



The Oak Cliff Lions Club of Dallas

We Serve, Since 1929

Paul Nielsen, President

Board of Directors Meeting Agenda

Date: February 17, 2021
Time: 11:00 AM
Location: Zoom Video Conference

1. President – call to order (requires a simple majority)
2. Chaplain – invocation
3. President – approval of minutes of prior meeting – vote
4. Secretary - presentation of MMR, Requests to resign: JoAnn Holt Causey, no longer working, budget decision; Kathy Magers, once pandemic lifts, she will not be making the long drive into Dallas for meetings in person.
5. Treasurer – presentation of monthly financials, acceptance of financials, other financial matters
6. President – announcements
7. Vice President reports
 - a. 1st VP – Nia MacKay-
 - b. 2nd VP — Perry Flowers
8. Other Committee Reports
9. District 2-X1 Club Liaison Reports
10. Old Business –
11. New Business –

Oak Cliff Lions Club Board Meeting

January 27, 2021

Zoom Video Conference Meeting

ATTENDANCE: Lions, President Paul Nielsen; 1st VP Nia MacKay, PhD, Club Service Chairperson; 2nd VP Perry Flowers II; Secretary Kathy Frazier, CRS; Treasurer Sara Kitto; Chaplain Blake Lindsay; Cub Editor, Larry Frazier; PP PDG Wayne Meachum, Club Membership Co-Chairperson, Honorary Life Member of the Board; Teri Bailey, Club Membership Co-Chairperson, Club Marketing Communications Chairperson; PP Robert Hirsh, Club Director; Bobbi Smith, Club Director; Bob Hodge, Club Director.

PRESIDENT: Paul Nielsen called the meeting to order without a quorum at 11:10 AM.

INVOCATION: Blake Lindsay gave the invocation.

SECRETARY: Kathy Frazier, CRS, presented the minutes from the previous December 16, 2020 Board meeting. Sara Kitto moved that we accept the said minutes for approval, Bobbi Smith seconded. Kathy Frazier, CRS, presented the MMR. Nia MacKay moved that we accept the MMR report, Sara Kitto seconded. Samuel Burleson was presented as an applicant to become a new member. Kathy Frazier, CRS- I have reviewed his website and I will be his sponsor. Sara Kitto- He has sent a filled-out application and has paid up two months of dues. Nia MacKay moved that we accept Samuel Burleson as a new member with Kathy Frazier as his sponsor, Blake Lindsay seconded.

TREASURER REPORT: Sara Kitto presented the Treasurer report. We are continuing to build our cash in our Administrative funds. We've currently got \$24,747.00 on hand. At the very top of the balance sheet, you will see that there is \$477.00 in the credit card account. As, at the end of December, that account was closed due to no longer needing it and we don't need to pay the \$8.00 minimum fee to keep that account active. So that \$477.00 will move into the checking account and we will have one less account to deal with. Paul Nielsen- The inventory asset of the negative \$132.00, have you figured out what that is yet? Sara Kitto- I have reached out to Stan Altschuler and we have an appointment to meet and chat about it. It will probably take about two hours to walk through it, so we will have that resolved for the February Board meeting. Moving on to the P&L for the month of December showing the activity that we had in the account. We spent more money than we took in during the month of December. Stan Altschuler has been reimbursed for the money that he spent in the Pecan Fundraiser. That is a onetime charge for the Pecan Fundraiser. Kathy Frazier, CRS- So, have you made the two corrections that you said that you were going to make in the last meeting? Sara Kitto- The inventory asset will be resolved before we meet again in February. Any other questions on the December P&L? We will, now, move on the year-to date comparison in the different expenses between July and December. Our Member at Large dues are much higher. I don't know if you guys would be interested in knowing how many people

we have at Member at Large and how many people we have as regular members? I don't know that number off the top of my head but I can figure that out. Just to let you know where we are right now with that variation. Our dues to the District and our dues to International, that check has just gone out. I received those invoices in January, so those will show up in the February report. Kathy Frazier- Have we made a donation to the 100 campaign? Sara Kitto- That will be in the Foundation account. Further down in the report as you look at the expenses down at the bottom, there is a Humanitarian Award. It is a negative \$5.94. There was a check that never got cashed and so I voided that check and that check was greener than the replacement check, so the difference was \$5.94. The taxes were calculated differently. That was for the Crystal Award. Unfortunately, the woman that was doing that work for us, she passed away. Her name was Kate Tyre. That was part of her daughter picking up things and the new person taking over all that work so there was difference in that cost. Kathy Frazier, CRS- Did the recipient ever get her award? Sara Kitto- I don't believe she has. Paul Nielsen- The Humanitarian Award presentation was shifted from an earlier date last year to September last year. That didn't happen and don't know how this year will work out for scheduling the event. The recipient didn't receive her Award. Lion Melton was against doing that without doing so in person in a club presentation. So, with lack of expenditures at the end of our P&L comparing it to last year, we are actually up \$1,300.00. We do have quite a bit of money in our Administrative account. We may want to consider moving that into Foundation to help support scholarships or whatever. I would certainly be an advocate of moving that. The amount of money we charge our membership every year really does cover our costs for the most part. So, the budget is in there for you guys to look at. I am not going to expound on that. That was the budget that was approved months ago. I am going to move straight on to the Foundation. Our Foundation is nice and healthy showing \$30,000.00. And we will be receiving .3% interest on this checking account which, I believe is a pretty decent interest rate. I am assuming that we will get that starting in the end of January. Moving on to the P&L, what we spent out of the Foundation, nothing has been spent out of the Foundation this month. We did get our \$400.00 back from the city for the deposit on the rental of the park for the Breakfast with Bunnies under Anastasia's year. We have taken in over \$2,000.00 directly to our Foundation in addition to the money that has been raised through with the GoFund Me campaign for the Children's Vision Initiative. Nia MacKay- Teri Bailey has joined the meeting. The quorum number of 11 has been met. Sara Kitto- The GoFund Me money is specifically earmarked for Children's Vision Initiative campaigns. Whatever our club decides is a Children's Vision Initiative. So, a check will be cut from the GoFund Me campaign. It will be put into the Oak Cliff Lions Foundation account and it will be specifically line itemed for the Children's Vision Initiative. Year to date- Where we have been spending our money, where we have been getting money. We have the Children's Initiative and Pecan Fundraiser that brought in money.

QUORUM FORMED: Paul Nielsen- The 11th board member, Teri Bailey has joined us. Meeting now, at 11:31, with a quorum, has been called to order.

TREASURER REPORT (continued): Paul Nielsen- We will go back to the beginning of the meeting. We

had a motion and a second to accept the minutes of the prior meeting. All those in favor to accept say aye. All those opposed say nay. Beings that there are no dissents, prior minutes are approved. Sara Kitto- I move that we accept the change for Pat Crenshaw to go Member at Large. Blake Lindsay seconded, with no dissents, motion passed. Kathy Frazier moved that we accept the MMR report, Nia MacKay seconded, with no dissents, motion passed. Paul Nielsen-We had a motion that new member applicant, Samuel Burleson, be accepted as a new member. All those in favor say aye. All those opposed say nay. with no dissents the applicant was approved to become a new member. We have just completed a review of the Treasurer Report, do I have a motion to accept the Treasurer Report? Larry Frazier moved that we accept the Treasurer Report subject to audit, Nia MacKay seconded the motion, with no dissents, motion was approved.

PRESIDENT'S COMMENTS: Paul Nielsen- At the beginning of the meeting we discussed leaving the present slate of Board officers intact for the coming year. Robert Hirsh made the point that it is up the appointed Nominating Committee to make that decision. We, also, thanked Lion Sara for her efforts to get us a little bit more money out of the Foundation account by turning it into an interest-bearing checking account. PP Diana Ezzell and I had a discussion, last night, about Guns and Money and we decided to cancel the event because of the lack of conduciveness in light of the pandemic. As to the matter of our having Workmen's Comp insurance, Lion Sara Kitto provided me with the loan documents from Texas Mutual. I didn't know that we had Worker's Comp for the club. It is only good for salaried employees so Sara Kitto is the only one that had access to its benefits. I think that there was some discussion that it was thought to be for the officers and Board of the club. Robert and I both agreed that this is a Workman's Comp policy and it is not an officer's and director's policy. So my question was, what insurance do we actually have. Do we have the right insurance for the club? Are we paying the right premiums on the insurance that we do have? And, if we don't have the right insurance, do we need consider changing it? So that was the thought process going on there. Who do we go to in the club to get that information at this time? Sara Kitto- Dan Cunningham would be the right person. Dan Cunningham was spearheading all of that and connected Lion's Club with this new group of people. Dan Cunningham's phone number is 214-931-9144. Larry Frazier and Robert Hirsh- Lions International covers official activities. Any event we have, if we were to have an event, and approve it as an official club activity then, as far as I know, Lions International, I think would have liability protection for us . Robert Hirsh-We do need Workman's Comp and I am sure that we need some kind of liability protection for financial issues that may arise from the board. I think Dan could help us with these things. Paul Nielsen offered his insurance expertise to help. He said that he understood what was needed. Bobbi Smith- Paul Nielsen, Dan Cunningham and others could get together and work as a team to review our insurance needs and put together a plan. Paul Nielsen- Robert Hirsh, if you would volunteer some of your time, I can volunteer some of my time.

1st VP REPORT: Nia MacKay- Laison report- Larry and Kathy Frazier, as well as I, attended the 3rd Cabinet meeting and Mid-Winter Conference on January 16. I sent a letter request to Civic Benefits chair, Lion Charlie Tupper, to request \$300.00 to support the Opportunity for Youth contest in the District where I chair, and it is like \$100.00 for the contest and there are three contests to be the held. But I haven't heard anything. I also requested some fund for the Well who needs sleeping bags for homeless people. I, also, requested fund to be sent to the Oak Cliff Pantries under Souper Bowl of Caring. Remember, we had the Executive Director, Lion Allison Reese, who gave a speech about that and that particular pantry was also under the Souper Bowl of Caring that way we can serve our community there in Oak Cliff. And then, I spoke with PP John Dodd. He called me that Lion Elba Garcia has been in contact with the City of Dallas and she has the idea that if we can help to register people who are now in tier 1a and 1b or below 65 with underlying conditions to get vaccinations because at this time I think everything is still a mess, so nobody knows where to go. John Dodd was asking me because he said the Rotary Club will help and, also, the Lion's Club will help. So, this is, hopefully, going to be coming up as our service activity. And then, I also encourage you to report your activity, hours of service, to Lion's Club, your church, your community and other non-profit organizations that you are involved in. The idea of PP John Dodd is to help the people that don't have access to the internet to be able to register for their vaccinations. The place to do that would be in libraries, possibly. Bobbi Smith- I am concerned with lack of communication from the counties to guide the people on what to do next and, even, has the registering been received. I am just wanting to know what can be done to help the situation.

OLD BUSINESS: Teri Bailey- We had perfect candidate for Administrative Secretary, but that fell through, so we are now pivoting. It's not off the table. We are going to hit it again to find a replacement for Sara.

MEETING ADJOURNED: Paul Nielsen adjourned the meeting at 11:55 AM.

Respectfully Submitted.

Secretary,

Kathy Frazier, CRS. NHSAC

MONTHLY MEMBERSHIP REPORT

January 2021

(Submitted: 1/28/2021 12:11:21PM)

DALLAS OAK CLIFF

	1. 0 RESIGNED IN GOOD STANDING 2. 0 DROPPED FOR NON PAYMENT 3. 0 DROPPED FOR NON ATTENDANCE 4. 0 DROPPED FOR NON PAYMENT AND NON ATTENDANCE 5. 0 TRANSFERRED IN GOOD STANDING 6. 0 MOVED 7. 0 DECEASED 8. 0 OTHER 9. 0 TOTAL	MEMBERS FROM LAST REPORT A NEW MEMBERS B REINSTATED MEMBERS C TRANSFER MEMBERS TOTAL BEFORE DEDUCTIONS D DROPPED FROM MEMBERSHIP MEMBERS AT CLOSE	103 1 0 0 104 0 104
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IDENT.	CLUB	NAME OF CLUB	DIST. NO.
0129	000980	DALLAS OAK CLIFF	2 X1
MONTH	YEAR	SECRETARY'S NAME	Leo Club members
1	2021	Kathy Frazier 1101 W TARRANT RD GRAND PRAIRIE, TX 75050	Total: 0

MMR Date	MMR Activity	Name	Address	Gender	Year of Birth	Occupation	Sponsor	Former Club	Drop Description
01/2021	No Activity was reported for this month								
01/2021	New	Samuel Burleson (5541176)	5413 Pinson St. Fort Worth, TX 76105	Male	1985	Self-Employed	2716162		

Oak Cliff Lions Club
ADM Acct Balance Sheet
As of January 31, 2021

	<u>Jan 31, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
Pay Pal	70.88
Checking at Texas Capital Bank	25,361.06
Total Checking/Savings	<u>25,431.94</u>
Accounts Receivable	
Accounts Receivable	-1,428.40
Total Accounts Receivable	<u>-1,428.40</u>
Total Current Assets	<u>24,003.54</u>
TOTAL ASSETS	<u>24,003.54</u>
LIABILITIES & EQUITY	
Equity	
Retained Earnings	12,844.35
Unrestricted Net Assets	7,781.47
Net Income	3,377.72
Total Equity	<u>24,003.54</u>
TOTAL LIABILITIES & EQUITY	<u>24,003.54</u>

Oak Cliff Lions Club
Adm Mgmt YTD Prev Year Comparison
July 2020 through January 2021

02/15/21

Cash Basis

	Jul '20 - Jan 21	Jul '19 - Jan 20	\$ Change	% Change
Income				
Insurance Dividends	0.00	132.85	-132.85	-100.0%
Member Donation	33.45	1,113.00	-1,079.55	-97.0%
Regular dues	14,250.63	24,903.86	-10,653.23	-42.8%
Member-at-large dues	6,137.50	3,811.75	2,325.75	61.0%
Guests lunches	31.50	1,038.00	-1,006.50	-97.0%
Members at Large Lunches	53.00	417.00	-364.00	-87.3%
Initiations & Transfer Fees	70.00	180.00	-110.00	-61.1%
Installation Banquet	0.00	60.50	-60.50	-100.0%
Tail Twister Fines	180.00	756.20	-576.20	-76.2%
Total Income	20,756.08	32,413.16	-11,657.08	-36.0%
Gross Profit	20,756.08	32,413.16	-11,657.08	-36.0%
Expense				
Pecan Fundraiser Reimbursement	3,887.68	0.00	3,887.68	100.0%
Tax Preparation	0.00	550.00	-550.00	-100.0%
Volunteer Breakfast	0.00	40.92	-40.92	-100.0%
Administrative Promotions	0.00	651.79	-651.79	-100.0%
Speaker Awards	0.00	500.00	-500.00	-100.0%
Creditcard expense & Bank fees	479.59	683.00	-203.41	-29.8%
Adminstrative Secretary Salary	3,268.25	4,002.21	-733.96	-18.3%
Awards\Gifts\Supplies\Int'l	0.00	282.00	-282.00	-100.0%
Dues - District and Intl.				
New Member Dues	21.50	424.78	-403.28	-94.9%
International	4,451.80	2,392.50	2,059.30	86.1%
State & District	2,068.43	1,155.85	912.58	79.0%
Total Dues - District and Intl.	6,541.73	3,973.13	2,568.60	64.7%
Food Service-Christmas Tip	0.00	300.00	-300.00	-100.0%
Grass Roots Banquet	50.00	150.00	-100.00	-66.7%
Humanitarian Award	-5.94	0.00	-5.94	-100.0%
Insurance & Bond	130.00	530.00	-400.00	-75.5%
Lunches	0.00	14,329.00	-14,329.00	-100.0%
Office Expense	363.76	456.72	-92.96	-20.4%
Payroll Taxes	1,867.14	1,473.82	393.32	26.7%
Postage	55.00	110.90	-55.90	-50.4%
President's Award	93.15	248.85	-155.70	-62.6%
Website Hosting and Domain	648.00	885.00	-237.00	-26.8%
Total Expense	17,378.36	29,167.34	-11,788.98	-40.4%
Net Income	3,377.72	3,245.82	131.90	4.1%

Oak Cliff Lions Club
Management Report Budget vs. Actual
July 2020 through January 2021

	Jul '20 - Jan 21	Budget	\$ Over Budget	% of Budget
Income				
Member Donation	33.45	500.00	-466.55	6.7%
Regular dues	14,250.63	10,750.00	3,500.63	132.6%
Member-at-large dues	6,137.50	3,600.00	2,537.50	170.5%
Guests lunches	31.50	174.00	-142.50	18.1%
Initiations & Transfer Fees	70.00	50.00	20.00	140.0%
Tail Twister Fines	180.00	733.00	-553.00	24.6%
Total Income	20,756.08	15,807.00	4,949.08	131.3%
Gross Profit	20,756.08	15,807.00	4,949.08	131.3%
Expense				
Administrative Promotions	0.00	300.00	-300.00	0.0%
Speaker Awards	0.00	600.00	-600.00	0.0%
Creditcard expense & Bank fees	479.59	581.00	-101.41	82.5%
Adminstrative Secretary Salary	3,268.25	4,496.35	-1,228.10	72.7%
Awards\Gifts\Supplies\Int'l	0.00	125.00	-125.00	0.0%
Dues - District and Intl.				
New Member Dues	21.50	0.00	21.50	100.0%
International	4,451.80	4,400.00	51.80	101.2%
State & District	2,068.43	2,400.00	-331.57	86.2%
Total Dues - District and Intl.	6,541.73	6,800.00	-258.27	96.2%
Food Service-Christmas Tip	0.00	300.00	-300.00	0.0%
Humanitarian Award	-5.94	0.00	-5.94	100.0%
Insurance & Bond	130.00	500.00	-370.00	26.0%
Lunches	0.00	1,235.00	-1,235.00	0.0%
Memorials & Flowers	0.00	100.00	-100.00	0.0%
Office Expense	363.76	300.00	63.76	121.3%
Payroll Taxes	1,867.14	1,184.00	683.14	157.7%
Postage	55.00	200.00	-145.00	27.5%
President's Award	93.15	0.00	93.15	100.0%
Website Hosting and Domain	648.00	1,300.00	-652.00	49.8%
Total Expense	17,378.36	18,021.35	-642.99	96.4%
Net Income	3,377.72	-2,214.35	5,592.07	-152.5%

Oak Cliff Lions Club Foundation
Balance Sheet
As of January 31, 2021

	<u>Jan 31, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
Foundation at Texas Capital Ban	31,403.94
Total Checking/Savings	<u>31,403.94</u>
Total Current Assets	<u>31,403.94</u>
TOTAL ASSETS	<u>31,403.94</u>
LIABILITIES & EQUITY	
Equity	
Retained Earnings	22,011.74
Net Income	9,392.20
Total Equity	<u>31,403.94</u>
TOTAL LIABILITIES & EQUITY	<u>31,403.94</u>

Oak Cliff Lions Club Foundation
Profit & Loss
January 2021

	<u>Jan 21</u>
Income	
General Donations	370.00
Guns and Money Classic	500.00
Pecan Fundraiser	2,097.00
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Total Income	2,967.00
Expense	
District 2X-1 Charities	
Texas Lions Camp	1,060.50
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Total District 2X-1 Charities	1,060.50
Reconciliation Discrepancies	41.00
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Total Expense	1,101.50
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Net Income	<u>1,865.50</u>

Oak Cliff Lions Club Foundation
Profit & Loss Prev Year Comparison
July 2020 through January 2021

	Jul '20 - Jan 21	Jul '19 - Jan 20	\$ Change	% Change
Income				
Bank Interest	2.78	0.00	2.78	100.0%
Bfast with Bunnies	400.00	0.00	400.00	100.0%
Breakfast with Santa	0.00	2,643.00	-2,643.00	-100.0%
Children's Vision Initiative	2,050.00	0.00	2,050.00	100.0%
General Donations	3,656.92	57.60	3,599.32	6,248.8%
Golf Tournament	0.00	243.00	-243.00	-100.0%
Guns and Money Classic	500.00	2,500.00	-2,000.00	-80.0%
Jokers Wild Poker Run	0.00	2,059.99	-2,059.99	-100.0%
Lion Clubs International Founda	50.00	0.00	50.00	100.0%
Pecan Fundraiser	5,024.00	5,021.00	3.00	0.1%
Scholarship Funds				
Scholarship - Endowment	0.00	12,409.00	-12,409.00	-100.0%
Total Scholarship Funds	0.00	12,409.00	-12,409.00	-100.0%
Skating Fundraiser				
Children's Cancer Initiative	0.00	50.00	-50.00	-100.0%
Total Skating Fundraiser	0.00	50.00	-50.00	-100.0%
Total Income	11,683.70	24,983.59	-13,299.89	-53.2%
Expense				
Bank Fees	249.75	89.14	160.61	180.2%
Breakfast with Santa Exp.	0.00	250.00	-250.00	-100.0%
Charities Discretionary				
Dallas Police Awards	0.00	650.00	-650.00	-100.0%
Lighthouse for the Blind	0.00	1,000.00	-1,000.00	-100.0%
Low Vision Clinic Sponsor	0.00	350.00	-350.00	-100.0%
Total Charities Discretionary	0.00	2,000.00	-2,000.00	-100.0%
District 2X-1 Charities				
Sports Extravaganza	0.00	2,500.00	-2,500.00	-100.0%
Texas Lions Camp	2,220.75	1,239.00	981.75	79.2%
Total District 2X-1 Charities	2,220.75	3,739.00	-1,518.25	-40.6%
Golf Tournament Costs	0.00	900.00	-900.00	-100.0%
Guns and Money Classic Expenses	-220.00	0.00	-220.00	-100.0%
Jokers Wild Poker Run Exp.	0.00	1,249.99	-1,249.99	-100.0%
Pecans	0.00	4,724.41	-4,724.41	-100.0%
Reconciliation Discrepancies	41.00	0.00	41.00	100.0%
Scholarship Distribution	0.00	4,000.00	-4,000.00	-100.0%
Tax Preperation	0.00	550.00	-550.00	-100.0%
Total Expense	2,291.50	17,502.54	-15,211.04	-86.9%
Net Income	9,392.20	7,481.05	1,911.15	25.6%