

MET FINANCE COMMITTEE
Notes from Meeting of
Monday April 29, 2024, at 2pm

Committee: Mark Hoffman

Absent: Susanne Richards, Gary Burnett and Toby Lloyd
Staff – John Turgeon, Mona Rudnicki, Kelly Price

1. Mark Hoffman called the meeting to order at 2:07pm.
2. No minutes were approved. Not a quorum.
3. Mona reviewed financial statements:
 - a. P & L
 - b. Balance Sheet
 - c. Budget vs. Actual
 - An open discussion took place regarding transfers from the Dillon account and the Rural Legacy account.
 - An open discussion took place regarding the FY24 budget line items.
4. John Turgeon and Kelly Price gave an update on progress with transitioning MET's existing easement and landowner database (Locate) to a new account paid for through MET's Stateside budget. Kelly Price noted that the DNR procurement office approved MET's existing database management contract with Backoffice Thinking as a sole source contract for creating the new database. Backoffice Thinking created and licensed Locate, which is a product specifically for land conservation orgs and uses the Salesforce cloud-based software platform. Backoffice Thinking will migrate all the data from the existing Locate database account (held with Forever Maryland) to the new account with the State. Kelly said that Backoffice Thinking is writing up a scope of work to present to the Office of State Procurement and the DNR Secretary's office for final approval.
5. John Turgeon and Kelly Price reviewed the FY25 (7/1/24-6/30/25) draft budget for private side funding (MET Board administered funds). It was noted that the Keep Maryland Beautiful Program had more money applied to its budget line item to allow all 3 grants (LT Capacity Building, Community Stewardship, Aileen Hughes) to receive funding from MET. Kelly Price mentioned that she is working very hard with the DNR to move all technology line items over to MET's State budget. She said that all Salesforce line items will be funded through the State budget in FY25. She is still working on trying to get State funds for Apsona, Dataloader and Lens line items, which will be requested in the FY26 budget.
 - An open discussion took place on the FY25 budget for State and private side funding. The Finance Committee will make a recommendation to the Board on the FY25 private side budget at its next meeting ahead of the June MET Board meeting.
 - The committee brainstormed on ways to get the State funding for MET that was included in the Maryland the Beautiful Act, which passed the legislature in 2023. It

was mentioned that Forever Maryland and the local land trusts need to reach out to the Governor as well as delegates and senators to advocate for the MET funding in this bill (revolving loan program, additional money for KMB grants, grant funds for land trust conference).

6. Mark Hoffman requested that at the next Finance Committee a discussion take place regarding how MET's board will advocate for funding in the Maryland the Beautiful Act.
7. Next Finance Committee meeting will be May 28 at 2 PM.
8. Meeting adjourned at 3pm.