J. Kaplan, S. Najork, I. Rieger

Absent: B. Naru

Staff Present: D. Grady, G. Burton, J. Maltes

Hon. A. Kane called the meeting to order

Minutes:

A motion was made (V. Mazzie, Dr. J Lauterstein) and unanimously passed to approve the minutes of the January 8th Finance/Executive Committee Meeting.

Treasurer's Report:

G. Heller reviewed the Financial Statement for January 2015. A motion was made (Dr. J Lauterstein, V. Mazzie) and unanimously approved to accept the January 2015 Financial Statement.

Chairperson's Report

No Report

President & CEO's Report:

D. Grady and D. Berkowicz reported on their meeting at Sullivan ARC that included the Executive Directors, Chief Nursing Officers and the Directors of Residents Care with Orange ARC, Crystal Run Village, and Access: Supports for Living and New Hope Community.

D. Grady noted that plans with Middletown Park Manor are moving along and a trip to visit Buffalo is in the process of being scheduled.

D. Grady reported that he had a preliminary discussion with the CEO of Always There Homecare (HHA provider in Ulster County) on possible ways to work together.

Auxiliary:

No Report

Building and Grounds:

D. Grady reported that the renovations of the Kaplan Family Hospice Residence are moving ahead. D. Grady noted we are still waiting for the Greek Church response to our offer.

Personnel/Compliance:

No Report

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Fundraising/Marketing:

T. Sullivan reported that the Winter Focus 2015 was mailed out to approx. 7,000 persons this week; a digital version was also emailed to approx. 2,000. New ads both digital and print are being created for our Moments of Life campaign. A new Facebook Campaign will be starting this month to direct people to our website for both information on services and our on-line donation page.

T. Sullivan announced our own Moments of Life stories have been added to the NHPCO website *momentsoflife.org* and have also been featured in local newspapers. These stories bring more awareness to Hospice services and our new campaign.

T. Sullivan reported that as of today, Gala sponsorships are down *slightly* at \$113,500 but G. Alisandrella is expecting to get a few more in. T. Sullivan noted that the Gala guests are at 260 which is typical for three weeks prior to the event. G. Alisandrella is aware that approximately 30 more people are coming. She believes our attendance will be approximately 300 to 325; last year the attendance was 328. The Gala committee is working hard and looking forward to a very special evening honoring Drake Loeb PLLC and Glen and Sherri Heller!

Planning:

J. Berry reported that at the February 24th Planning Committee meeting it was decided that Hospice of Orange and Sullivan Counties, Inc. will limit their exploration to joint projects with Hudson Valley Hospice.

Professional Advisory:

No Report

Old Business:

No Report

New Business:

No Report

Adjournment:

A motion was made (Dr. J Lauterstein, D. Berkowicz) and unanimously passed to adjourn.