



**DRAFT**  
**Revenue Diversity & New Markets Committee Meeting**  
**Wednesday, November 30, 2022**  
**2:00 p.m.**

**MINUTES**

**MEMBERS PRESENT:** Eric Jackson, Joe Battista, Mark Brewer, John Gill and Richard Sweat

**MEMBERS ABSENT:** Glen Casel

**STAFF PRESENT:** Leo Alvarez, Pam Nabors, Mimi Coenen, Nilda Blanco, Lorri Shaban, Sean Masherella and Kaz Kasal

**GUESTS PRESENT:** Heather Ramos / GrayRobinson

Agenda Item	Topic	Action Item / Follow Up Item
1	<b>Welcome</b> Mr. Jackson, Committee Chair, called meeting to order at 2:11p.m.	
2	<b>Roll Call / Establishment of Quorum</b> Ms. Kasal reported a quorum present.	
3	<b>Public Comment</b> None offered.	
4	<b>Action Item</b> <u>Approval of Minutes</u> <ul style="list-style-type: none"> <li>Reviewed draft minutes from 8/17/22 Revenue Diversity and New Markets Committee Meeting (attachment).</li> </ul>	<b>A motion was made by Mr. Sweat to approve the minutes from the 8/17/22 meeting. Mr. Jackson seconded; motion passed unanimously.</b>
5	<b>Information / Discussion / Action Items</b> <u>FY 2022-2023 Year-To-Date Results</u> <ul style="list-style-type: none"> <li>Reviewed FY 2022-2023 year-to-date results and in progress activities (attachment).</li> </ul> <u>Strategies to Increase Ticket-To-Work (TTW) Revenue &amp; Caseload</u> <ul style="list-style-type: none"> <li>Reviewed TTW results through October 2022 and discussed strategies that staff provided to increase caseload and revenue (attachment).</li> </ul> <u>Fundraising Update</u> <ul style="list-style-type: none"> <li>Reviewed overall components of the Summer Youth program for 2023 and the three-prong approach in fundraising strategies: 1) customized, 2) by sector and 3) off the shelf (attachment).</li> </ul>	

	<ul style="list-style-type: none"> <li>• Committee was asked if they could provide “warm intros” to help staff get to the right people within organizations.</li> </ul> <p><u>Career Passport</u></p> <ul style="list-style-type: none"> <li>• Mr. Sweat provided an overview and timeline on his efforts, sponsorship and progress of Career Passport project.</li> <li>• Committee concurred for staff to get application in current format and determine minimum requirements needed to utilize for Summer Youth program via outside funding.</li> </ul>	
7	<p><b>Other Business</b></p> <ul style="list-style-type: none"> <li>• None offered.</li> </ul>	
8	<p><b>Adjournment</b> There being no other business, the meeting was adjourned at 3:52 p.m.</p>	

Respectfully submitted,

Kaz Kasal  
Executive Coordinator