

Desire Street Ministries
Meeting of the Board of Directors
February 28, 2020

The annual meeting of the Board of Director's was held on February 28, 2020 at 9:00 a.m. ET in Atlanta, at 1566 Hollowell Pkwy – DSM's potential new office location. Members in attendance were Chair: Mr. Jonathan Colehower, Vice-Chair: Mr. Eric Thigpen, Treasurer: Mr. Chris Dardaman, Ms. Joanne Brown, Mr. John Jackson, Ms. Shawanda Reynolds-Cobb, Mr. Allan Bell and Mr. Steve Craig. Staff members in attendance were Mr. Danny Wuerffel, Executive Director, Mr. James Gadsby, Secretary and Chief Operating Officer and Mr. Ben Sciacca, Director of Leadership Development. Also in attendance was Mr. Lee Parker, Desire Street's controller from Capin Crouse.

Before starting, Justin Bleeker visited the Board to welcome and provide a brief summary of the Grove Park neighborhood, and the history of the shared office building. He serves as the building manager and Executive Director of potential new DSM partner Grove Park Renewal. Mr. Colehower then welcomed the Board and called to order at 9:11 a.m. Mr. Dardaman offered a devotion on the Good Samaritan, Luke 10:25-37, reflecting on Blackaby's "Seven Realities for Experiencing God," and its parallel to Desire Street's ministry partners and mission.

After the devotion and prayer, Mr. Colehower called for the first order of business to approve the docket for the meeting and minutes from the meeting held on May 3, 2019. A motion to approve the docket was unanimously approved. Upon another motion, the prior meeting minutes were also unanimously approved.

Mr. Colehower reminded the Board that the next meeting is scheduled for May 5, 2020 at 4:00 p.m. ET via conference call. The next in-person meeting is planned in person for August 21, 2020, in a location TBD, with a Board dinner the prior evening on August 20, 2020.

Board Governance and Report from the Chairman

Mr. Colehower welcomed the Board members and the Desire Street staff. He updated the Board that being the annual meeting, several Board members were completing their terms, and expressed appreciation for terms served by Ms. Laura Clousing, Mr. Anthony Flynn and Mr. Mark Peeples. The next order of business for Board Governance was a reminder to ensure all Board members had completed the annual Conflict of Interest forms and Statements of Faith.

Next, Mr. Wuerffel indicated that Mr. Colehower last year agreed to extend his term as Board Chair for one more year, concluding with this meeting. Mr. Colehower expressed great appreciation and honor to serve in this capacity for the past seven years. He greatly admires Desire Street's work, and expressed how much he has personally grown from serving amongst this amazing Board, and in partnering with Mr. Wuerffel to help lead the ministry over this time.

As such, Mr. Colehower nominated Mr. Dardaman to succeed him as Board Chair, and Mr. Dardaman accepted the nomination. Mr. Gadsby read the Board Resolution proposed for Mr. Dardaman to serve as Board Chair. The Board unanimously approved the resolution as motioned by Mr. Jackson and seconded

by Ms. Brown. Mr. Dardaman conveyed his great honor to step into this role, and also expressed appreciation for Mr. Colehower's leadership over the past years.

Subsequently, serving now as Board Chair, Mr. Dardaman nominated Mr. Bell to succeed him as Treasurer and Chair of the Finance Committee. Mr. Gadsby read the associated Board Resolution, and the Board unanimously approved the resolution as motioned by Mr. Jackson and seconded by Ms. Reynolds-Cobb. Mr. Bell accepted the nomination and also articulated his gratitude to serve in this capacity.

Report from the Executive Director

Mr. Wuerffel thanked Mr. Colehower for all of his service to Desire Street and expressed his love and appreciation for his impact on him personally over the years. He welcomed Mr. Dardaman and Mr. Bell into their new roles, and also conveyed his appreciation for their service and leadership, particularly on financial matters in recent years.

Mr. Wuerffel reflected on the experience as a torchbearer for the Olympic Games and thought of the analogy to his role at Desire Street over the past 23 years. He expressed his gratitude for Ms. Reynolds-Cobb and Mr. Bell as the newest members of the Board. He also communicated his appreciation for Mr. Sciacca and Mr. Gadsby for their roles and impact over the past year and indicated he will share more soon on a 5-year strategy for Desire Street to impact 20 thriving ministries by 2025 and doing so more efficiently.

Mr. Wuerffel closed his comments by mentioning that he has been working closely with Mr. Scott Pressly and Mr. Dardaman on the potential for a Wuerffel Foundation, to leverage his personal brand across Desire Street, the Wuerffel Trophy, and various other speaking engagements and opportunities. A new website dannywuerffel.com has been launched, and he will share more of the strategy in upcoming meetings.

Report from the Chief Operating Officer

Mr. Gadsby thanked the Board for their continued support at the Board dinner and recent Rotary lunch honoring Mr. Wuerffel. He also expressed appreciation for Mr. Colehower's service as Chair, Mr. Peoples time and leadership on the Board, particularly as Chair of the Development Committee, and Ms. Clousing and Mr. Flynn's service.

He introduced Mr. Parker from Capin Crouse, and conveyed his appreciation for Mr. Parker's counsel and assistance in the journey to help Desire Street continue to grow more efficient and automated. Mr. Gadsby then provided a brief update that there had been some recent interest in the Baton Rouge property, but that the communication had stalled with the potential buyer.

Mr. Gadsby also updated the Board on the progress of IT modernization, with the migration of Quickbooks to the cloud completed late 2019. This was the final step in migrating all ministry platforms to the cloud, preparing the way for further integrations between platforms and driving further operational efficiencies. He commended the staff for their professionalism and willingness to continue to automate. Mr. Gadsby closed by reminding the Board of the potential move to this office building later this year.

Mr. Sciacca – Ministry Report

Mr. Sciacca provided a ministry update and thanked the Board for their continued prayers for our partners, as many of them continue to struggle under the weight of their work in their neighborhoods. He expressed his particular gratitude for the level of vulnerability and transparency by the partners at our recent Leadership Retreat. He remains encouraged by their hearts to serve and willingness to seek help when needed.

He also reported an update on the cohort training – with topics covered thus far for burnout, fundraising, community and indicated upcoming sessions on Board development and handling trauma. Mr. Sciacca also indicated that along with Mr. Bleeker, Desire Street is also considering a partnership invitation to another ministry based in Orlando, FL.

Finally, Mr. Sciacca provided an update and overview of the Thriving Index progress, including sample data from recent partner assessments. The Board engaged in a good discussion about the tool and its impact to help our partners. Ms. Reynolds-Cobb inquired about partner sustainability and technology surveys to determine partner needs, which the Board concurred would be helpful to understand.

Mr. Bell / Mr. Gadsby / Mr. Parker, Capin Crouse - Finance Report

Mr. Bell shared remarks about his perspective on financial reports, and his anticipation of serving Desire Street as Finance Committee Chair and Treasurer. Mr. Parker reported Q2 income and expense updates. The Ministry continues to be in a strong financial position and is nearly entirely “asset-light”, with only the Baton Rouge property remaining.

Upon recommendation from the Finance Committee, Mr. Jackson offered a motion, and Ms. Reynolds-Cobb seconded, for the Board to approve the 990 filing as presented by auditors Brooks McGinnis. The motion passed unanimously.

Mr. Peeples / Mr. Gadsby - Development Report

Mr. Peeples expressed his appreciation again to serve on the Board the past three years and Mr. Gadsby thanked him again for his service.

He provided the Q2 fundraising update, with the Desire Cup being the most successful event to date in the nine years of hosting, with a net income raised of \$332K+. He thanked Board members Mr. Craig, Mr. Jackson, Mr. Dardaman and Mr. Thigpen for sponsorship and attendance. He shared the story of the kids football auction raising \$50K total, and the ESPN video shown at the dinner. The 2020 Desire Cup will be the 10th annual event, so the team is planning to host an extra-special event to celebrate.

With no unfinished business, Mr. Dardaman requested staff to depart, to conduct Executive Session.

Ms. Reynolds-Cobb closed the meeting in prayer.

Respectfully submitted,

James Gadsby
Secretary



Zoom video link:

<https://us02web.zoom.us/j/4189735598>

conference line:

(641) 715-0873 – passcode 754810#

Minutes

I.	Welcome, Call to Order - 4:07pm	Chris Dardaman
II.	<p>Opening Prayer/Devotional – Peace in the waiting... Be still... John 14:27 My peace I leave with you...</p> <ol style="list-style-type: none"> 1. Have hope – Psalm 130:5 “... I hope” 2. Remain thankful – Phil 4:67 “do not be anxious... with thanksgiving...” 3. Allow him to renew our strength – Isa 40:31 “they who wait on the Lord... will not grow weary” 4. Stay in worship – find community with other believers 5. Prayer – Psa 91 	Joanne Brown
III.	<p>Items of Business</p> <ul style="list-style-type: none"> • Approval of Docket – AB/JC • Approval of Minutes – JC / SRC • Feb 28, 2020 Meeting • Future Meeting Dates <ul style="list-style-type: none"> • Aug 20, 2020 – Board Dinner, Atlanta TBD, ~6:00 - 9:00pm EST • Aug 21, 2020 – Meeting, Atlanta DSM office, 8:30am - 12:30pm EST • Nov 20, 2020 – via video conference 3:00 – 4:30p EST 	Chris Dardaman
V.	<p>Report from Board Chairman – Psa 136:1</p> <ul style="list-style-type: none"> - What a blessing the past few years toward DSM 3.0 - Well positioned for virtual ministry - Strong financially - Thanks staff, Board, family – Dad surgery just before pandemic - DSM is a marathon not a sprint, (mission), our job is to be faithful stewarding ministry to our partners 	Chris Dardaman
VI.	<p>Report from Executive Director</p> <ul style="list-style-type: none"> - Thanks Chris - Prayers for John Jackson and daughters - Kids baseball HR – dad so joyful, like God the Father is about us – celebrates us - Some kids don’t have an adult voice cheering for them but absent or condemning voice - Former DSM kid – Arnold/Peewee – 2 kids of his own now, and stepping in to help fill the education gap - DSM functioning very well remote - We are in a healthy spot to love and serve our partners well - Social capital - \$70K in grants to partners - Family good – bored kids... - 5-year strategy slide - WRR – will decide soon whether we go or not - Each FY, Board 100% giving participation 	Danny Wuerffel

	- WF – filed with GA, 501c3 filing in process, more to come...	
VII.	Report from Chief Operating Officer – <ul style="list-style-type: none"> - Remote working arrangements - Teams, ECM, QBO/Bloom - Fundraise Up (please try it out!), automation & integration - Office update - tentative plan to move in July - BR property update - Board Secretary update - Board head shots 	James Gadsby
VIII.	Ministry Report <ul style="list-style-type: none"> • Partner and ministry update – remote has been tough to connect; missing in-person; leveraging video, phone calls, etc. • Partner needs – funding, food donations, gift cards, etc. to serve their neighborhoods • Two new partners – Eric Stites, Justin Bleeker • Matt 25 – “when I was thirsty, etc...” How do we do this during a pandemic? • Partner prayers – pray for wisdom for partners to serve in safe ways • Peace Prep – ops budget – canceled fundraiser • Matt Maxwell truck accident – hit & run on top of pandemic; apt. break-ins; neighbors are rallying around him • Becca – pregnant due June, heart condition son • DeSean – was already struggling with burnout and health; sabbatical had just started when pandemic started 	Ben Sciacca
IX.	Finance Report <ul style="list-style-type: none"> • Presentation of Q3 Financials • Baton Rouge property update • Audit RFP recommendation (action) – Fin Cmte/SC - unanimous • FY2021 proposed budget (action) – Fin Cmt/SRC – unanimous 	Allan Bell James Gadsby Lee Parker
X.	Development Report – <ul style="list-style-type: none"> - Jonathan – brief update, reminder for 100% Board support - Desire Cup - planning for Sea Island Oct 29-30th; likely planning virtual event if we need to postpone/cancel - Communicating new partners, new ministry offerings, etc. - Q3 Development update: <ul style="list-style-type: none"> - Please see report for the full Development report - Q4 Plans: <ul style="list-style-type: none"> - Desire Cup soft launch / sponsor check-ins - Several grants expected this Q/Q4, including potential for more major multi-year pledges 	Jonathan Colehower James Gadsby
XI.	Unfinished Business	Chris Dardaman
XII.	Closing Prayer – 5:25pm	Steve Craig
XIII.	Executive Session	Chris Dardaman



[Teams video link](#)

Conference line:

(605) 313-5148 – passcode 754810#

MINUTES

I.	<p>Welcome, Call to Order – 9:04</p> <ul style="list-style-type: none"> • LaTonya Gates / PAWKids guest • \$25K grant from Northside Church for food pantry • Turned Gathering House into food pantry • Contract to purchase building – entire block will be black-owned – first in Grove Park! 	Chris Dardaman
II.	<p>Opening Prayer/Devotional –</p> <ul style="list-style-type: none"> • What do you do when the battle chooses you? • 2 Chron 20:17 – you will not have to fight this battle, do not be afraid, the Lord will be with you • Judah/Jerusalem bowed down and worshipped Lord • We are trying to fight the battles, but He calls us to let Him • “Praise is what I do when I want to be close to you – I lift my hands to you... whether happy or sad because praise is what I do – I owe it all to you.” 	Eric Thigpen
III.	<p>Items of Business</p> <ul style="list-style-type: none"> • Approval of Docket – AB / SRC, Motion/Second/Unanimous Approval • Approval of Minutes – JJ / JB, M/S/UA • May 5, 2020 Meeting • Future Meeting Dates <ul style="list-style-type: none"> • Nov 20, 2020 – via video conference 3:00 – 4:30p EST • Feb 25, 2021 – Board Dinner, Atlanta TBD, ~6-9pm EST • Feb 26, 2021 – Meeting, DSM office, 8:30am - 12:30pm EST 	Chris Dardaman
V.	<p>Report from Board Chairman –</p> <ul style="list-style-type: none"> • Continued love and prayers for John Jackson – remembering Sandra • Thanks James – tech transition for COVID remote work • Financial strength blessing – strongest ever • Invitation to Development Committee • Grateful for each on Board 	Chris Dardaman
VI.	<p>Report from Executive Director –</p> <ul style="list-style-type: none"> • Fun to see everyone’s faces – miss being together • LaTonya – World Outreach Fund – grants to partners – social capital – Aaron Rents freezer donation • Ben McLeish – Thrive NOLA - \$3M city grant for job training 	Danny Wuerffel

	<ul style="list-style-type: none"> • Oscar Brown leading 9th Ward community center as part of Thrive – doing amazing ministry • Photo – Kevin Mark story at DSA; now leading his children to love reading • Ron Carter – new DSM lead coach – coaching Drew Henley at Redeemer; worked at Restoration Academy in Birmingham for years, leads at DeVos urban institute, associate pastor • Mike Higgins – pastor, colonel in Army, was on DSM Board, doing well in St. Louis, greetings and prayers to DSM • Desire Cup continuing plans cautiously despite COVID • Lee, Michelle, James – great job with audit • Ben – great job leading ministry team and coaches through this season • Wuerffel Foundation – funding, 501c3 application, WT website, branding, etc. 	
VII.	<p>Report from Chief Operating Officer</p> <ul style="list-style-type: none"> - NOLA – Oscar / Chuck Thrive update – excited by what God is doing in the place of our roots - Remote working arrangements - MS Teams, Earth Class Mail – digital mail scanning and check processing, QuickBooks Online/Bloomerang – and now Fundraise Up (thanks to those who have tried it), automation & integration - JG presenting at a virtual nonprofit technology conference next month on DSM’s tech progress / journey slide - Office update - moving to new office in Grove Park (Feb Board mtg location) next week - Baton Rouge property update - after 2 years on the market, Finance Committee felt it was best to lower the listing price from \$595K to \$399K - Lacy has a couple interested parties - MS Teams for Board - quick demo; JG to send details and invites to the Team via email 	James Gadsby
VIII.	<p>Ministry Report</p> <ul style="list-style-type: none"> • Partner and ministry update • Grateful for 2-year anniversary • Strange times – tough for ministry • Partners have been astounding with their work during this COVID season • Phil 4 – “share my trouble” prison, v19 “My God will supply every need of yours... through Christ Jesus.” • Sharing partners’ troubles through this – needs are being met through the “riches of Christ’s grace.” • Site visits have mostly been via video calls, some face-to-face • Ben visited DeSean Dyson in Jackson, MS recently • Appreciated LaTonya’s update – Claudia’s House – Matt Maxwell and Justin Bleeker, Drew Henley and Benjamin Wills all worked to help support PAWKids get Claudia’s House launched – beautiful picture of the Church working together for God’s glory • 2 new partners – Justin Bleeker (Grove Park Renewal – Atlanta) and Eric Stites (Crosstown – Orlando) 	Ben Sciacca

	<ul style="list-style-type: none"> We missed Wind River Ranch this summer, but DSM provided some grants for partners to get away with their families Cohorts – Ron Carter leading first session in Sept. Thriving Index – challenge getting rolled out due to COVID, but DSM will be working to still use the tool for leader and org assessments – 4-6 partners this year Partner prayers – wisdom, provision, protection, rest 	
IX.	<p>Finance Report</p> <ul style="list-style-type: none"> Allan remarks – strong year, really solid, Lee and James have done a great job Presentation of FY2020 Financials Audit preliminary update <ul style="list-style-type: none"> Great progress with Smith & Howard Targeting audit complete in Sept, targeting Form 990 Board approval in Nov meeting Baton Rouge property update <ul style="list-style-type: none"> Blight infraction – being resolved locally Finance Committee – reduce listing price to \$399,000 Some new interest 	<p>Allan Bell James Gadsby Lee Parker</p>
X.	<p>Development Report</p> <ul style="list-style-type: none"> Jonathan - update – thank you Board for 100% support Desire Cup - still cautiously planning for Sea Island Oct 29-30th; gala planned outdoor on terrace, strong safety protocols, virtual contingency, launching online auction in October to help augment/mitigate if we need to postpone/cancel Joanne – smaller group auction idea Eric – continue to be flexible Q1 update: off to strongest start in DSM history; please see Development report for full update Q2 Plans: Desire Cup & 19th Hole fund drive Several grants expected 	<p>Jonathan Colehower James Gadsby</p>
XI.	Unfinished Business	Chris Dardaman
XII.	Closing Prayer – 10:35a – virtual women’s conference: life is hard; God is with us in those times; book – Get Out of Your Head, Isa 26:4 – “trust in the Lord forever, rock eternal”	Shawanda Reynolds-Cobb
XIII.	Executive Session	Chris Dardaman



[Teams video link](#)

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(605) 313-5148 – passcode 754810#

MINUTES

I.	<p>Welcome, Call to Order – 3:05p Attendees:</p> <ul style="list-style-type: none"> • Chris Dardaman – Chair • Eric Thigpen – Vice Chair • Allan Bell – Treasurer • Danny Wuerffel – Executive Director • James Gadsby – Secretary • Joanne Brown • Shawanda Reynolds-Cobb • Jonathan Colehower • Steve Craig • John Jackson • Ben Sciacca – Ministry Director • Lee Parker – Controller (Capin Crouse) 	Chris Dardaman
II.	<p>Opening Prayer/Devotional –</p> <ul style="list-style-type: none"> • Thank you so much for the love and support from DSM family • 2020 has been difficult – both the pandemic and Sandra have led to feelings of great distress, sadness, confusion, and ultimately joy – knowing that God is real, can feel his presence • John 6, Romans 15:13 and other passages • No sleep after Sandra’s death – dreamt about her walking toward him, becoming taller and taller • “John, don’t worry – I have a new body!” – connected with her by the Holy Spirit • “Let everyone know I’m OK, and that God is real, I’m in heaven – and go make a difference in others’ lives!” • “Make a difference!” – whether helping the poor, needy, assisting others – all – we can make a difference, Desire Street makes a difference! 	John Jackson
III.	<p>Items of Business</p> <ul style="list-style-type: none"> • Approval of Docket – M/S/P – ET, JC • Approval of Minutes – M/S/P – JB, JJ • Aug 21, 2020 Meeting • Future Meeting Dates <ul style="list-style-type: none"> • Feb 25, 2021 – Board Dinner, Atlanta TBD, ~6-9pm EST • Feb 26, 2021 – Meeting, DSM office, 8:30am - 12:30pm EST • May 4, 2021 – via Teams, 4:00 – 5:30pm EST (Tuesday) 	Chris Dardaman
V.	Report from Board Chairman –	Chris Dardaman

	<ul style="list-style-type: none"> • While we may feel like we are through the rapids, partners are still in the rapids • DSM continues to grow lean and leverage technology • We plan to support partners even more in 2021 • Very grateful for all of you, Danny, James for tech and whole team • We are in a really great spot – praise the Lord! 	
VI.	<p>Report from Executive Director –</p> <ul style="list-style-type: none"> • Really love this group and miss being together in person with this Board • One of 2020 lessons, can't outgive God – social capital grants • DSM received extra grants; God's provision has blown us away • James has helped lead more efficiency and leads team well; Ben leads ministry team and coaches well • Reduced Ministry Asst role to PT, Emily moved to a new job, Melissa Ledbetter (Lead Coach) helping Ben with part-time ministry assistant work • Strategy – 20 partners impacted by 2025 • Starting application process now for new partners • Wuerffel Foundation launch – DW branding, good coordination, etc. 	Danny Wuerffel
VII.	<p>Report from Chief Operating Officer –</p> <ul style="list-style-type: none"> • Remote working arrangements – team continuing to operate remotely via technology platforms • Office update - moved to new office in Grove Park in August; reduced annual rent >90% (~\$60K to <\$6K – more than 10x) • BR property update - \$399K - Lacy has a couple interested parties, one serious inquiry with owner financing- \$150K down • IT automation - continued progress and looking to automate some ministry coaching workflows • MS Teams for Board – reminder of file access, etc. • Reincorporate DSM in GA - beginning process 	James Gadsby
VIII.	<p>Ministry Report –</p> <ul style="list-style-type: none"> • Times like this force creativity • Partners are still neck deep with lots of significant headwinds • Appreciate Board's prayers • Board report has in-depth updates on Justin Bleeker & Eric Stites – newest partners • Letter from DeSean Dyson at The Redeemers School – spent grant funds on creating a garden; Garden of Eden; "I can meet the Lord several times per day among the flowers" • Moving ahead with Thriving Index with several partners • Ron Carter – Cohort on Burnout • Angie Winn leading Cohort on Dec. 8th • New partner application process underway • Leadership Retreat – early Feb. – prayers for discernment • John 13 – Jesus "loved disciples to the end"- DSM seeking to love partners to the end 	Ben Sciacca

	<ul style="list-style-type: none"> Prayers for a partner suffering depression/mental illness in family – prayers for peace and grace; another partner – prayer for strength; several need financial support 	
IX.	<p>Finance Report</p> <ul style="list-style-type: none"> Allan – DSM personifies resilience – good planning and leadership, God’s provision Presentation of FY2021 Q1 Financials Lee – DSM opposite of most other ministries Capin Crouse works with; very positive – rev ahead of budget; expenses lower; func allocation % improvements Form 990 review and approval – M/S/P – JC, ET Baton Rouge property update – still seeking sale 	<p>Allan Bell James Gadsby Lee Parker</p>
X.	<p>Development Report</p> <ul style="list-style-type: none"> Jonathan – thanks to Board and amazing support from donors Desire Cup – remarkable support; net to be confirmed with Q2 financials, but currently appears to be \$300K+ Charles Lee – social capital – 2 vans Q1 Development update: Please see report for the full Development report – as noted in August meeting, major gifts in first 6 weeks, plus strength of Cup, 1H should finish very strong Q2 Plans: Desire Cup & 19th Hole fund drive Several grants expected this quarter 	<p>Jonathan Colehower James Gadsby</p>
XI.	Unfinished Business – none	Chris Dardaman
XII.	Closing Prayer	Joanne Brown
XIII.	Executive Session	Chris Dardaman