

Finance Committee Meeting, GOSUMEC Foundation USA

Jan 24th 2025 10:00 PM ET

Attendees:

Sanjay Bindra (Founder, Board Chair)

Anil Sheth (Treasurer)

Vinod Patel

Kishore Harjai

Tushar Vora

Transcript

https://otter.ai/u/iKazFAL31e8b-0V_bJRVltiAgr8?view=transcript

The GOSUMEC Foundation USA's Finance Committee meeting highlighted significant achievements and financial metrics. Since inception, 85 scholarships have been awarded, with 29 First Year MBBS students currently supported. Revenue reached over \$725,000, surpassing \$1 million in the corpus. Expenses were minimal, with \$690,000 allocated to MBBS scholarships. Donations came from about 100 contributors, with an average donation of \$7,000 in the US. The organization aims to reach a \$3 million endowment by 2028. Future plans include enhancing donor engagement, mentorship programs, and leveraging partnerships with FFE and Memory Fox to boost community involvement and fundraising efforts.

Action Items

- [] Share the link to the Memory Fox platform to collect testimonials from board members, donors, and beneficiaries.
- [] Organize an open house event in April to bring together benefactors and beneficiaries.
- [] Focus on developing the mentorship program, which is a long-term initiative.
- [] Improve communication by segmenting information through the CRM system to target specific stakeholder groups.

- [] Release the annual report by mid-February, once the tax returns are filed.
- [] Organize nationwide engagement through in-person or Zoom meetings to grow the active alumni list from 550 to 600 by the end of the year.

Outline

Financial Overview and Achievements

- Speaker 1 (Sanjay) highlights the organization's success in achieving 85 scholarships since its inception, with each scholarship counted twice if awarded in consecutive years.
- The organization is in the top 0.7% in transparency (Candid-Guidestar), top 1% of overhead (after accounting for the FFE 5% overhead), and 7% of nonprofits in the United States in terms of revenue, with zero overhead in the US.
- This year, 16 second-year MBBS students and 29 first-year MBBS students were supported, totaling 45 MBBS students in 2024.
- A total of \$690,000 was raised towards the MBBS corpus, with additional operations budget contributions of \$3,000 from board members.

Revenue and Expenses Breakdown

- Speaker 1 details the revenue breakdown, including \$3,000 from board members, and over \$10,000 from events, all of which were revenue-neutral.
- Investment income was over \$25,000, with a total revenue of over \$725,000, of which \$690,000 was collected in the corpus.
- The organization crossed \$1 million in the corpus, with total expenses under \$500, primarily credit card fees and financial advisor charges.
- The remaining \$60,000 was allocated to the BCR project and scholarships, with \$11,000 raised and \$10,000 spent on events.

Donor Engagement and Retention

- Speaker 1 (Sanjay) discusses the donor engagement, noting that nearly 100 donors contributed, with 45 being legacy or mini legacy donors.
- The average donation in California was over \$12,000, with a median of \$2,500, and an average US donation of \$7,000 with a median of \$1,750.
- Monthly recurring donations were launched, with 15 donors signing up with average donations of \$100 a month, and an overall donor retention rate of about 60%.
- FFE has been a great partner in managing the scholarship process, with all students receiving their funds and a donor meeting her student.

Future Goals and Community Building

- The organization is on track to reach \$2.5 million by 2028, with a goal of a permanent endowment of \$3 million by 2028.
- The organization aims to engage the entire community, with a focus on mentorship and better communication through a CRM system.
- Action points include organizing reunions, releasing the annual report by mid-February, and growing the active alumni list from 550 to 600 by the end of the year.
- Speaker 1 (Sanjay) mentions partnering with Memory Fox to collect testimonials and encourage donor-student interactions, with plans for an open house in April.

Financial Management and Future Plans

- Speaker 1 (Sanjay) explains the financial management system, including the use of Givebutter for donations and Bank of America for account management.
- The organization has a 70/30 investment strategy for the legacy corpus, with a goal of raising another 15-20% in the community corpus.
- A humanities corpus was initiated in memory of Speaker 1's (Sanjay) father-in-law, with plans for a book publication on the 100 Year history of our alma mater.
- The organization aims to maintain a 6% return on investments after adjustment for inflation and a 5% draw.

Legacy and Mini Legacy Scholarships

- Speaker 1 discusses the importance of legacy and mini legacy scholarships, noting that these donations will total nearly \$2.5 million.
- Givebutter has been impressed with GOSUMEC Foundation USA's performance and plans to share a video about their success.
- Speaker 1 emphasizes the importance of recurring giving and the success of the program, which has been well-received by donors.
- Speaker 5 (Kishore) and Speaker 3 (Anil) praise Speaker 1's efforts and the organization's success, with Speaker 1 acknowledging the support of the board and donors.

FFE Partnership and Future Growth

- Speaker 1 explains the partnership with FFE, which supports engineering, medical, and now law students in India and the US.
- FFE has a robust application process with 1000 volunteers and 500 facilitators, disbursing funds to over 16,000 students last year.
- The organization plans to help FFE with medical student support, leveraging their infrastructure and partnerships with major corporations.
- Speaker 1 has been invited to join FFE's board as a director, highlighting the organization's growth and impact.

Donor Engagement and Tracking

- Speaker 4 (Vinod Patel) inquires about tracking legacy and mini legacy donors, with Speaker 1 explaining the use of Givebutter for pledges and donor records.
- Speaker 1 (Sanjay) shows how donations are tracked for specific campaigns and how the organization accounts for donations towards scholarships and the corpus.
- The organization files IRS Form 990, with a permanent endowment structure that ensures donor-specified funds are maintained in perpetuity.
- Speaker 1 (Sanjay) explains the investment strategy and the importance of maintaining a 30% cash position for flexibility.

Final Remarks and Acknowledgments

- Speaker 1 (Sanjay) emphasizes the importance of keeping overhead costs low and the efficiency of the current system.
- The organization aims to maintain its current structure and efficiency, with potential future needs for additional help.
- Speaker 5 (Kishore) and Speaker 3 (Anil) express their admiration for Speaker 1's (Sanjay;s) efforts and the organization's success, with Speaker 1 acknowledging the support of the board and donors.
- The meeting concludes with a focus on continuing the organization's growth and impact, with plans for future engagement and fundraising efforts.