



MINUTES

Barth Syndrome Foundation, Inc.
Board of Directors Meeting
December 11, 2018

Members in Attendance:

Susan A. McCormack	Chair, Board Member
David Axelrod, MD	Board Member
Megan Branagh	Board Member
Brandi Dague	Board Member
Nicole Derusha-Mackey	Board Member
B.J. Develle	Board Member
Florence Mannes	Board Member
John Wilkins	Board Member
Kevin Woodward	Treasurer, Board Member
Stephen B. McCurdy	Chairman <i>Emeritus</i>
Emily Milligan	Board Member, <i>ex-officio</i>

Members Not in Attendance

Matthew Blumenthal	Board Member
Michelle Florez	Board Member
Catharine Lynne Ritter	Board Member

Invited Guests:

Lynda Sedefian, Executive Assistant
Cristy Balcells, Communications

Our Mission - Saving lives through education, advances in treatment, and finding a cure for Barth syndrome.

Agenda Items:

1. Discussion & Vote – Approval of New Customer Relation Management (CRM) System

The meeting, held via GoToMeeting, was called to order by Susan McCormack, on Tuesday, December 11, 2018, at 12:00 pm ET. Cristy Balcells was invited to join this meeting to provide an overview of BSF's communication strategy improvement initiative (Phase 2) strategic recommendations.

1. Discussion & Vote – Approval of New Customer Relation Management (CRM) System

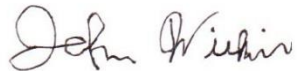
Cristy Balcells provided an in-depth overview of BSF's communication strategy improvement initiative strategic recommendations. In order to achieve BSF's fundraising goals and diversity revenue sources, BSF considered whether to proceed with a full implementation of Bloomerang, understanding that there are significant limitations to the platform; or procure an alternative comprehensive solution such as the non-profit version of Salesforce or Blackbaud. Following Cristy's overview, she exited the meeting to allow the Board to continue its discussion. It was proposed that BSF move forward with implementing Blackbaud as BSF's CRM system.

VOTED: To allow Emily Milligan to proceed with contracting with Blackbaud for the implementation of a CRM system, the total cost of which is estimated at \$84,000 over a 4-year period. This includes subscriptions and implementation of Luminate Online, TeamRaiser, Attentive.ly, and Training for a contract term of 42 months (for the price of a 36-month term).

Adjournment

The meeting was adjourned at 1:25pm ET.

Respectfully submitted,

A handwritten signature in cursive script that reads "John Wilkins".

John Wilkins
Secretary

2. **Discussion – Year-to-Date Financials**

Kevin Woodward provided an overview of year-to-date financials, as follows:

Preliminary Statement of Revenue and Expenditures All Funds – 01/01/2018 – 09/30/218

Total Expenses of \$950,422; and an Excess of Revenue over Expenditures of \$688,889

Total Liabilities & Net Assets of \$4,625,940

3. **Discussion – Communications Plan Update**

Emily Milligan reported that Cristy Balcells has completed Phase 1 of BSF’s Communications Plan which she will provide to the Board for review.

Adjournment

The Board of Directors adjourned the meeting at 2:10 pm EDT. The next Board meeting will be held via teleconference in January 2019 (TBD). The next Executive Committee meeting is scheduled for Tuesday, December 11, 2018 @ 12:00 pm EDT.

Respectfully submitted,

John Wilkins
Secretary