CareerSource
CENTRAL FLORIDA

DRAFT
Revenue Diversity & New Markets Committee Meeting

Wednesday, October 21, 2025
1:30 p.m.

MINUTES

MEMBERS PRESENT: John Gill, Sharon Arroyo, Mark Brewer, Michelle Sperzel and Snak Nakagawa

MEMBERS ABSENT: Wendy Ford and Tanisha Gary

STAFF PRESENT: Marcela DeFaria, Pam Nabors, Leo Alvarez, Vince Bruno, and Kaz Kasal

Agenda Item	Topic	**Action Item** / *Follow Up Item*
1	**Welcome** • Mr. Gill, Committee Chair, called the meeting to order at 1:34 p.m.	
2	**Roll Call / Establishment of Quorum** Ms. Kasal reported a quorum present.	
3	**Public Comment** None offered.	
4	**Action Item** <u>Approval of Minutes</u> • Reviewed draft minutes from 5/28/25 Revenue Diversity and New Markets Committee Meeting (attachment).	**A motion was made by Mr. Brewer to approve the minutes from the 5/28/25 meeting. Mr. Nakagawa seconded; motion passed unanimously.**
5	**Information / Discussion / Action Items** <u>Charter - Annual Review</u> • Reviewed Charter (attachment) and Committee concurred on a non-substantive edit to remove last bullet under “Structure” that names the Committee’s staff liaison, as it is not necessary to include names in the charter. <u>Review of FY 24-25 Results</u> • Reviewed FY 2024-2025 year-end results (attachment) by funder, type, and funded programs. Exceeded annual goal of \$6M, attaining \$6.45M by year-end. <u>Current Progress and Updates</u> • Reviewed progress thus far for PY 2025-2026 (attachment). Currently have attained \$1.58M of the \$6M annual goal, or 26% of goal. • Reviewed recap of Rise & Thrive fundraising event that occurred on 9/16/25. Total event revenue attained was \$53,475. • Discussed CSCF’s 30th Anniversary occurring next year.	.

	Committee Feedback: - Include look-back on CSCF's impact and how it evolved. What would community look like if CSCF was not here? - Bring in past board members to talk about changes made under their watch. - Focus on building capacity of individual donors. - Provide "Hall of Fame" awards. - Start promoting "30th Anniversary" now/this year – let the community be aware and share. - Create a logo with "30th Anniversary" - Form a committee to help with planning. <u>Board Participation and Engagement Opportunities</u> • Reviewed Board Giving activities for PY 25-26. So far, the Board has achieved exceptional progress with 51% of Board having already contributed this year vs. 25% same time last year. <u>Examples of Board Activities to Expand Connections</u> • Reviewed various activities that board members can engage in, and ways to contribute. Committee Feedback: - Keep ways to engage consistently in front of the board. - Have a template to promote with social media. - Talk to Board to think of "contribute" as a long-term vs. short-term investment; that this is a continued head/heart/wallet commitment to CSCF. - Set up meetings (initial and follow-up) with board members and their connections of potential funders. CSCF can do the ask at the follow-up meeting vs. the board member. - Can accept IRA gifts. - Liquidity events. - Provide elevator talking points; business card that includes CSCF's value proposition. - Provide donated gifts via a raffle or silent auction at a fundraising event.	
7	**Other Business** • None offered.	
8	**Adjournment** There being no other business, the meeting was adjourned at 2:26 p.m.	

Respectfully submitted,

Kaz Kasal
Executive Board Coordinator