

MUSEUM OF SCIENCE & INDUSTRY, INC.
Board of Directors Meeting Minutes
Thursday, January 27, 2022
ZOOM

Present: Bret Feldman, Lori Nissen, Michael Morris, Gina Evans, Kerry Hines, Pat Kemp, Holly Markham, Larry Plank, Peter Stiling, Vik Bhide, and Brian Kornfeld.

Absent: Robert Thomas

MOSI Staff: Briget Hart, Janet White, Rob Lamke, Brynne Anne Besio (Interim CEO with Carter).

Guests Present: Dennis Paleveda and Sam Lazzara with Rivero, Gordimer, Shadel Hamilton from St. Leo University (potential Board candidate) and B. Vallecilla with Hillsborough County.

The meeting was called to order at 12:03pm, by Board chair, Bret Feldman

Public Comments

No members of the public were present during the meeting.

Consent Agenda

There was unanimous approval for the Consent Agenda consisting of minutes of the following meetings: Board Meeting, September 16, 2021, Board Meeting, November 19, 2021, Board Meeting, December 17, 2022, Finance September 15, 2021, Finance October 21, 2021, Finance November 18, 2021 and Governance October 15, 2021. The MOSI Operations report was part of the agenda.

REPORTS

Treasurer

The December 2021 financials were reviewed and MOSI continues to see improved revenue in earned and contributed income. The team continues to manage expenses.

FY22 Audit

Sam Lazzara of Rivero, Gordimer presented the FY 21 audit results. A great report with a clean opinion.

The Finance Committee recommended the acceptance of the Fiscal Year 2021 Audit Report as presented by Rivero, Gordimer. The vote was unanimous.

Interim CEO

Membership

First quarter membership is up 170% over FY 21 and 40% over FY 19. Members are your first in on the donor pyramid.

Development

FY 21 final numbers were \$84,172 for contributed income. Up 13% from the reforecast of \$74,198.

Milner came in as the new IT management firm and is making a general donation of \$50,000 Rob Lamke did a great job of cultivating this relationship.

Fall campaign:

- Bret signed 100 letters to former board, donors and lapsed donors. Of those 4 gifts were made: 2 from former board, 1 current donor and one lapsed donor.

- Individual Giving for first quarter of FY 22 was up 68% over first quarter of FY 21. This amounted to an additional \$3233. Gift size increased from \$196 per donor in first quarter FY21 to \$397 in FY 22.
- Pleased to share that staff are invested. Of the 20 donors in that quarter 7 were staff, 2 were family members of staff and 2 were vendors of MOSI. The culture of Philanthropy in the staff realm is growing. These gifts were made in a year of NO raises.

February appeal new tactics:

- Donor update will be mailed to all donors, former board and lapsed donors and new-to upper-level members who have been with MOSI for 3 years or more.
- Appeal will be a letter going to those who have not given, but also to the upper member level.

Donor acquisition from events is ongoing and new strategies include getting emails from those who attend Skywatch (free event) to start to build from this enthusiastic group.

Staff are working the donor and lapsed donor list cultivating potential donors.

BUSINESS

City of Tampa Compliance Document

Bret Feldman recommended the Board approve the signing of the City of Tampa Compliance Document for MOSI Funding.

The vote was unanimous.

Hillsborough County Funding

Bret Feldman recommended the Board approve the request to Hillsborough County to fund three projects for education support and revenue generation with a portion of the \$600,000 allocation. The projects are: New computers for the computer lab (\$20,000), Oculus Rift Headsets (\$30,000) and Drones (\$6,000).

The vote was unanimous.

Bylaws

The Governance Committee recommended the approval of the Eighth amendment to the Bylaws as presented.

No second needed as coming from committee. The vote was unanimous.

Board Recruitment Process

The Governance Committee recommended the approval of the MOSI Board Recruitment process as presented. The vote was unanimous.

The meeting was adjourned at 1 pm and Bret Feldman began an Executive Session to discuss next steps in the CEO search process. There was a unanimous vote to move to finding the right search firm.

Submitted by:

Brynne Anne Besio,
Interim CEO

Lori A. Nissen

Lori A. Nissen, Secretary

2/2/2022

Date