

Star Island Corporation
Chief Executive Officer's Report
July 22, 2014

Our Mission: *To own and maintain Star Island and such other property as the Corporation may hold or acquire, as a center for religious, educational, and kindred purposes consistent with the principles of the Unitarian Universalist Association and the United Church of Christ.*

Our Vision: *To create on Star Island an environment that frees all who come to renew spiritually, explore matters of consequence, and gain knowledge about the world as it might ideally be.*

We are nearing the midpoint of our conference season, and it has been a fantastic summer so far. Generally speaking, our guests have been happy, the food is good, the island looks great and the Pels consistently receive compliments for being friendly and helpful.

In the absence of a July Board meeting, I am submitting this brief report as a check-in on selected items. Many additional items will be included in my August report.

COMMUNITY

- We have been receiving some excellent press coverage, in venues such as the Portsmouth Herald, NH Public Radio, and NH Chronicle.
- We continue to develop meaningful relationships with UU and UCC congregations and organizations, in several ways, including exploring an enhanced relationship with South Church UU of Portsmouth.

ECONOMIC

- As of July 15, we received 3,269 total registrations for 2014 conferences, representing 17,989 bed nights (93% of our 19,250 bed night goal). Last year at this time, we had registrations for 16,358 bed nights (88% of our 2013 goal). As of the time of this report, we need 1,261 more bed nights (net of cancelations) to reach our budgeted goal. Please see July 15 bed night report, attached.
- Digging deeper...
 - Up to and including International Affairs (the conference on island this week), we have achieved 8,976 bed nights against a goal of 8,718 (+258).
 - Up to and including LOAS 2, we have received registrations for 16,173 bed nights against a goal of 15,816 (+357).
 - Up to and including the end of the regular conference season (which ends on Labor Day) we have received registrations for 16,568 bed nights against a goal of 16,499 (+69).
 - The above does not include personal retreaters and Pel guest bed night totals.
- Many regular season conferences met or exceeded their bed night goal. This has enabled us to offset:
 - A 113 bed night shortfall for LRE/South Church Week.
 - Assuming no additional registrations beyond July 15, a 200 bed night shortfall for SG 1 Family & Youth Week (though SG 1 Youth alone is ahead of budget by 42 bed nights).
 - Also assuming no additional registrations beyond July 15 (which is improbable), a 288 bed night shortfall for the Star Experience Week (including all conferences during this week).
- The leadership groups of these conferences are committed to increasing these numbers next year, and we look forward to working closely with them on this important goal.

- As a result, we feel that we are at least on track overall for the regular season, assuming minimal cancellations. Our September conferences traditionally receive a number of registrations within a few weeks of Labor Day. At this time, we believe we will be on track overall for September.
- Therefore, the June Financials, attached, continue to project us coming in at budget for the season (19,250 bed nights).

ENVIRONMENT

- Work continues on our IT infrastructure upgrades. We are working with IRAS leadership to ensure that they can live-stream presentations during their conference. We now expect the overall project to be completed in August, and we continue to plan on discussing the cultural issues associated with our IT upgrades well before the 2015 season.
- On July 16, I signed the Power Purchase Agreement between Star Island Corporation and Star Island Power, LLC (formed by David Ayer of Ayer Electric, LLC). Prior to signing this contract, several essential steps were completed, including a comprehensive review of the final design and other aspects of the project resulting in numerous tweaks beneficial to Star Island, and Provident Bank approving the contract as submitted. Star Island Power has obtained builder's risk insurance, and the project is expected to begin in earnest this week and to be commissioned on schedule, by September 30. We expect to receive a permit for the solar array itself from the NH Department of Environmental Services no later than Friday.

STEWARDSHIP

- On June 30, our Annual Fund had realized \$91,195 in gifts, with a pledge balance of \$13,370, for a total of \$104,565, not including any Combined Appeal gifts and pledges. Please see the Annual Fund Comparison Report, attached. The following chart compares this year to the previous two years:

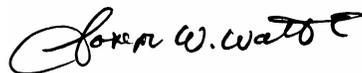
| Year | Realized Gifts | Pledge Balance | Total | Total Donors |
|------|----------------|----------------|-----------|--------------|
| 2014 | \$91,195 | \$13,370 | \$104,565 | 426 |
| 2013 | \$73,658 | \$5,285 | \$78,943 | 318 |
| 2012 | \$79,016 | \$11,843 | \$90,859 | 313 |

While it is still too early in our fiscal year to draw meaningful conclusions, it is notable that we are 32% ahead of last year at this time and 15% ahead of where we were two years ago on June 30. This compares to a 2014 budgeted goal (\$455K) that is 7% higher than in 2013 (\$425K). Perhaps more significant is that the number of donors has increased by 34% compared to 2013 and 36% compared to 2012.

- Our Director of Development search has been launched, and applications are being submitted via our HR consultant.

Star Spirit is in the air, and we are having a great season so far. We look forward to continuing this momentum throughout the season.

Sincerely,



Joe Watts
Chief Executive Officer