

To join this virtual meeting:

<https://us02web.zoom.us/j/81668952334?pwd=NXdVMS91MFhwc0ZESk9ka25BU2VDUT09>

AGENDA

11:30 am 10 minutes	Welcome and Call to Order (Mr. Gompers) <ul style="list-style-type: none">• Prayer• Happy Holidays and Merry Christmas• Welcome from Oakland Woods (Tracy Lathan, Administrator)• Mission Moment (Ms. Edith Gutowski)	
11:40 pm 25 minutes	1. Chairman's Report (Mr. Gompers) <ul style="list-style-type: none">• Approval of September 26, 2023 Meeting Minutes (ACTION)• 2024- PVM Foundation Board of Directors Meeting Schedule<ul style="list-style-type: none">• March 5th (virtual, via Zoom)• June 11th (PVM New Home Office)• September 17th (location TBD)• December 10th (location TBD)• Board Self-Assessment Review (Dr. Lynda Jefferies)	TAB 1
12:05 pm 10 minutes	2. Secretary's Report (Ms. Bomberski) <ul style="list-style-type: none">• 2024 Slate of Directors (ACTION)• 2024 Slate of Officers (ACTION)	TAB 2
12:15 pm 15 minutes	3. PVM Gala Recap (Mr. Schroeder and Ms. Meier) <ul style="list-style-type: none">• Amount Raised• Review Budget• 2025 PVM Gala & 2024 Luncheon to Say Thanks• Final Thoughts	TAB 3
12:30 pm 5 minutes	4. Break for Lunch	
12:35 pm 50 minutes	5. Board Generative Discussion (Mr. Weisner and Mr. Miller) <ul style="list-style-type: none">• Campaign for the Ages	TAB 4
1:25 pm 20 minutes	6. President's Report (Mr. Miller) <ul style="list-style-type: none">• Executive Summary• Approval of the 2024 PVMF Budget (Mr. Gompers) (ACTION)• Holiday edition of Your Giving Matters• Grants Update (Ms. Thomas)• Legacy Society Update (Ms. Meier)• Year End Appeal (Ms. Meier)• PVM Update (Mr. Myers)	TAB 5
1:45 pm 15 minutes	7. Treasurer's Report (Mr. Blalock)	TAB 6
	8. Executive Session – if needed (Mr. Gompers)	TAB 7
2:00 pm Adjourn	9. Adjournment	

NEXT: March 5, 2024 PVMF BOD Meeting (via Zoom)
June 11, 2024 PVMF BOD Meeting (new PVM Home Office)
September 17, 2024 PVMF BOD Meeting (location TBD)
Luncheon to Say Thanks (location and date TBD)
December 10, 2024 PVMF BOD Meeting (location TBD)

Welcome and Call to Order

Chairman's Report (Mr. Gompers)

	3/7 BOD Mtg.	4/25 Special BOD Mtg.	6/6 BOD Mtg.	6/26 Special BOD Mtg.	9/26 BOD Mtg.	10/27 Gala	12/5 BOD Mtg.	TOTAL
Blalock	X	X	X	X	X			
Bomberski	X	X	X	--	--			
Boyle	X	X	X	--	X			
Carnaghi	X	X	--	X	X			
Conway	X	X	X	X	--			
Denler	X	X	--	X	X			
Gompers	X	X	X	X	X			
Hubbard	X	X	X	--	X			
Johnson	X	X	--	--	--			
Kimble	X	X	X	--	X			
Lewis	--	X	--	--	--			
Miller	X	X	X	X	X			
Peterson	X	X	X	X	X			
Romalia	X	--	X	--	X			
Schroeder	X	X	X	X	X			
Utle	--	--	X	X	X			
Wallace	--	X	--	X	X			
Williams	X	X	--	X	X			
Ex-Officio								
Myers	X	--	X	X	X			
Prues	X	--	X	X	--			

Foundation Staff:

Guests:

1. Welcome and
Call to Order

2. Chairman's
Report

Ms. Avni Thomas, Ms. Devon Meier, Ms. Tabatha Maxwell, Ms. Sonya Thompson

Ms. Sandra Pringle, Mr. Brian Carnaghi

Mr. Gompers called the meeting to order at 11:32 am., followed by prayer

- Mission Moment – presented by Ms. Sandra Pringle, Redford Village resident
 - Resident of Redford since July of 2021 and is active in activities, Friends and Family, and the gala raffle
 - Found PVM through Hartford Church and is close friends with Lynda Jefferies
- Remembering Yalonda Jackson

Chairman's Report (Mr. Gompers)

- Welcome, Marcia Nunn, new PVM Foundation Board Member
- Welcome, Sonya Thompson, new PVM Foundation Staff, Donor Relations and Database Coordinator
- Approval of June 6, 2023 Meeting Minutes (**ACTION**)
 - **A motion was made by Mark Boyle and seconded by Paul Hubbard to approve the June 6, 2023 Special Board Meeting Minutes. Passed unanimously.**
- Approval of June 26, 2023 Special Meeting Minutes (**ACTION**)
 - **A motion was made by Bob Schroeder and seconded by Mark Boyle to approve the June 26, 2023 Special Board Meeting Minutes. Passed unanimously.**
- 2024- PVM Foundation Board of Directors Meeting Schedule
 - March 5th (virtual, via zoom)
 - June 11th (location TBD)
 - September 17th (location TBD)
 - December 10th (PVM Home Office)
 - Board members can pass along suggestions for locations to hold the June 11 and September 17 meeting (ex: Hartford, PACE sites, Riverfront)

	<ul style="list-style-type: none"> • Discuss upcoming PVM and PVMF Board self-assessment <ul style="list-style-type: none"> ○ Performing a self- assessment is considered best practice of boards ○ PVM governance rolled this out to all of the Village Boards at the start of 2023 ○ The feedback obtained is used by each board to internally assess their performance ○ In October, the board will receive a survey and return the results to Lynda Jefferies. Lynda will tally the results and return it back to the board for them to assess at a following meeting. ○ Looking for 100% participation
3. PVM Gala	<p>PVM Gala (Mr. Schroeder and Ms. Meier)</p> <ul style="list-style-type: none"> • Theme- "Lights, Camera, Action" • \$300,000 fundraising goal, \$265,000 raised to date <ul style="list-style-type: none"> ○ Ordered more raffle tickets to sell (4,500 to sell now, \$10 each) ○ Do not have to be present to win ○ <u>THANK YOU</u> to the PVMF Board for sponsoring the \$4,000 cash prize ○ Please reach out to Paul Miller to purchase gala tickets, raffle tickets, sponsorships, donations, etc. • Gala chairs- Dr. Lynda Jefferies and Karin Flint • Location- Henry Hotel- 300 Town Center Dr., Dearborn, MI 48126 • Date- Friday, October 27 • Board Member Gifts
4. Board Generative Discussion	<p>Board Generative Discussion (Ms. Romalia and Mr. Miller)</p> <ul style="list-style-type: none"> • Review and discussion of PVMF's emails and mailings (impact and moving donors to the mission) <ul style="list-style-type: none"> ○ Discussion surrounding video linked here: https://nonprofitstorytellingconference.com/number-1-story-that-raises-money/?utm_source=betterfundraising&utm_campaign=blog ○ Telling complete vs. incomplete stories, which raises the most money? <ul style="list-style-type: none"> ▪ Don't finish the story. Let your donors see themselves as the ones who complete the story ▪ Add urgency by asking for help for seniors TODAY, not in the future ▪ Donor should be the hero of the story ○ Group breakout topic 1: What is PVM's Incomplete Story? <ul style="list-style-type: none"> ▪ Resident activities for social connections, walking path, exercise equipment ▪ Supplies for COVID resurgence ▪ Innovative housing (automated lighting, temp control, voice commands) ▪ Find unmet needs and focus on individual people or Villages (go fund me style) ▪ Transportation (VVC and in general) <ul style="list-style-type: none"> • Concern that the general public won't know what the VVC is ▪ Furniture, food, etc., for a new incoming resident with nothing ▪ Resident Emergency Help Fund and Benevolence ▪ Affordable housing for those who do not qualify for subsidized housing and cannot afford market rate ▪ Establish a fund to support advocacy and lobbying ▪ Unmet needs for those 90 years and older ○ Topic 2: What are other organizations sending you that compel you to donate? <ul style="list-style-type: none"> ▪ They focus on one person or one pet. Focusing on one person makes it more relatable and makes it more realistic that their gift will make an impact. ▪ Segmentation based on which Village is local to them ○ What do you think are the biggest challenges organizations like PVM have? <ul style="list-style-type: none"> ▪ Staffing <ul style="list-style-type: none"> • Brio Living sent an appeal requesting support for staff <ul style="list-style-type: none"> ○ This is becoming more common among organizations ○ Usually established by a large gift ○ Homework for the group: <ul style="list-style-type: none"> ▪ Look at our year-end appeal for five seconds as a non-believer (look as someone not invested in PVM) to see if the messaging is compelling ▪ Share with Paul what you like about the appeal (envelope, sentences in the appeal, etc.)

5. President's Report

President's Report (Mr. Miller)

- Staff Changes and new org chart
 - Please reach out to Paul or Avni if you know of anyone looking to work in grants, either full or part-time
- Executive Summary
 - Currently at around \$3.6M of \$4.3M of our annual fundraising goal
- Campaign for the Ages Update
 - \$12.6M raised of \$19.5M campaign goal
- Summer edition of Your Giving Matters
 - If you did not receive the newsletter, please let us know so we can update your mailing address on file
- Motion to write off \$20,000 of a \$50,000 pledge from Morrison made on 3/1/2000 **(ACTION)**
 - **A motion was made by Paul Hubbard and seconded by Marcia Nunn to table** this discussion until after we contact Morrison to attempt to collect payment for the remaining \$20,000 on the pledge. **Passed unanimously.**
- Grants Update **(Ms. Thomas)**
 - Herrick Foundation- \$1M grant to be submitted for Campaign for the Ages Westland
 - Wendy from the Herrick Foundation volunteered to work with PVM to reach out to her contacts to encourage them to support Campaign for the Ages
 - CS Mott Foundation
 - Still have about \$1M gap left for the Campaign for the Ages McFarlan
 - In the process of requesting a \$750,000 additional grant for Campaign for the Ages McFarlan from CS Mott
 - We need YOUR help connecting to Anna Main Charitable Trust and DMC Foundation (not the one at the Community Foundation)
 - Please contact athomas@pvm.org if you have any contacts at either Foundation
- Legacy Society Update **(Ms. Meier)**
 - Four new members of the Legacy Society and three new commitments
 - Currently have seven new members in 2023 out of our goal of eight
 - Marcia Nunn joins the Legacy Committee
 - Upcoming Legacy survey in early 2024
- PVM Update **(Mr. Myers)**
 - Recap of the Legislative Breakfast on September 19th
 - PVM will take over the management of Alpena Pines from Wellsprings Lutheran Services on October 1, 2023
 - Update on filling vacant positions
 - 2023 LeadingAge Ziegler 200 Listing
 - If you have any questions on the report Roger emailed out on 9/25/23, please contact Paul Miller or Roger Myers
- Fall Reduction Committee
 - New committee of current and past board members, PVM staff, physicians, etc.
 - Led a presentation that can be used to present across the Villages and the VEH. The program was very well attended and we plan to replicate this across other Villages.
 - If anyone knows of any groups such as churches or civic groups that are interested in hearing more, please let us know and we are happy to present to them as well

6. Treasurer's Report

Treasurer's Report (Mr. Blalock)

- Motion to approve drawing \$500k from the FA LOC to pay for pre-development work at Oakland Woods and Lake Huron Woods **(ACTION)**
 - **A motion was made by Mark Boyle and seconded by Bob Schroeder to approve** a drawing \$500k from the FA LOC for pre-development work at Oakland Woods and Lake Huron Woods. **Passed unanimously.**
- Approve the Special Line of Credit of \$1.2M to PVM for paying down a portion of debt owed to Huntington National Bank, contingent on the approval of this motion from the PVM Corporate Board **(ACTION)**
 - This was approved by the PVM Finance Committee on 9/25/23
 - **A motion was made by Marcia Nunn and seconded by Paul Hubbard to approve** a new \$1.2M line of credit to PVM to pay Huntington Bank, contingent on the approval from the PVM board on 9/28/23. **Passed unanimously.**

7. Adjournment

- We are in this position due to the amount of time it took for us to bounce back on occupancy post-COVID, overall costs are up, PVM properties owe money to PVM, and delays in the closing of the Campaign for the Ages projects

Adjournment

- The meeting was adjourned at 2:04 pm

NEXT MEETING: PVMF Board Meeting; December 5, 2023 (Tuesday), location TBD
or Zoom.

Tabatha Maxwell
Recording Secretary

Linda Bomberski
Secretary



PVM –Foundation Board Self-Assessment

November 2023

N=10 Respondents

Conducting board self-assessments is considered a best practice for public, private, or nonprofit boards. It's all about the board assessing itself, as the name suggests. It is not a performance evaluation of the individual board members. Instead, it's an opportunity for the board to look at itself and ask, "How are we doing as a board?" Self-assessment is a worthwhile and critical component to ensure the board is functioning at its highest level and working to accomplish its mission. The self-assessment can confirm that a board is fulfilling their duties and responsibilities for planning and oversight.

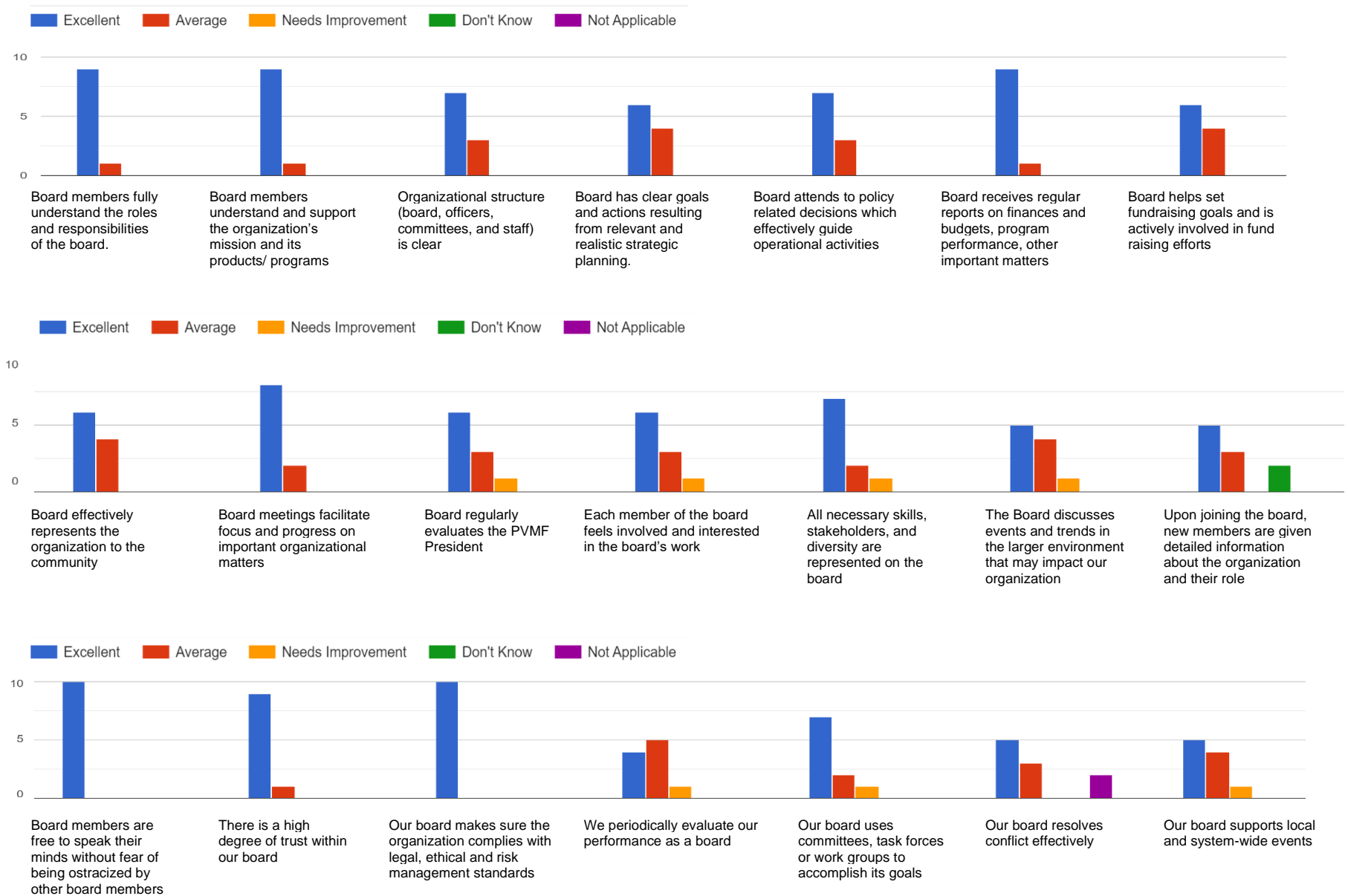
Board self-assessment is an ongoing process, not a one-time event. It's vital that boards periodically take an objective look at themselves and how they function as a group. The board's governance committee is normally tasked with ensuring that boards complete an annual self-assessment to identify areas of strength and opportunities for development. The PVM Village Boards and the Corporate Board have engaged in a similar process.

Enclosed are the results of your board's assessment. We suggest Board Chairs discuss these results at an upcoming board meeting making sure to celebrate areas of strength and identify next steps in any areas for improvement. The PVM Governance Committee will review assessment results to identify and address system wide themes.

Thank you for participating in this assessment.

PVM Governance Committee

Please assess how well your board is doing in each item:



Please list three points from the above checklist on which the Board should focus its attention over the next year. (7 responses)

- Fundraising, fundraising, fundraising.
- Term limits, committees to achieve goals, board members utilized for more than writing a check.
- 1. Board Recruitment and Development 2. Board Orientation to PVM's Broader Mission 3. Board Succession Planning, especially officers
- Afro American inclusion.
- Supporting local and systemwide events. Improve representing to the community our organization. Discussing of trends and events that may negatively impact PVM/PVMF.
- SUCCESSION PLANNING, SIMPLIFYING COMPLEX STRUCTURE OF PVM, GREATER EXPLANATION OF LENDING ARRANGEMENTS WITH RELATED ENTITIES.
- External trends & impact on PVMF, Goals beyond campaign, understanding PVM

Is there anything else you feel is important to consider about the Board? (4 responses)

- Tremendous leadership on the staff.
- Possibly consider revisiting the schedule of meetings throughout the year.
- Better Marketing
- PVM Financial shortfalls = gap of finances

Secretary's Report (Ms. Bomberski)



PRESBYTERIAN VILLAGES OF MICHIGAN FOUNDATION

Slate of Officers 2024 Officers

Chair.....James S. Gompers
 Vice Chair.....Robert S. Schroeder
 Treasurer.....Bruce Blalock
 Secretary..... Linda Bomberski
 President.....Paul J. Miller

Board of Directors

Class of December 31, 2024	Class of December 31, 2025	Class of December 31, 2026
Mark Boyle	James Gompers	Linda Bomberski
Nate Conway	Duane Lewis	John Denler
Debra Romalia	Robert Peterson	Paul Hubbard
Robert R. Schroeder	Mark Wallace	Henry Johnson
John Utley	Michelle Williams	Thomas Kimble
		Marcia Nunn

Ex-Officio: Roger L. Myers
 Rev. Dr. Lou Prues

PVM Gala Recap (Mr. Schroeder and Ms. Meier)

2023 PVM GALA REVENUE & EXPENSES				
<u>REVENUE</u>	<u>2023 Actual</u>	<u>2023 Estimate</u>	<u>2021 Actual</u>	<u>2021 Estimate</u>
Sponsorships	237,500.00	185,000.00	171,500.00	185,000.00
Full Price Tickets/Staff	41,050.00	60,000.00	40,450.00	60,000.00
On-site Fundraising - Raffle	34,284.00	15,000.00	18,305.00	15,000.00
Minute For Mission	12,325.00	5,000.00	6,311.00	
Donations - Sponsor a Resident	7,150.00	35,000.00	25,287.00	25,000.00
Donations - raffle prize	4,355.00			
Donations - event general	1,501.00			
<u>TOTAL</u>	<u>338,165.00</u>	<u>300,000.00</u>	<u>261,853.00</u>	<u>285,000.00</u>
<u>EXPENSES</u>	<u>2023 Actual</u>	<u>2023 Estimate</u>	<u>2021 Actual</u>	<u>2021 Estimate</u>
<u>Venue</u>				
Rental Fee	-	-	-	-
Deposit		-	-	-
Dinner	42,073.00	51,000.00	36,986.00	42,500.00
Popcorn at Cocktail Hour	250.00	2,500.00		
Service Charge	10,354.32	12,240.00	8,994.00	10,440.00
Volunteer Refreshments	820.00	500.00	750.00	700.00
Valet Parking	-	-	-	3,500.00
Coat Check and Pop Corn Cart Attendees	300.00	150.00	200.00	200.00
<u>AV</u>				
Stage, Lighting, Sound & Labor	5,845.72	5,500.00	1,150.00	1,000.00
Security		-	-	-
<i>Venue and AV Subtotal</i>	<i>59,643.04</i>	<i>71,890.00</i>	<i>48,080.00</i>	<i>58,340.00</i>
<u>Printed Material</u>				
Save the Date	-	1,700.00	972.00	1,700.00
Invitations/Response -	2,413.00	3,200.00	2,389.00	3,200.00
Postage	132.32	750.00	420.00	750.00
Program Book	2,198.00	1,600.00	1,601.00	1,540.00

<u>EXPENSES</u>	<u>2023 Actual</u>	<u>2023 Estimate</u>	<u>2021 Actual</u>	<u>2021 Estimate</u>
Minute for Mission Envelopes	285.00			
Raffle Posters/Flyers Design and Printing	861.00			
Signage	287.00			
<i>Print and Postage Subtotal</i>	6,176.32	7,250.00	5,382.00	7,190.00
<u>Program</u>				
Video Production	1,750.00	2,500.00		
Main Program Entertainment/DJ/Speakers	500.00	1,000.00	500.00	800.00
<u>Raffle</u>				
Raffle Prizes	-	50.00	50.00	
Printing Raffle tickets	450.75	200.00	187.00	100.00
Board Donations used to supplement raffle prizes	-	5,000.00	7,100.00	5,000.00
Raffle Sellers	139.00	-	-	500.00
State License	50.00	50.00	50.00	50.00
Wine for Humanity	-	-	-	60.00
<i>Program and Raffle Subtotal</i>	2,889.75	8,800.00	7,887.00	6,510.00
<u>Decorations</u>				
Centerpieces	1,818.03	1,000.00	1,000.00	2,500.00
Other Decorations/Venue Setup			238.00	400.00
<i>Resident Engagement and Décor Subtotal</i>	1,818.03	1,000.00	1,238.00	2,900.00
<u>Logistics</u>				
Sponsor Signage		-	-	500.00
Photography	700.00	500.00	450.00	350.00
WOW factor	917.39	2,500.00	1,775.00	2,500.00
Entertainment Committee	2,425.00	2,500.00	-	2,500.00
Raffle Committee	87.97	500.00	338.00	500.00
On-site Fundraising Committee	-	200.00	-	200.00
Registration	75.97			

<u>EXPENSES</u>	<u>2023 Actual</u>	<u>2023 Estimate</u>	<u>2021 Actual</u>	<u>2021 Estimate</u>
Misc./Steering Meetings	188.86	-	-	200.00
Volunteer Snacks	103.30			
Chair Luncheons	-	-	-	200.00
Volunteer and Sponsor Party		1,000.00	1,000.00	1,000.00
<i>Logistics Subtotal</i>	<i>4,498.49</i>	<i>7,200.00</i>	<i>3,563.00</i>	<i>7,950.00</i>
TOTAL EXPENSES	<u>75,025.63</u>	<u>96,140.00</u>	<u>66,150.00</u>	<u>82,890.00</u>
TOTAL NET	<u>\$ 263,139.37</u>	<u>\$ 203,860.00</u>	<u>\$ 195,703.00</u>	<u>\$ 202,110.00</u>

Board Generative Discussion (Mr. Weisner and Mr. Miller)

President's Report (Mr. Miller)



PVM FOUNDATION EXECUTIVE SUMMARY

YTD Progress through November 15, 2023

Cash and Pledges	\$ 2,047,137
Earned Income thru September 2023	\$ 398,000
TOTAL RAISED:	\$ 2,445,137
GOAL THROUGH 2023	\$ 4,347,000
AMOUNT TO GOAL	\$ 1,901,863
Fundraising Grants Raised for 3 rd Parties	\$ 1,350,000
Fundraising Management Revenue Generated	\$ 105,000
Total Raised including 3rd Party Funds	<u>\$ 3,795,137</u>

Campaign for the Ages

Campaign for the Ages Capital Campaign fundraising goal **\$19,500,000**

Total Raised to Date **\$12,904,665**

Left to Raise for Campaign for the Ages **\$6,595,335**

***Total Raised for Campaign for the Ages includes TCF, McFarlan Charitable & C.S. Mott Foundation gifts*

Campaign for the Ages **General** (could be used at any of the four campuses)

Raised to date **\$292,297**

Campaign for the Ages **The Village of Lake Huron Woods**

Fundraising Goal **\$3,800,000**

Raised to date **\$2,911,520**

- Working with Community Foundation for St. Clair County on submitting a request to the Acheson Foundation for \$500,000
- Developing a donor wall for gifts over \$500

Campaign for the Ages **The Village of Westland**

Fundraising Goal **\$7,600,000**

Raised to date **\$4,638,724** (includes \$650,000 TCF Bank land/building donation)

- Herrick Foundation is interested in a \$1M grant. PVMF submitted a grant proposal and will hear back in December or January on an award
- Buy a Brick fundraising
- Developing a fundraising where individuals can purchase a brick that will be part of a wall way or wall

Campaign for the Ages **The Village of Oakland Woods**

Fundraising Goal **\$2,800,000**

Raised to date **\$940,115**

- Working with Oakland County on support

Campaign for the Ages **McFarlan Villages**

Fundraising Goal **\$5,400,000**

Raised to date **\$4,122,110** (includes \$1.5M McFarlan Charitable, \$750k CS Mott & \$750k Weinberg)

- C. S. Mott Foundation is considering increasing their grant to the Campaign for the Ages McFarlan.
- Total Health Care Foundation will make their decision on a \$100,000 grant in November.
- The City of Flint may allocate \$200,000 to \$300,000 of AARP funds; a decision in the fall.

PLANNED GIVING

- 8 legacy commitments received so far in 2023
- Working on donor survey to go out in early 2024

UPCOMING MAILINGS/EVENTS

- End of Year appeal #1: mailed on November 17
- YGM appeal: mailed out mid-December (week of December 15)
- End of Year appeal #2: mailed out December 21

EMAIL/ONLINE APPEALS

- Year End Appeal #1
- Year End Appeal #2
- Giving Tuesday – November 28
- (F)ilanthropy Fridays – stewardship updates

GRANT FUNDING UPDATE

New Grants Received \$256,000

\$ 100,000	Community Foundation for SE Michigan for Campaign for the Ages Lake Huron Woods and Westland
\$ 100,000	Total Health Care for Campaign for the Ages McFarlan
\$ 25,000	Michigan Nonprofit Association COVID relief
\$ 10,000	Huntington Bank for Resident Emergency Help Fund
\$ 10,000	St. John's Episcopal Church for Hillside Automatic Doors
\$ 9,500	A. G. Bishop Trust for McFarlan nutrition
\$ 1,500	Livonia Rotary for benches at St. Martha's

Grants Pending \$2,347,500

\$1,000,000	Herrick Foundation
\$ 750,000	C. S. Mott for Campaign for the Ages McFarlan*
\$ 200,000	Bank of America for Campaign for the Ages McFarlan
\$ 150,000	City of Flint ARPA Funding for McFarlan 800 E. Court Street*
\$ 150,000	City of Flint ARPA Funding for McFarlan 700 E. Court Street*
\$ 75,000	Jewish Fund for C4A Westland
\$ 10,000	Kirk in the Hills for Oakland Woods Activities
\$ 5,500	Village Club for Bethany Manor Resident Emergency Help Fund
\$ 5,000	Fifth Third Bank for Resident Emergency Help Fund
\$ 2,000	First Presbyterian Church of Royal Oak

Future Submissions \$155,000

\$ 90,000	Huntington Bank for Campaign for the Ages
\$ 25,000	Frey Foundation for Perry Farm
\$ 20,000	Irving S. Gilmore Foundation for Sage Grove
\$ 15,000	BCBS of Michigan Memory Care Training
\$ 5,000	Fifth Third Bank

*indicates grant is submitted by another organization

GIVING PERCENTAGE/DONOR UPDATE

BOARD GIVING: 68% = \$185,524

MANAGEMENT GIVING: 77% = \$12,744

EMPLOYEE GIVING: 10% = \$5,036

DONOR BASE TO-DATE: 965

NEW DONORS TO-DATE: 288

RETURNING DONORS TO-DATE: 677

Board Giving Detail as of October 31, 2023

Board	% Giving	# of Total Board Members
PVM Foundation	95%	20
PVM Corporate	90%	21
East Harbor	71%	17
Redford	43%	7
Westland	88%	9
Bethany Manor	63%	8
Brush Park/Woodbridge Manor	47%	15
Hampton Meadows	100%	3
Harmony Manor	40%	7
Hartford Village	70%	9
Hillside/Perry Farm	55%	11
Holly Woodlands	57%	8
Mill Creek	80%	10
Oakland Woods	56%	9
Oakman Manor	56%	9
Our Saviour's Manor	86%	7
Peace Manor	20%	5
Rosebush	47%	15
Sage Grove	44%	9
Spring Meadows	43%	7
St. Martha's	85%	13
Thome Rivertown Neighborhood	50%	8
Warren Glenn	60%	5

***Board and Management Staff giving not expected until after 90 days of membership**

VILLAGES SPENDING GIFT FUNDS as of October 30, 2023

Village Spending Summary as of October 30, 2023	Funds Spent
Bethany Manor for resident cookouts and events	\$ 8,119
Brush Park Manor PV for Christmas décor, community room chairs, bus repairs	\$ 7,272
Delta Manor for resident activities	\$ 474
Dr. Violet T. Lewis Village	\$ 150,000
East Harbor supplies for Chapel	\$ 24,302
Hampton Meadows resident activities and outdoor furniture	\$ 1,977
Harmony Manor for technology (computers, printer, tv)	\$ 1,817
Hartford Village resident activities to reduce social isolation	\$ 11,973
Hillside for facilities improvements and grant expenses	\$ 32,653
Holly Woodlands resident activities and computer	\$ 6,943
Mill Creek resident activities to reduce social isolation	\$ 63,662
Oakland Woods resident activities to reduce social isolation	\$ 1,807
Oakman Manor resident activities (dinner, Mother's Day)	\$ 6,736
Our Saviour's Manor resident activities to reduce social isolation	\$ 12,880
Peace Manor dance classes and VVC equipment for residents	\$ 892
Perry Farm Village benevolence and resident activities	\$ 56,514
Redford resident activities to reduce social isolation	\$ 6,831
Rosebush resident activities to reduce social isolation	\$ 4,086
Sage Grove exercise bike and bingo for residents	\$ 6,169
Spring Meadows Easter patio furniture upgrades and new resident grill	\$ 5,953
St. Martha's gazebo, Wii bowling, benches for gazebo paid for by Livonia Rotary grant funds	\$ 7,069
Warren Glenn TV for resident activities and Ranney Balch grant spending	\$ 3,392
Wellness: Village Victory Cup Final Grant Invoice for Online Platform	\$ 39,596
Woodbridge resident activities to reduce social isolation	\$ 6,158
Grand Total	\$ 467,275



*Your generosity can bring joy
and comfort to an older adult.
See what **YOUR** gift can do!*

*Don't forget an older adult
this holiday season.*



Don't forget an older adult this holiday season.

Dear <<Salutation>>,

Emergencies are not planned. Every day, vulnerable older adults are just one emergency away from being forced to choose between overcoming a crisis or paying for food and heat. This is a choice no one should have to make.

Luckily, you can help! When you give today, your donation will ***provide immediate assistance to an older adult facing an emergency.*** Imagine the peace of mind knowing that if an unexpected event occurs, you have a safety net to fall back on.

James, a retired Veteran, experienced excruciating pain in his side and was rushed to the hospital for emergency surgery to remove his appendix. After a successful surgery, James's fear for his health was quickly replaced by a new fear. How will he pay for his medical bills? Even as a Veteran with VA benefits and Medicare, James faces an out-of-pocket expense of over \$1,400, leaving him wondering how he will afford his next meal.

James is not alone, and countless older adults face a similar burden each and every day.

Because of your past donation, 100 older adults received support in their time of need. Unfortunately, the funds ran out at the end of August. But, the emergencies did not stop.

Donate today and ensure that an older adult in desperate need of support is not turned away.

As you gather around your Thanksgiving table and reflect on your blessings and joys of the year, ***please remember an older adult this holiday season.***

Here's to another year of creating a difference, one resident at a time.

Warmest regards,



Paul J. Miller, CFRE
President



THE FOUNDATION

Making Life Better for Seniors

P.S. This holiday season, do not forget an older adult. Make your gift online!

PVMF.ORG/REHF



Treasurer's Report (Mr. Blalock)

PVM Foundation Executive Summary
December 2023 Meeting
Financial Statement Highlights

The market value of Cash and Investments at September 30, 2023 was \$19,508,000. This is a net increase of \$1,421,000 from December 31, 2022. Items to note:

- (\$485,000) in Annual Grants were released in Q1 of 2023
- (\$447,000) was granted to Westland Campaign for the Ages
- (\$100,000) was granted for Violet T Lewis Village Initial Construction
- \$450,000 Pledge was received from Dr. Bill Pickard for the McFarlan Campaign for the Ages
- \$250,000 was received from The Kresge Foundation for the Dr. Violet T. Lewis Village Project (\$250,000 remains as a Pledge)
- \$234,000 was received from the Michigan Health Endowment Fund (Payment on Pledge Receivable of \$466,000 at 12/31/22)
- \$200,000 was received from David Provost (Payment on Pledge Receivable of \$600,000 at 12/31/22)
- \$100,000 Pledge was received from the Community Foundation for Southeast MI (\$50,000 Westland Campaign for the Ages and \$50,000 LHW Campaign for the Ages)
- \$1,610,000 Unrealized and Realized gains/(losses)
- \$3,000,000 in Lines of Credit to PVM were paid back in April (Special, Facilities Advancement and Operations) along with \$209,000 of interest
- (\$1,500,000) in Lines of Credit to PVM were extended in June (Facilities Advancement and Operations)
- (\$500,000) in Lines of Credit were extended in September (Facilities Advancement)
- (\$1,244,000) in Lines of Credit were extended in September (Special Line of Credit)
- \$337,500 is being held for McFarlan Charitable Corporation for their Campaign for the Ages

The increase in PVMF Net Assets from all funds of \$1,458,000 through September 30, 2023 is \$259,000 greater than budgeted expectations. This is primarily due to \$1,610,000 Net Unrealized Gains and Unrealized Losses in Adjustments to Market and Realized Gains and Losses on Sales of Investments.

Presbyterian Villages of Michigan Foundation

Balance Sheet

	9/30/2023	12/31/2022
ASSETS		
Cash	\$284,549	\$636,046
Accrued Interest Receivable	\$128,278	\$173,182
Pledges Receivable-Current	\$921,334	\$1,244,945
Investments	\$19,222,994	\$17,450,519
Beneficial Interests	\$10,450	\$10,450
Beneficial Interests-Other	\$54,525	\$54,525
Pledges Receivable-Non Current	\$896,774	\$336,458
Loan Receivable-Perry Farm	\$0	\$0
Lines of Credit Receivable	\$4,243,791	\$4,000,000
Capital Purchases	\$0	\$0
Miscellaneous Assets	\$4,800	\$4,800
Prepaid Assets	\$11,680	\$17,028
Other Receivables	\$0	\$37,500
Total ASSETS	\$25,779,175	\$23,965,453
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable	\$448,674	\$111,573
Due to PVM	\$33,637	\$0
Accrued Payroll	\$37,363	\$51,887
Liability Under Split Interest Agreements	\$37,080	\$37,080
Due To/From Interfund	\$0	\$0
Total LIABILITIES	\$556,753	\$200,540
NET ASSETS		
Unrestricted Funds	\$12,768,477	\$12,059,750
Temporarily Restricted Funds	\$6,632,157	\$5,894,094
Permanently Restricted Funds	\$5,821,788	\$5,811,069
Total NET ASSETS	\$25,222,422	\$23,764,914
Total LIABILITIES AND NET ASSETS	\$25,779,175	\$23,965,453
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$23,764,914	\$28,491,440
NET SURPLUS/(DEFICIT)	\$1,457,509	(\$4,726,526)
ENDING FUND BALANCE	\$25,222,422	\$23,764,914

Statement of Cash Flows

As Of 9/30/23

	<u>Actual</u>
CASH FLOWS FROM OPERATING ACTIVITIES	
NET SURPLUS/(DEFICIT) FOR PERIOD	\$1,457,509
ADJUSTMENTS TO RECONCILE NET INCOME TO NET CASH	
PROVIDED (USED) BY OPERATING ACTIVITIES	
1162-000-01 Decrease in CURRENT PORTION OF SPLIT INTERES	\$0
1165-000-01 Decrease in CHARITABLE GIFT ANNUITY	\$0
1171-000-01 Decrease in REMAINDER TRUST - PCF	\$0
1172-000-01 Decrease in BENEFICIAL INTEREST - CFSM	\$0
1173-000-01 Decrease in BENEFICIAL INTEREST - PCF	\$0
1174-000-01 Decrease in SPLIT-INTEREST AGREEMENTS - PVM	\$0
1175-000-01 Decrease in SPLIT-INTEREST AGREEMENTS - CFS	\$0
1176-000-01 Decrease in BENEFICIAL INTEREST - GASCHO TRU	\$0
1177-000-01 Decrease in CFSEM - GREEN HOUSE END	\$0
1178-000-01 Decrease in CFSEM - CHAPLAINCY FUND FOR PV	\$0
1179-000-01 Decrease in CFSEM - FAMILY CHAPLAINCY FUND	\$0
1180-000-01 Decrease in MISCELLANEOUS DONATED ASSETS	\$0
1216-000-01 Decrease in ACCOUNTS RECEIVABLE	\$0
1224-000-01 Decrease in A/R OTHER	\$37,500
1299-000-01 Decrease in RESERVE FOR DOUBTFUL ACCOUNT	\$0
1300-000-01 Decrease in PLEDGES RECEIVABLE	\$323,611
1301-000-01 Decrease in ALLOWANCE FOR DOUBTFUL PLEDGE	\$16,283
1302-000-01 Increase in PLEDGES RECEIVABLE-LONG TERM	(\$656,606)
1303-000-01 Decrease in DISCOUNT ON PLEDGES RECEIVABL	\$80,007
1304-000-01 Decrease in PLEDGES RECEIVABLE-CONTRA	\$0
1330-000-01 Decrease in ACCRUED INTEREST RECEIVABLE	\$44,904
1340-000-01 Decrease in PREPAID INTEREST	\$0
1341-000-01 Increase in PREPAID INSURANCE	(\$11,862)
1342-000-01 Decrease in PREPAID OTHER	\$17,210
1343-000-01 Decrease in PREPAID RELEASED FROM RESTRICTIO	\$0
2101-000-01 Decrease in ACCOUNTS PAYABLE	(\$14,339)
2102-000-01 Increase in DUE TO/DUE FROM PVM	\$33,637
2103-000-01 Decrease in ACCOUNTS PAYABLE OTHER	(\$2,400)
2104-000-01 Increase in GRANTS PAYABLE	\$16,340
2105-000-01 Decrease in DEFERRED REVENUE	\$0
2106-000-01 Increase in ASSETS HELD FOR MCC	\$337,500
2125-000-01 Increase in DUE TO/DUE FROM UNRESTRICTED FU	\$742,955
2126-000-02 Decrease in DUE TO/DUE FROM TEMPORARILY R	(\$738,063)
2127-000-03 Decrease in DUE TO/DUE FROM PREMANENTLY R	(\$10,719)
2128-000-04 Increase in DUE TO/DUE FROM BOARD DESIGNATE	\$5,827
2163-000-01 Decrease in CURRENT PORTION OF SPLIT INTERES	\$0
2165-000-01 Decrease in ANNUITY PAYABLE	\$0
2166-000-01 Decrease in PVMF ANNUITY PAYABLE	\$0
2170-000-01 Decrease in DISCOUNT FOR FUTURE INTEREST	\$0
2221-000-01 Decrease in ACCRUED PAYROLL	(\$14,244)
2222-000-01 Decrease in ACCRUED PAYROLL WITHHOLDINGS	(\$124)

Presbyterian Villages of Michigan Foundation

Statement of Cash Flows

As Of 9/30/23

		Actual
		<hr/>
2223-000-01	Decrease in FICA EMPLOYER PORTION	(\$156)
3990-000-01	Decrease in NET ASSETS	\$0
3990-000-02	Decrease in NET ASSETS	\$0
3990-000-03	Decrease in NET ASSETS	\$0
3990-000-04	Decrease in NET ASSETS	\$0
		<hr/>
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES		\$1,664,769
 CASH FLOWS FROM INVESTING ACTIVITIES		
1213-000-01	A/R PERRY FARM LAND CONTRACTS	\$0
1214-000-01	A/R OBLIGATED GROUP	\$0
1219-000-01	A/R PVM LINES OF CREDIT	(\$243,791)
1725-000-01	COMPUTER SOFTWARE	\$0
1735-000-01	A/D COMPUTER SOFTWARE	\$0
1940-000-01	CAPITAL PURCHASES - CURRENT YEAR	\$0
		<hr/>
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES		(\$243,791)
 CASH FLOWS FROM FINANCING ACTIVITIES		
1350-000-01	NOTE RECEIVABLE	\$0
		<hr/>
NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES		\$0
 NET INCREASE/(DECREASE) IN CASH		
		\$1,420,978
 CASH AND CASH EQUIVALENTS AS OF 1/1/2023		
		\$18,086,565
		<hr/>
 CASH AND CASH EQUIVALENTS AS OF 9/30/2023		
		\$19,507,543
		<hr/>

Presbyterian Villages of Michigan Foundation

Income Statement

	9/1/2023 9/30/2023 ACTUAL	9/1/2023 9/30/2023 BUDGET	Variances	1/1/2023 9/30/2023 ACTUAL	1/1/2023 9/30/2023 BUDGET	Variances	2023 ANNUAL BUDGET
UNRESTRICTED FUNDS							
UNRESTRICTED FUNDS OPERATING							
OPERATING REVENUES							
CONTRIBUTIONS	\$39,940	\$55,000	(\$15,060)	\$337,597	\$115,000	\$222,597	\$240,000
FUNDRAISING MANAGEMENT FEE REVENUE	\$12,942	\$50,000	(\$37,058)	\$196,251	\$223,000	(\$26,749)	\$376,000
GRANT ALLOCATIONS/MATCHING FUND TRANSFERS	(\$25,320)	\$0	(\$25,320)	(\$114,394)	\$0	(\$114,394)	\$0
INVESTMENT INCOME	\$29,276	\$0	\$29,276	\$366,657	\$0	\$366,657	\$0
MISCELLANEOUS INCOME	\$0	\$0	\$0	\$351	\$0	\$351	\$0
Total OPERATING REVENUES	\$56,837	\$105,000	(\$48,163)	\$786,461	\$338,000	\$448,461	\$616,000
OPERATING EXPENSES							
FOUNDATION OPERATIONS	\$90,037	\$78,371	(\$11,666)	\$756,386	\$704,782	(\$51,605)	\$1,037,016
OTHER UNRESTRICTED	\$496	\$0	(\$496)	\$1,207	\$0	(\$1,207)	\$0
GRANTS-EQUIPMENT	\$0	\$0	\$0	\$21,740	\$96,850	\$75,110	\$96,850
GIFTS AND GRANTS	\$1	\$0	(\$1)	\$556,861	\$342,308	(\$214,553)	\$343,308
Total OPERATING EXPENSES	\$90,534	\$78,371	(\$12,163)	\$1,336,194	\$1,143,940	(\$192,254)	\$1,477,174
Total UNRESTRICTED FUNDS OPERATING	(\$33,697)	\$26,629	(\$60,326)	(\$549,733)	(\$805,940)	\$256,207	(\$861,174)
UNRESTRICTED FUNDS NON-OPERATING-REVENUES							
4805-050-01 ADJUSTMENT TO MARKET VALUE	(\$459,113)	\$0	(\$459,113)	\$2,023,953	\$0	\$2,023,953	\$0
4820-050-01 GAIN ON SALES OF ASSETS	(\$130,693)	\$0	(\$130,693)	(\$765,494)	\$0	(\$765,494)	\$0
Total UNRESTRICTED FUNDS NON-OPERATING-REVENUES	(\$589,806)	\$0	(\$589,806)	\$1,258,459	\$0	\$1,258,459	\$0
UNRESTRICTED FUNDS NON-OPERATING-EXPENSES							
5681-910-01 AMORTIZATION EXPENSE	\$0	\$274	\$274	\$0	\$2,466	\$2,466	\$3,288
Total UNRESTRICTED FUNDS NON-OPERATING-EXPENSES	\$0	\$274	\$274	\$0	\$2,466	\$2,466	\$3,288
Total UNRESTRICTED FUNDS	(\$623,503)	\$26,355	(\$649,858)	\$708,726	(\$808,406)	\$1,517,132	(\$864,462)
TEMPORARILY RESTRICTED FUNDS							
REVENUES							

Presbyterian Villages of Michigan Foundation

Income Statement

	9/1/2023 9/30/2023 ACTUAL	9/1/2023 9/30/2023 BUDGET	Variances	1/1/2023 9/30/2023 ACTUAL	1/1/2023 9/30/2023 BUDGET	Variances	2023 ANNUAL BUDGET
CONTRIBUTIONS	\$131,416	\$500,000	(\$368,584)	\$1,522,122	\$2,230,000	(\$707,878)	\$3,760,000
GRANT ALLOCATIONS/MATCHING FUND TRANSFERS	\$25,320	\$0	\$25,320	\$164,394	\$0	\$164,394	\$0
UNREALIZED GAINS AND LOSSES	(\$103,456)	\$0	(\$103,456)	\$471,096	\$0	\$471,096	\$0
REALIZED GAINS AND LOSSES	(\$20,572)	\$0	(\$20,572)	(\$119,333)	\$0	(\$119,333)	\$0
INVESTMENT INCOME	\$1,874	\$0	\$1,874	\$31,579	\$0	\$31,579	\$0
CHANGE IN PLEDGES DISCOUNT	(\$58,175)	\$0	\$58,175	(\$80,007)	\$0	\$80,007	\$0
Total REVENUES	(\$23,593)	\$500,000	(\$523,593)	\$1,989,852	\$2,230,000	(\$240,148)	\$3,760,000
EXPENSES							
OTHER	\$24,101	\$0	(\$24,101)	\$15,080	\$0	(\$15,080)	\$80,000
GRANTS-WELLNESS	\$0	\$0	\$0	\$71,181	\$0	(\$71,181)	\$0
GRANTS-EQUIPMENT	\$465,962	\$0	(\$465,962)	\$554,510	\$0	(\$554,510)	\$0
GRANTS-OTHER PROGRAM EXPENSES	\$29,939	\$0	(\$29,939)	\$343,950	\$0	(\$343,950)	\$0
GRANTS-BENEVOLENCE	\$501	\$0	(\$501)	\$38,330	\$0	(\$38,330)	\$0
GIFTS AND GRANTS	\$1,500	\$0	(\$1,500)	\$76,226	\$0	(\$76,226)	\$0
FUNDRAISING MANAGEMENT FEES	\$12,942	\$50,000	\$37,058	\$152,511	\$223,000	\$70,489	\$376,000
Total EXPENSES	\$534,945	\$50,000	(\$484,945)	\$1,251,788	\$223,000	(\$1,028,788)	\$456,000
Total	(\$558,538)	\$450,000	(\$1,008,538)	\$738,063	\$2,007,000	(\$1,268,937)	\$3,304,000
Total TEMPORARILY RESTRICTED FUNDS	(\$558,538)	\$450,000	(\$1,008,538)	\$738,063	\$2,007,000	(\$1,268,937)	\$3,304,000
PERMANENTLY RESTRICTED FUNDS							
REVENUES							
CONTRIBUTIONS	\$0	\$0	\$0	\$10,715	\$0	\$10,715	\$0
Total REVENUES	\$0	\$0	\$0	\$10,715	\$0	\$10,715	\$0
EXPENSES							
OTHER	\$0	\$0	\$0	(\$4)	\$0	\$4	\$0
Total EXPENSES	\$0	\$0	\$0	(\$4)	\$0	\$4	\$0
Total	\$0	\$0	\$0	\$10,719	\$0	\$10,719	\$0

Presbyterian Villages of Michigan Foundation

Income Statement

	9/1/2023 9/30/2023 ACTUAL	9/1/2023 9/30/2023 BUDGET	Variances	1/1/2023 9/30/2023 ACTUAL	1/1/2023 9/30/2023 BUDGET	Variances	2023 ANNUAL BUDGET
Total PERMANENTLY RESTRICTED FUNDS	\$0	\$0	\$0	\$10,719	\$0	\$10,719	\$0
BEGINNING FUND BALANCE	\$26,404,463	\$26,404,463	\$0	\$23,764,914	\$23,764,914	\$0	\$23,764,914
NET SURPLUS/(DEFICIT)	(\$1,182,041)	\$476,355	(\$1,658,396)	\$1,457,509	\$1,198,594	\$258,914	\$2,439,538
ENDING FUND BALANCE	\$25,222,422	\$26,880,818	(\$1,658,396)	\$25,222,422	\$24,963,508	\$258,914	\$26,204,452

Executive Session (If Needed)