



ASSOCIATION GOVERNANCE AND FISCAL PLANNING

By

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NYSSMA[®] Executive Director



HOW DID WE GET HERE



Concord Hotel 1977



Concord Hotel 2005



A LESSON ABOUT GOVERNANCE

- The ice storm (12/91) was the existential crisis that forced a change in fiscal thinking
- Two things begin to happen simultaneously:
 - Begins working with Glen Tecker on a new model of governance and efficiency.
 - Executive Council passed a series of motions designed to avoid this in the future
- Included in the motions were fiscal goals – using best practices of nonprofit association governance



A WARM WELCOME TO A NEW HOME



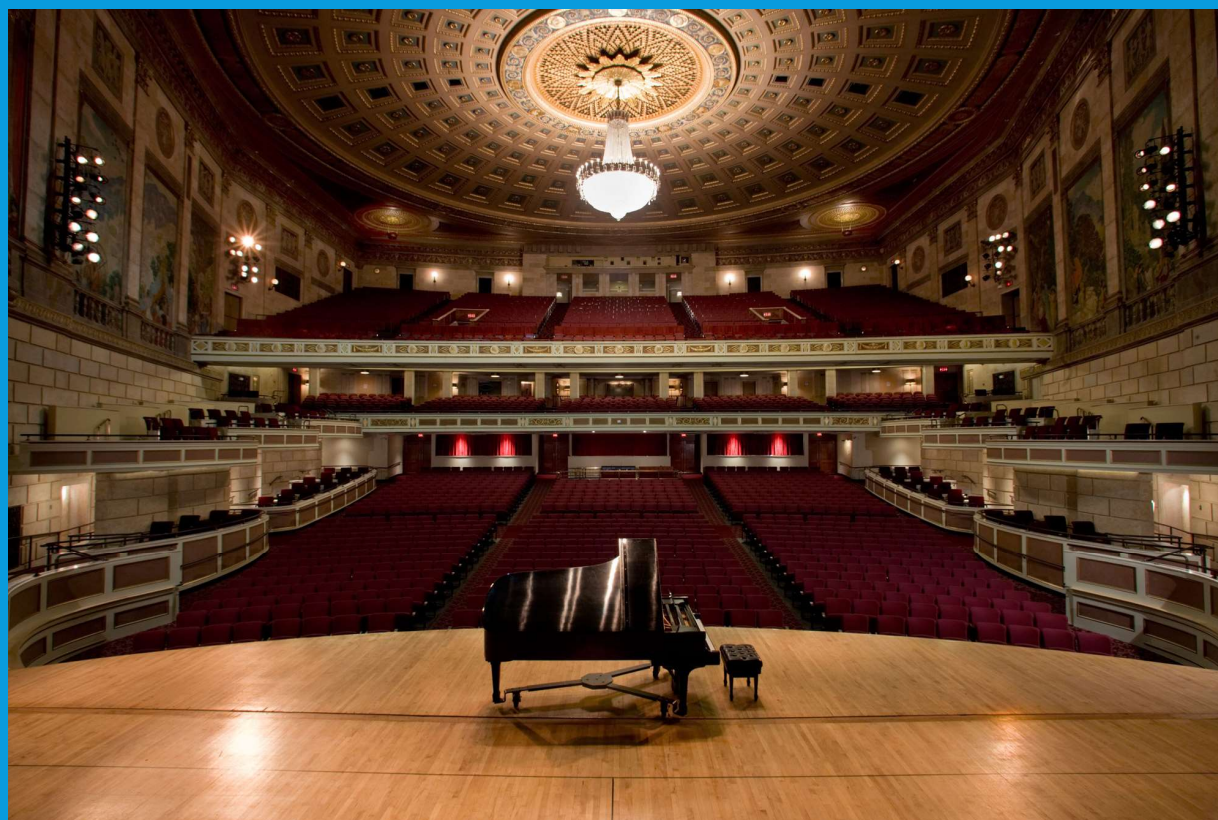


A WARM WELCOME TO A NEW HOME



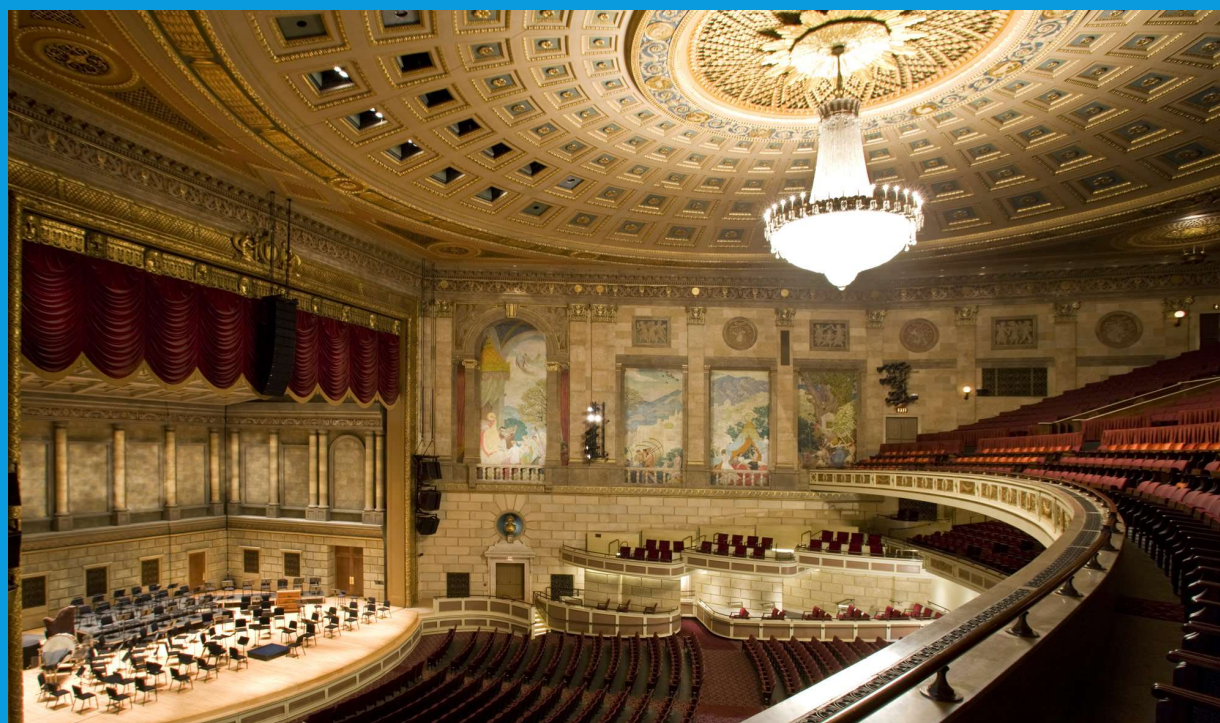


AN ADDED BONUS





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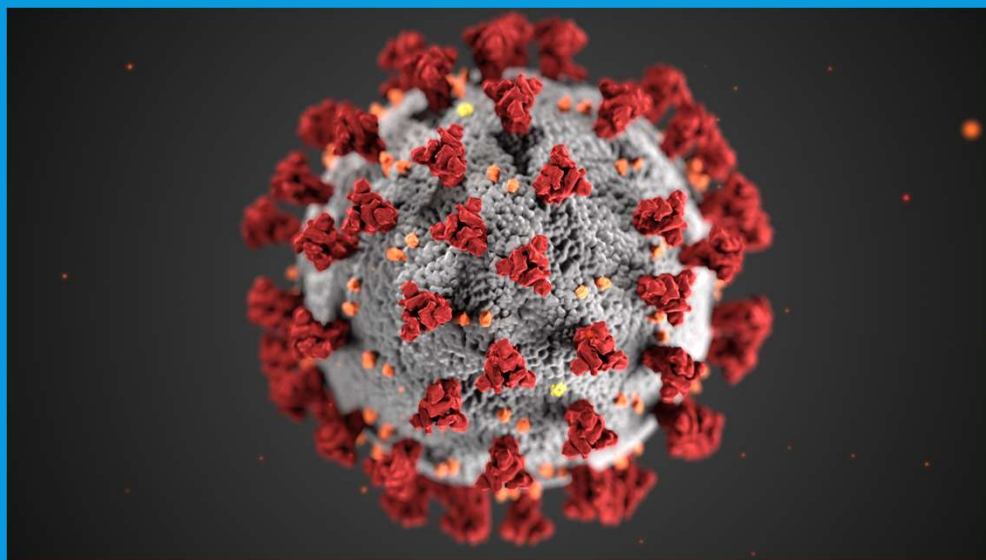


A NEW SITUATION EMERGES

- Rochester Riverside Hotel Closes
- Last NYSSMA® All-State – December 2019
- The search for new hotel space
- Change of Model
- Contracts



OH, AND THEN THIS HAPPENED





NYSSMA DIDN'T SKIP A BEAT

- Fiscal planning allowed us to:
 - Avoid PPP loans
 - Build a CYBER-SUMMIT
 - Provide a Virtual All-State experience
 - Provide a virtual Summer Conference in conjunction with our affiliate partners (NY- ACDA, NYSBDA, NYASTA, etc.)
 - Build a platform for Virtual Evaluations (This allowed us to have our All-State Concerts in December 2021).



HOW DID WE BUILD THE RESOURCES

- Moving from strict Roberts Rules of Order to the less formal “Tecker” Model
- Allowed NYSSMA® to effectively pass motions that would allow for growth of resources
- Initial motion in the wake of the ICE STORM (12/91) was to establish an Investment Committee (1/92)
- After reaching the goal of 50%, NYSSMA® decided it was the Association’s best interest to strive for 100%.



WHAT CAME NEXT

- Budget now accounts for using a percentage of interest generated from investments.
 - Designed to keep a check on the growth of the investment account
 - Provide for stability of budgets
 - Support programs without aggressively raising fees



WHERE WE ARE TODAY

- The pandemic and other factors have caused NYSSMA® to have a budget problem.
- NYSSMA® does not have a fiscal problem.



Q AND A

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