



BOARD OF DIRECTORS MEETING

May 28, 2020

12:00 p.m. – 1:30 p.m.

Vote:

Board Officers and New Members

Special Report:

COVID-19 Task Force



Board Meeting Agenda

May 28, 2020 – 12:00 p.m. to 1.30 p.m.

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2. Introductions, Announcements (Steven)	
3. Mission Moment – Emergency Drive Thru & Partners 9 (Abi)	
4. Committee Reports (5 minutes each)	
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d. Programs (Linda Hall) – Time Yielded (COVID Task force discussion).....	
5. Facilities (Craig) – Time Yielded (COVID Task force discussion).....	

6. CEO Update (Abi) *Fresh Breeze – Investing in Fundraising/PR..... 22- 32

Appendix

- a. New Board Officers (List) and New Board Member Bios
- b. COVID-19 TASKFORCE OVERVIEW & PROCESS (diagram)
- c. COVID-19 TASKFORCE – FUNDING/MODEL CHANGES (diagram)
- d. Development Department – *Buy your Raffle Tickets

7. Adjourn



Review & Approval of Minutes from 4/23/20 Meeting

BRYAN’S HOUSE BOARD OF DIRECTORS MEETING
CALL IN EMERGENCY MEETING
DUE TO COVID-19
April 23, 2020

Name	Att	Name	Att			Name	Att
Nicole Blythe	T	Linda Hall	T	Ryan McCuller	A	Steven Upchurch	T
Homer Brown	T	Tommy Haskins	T	Mercedes Owens	T	Debra Villarreal	T
James Erwin	T	Rose Kaur	T	Jean Raub	T	Abigail Erickson	T
Ryan Friend	T	Craig Lashley	T	Rust Reid	T	Linda White	T
Donna German	T	Kayla Marshall	A	Allison Shelton	T		
<i>April Member Participation Rate 92%</i> <i>March Member Participation Rate 82%</i> <i>We are up 10% on attendance since March 2020</i>							

Status: Due to COVID-19 all meetings are now via telephone/Zoom or other video conference.

Call to Order – The Board COVID Emergency meeting was called to order at 12.02pm.

Review and Approval of Minutes: The Board reviewed the minutes from the Board Meeting dated March 26, 2020. A motion to accept the minutes was made by Ryan F., seconded by Rust E. Reid, and approved by all.

Mission Moment – Abi discussed case management team efforts. We will be taking on new client families in May. A client story was also highlighted (motel to permanent home), and food shortages and drive-thru numbers were discussed, for the past few weeks.

Committee Reports

Financial --Ryan F., reported that the financial statements ending March 31, 2020 were reviewed and discussed. YTD revenues are \$88,941.53 behind budget due to COVID, and one extension/timing decision on a grant. YTD expenses were \$10,835.31 under budget for the nine month period.

PPP Loan – The agency secured a Payroll Protection Plan loan, in the first round, totaling \$266,300 on April 4, 2020. Ryan discussed agreement terms, and thanked the CFO and CEO for their quick actions to apply and acquire these funds through Regions Bank. Abigail thanked Ryan for his efforts to guide them in the process, as Finance Chair.

Land Sale – Ryan updated the Board on the Rudolph Food offer of \$165,000 (\$1.25 per sq. ft) to purchase a portion of our land at Pipestone Road. A diagram of the PLAT and the specifications was included in the packet to review by the Board. With COVID-19, the decision on the sale, overflow parking challenges and other factors has not been rushed. It will be looked at each month, once the Board is more certain of markets and our cash flow. Ryan will stay in touch with Mike from Rudolph Foods.

CEO | Emergency Meeting Update –Abigail reported:

- We have 6.26 *proforma* months of carry (including PPP loan) to keep staff employed until June 30 and providing virtual services for clients.
- Abigail reported that she'd like to establish a COVID-19 Taskforce, meeting in May about our way forward. Budgeting, staff, program models, partnerships and possible cuts will all be reviewed by a small team of Board members. They will present findings and decisions in May, including a draft budget.

Development

- Annual giving goals are behind, due to COVID-19. We have applied for 14 grants for COVID specific funding totaling \$235,000, and received new gifts/grants from the Board, United Way, Texas Women's Foundation and an additional \$20,000 for FSS from Rees-Jones Foundation to specifically fund client emergency supplies and basic needs.
- A graph of Government fund conversion was prepared and we may get the green light to use unbillable hours/service to provide COVID- 19 related agency needs. It's being avidly explored by the CEO and CFO.
- NTX Giving Tuesday NOW: The agency fundraising goal is \$10,000+ and we have a \$2,000 match opportunity available.
- Raffle tickets are still for sale until June 30.

Program

- Linda Hall, Committee Chair is conducting some research with Steven and Abigail, as it relates to new partnerships, and program models - as a shift in the way we operate will need to change.

Facilities/IT/Real Estate:

- New video equipment was installed by TYCO at no change, rates lowered also and more videos onsite.
- A building to street water leak was fully repaired, and will save the agency at least \$1,000 a month in water bills.

Governance

- A vote on the current Board Slate presented in the Board packet in March, will be made in May. There are 5 candidates, with a possible 6th candidate presented in May.
- "Board Buddies" for new incoming members, have been assigned. Thanks to all.
- There are 3 candidates for the Clinical and Education Panels to review in May.
- Abigail will present new candidates: Dr. Iona Smith, and Mary Ann Siller, at the next Board meeting, once panel criteria has been refined by the Board Governance Committee.

Adjournment – The meeting was adjourned at 1:10pm
Prepared by Abigail Erickson



Current Month Financials

April 30, 2020

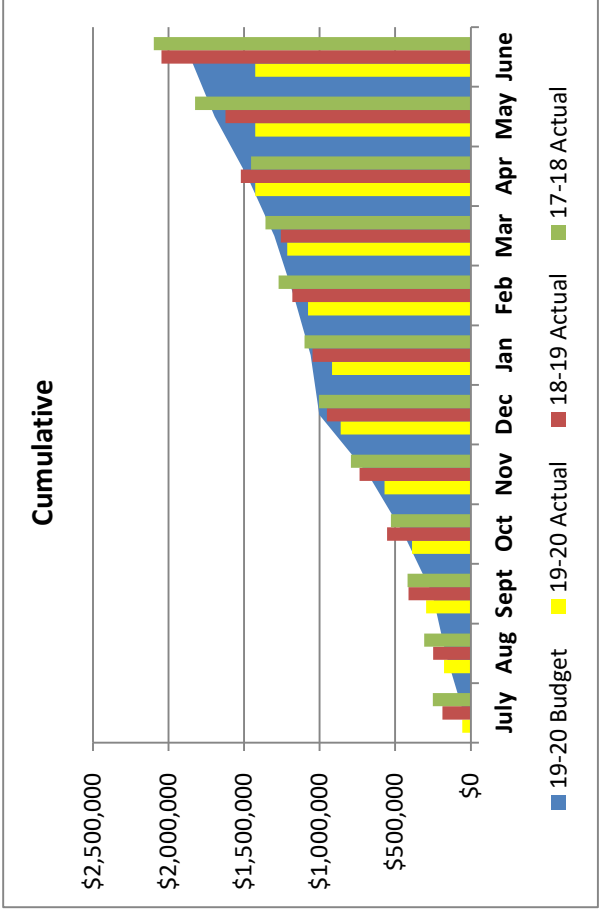
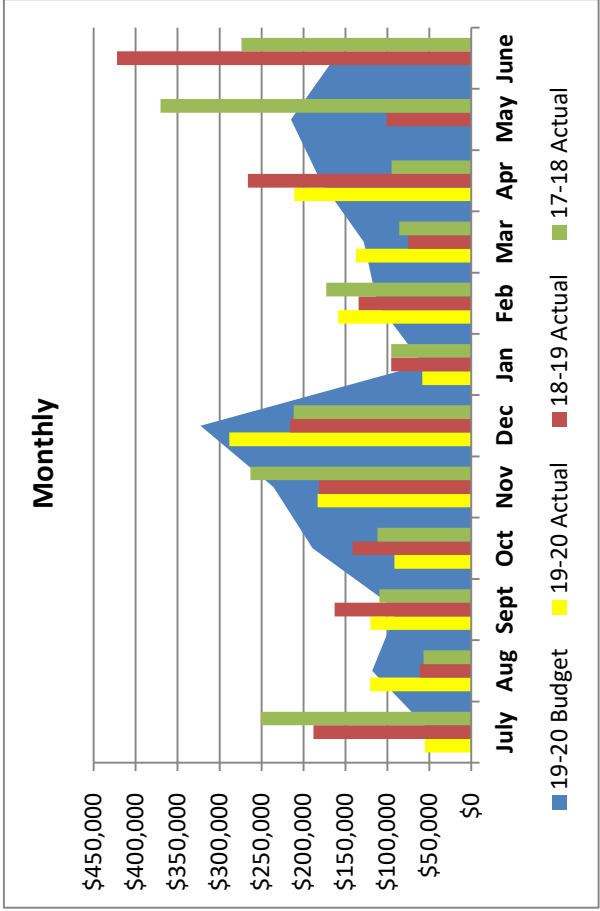
Open Arms, Inc.
Balance Sheet
April 30, 2020

	<u>April 30, 2020</u>	<u>June 31, 2019</u>
<u>ASSETS</u>		
Cash and Cash Equivalents	610,149.87	301,565.53
Investments @ FMV	109,472.32	109,156.00
Government Contracts	114,209.85	69,831.50
Other Receivables	0.00	0.00
Pledges Receivable	232,435.50	481,452.00
Prepaid Expense	8,543.05	2,389.65
Deposits	0.00	0.00
	1,074,810.59	964,394.68
Total Current Assets		
Fixed Assets Less Accum Deprec	1,875,731.43	1,910,070.56
	2,950,542.02	2,874,465.24
Total Assets	2,950,542.02	2,874,465.24
 <u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities		
Accounts Payable	11,178.97	33,694.12
Payroll Protection	266,300.00	0.00
Payroll Liabilites	14,128.21	(1,028.24)
Other Payables	4,000.00	4,000.00
Accrued Compensable Absences	35,472.98	35,472.98
	331,080.16	72,138.86
Total Current Liabilities		
Long Term Capital Leases	0.00	0.00
	331,080.16	72,138.86
Total Liabilities		
Net Assets	2,619,461.86	2,802,326.38
	2,950,542.02	2,874,465.24
Total Liabilities & Capital	2,950,542.02	2,874,465.24
 Beginning Net Assets		
	2,802,326.38	2,798,722.89
Net Surplus/(Deficit)	(182,864.52)	3,603.49
Ending Net Assets	2,619,461.86	2,802,326.38

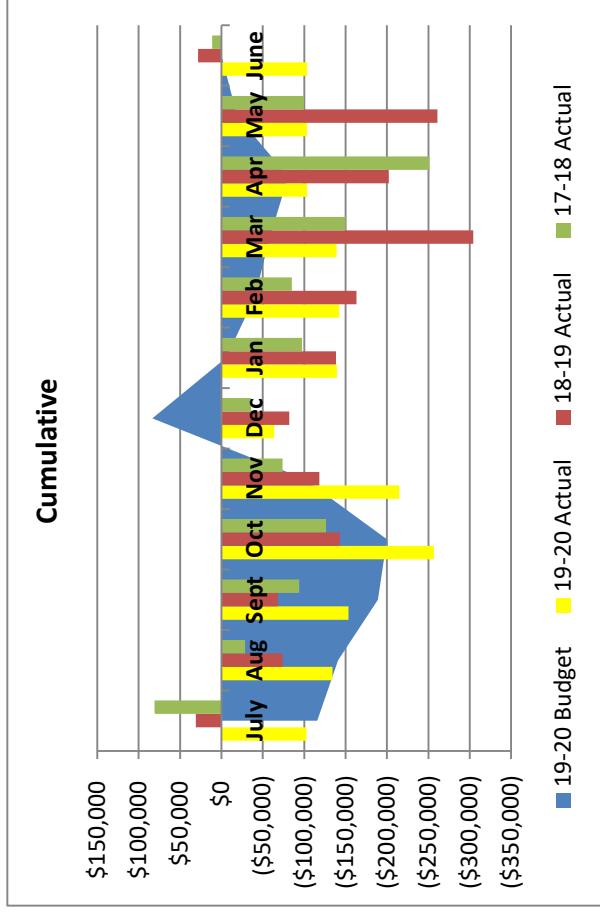
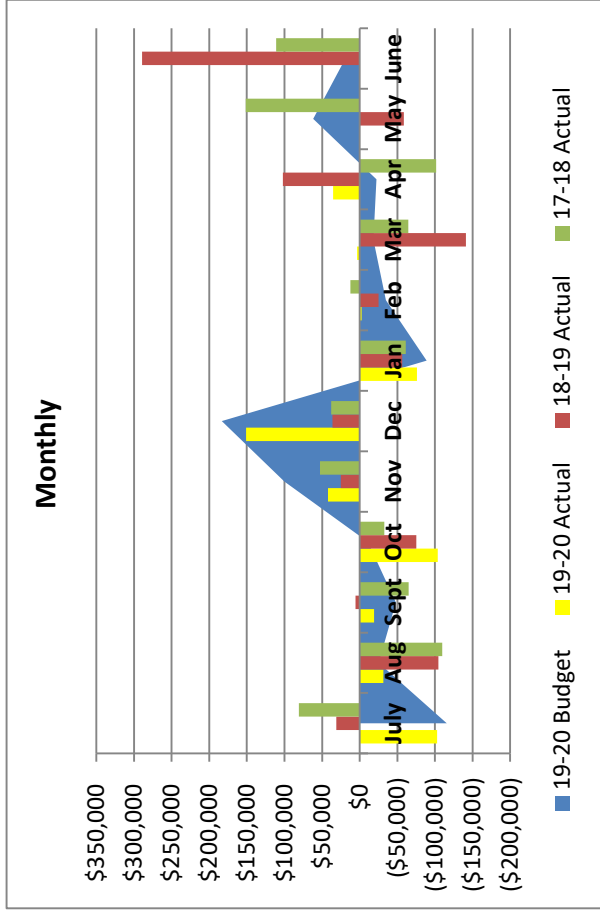
OPEN ARMS, INC.
INCOME STATEMENT
FOR THE TEN MONTHS ENDING APRIL 30, 2020

	Curr Month Actual	Curr Month Budget	Monthly Variance	YTD Actual	YTD Budget	YTD Variance
<u>REVENUE AND OTHER SUPPT</u>						
GOVERNMENT CONTRAC	28,572.24	30,981.50	(2,409.26)	408,114.96	332,427.00	75,687.96
PRIVATE GRANTS	100,000.00	52,500.00	47,500.00	315,000.00	436,500.00	(121,500.00)
PUBLIC CONTRIBUTIONS	52,390.31	52,333.33	56.98	451,665.73	481,192.30	(29,526.57)
SPECIAL EVENTS	27,080.00	40,500.00	(13,420.00)	190,765.93	195,000.00	(4,234.07)
PROGRAM INCOME	818.80	3,500.00	(2,681.20)	56,564.32	35,000.00	21,564.32
MISCELLANEOUS INCOM	0.00	0.00	0.00	700.00	0.00	700.00
RENTAL INCOME	0.00	0.00	0.00	0.00	0.00	0.00
IN KIND CONTRIBUTIONS	0.00	0.00	0.00	0.00	0.00	0.00
INT, INVEST & MISC INC	2,217.96	0.00	2,217.96	3,005.83	0.00	3,005.83
TOTAL REVENUE	<u>211,079.31</u>	<u>179,814.83</u>	<u>31,264.48</u>	<u>1,425,816.77</u>	<u>1,480,119.30</u>	<u>(54,302.53)</u>
<u>EXPENDITURES</u>						
SALARIES	126,482.75	135,376.00	(8,893.25)	1,008,388.14	1,007,292.00	1,096.14
BENEFITS	31,293.04	26,319.00	4,974.04	222,514.47	237,532.00	(15,017.53)
DIRECT PROGRAM COSTS	6,235.72	7,500.00	(1,264.28)	55,245.02	75,000.00	(19,754.98)
OCCUPANCY EXPENSES	6,149.89	12,083.00	(5,933.11)	120,201.79	120,830.00	(628.21)
EQUIP LEASES & REPAIRS	1,338.02	2,084.00	(745.98)	20,598.57	20,840.00	(241.43)
OFFICE EXP & SUPPLIES	309.94	1,917.00	(1,607.06)	16,384.00	19,170.00	(2,786.00)
TRAINING & TRAVEL	0.00	1,250.00	(1,250.00)	13,971.98	12,500.00	1,471.98
NETWORK/IT SPT	303.16	1,084.00	(780.84)	14,346.68	10,840.00	3,506.68
PUBLIC REL & BRD DEV	0.00	625.00	(625.00)	9,732.43	6,250.00	3,482.43
SPECIAL EVENT EXP	0.00	12,633.00	(12,633.00)	5,170.87	21,565.00	(16,394.13)
FUNDRAISING SUPPLIES	731.71	333.00	398.71	4,405.35	3,330.00	1,075.35
PROFESSIONAL SERVICES	29.79	0.00	29.79	18,744.97	17,000.00	1,744.97
INTEREST & INV FEES	347.22	458.00	(110.78)	6,869.71	4,580.00	2,289.71
IN-KIND EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00
MISCELLANEOUS	2,498.45	417.00	2,081.45	12,970.17	4,170.00	8,800.17
TOTAL OPER EXPENSES	<u>175,719.69</u>	<u>202,079.00</u>	<u>(26,359.31)</u>	<u>1,529,544.15</u>	<u>1,560,899.00</u>	<u>(31,354.85)</u>
NET OPER PROFIT(LOSS)	35,359.62	(22,264.17)	57,623.79	(103,727.38)	(80,779.70)	(22,947.68)
DEPRECIATION	8,364.58	0.00	8,364.58	79,137.14	0.00	79,137.14
TOTAL DEPRECIATION	8,364.58	0.00	8,364.58	79,137.14	0.00	79,137.14
ASSETS REL FROM FND	0.00	0.00	0.00	0.00	0.00	0.00
TOT ASSETS REL FROM F	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL UNREAL GAIN/(LO	0.00	0.00	0.00	0.00	0.00	0.00
NET INCOME (LOSS)	<u>26,995.04</u>	<u>(22,264.17)</u>	<u>49,259.21</u>	<u>(182,864.52)</u>	<u>(80,779.70)</u>	<u>(102,084.82)</u>

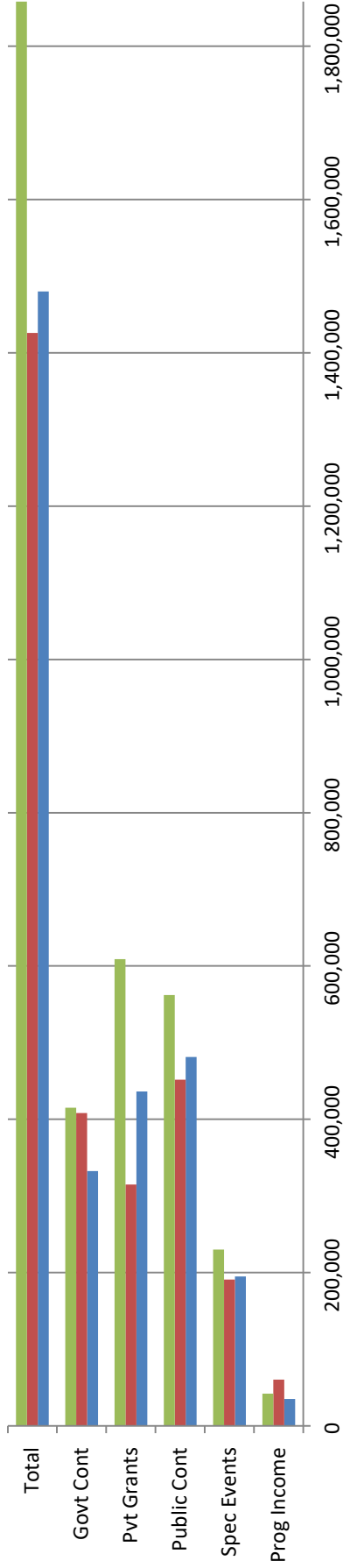
Giving Comparison



Surplus / (Deficit)



YTD Revenue By Source



Monthly Expenses





BOARD GOVERNANCE

**Vote:
Board Officers and New Members**

BOARD SLATE 2020 - 2021

OFFICERS

Board Chair

Steven Upchurch

Incoming President

Nicole Blythe (2021-2023)

1st Vice President

2nd Vice President

Rose Kaur

Treasurer

Ryan Friend

Secretary

Allison Shelton

20-21 MEMBERS

Paula Feinberg

James Irwin

Sarah Lamb

Craig Lashley

Martha Lumatete

Kayla Marshall

Ryan McCuller

Dipu Merkherjee

Mercedes Owens

Laura Ramirez

Board Committee Chairs 2020-2021

Development – Debra Villarreal

Facilities – Craig Lashley

Finance – Ryan Friend

Governance & Nominating – Rose Kaur

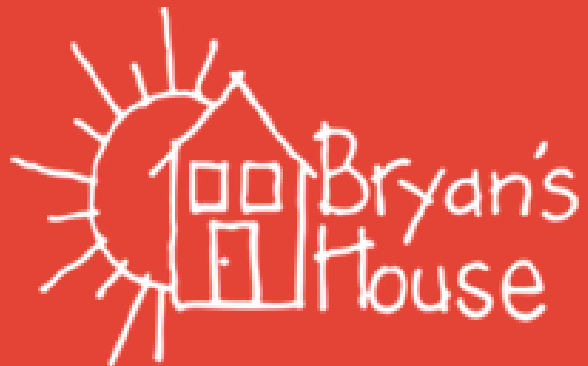
Programs – Nicole Blythe

Welcome

Class of 20-23 Board Member

Sarah Lamb

Retail Connection



Welcome

Class of 20-23 Board Member

Laura Ramirez

Ericsson

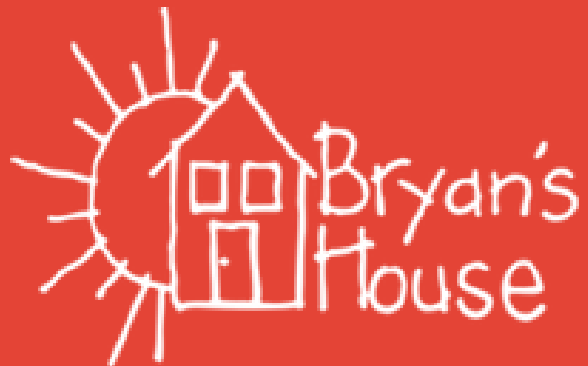


Welcome

Class of 20-23 Board Member

Dipu Merkherjee

Symphony Retail AI



Welcome

**Class of 20-23
Board Member**

Paula Feinberg

Raymond James

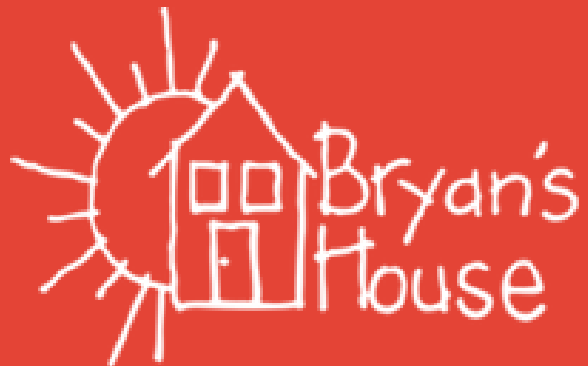


Welcome

**Class of 20-23
Board Member**

Martha Lumatete

Southwest Airlines



Bryans House - Board Member 2020

Sarah Lamb: The Retail Connection – Analyst, Brokerage Team

Before joining The Retail Connection, Lamb worked for a private family-owned investment property management and acquisition company, where she managed all aspects of rental property asset acquisition, management, and cash flow. During her role, she assisted with marketing and promotion for tenant acquisition that included digital marketing and listing management. She would also ensure all tenant improvement actions were done to code and registered to meet all of the City of Dallas requirements.

Sarah is already serving as a volunteer with Bryan’s House on our luncheon committee, attended our Funders Forum and other fundraising events.



Lamb is the proud co-founder of the Lakewood Citizens for Responsible Traffic organization where she is trying to engage the residents of Lakewood to help preserve the safety for their community, by maintaining a straight alignment for Garland and Grand intersection to make better balances for traffic volumes for this intersection. Lamb graduated from San Francisco State University, earning her business degree. During her time there, she led public engagements that helped build stronger communities by using her work skills and professional experience.

Outside of TRC, Lamb ran for Dallas City Council, District- 9 in May of 2019. She was recently appointed as a Board Member to the Zoning Board of Adjustment for the City of Dallas, by Councilmember Paula Blackmon. When she’s not making a difference for her community, Lamb enjoys spending time with her family and her two wonderful children, Henry and Poppy.

Martha Lumatete: Southwest Airlines

Martha works for Southwest Airlines and has held previous roles as a Software Category Tower Lead at Accenture, North America.

She has a Bachelors in Law, from the University of Moi Eldoret, Kenya; a Master in Law AND a MBA from Southern Methodist University in Dallas. We met Martha through Rhapsody in Red, and she has participated in numerous Jubilee and other fundraising efforts, including being a donor for Bryan’s House, with our teams on and off-site for a year.

Martha is the former Director of Software Procurement at Atos, Global Manager IT Software at Sabre and has expertise in procurement transformation, strategic sourcing, contract management, negotiation and vendor management. She brings valuable expertise in not only creating but ultimately maintain strong partnerships with both clients and suppliers. Martha is well versed in IT Procurement, Sourcing and Operations having worked in various industries. She has more than 15 years of experience in IT and Procurement Sourcing, Financial Analysis and Consulting. Martha is an expert in partnering with IT providers including SAP, CA, RedHat, Workday, Gartner, Salesforce, BMC, IBM, Oracle and CDW.



Paula Feinberg, Raymond James – Senior Vice President



Already a Jubille Society member, hosting two membership events in her home, a donor and fundraiser for a year through our luncheon committee, Paula also is a seasoned philanthropist, as is well connected locally and internationally.

Paula is the fluent in Spanish and is the Founding Board Member, of Chiapas International: May 2001 – May 2017 - 16 yrs. Through the leadership and vision of Lucy Billingsley, they came together to raise money for micro loans to Mayan women in Chiapas and later expanded to the DR, Colombia and other communities.

Paula is also on the Advisory Board, Dallas Opera Hart Institute: (Jan 2019 – Present 1 yr 2 months). Dallas has the only Women’s Conductor training institute in the world. It is designed to help women conductors break through barriers and advance their careers.

Paula was also the Chairman of The Board, Opportunity Plus: May 2018 – May 2019: 1 yr 1 month. She was raising funds for micro lending here locally in Dallas, as well as working with strategic partners to provide low income women with entrepreneurial training.

Laura Ramirez, Ericsson – Director of Diversity and Inclusion, Global

Laura is a **Bryan’s House Luncheon Panelist**, and hosted two D&I Fortune 50 Tours for our agency in 2019, which were very successful. She helped raise funds and in-kind gifts for our agency, and has a son with neurological & other special needs.

In her current role, she was able to successfully build the D&I function at Ericsson. She leads all initiatives related to building and fostering an inclusive culture at Ericsson. She is privileged to lead all seven Employee Resource Groups ERGs at Ericsson. She strategically partners with organizations to elevate Ericsson’s brand. Laura also manages Talent Management functions within Ericsson, she co-created the first talent acceleration program. She supports succession planning, talent planning and global talent development programs. As an active influencer she has helped to elevate Ericsson’s brand, helping to attract talent. Proven results in the D&I efforts she is leading, recent recognitions include Forbes List of “2019 Top Employers of Choice for Diversity”, US Veterans Magazine, and Fairygodboss.



Prior to joining Ericsson, Laura spent 17 years at AT&T global headquarters. At AT&T Laura held numerous roles within various organizations at AT&T. Her work experience is extensive within Human Resources, Finance, Business Marketing, Business Solutions, to working directly with Chairman & CEO Randall Stephenson. She began her career as a frontline employee, originally hired in as a service representative.

She has a broad work experience, her responsibilities ranged from talent development, managed global corporate D&I sponsorships at AT&T. Laura led the Women’s and Hispanic/Latino segments, in this role she created corporate strategies which influenced the company’s direction on efforts for both segments. She administered diversity metrics, corporate diversity awards, and reporting. She managed quarterly diversity scorecards and reporting for the CEO and his direct reports as well as supported various D&I governance councils. She previously worked in the WI-FI organization, Officer of the Customer as a project manager. She was program administrator for the ABS Six Sigma program. She led process improvement for customer escalations by collaborating with the Office of the President. Laura has deep expertise in the telecommunications/technology industry.



Recently, in April 2019 Laura was featured in the Latina Style Magazine “Latinas in STEM on a Mission to Empower the Future”. In September 2018, Laura was featured in D Magazine DCEO “A Day in the Life of”.

In September 2016, Laura was included in the “Room at the Top” article in USA Today – Hispanic Living Magazine. In 2017, she was selected to participate in the first Dallas cohort for Mujeres de HACE Women’s Leadership Development 12-week program.

Laura gives back to her community. She serves on the University of Texas at Dallas Diversity Advisory Council. She is a member of the Plano Culture and Inclusion Alliance. She mentors in her free time and is passionate about volunteering and giving back to her community. She is the founder of DFW Alliance of Latino Leaders (ALL).

Laura resides in Dallas, TX with her two young children Lily and Diego. She enjoys spending time with her kids going to the movies, volunteering and going on family vacations.

Dipu Murkherjee, Global VP Product Management, Symphony Retail AI

Rose introduced Dipu to us and he holds the following credentials:

Ph.D. (Pending Dissertation): Structural Engineering, *Vanderbilt University, Nashville, TN, USA*

MBA: General Management, *DeVry University, Keller Graduate School of Management, Chicago, IL, USA*

MS: Civil Engineering, *The University of Tennessee, Knoxville, TN, USA*

BS: Civil Engineering, *Jadavpur University, Kolkata, INDIA*

Dipu is an accomplished professional services leader with 20+ years of experience in Artificial Intelligence driven Product Development, BI, Analytics, Mobile Solutions, Trade Promotion Management and Optimization, EA Solutions, Global ERP Implementations, M&A, Program Management - demonstrating exceptional customer relationship management, collaboration, leadership, influence management, organizational, communication and presentation skills.

He works at Symphony Retail AI, Dallas who commercialized AI driven promotion evaluation and planning solution at retail grocery clients with revenues ranging between \$10BN to \$60BN across the globe; commercialized Customer Decision Tree solution to assist category managers define in-store assortments leading to repeatable planograms at retail grocery clients with revenues ranging between \$8BN to \$12BN \$200 million, 1200-employee Private Equity company, leader in artificial intelligence based retail intelligence. As Vice President of Product Management he is defining the vision for world class products in portfolio by ingesting market signals on business efficiencies, exploring technology innovation to build in functional differentiators with respect to competitors and adhering to revenue goals while commercializing and sustaining solutions for retail grocery chains with sales upwards of \$10BN.

Ensuring products are configurable for user preference, **enhanced with artificial intelligence** capabilities wherever applicable and having intuitive user interface for faster customer adoption; integrating products with upstream and downstream category management functions for seamless end-to-end execution of business.

He is formerly with PEPSICO Inc., Dallas, Texas (2009 to 2016), and was the Director of Sales Technology Innovation & Analytics (Frito-Lay North America). Prior to that, he was with Motorola - a \$30 billion, 65,000-employee telecommunications company operating in 60+ countries. He served as their Sr. Manager, Global Implementation Networks Sector. His wife is also very charitable, Ann Murkherjee (she currently serves as chief global commercial officer of global consumer brands company SC Johnson). Formerly, she was President, Pepsico Global Snacks and Chief Marketing Officer, Frito-Lay North America. Together they work with various charities around the world to make it a better place.





CEO UPDATE

A WAY FORWARD

COVID-19 BOARD TASKFORCE



STAGES & TIMELINE

STAGE 1: ANALYSIS



Over the past few weeks, the CEO has been talking with funders, Board members, team leads and partners in general about our current COVID- challenges.

One thing is clear - the model of the agency will change. We need to "cut or cover," in order to survive this crisis with a sustainable way forward.

We are taking a *proactive approach. After the Taskforce meets in May, the CEO will present 3 different model scenarios and coinciding budget drafts to the Committee. The drafts will be impacted by any **#decisions** to:

1. Cut or modify the onsite children's program*
2. Find sustainable partners to fund the above
3. Discuss & review other uses for the building space over the next 12 months.

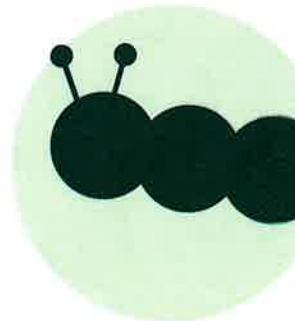
Possibilities, contracts, legal, branding/messaging external and internal communications and **timelines** will be discussed with this taskforce in detail.

STAGE 2: REVIEW

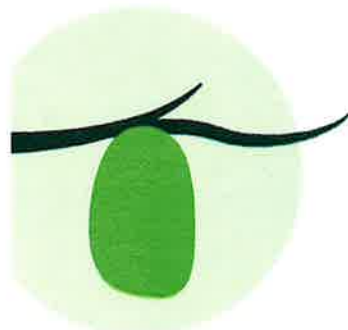
**The CEO reviewed the last 3 years of Bryan's House budgets/funding trends and cycles in detail in April. The onsite child development program is the most expensive with the least amount of contracted funds covering daily expenses.

We need to take advantage of potential new partnership solutions to reduce program expenses, or cut the program entirely or for a period of 12 months (variable).

New opportunities are being explored by the CEO with DISD, HeadStart of Greater Dallas, United Way and CCA.



STAGE 3: BUDGETS & STAFF



We were successful in securing PPP funds to pay our full team until June 30 and the cash position is holding. It is anticipated that we may not meet FY21 budgeted revenue goals, but may audit under budgeted expenses, to level things out.

The CFO and CEO have drawn up two draft budgets to discuss, and both scenarios will mean staff member cuts.

STAGE 4: LAUNCH PLAN

The Taskforce will advise the CEO on preparing to launch the new model, communicate with teams and partners, then officially launch with a view to create "collaborative excitement with new and existing communities, funders, friends and partners." A timeline follows listing variable impact that any new partnerships/funding could have and timing.



TIMELINE

AS IT STANDS NOW

Final #decisions will impact the below timeline. The Taskforce will discuss this in detail, as other partners and their funding timelines could change our course and way forward. We will remain conservative as a precaution.

TASKFORCE

MAY

A decision is made on what model and budget to present to the Board as a recommendation for the June Board meeting for approval.

Any by-laws or legal aspects will need to be reviewed by the taskforce beforehand.

The Taskforce communicates the above (using visual tools) to the Board via email.

JUNE

Board Vote on "Way Forward"

Budget & Model Change

JULY

New Board/Terms Begins

COVID Taskforce Advises CEO

New model/service changes begin & outcomes measured using Cap60 database.

AUGUST

Branding Strategies, Materials, Marketing and Communications Advisement to CEO/Board Committees.

SEPTEMBER

New Model Launches Publically

BH TEAM

MAY

- COVID Taskforce meets weekly to determine path forward.
- CEO discusses partnerships with DISD, EHGD, UWDG, CCA
- Formal agreements drawn up (variable)
- Budgets adjusted to present to Board at the June meeting.

JUNE

- CEO finalizes budget with CFO to present to the Finance Committee, Board with Taskforce endorsement.
- HR - all staff cuts finalized, communicated.
- Partnership contracts signed (variable)
- Communications (internal and external) developed for new model.

JULY

New Board Orientation about model changes, with existing Board members. Offsite at the weekend in person or Zoom (depending on health advisories).

AUGUST

- DISD Enrollment/Funding (variable)
- Funding Contracts (variable)
- Grant App/Partnership for 2021 Confirmed by EHS GD? (variable)

SEPTEMBER

New Model Launches Publically

JANUARY 2021

Early HeadStart Funding Kicks-in



Feasibility | Covid-19

Research & Activities: Steven Upchurch, Linda Hall, Ryan Friend, Nicole Blythe, Abi Torres

Taskforce Overview

* funding model (now) * feasible (now/later) *what if



Special Needs Resource & Referral Hub: A major Dallas based medical provider is currently in the process of developing this to serve North Texas.

Diagnostic Center: Each ISD provides this service free of charge to students and even though they often cannot perform them on a timely basis they often prefer to keep it in-house rather than accept "outside" diagnosis. Part of Federal Program "Child-Find"

Charter School: The process is fraught with many roadblocks and is a very long process.

Become an ECI Center: Government funding for these centers have been declining. Area assigned in Dallas already to other nonprofits.

Scattered Site Locations by partnering with a Nonprofit (YMCA): Multiple locations and some overlap in mission: COVID19 issues have halted this process as financial stability has changed and current program cuts have been implemented.

Private Pay Mixed with Non Paying Students: Our location is the primary challenge in attracting parents who have ability to pay. DISD can advocate through 0-2 "Child-Find", especially for camps.

SCENARIO ONE*

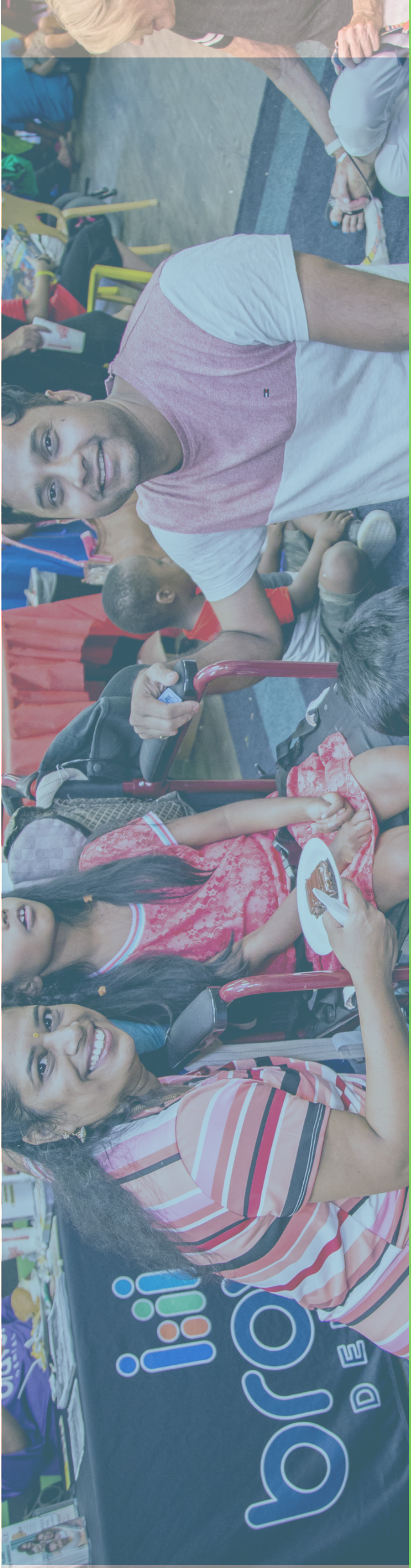
- Keep Case Management, Therapy, FSS and open 4 funded DISD classes only - review infant classes/budget adjust. Dec 2020
- Expand Relationship with DISD and increase number of classrooms from 2 up to 4 (with increased funding/in-class resources)
- We researched, now confirmed most viable. Contracts underway with DISD for Fall enrollment.
- Budget (A) devised that includes only those classrooms. DISD Leadership advocating in public/with CEO to find funding for the infant program for 2021.
- Decision to not open two classes until funding for ages 0-2 in December with goal of \$180K. Wants us to partner in South Dallas in 2021-22 to provide onsite infant care with part funding from EHGD. Replicable. Short to Long term

SCENARIO TWO*

- Keep Case Management, Therapy, FSS and Open DISD Classes*.
- Infant care classes in January but only after funding 100% for calendar_yr
- Become a Head Start of Greater Dallas and/or CCA provider: they fund 50% of infant teachers (4) plus supplies.
- Applying for grant for EHGD funds in August for 2021 for 0-2. Under consideration (research, meetings held with EHGD). Charge-back more onsite daily care to CCA (\$28 a day). Reimbursement rates increased due to COVID-19. Long_term.

SCENARIO THREE* (Close Onsite Child Development & Therapy)

- Budget (B) developed with no onsite children's program, as a worst case scenario. If DISD doesn't open up in Fall.
- COVID-19 relapse/shelter-in place. FSS and case management only. Work from home.
- Lease space or sell building.



POVERTY ALLEVIATION

HUB

holistic services for **special children** with health, therapy, educational and domestic needs.



CHILDREN WITH DISABILITIES NEED ACCESS.

BRYAN'S HOUSE IS A SPECIALIZED HUB PROVIDING HOLISTIC SERVICES TO ALLEVIATE POVERTY, CHANGE YOUNG LIVES AND TRAJECTORIES FOR LIFE.

EARLY INTERVENTION BY OUR TEAMS TO ADDRESS UNIQUE NEEDS, PRESERVE DIGNITY AND ADDRESS UNDIAGNOSED CHALLENGES IS KEY.

PROGRAMS

CLINICAL

Diagnosis/Assessments
"Way Forward" Planning
Behavioral 0-21
Trauma Care
Women's Health Ed.
Crisis Management

SOCIAL SERVICES

Case Management
Family Supportive Services
Homelessness Prevention
Basic Needs
Advocacy
Legal
Financial & Budget Guidance

EDUCATION

Early Childhood 0-2
Pre-K 3-5
Transitioning 6-21
(teen moms - DISD)
Medically-Managed
School with Onsite
Classrooms
In-Home Services

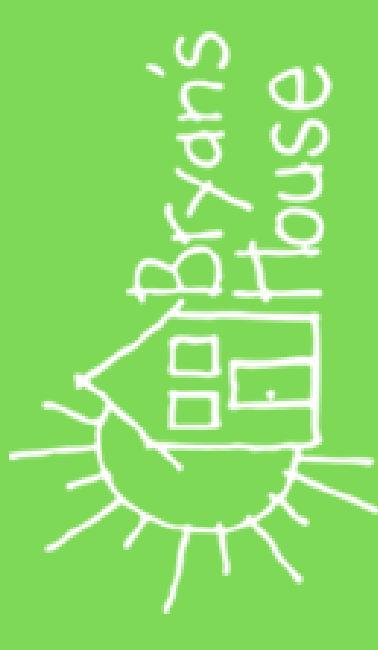
**ONSITE CHILD
DEVELOPMENT
VARIABLE**

**STAGE 1 (DISD ONLY)
AUG - JUNE 2021
BUDGET A. \$1.45**

**STAGE 2 (*INFANT)
JAN - JUNE
BUDGET AMENDED
\$1.59 (NEW)**

***ONLY ADD WHEN FUNDED BY
COMMUNITY, BETTER TOGETHER, EHS GD,
TEXAS WOMEN'S FDN, OTHER**

SEE CHART ON NEXT SLIDE

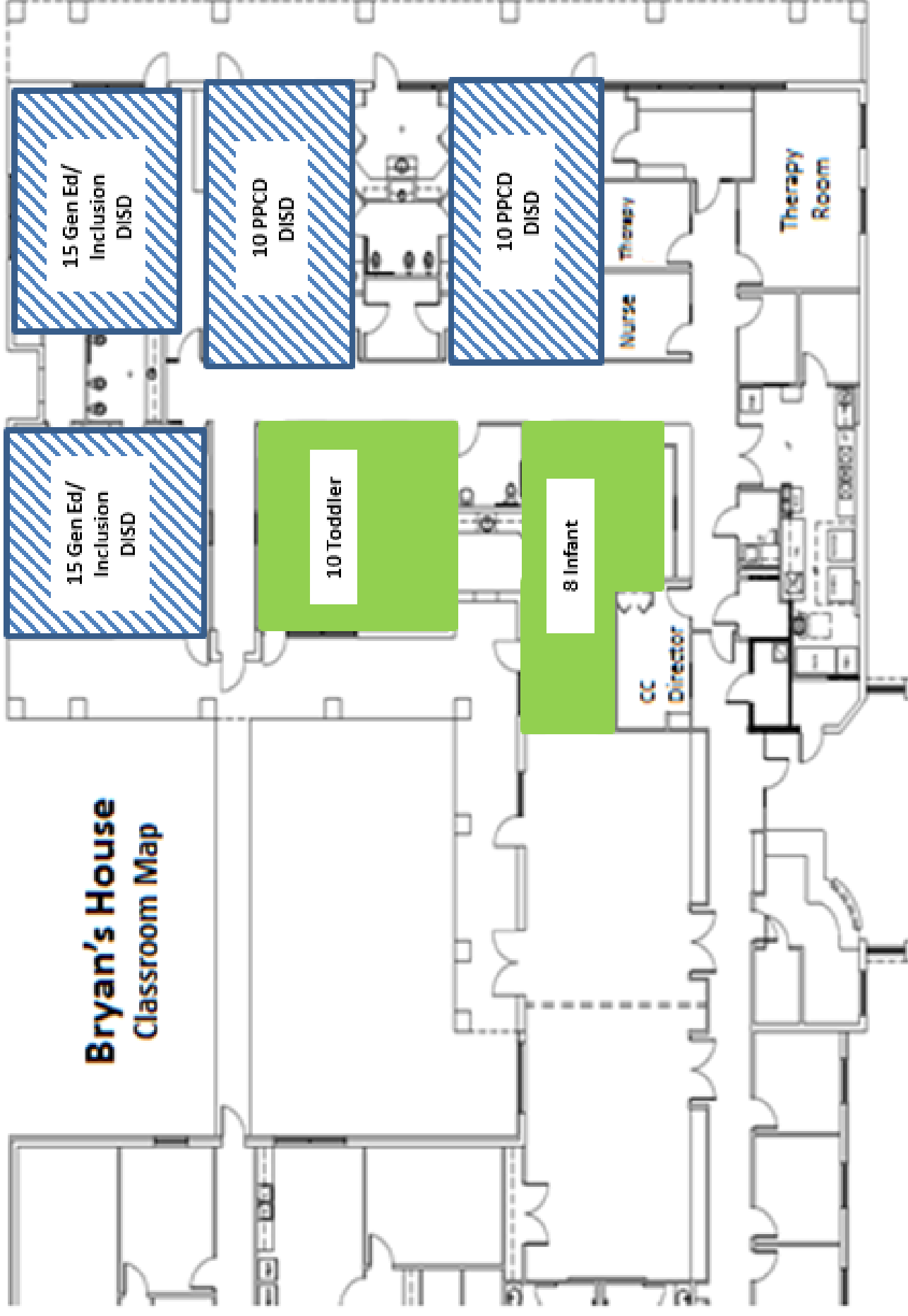


draft



2020-2021 Classroom Plan

**Bryan's House
Classroom Map**



Aug. 2020 – May 2021

- DISD Partnership PreK & PPCD (ages 3-5)
- 4+ DISD Teachers
- 4 Bryan's House Teachers
- 1 Floater (BH/DISD)
- Additional CCA/Private Pay for "After Care" & School Break Camps



Begins Jan. 2021

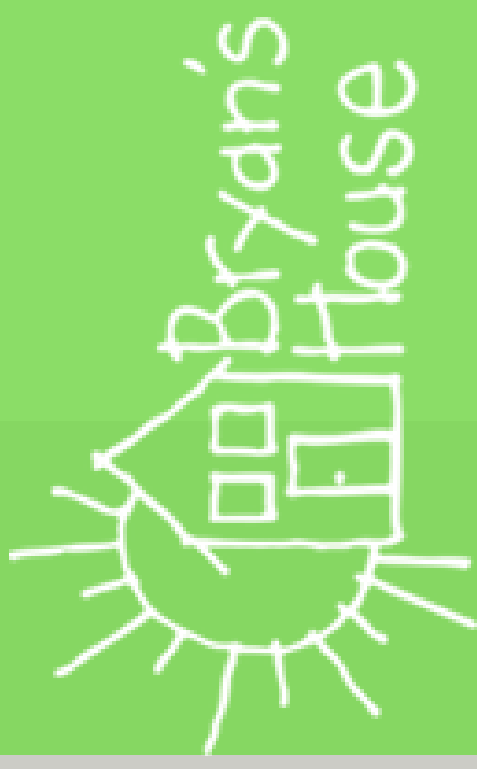
- Infant/Toddler Care (ages 0-2)
- 4 Bryan's House Teachers
- 1 Floater
- Funded by CCA/Private Pay/Community



DIFFERENT IN FY21

Children's Program Onsite & Respite

- Teacher payroll halved as large % funded by DISD, before proceeding. 50% community.
- More children on a daily basis served onsite in 4 classes.
- Extend our relationship with DISD, to a more robust partnership. More children served with a model that is replicable in the long term.
- CCA - more children billed back for daily care (80% increase) as new revenue for agency to pay for teachers.
- Charge for afterschool care/camps to pay for teachers
- Voucher model for CHSCN/Respite
- Potential Toddler Class (paid - social enterprise model)



Clinical Panelists



DR. LISA GENECOV
Pediatrician (ret.)



DR. IOANA SMITH
Gastroenterologist



MARY ANN SILLER
Education Leader
& Curriculum Specialist



Development Update

\$20 EACH OR
6 FOR \$100



LUNCHEON
RAFFLE

FIRST PRIZE:
WEEKENDER
WALDORF
ASTORIA
BEVERLY HILLS

COVID-19 Crisis Intervention

Feb 23 to May 15 (82 days)

Social Services Department (5 people)

2,070

HOURS OF CRISIS
MANAGEMENT

AV. 150 HOURS
A WEEK

\$37K

RENTAL | UTILITIES
BASIC NECESSITIES

AV. \$13,000 A
MONTH

61

FAMILIES A
MONTH ON AV.

1 OR MORE
CHILDREN WITH
SPECIAL NEEDS IN
EACH FAMILY,
EARNING LESS THAN
\$30K |YR.

