

**Star Island Corporation**  
**Chief Executive Officer's Report**  
**July 23, 2015**

**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 continued to receive excellent press coverage, in venues such as the Portsmouth Herald and NH Chronicle, with a particular focus on our Green Gosport Initiative and the kickoff of our centennial celebrations.
- The Unitarian Universalist Alliance of Camps and Conference Centers, of which Star Island Corporation is a member, had a good presence at the General Assembly of the Unitarian Universalist Association (UUA).
- Our staff marketing team met with Carey McDonald, UUA Outreach Director, today to discuss best practices for outreach and engagement. We were joined by representatives of Lifespan Religious Education's marketing team.
- The Gosport Grill is open for business, welcoming day visitors, as well as conferees and Pelicans. Our launch service aboard the Tom Dudley is also in full swing.

**ECONOMIC**

- As of July 15, we received 3,411 registrations for 2015 conferences, representing 17,672 bed nights (90% of our 19,550 bed night goal). Last year at this time, we had registrations for 17,989 bed nights (93% of our 2014 goal), and in 2013, we had registrations for 16,358 bed nights (88% of our 2013 goal). As of July 15, we need 1,878 bed nights (net of cancelations) to reach our budgeted goal. Please see the attached July 15 bed night report for more information.
- Digging deeper...
  - Up to and including Lifespan Religious Education and South Church Retreat (the conferences on island this week), we have achieved 7,388 bed nights against a goal of 7,045 (+343).
  - Many of our June and July regular season conferences have met or exceeded their bed night goals, some significantly so.
  - We anticipate exceeding our budgeted personal retreat bed night total for the season by 100.
  - Up to and including LOAS 2, we have received registrations for 15,428 bed nights against a goal of 15,813 (-385).

- With no additional registrations beyond July 15 (which is unlikely in most cases), some conferences will fall significantly short of our budgeted bed night goals, including IA (-133), SG 1 Family & Youth Week (-242), IRAS (-192), LOAS 1 (-253) and Road Scholar August (-156).
- Our June Financials will project 19,350 bed nights for the season – the decrease in our projection since May is primarily due to lower than anticipated enrollment at the above mentioned conferences, the cancellation of two smaller groups, and some weather related cancelations. While there remains a viable pathway to attain the 1,878 bed nights needed to reach our budgeted goal of 19,550, we feel the prudent course at this time is to modify our expectations and plan accordingly.
- The June Financials are in the final stages of being prepared by Chris Bertoncini and Kate Mombourquette of Insource Services. Given the high volume of business this time of year, Insource is taking a little extra time than originally planned in order to ensure that the financials are being done accurately. The June Financials will be disseminated in the very near future.
- We have signed an updated commitment letter from Optima Bank (dated June 22, 2015), confirming the terms previously set forth in the December 23, 2014 commitment letter. This commitment extends to September 22.

### ENVIRONMENT

- Our soundproofing solution for the dining hall passed the test of All Star 1 with flying colors, even while hosting about 300 people in the dining hall at most meals.
- By the end of this week, we anticipate receiving the results of Tata and Howard’s investigation of potential sources of federal and state grant and loan funds specifically targeted for the construction of wastewater treatment facilities.
- Our new solar power system is working well overall and is generating great interest from Shoalers and non-Shoalers alike. We continue to work out a few kinks in the system, though overall the system continues to exceed expectations to date.
- Our IT infrastructure upgrade is essentially complete, and we are pleased with the results. We are now gradually phasing in our usage plan, consistent with our guidelines for technology use on Star Island.

### STEWARDSHIP

- On June 30, our Annual Fund (AF) had realized \$91,381 in gifts, with a pledge balance of \$10,300, for a total of \$101,681. Please see the June AF Comparison Report, attached. The following chart compares this year to the previous three years:

<b>Year</b>	<b>Realized Gifts</b>	<b>Pledge Balance</b>	<b>Total</b>	<b>Total Donors</b>
<b>2015</b>	\$91,381	\$10,300	\$101,681	321
<b>2014</b>	\$91,195	\$13,370	\$104,565	426
<b>2013</b>	\$73,658	\$5,285	\$78,943	318
<b>2012</b>	\$79,016	\$11,843	\$90,859	313

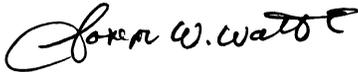
Due to our conference season starting six days later than last year, Star Arts on-island pledges and gifts, which were strong this year, will be included in the July AF report (they were included in the June AF report for the previous three years). All Star 1 and All Star 2 are also doing quite well to date. Overall,

while it is still too early in our fiscal year to draw meaningful conclusions, we anticipate that we are on track to reach our 2015 AF goal.

- Our successful June 27 “Sustainable Century” event was a great way to kick off our centennial celebrations and formally unveil our solar power system. The event was well attended, and we received favorable media attention leading up to and after our event (e.g. [www.wmur.com/new-hampshire-chronicle/wednesday-july-8th-star-island-sustainability/34078494](http://www.wmur.com/new-hampshire-chronicle/wednesday-july-8th-star-island-sustainability/34078494)).
- We received a \$10,000 grant from the Cogswell Benevolent Trust to support our Resource Recovery Center, which is part of our overarching Green Gosport Initiative.
- Please see Director of Development Pam Smith’s attached report for more information, including important information about grants. We are seeking Board Executive Committee approval for various grant applications, as described in Pam’s report.

We are enjoying a fantastic season so far overall. Star Spirit is in the air, people are happy, and the island looks and feels good. We look forward to continuing this momentum throughout the season.

Sincerely,

A handwritten signature in black ink that reads "Joe W. Watts". The signature is written in a cursive style with a large initial "J" and a stylized "W".

Joe Watts  
Chief Executive Officer