

MACS Development Committee
AGENDA for March 14, 2018 5:30-6:30 PM on campus

I. Review Committee **Goals** for 2017-18: (5 Minutes; **Jamie**)

Goal 1: Increase board size and development committee roster

Progress: Complete. Next steps, further membership expansion.

Goal 2: add and renew revenue sources (gaming and tax credits)

Progress: Jean D'Arc application submitted; life-safety and security grant approved for \$20K of our \$25K need, and 4 agencies have been here to site-visit: Homeland Security, City of Nashua, Police, and Fire; Lisa, Amy and Jamie attended workshop on Facility Funding strategy. Lisa attended workshop on Tax Credits possibilities and eligibility. We received a check for over \$20K as our share of proceeds from our days with Boston Billiards. **Goal 3: approach foundations/ resources for applications**

Progress: Amy obtained a grant for two robotics teams, and individual trustees stepped forward to fund extra robotics teams. Jamie approached Peoples United Community Foundation about grant compatibility.

Goal 4: Community Partnerships

Progress: effective new marketing materials designed and produced for enrollment open houses; variance approval obtained for 32 sq. ft., double sided, lighted street sign; traffic issues addressed with Nashua PD and City; request to new Ward Alderman for help with School Zone signage on West Hollis St. There is now a small school zone sign on the street (with a 20 mph limit when children are present), but it does not have a flashing yellow light. We are one of 3 finalists for Non-Profit of the Year at the Greater Nashua Chamber of Commerce. We have also been nominated as Non-Profit of the Year for the Enterprise Bank Celebration of Excellence Awards, and will learn in April if we are a finalist for this.

II. Reports on **Action Items** from prior meeting: (35 Minutes)

A. **Tax Credits:** (5 Minutes: **Lisa**)

Consider the feasibility of applying for an L5 Capacity Building Grant from CDFA. We might qualify for funds to hire a consultant to help us look at a creating a complex financing plan that would allow us to purchase our building with a mix of long term loans. The tax savings and debt service might be equal to or less than our current facility costs.

The CDFA is open and welcome to meeting with non-profits. I'd suggest a meeting with the CDFA and several members of the development committee to determine which of these programs would be our best option to help in our planning process.

B. **Facility Financing** Strategies Workshop

Facilities Funding Workshop was an interesting and insightful workshop which Lisa, Amy and Jamie attended. It explained various options for securing funding for building projects: tax credits, traditional financing, community loans, and USDA loans and grants.

We need to take a longer term strategic look at our facility needs to determine the best way to move forward and should look at utilizing one of the CDFA planning grants to help us.

C. Marketing (5 Minutes: **Tom D**)

Scheduling with Richard Pease on visit to MACS campus.

Review with Amanda potential design for corporate brochure.

Jamie nominated MACS for Greater Nashua Chamber of Commerce Eminence Award for Non-Profit of the Year. We are one of 3 finalists. She also nominated us for Non-Profit of the Year in the Enterprise Bank Celebration of Excellence Awards. We are invited to a nominees reception on April 4th, and will learn if we are a finalist there.

E. **Variance** for sign installation. Complete: Thanks Tom D. !

F. **Road-Signage** design and budget (and production?) update (5 Minutes **Tom D.**)

G. **Traffic** issues, school zone road signage (5 Minutes: **Amy**)

meeting with Maverick neighbors

contact with Alderman Jette

III. Next Steps **Work Plan** (15 Minutes: **Jamie**)

Tax Credits

Revenue

Marketing

Signage

Traffic

IV. **Looking Ahead** (10 Minutes: All)

Continued Board expansion with emphasis on Development

Potential grant application to Peoples United Community Foundation

Revenue options, long term facility finance