

Key Updates:

- UniFi Business Plan for 2023 – This will be presented to the Board at the meeting on December 1, 2022
- Pricing Model – The pricing model was completed for 2023
- Pricing Client Conversations – Conversations were held by Michael Budd and Caroline Bailey with each client and pricing increases were accepted universally to work towards the actual cost to service accounts
- Sales Consultant – A sales consultant was recruited and will be paid based on successful client recruitments.

General Updates:

The committee met on November 14th 2022 to discuss the proposed business plan for 2023. During this discussion it was agreed that the plan should include what actions have been taken year to date to improve processes, accuracy, and timeliness. Further, the plan will outline operational goals and objectives for 2023, market environment, competitive context, along with steps to achieve a net zero by 2026. The committee members present, Lucia Downton and Joe Bradley both agreed that there is a direct need for these services to our members and will recommend to the Board that UniFi Solutions continues through 2023.

During that last week of October, a marketing letter was sent to 269 United Ways who utilize Donation Tracker outlining our hosting services. This service is a revenue line for UniFi that adds no cost to the expense side. To date we have had two responses and are following up with both prospects.

Committee Members: (meet via conference call quarterly on the third Monday of the month at 10:00am.) This Committee's next meeting is on February 20th 2023

Board Members:

Lucia Downton (Chair)
Joe Bradley
John Neiderman
Marshall Sanders

Staff:

Michael Budd
Caroline Bailey