

Revenue Diversity & New Markets Committee Meeting

November 30, 2022



11/30/22 REVENUE DIVERSITY & NEW MARKETS COMMITTEE MEETING DETAILS

Meeting Details

Meeting Agenda

Welcome

Roll Call

Public Comment

Approval of Minutes

Information / Discussion / Action Items

Insight

Other Business

Adjournment

What: Revenue Diversity and New Markets Committee Meeting

When: Wednesday, November 30, 2022

2:00 p.m. – 3:30 p.m.

Where: CSCF Admin Office

390 North Orange Ave., Suite 700 (7th Floor)
Orlando, FL 32801

or

Virtual Option via Zoom: <https://careersourcecf.zoom.us/j/89624091398?pwd=ODhSL29VaFBMNHZNaXhJVzF5eXl4UT09>

Dial In: 1 (929) 205-6099 / Meeting ID: 896 2409 1398 /

Passcode: 727029

11/30/22 REVENUE DIVERSITY & NEW MARKETS COMMITTEE MEETING AGENDA

Meeting Packet Page 3

Meeting Details

Meeting Agenda

Welcome

Roll Call

Public Comment

Approval of Minutes

Information / Discussion / Action Items

Other Business

Adjournment

Agenda Item	Topic	Presenter	Action Item
1.	Welcome	Eric Jackson	
2.	Roll Call / Establishment of Quorum	Kaz Kasal	
3.	Public Comment		
4.	Approval of Minutes	Eric Jackson	
	<u>A. 8/17/22 Revenue Diversity & New Markets Committee Meeting</u>		X
5.	Information / Discussion / Action Items		
	<u>A. FY 2022-2023 Year-To-Date Results</u>	Leo Alvarez	
	<u>B. Strategies to Increase Ticket-To-Work Revenue & Caseload</u>	Nilda Blanco	
	<u>C. Fundraising Update</u>	Lorri Shaban	
	<u>D. Career Passport</u>	Richard Sweat	
6.	Other Business		
7.	Adjournment		

Meeting Details

Meeting Agenda

Welcome

Roll Call

Public Comment

Approval of
Minutes

Information /
Discussion /
Action Items

Insight

Other Business

Adjournment

WELCOME



Meeting Details

Meeting Agenda

Welcome

Roll Call

Public Comment

Approval of
Minutes

Information /
Discussion /
Action Items

Insight

Other Business

Adjournment

ROLL CALL



Meeting Details

Meeting Agenda

Welcome

Roll Call

► **Public Comment**

Approval of
Minutes

Information /
Discussion /
Action Items

Insight

Other Business

Adjournment

PUBLIC COMMENT



Meeting Details

Meeting Agenda

Welcome

Roll Call

Public Comment

Approval of
Minutes

Information /
Discussion /
Action Items

Insight

Other Business

Adjournment

APPROVAL OF MINUTES



DRAFT
Revenue Diversity & New Markets Committee Meeting

Wednesday, August 17, 2022
2:00 p.m.

MINUTES

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

MEMBERS ABSENT: Glen Casel and John Gill

STAFF PRESENT: Leo Alvarez, Pam Nabors, Mimi Coenen, Nilda Blanco, Lorri Shaban, Sheril Capleton and Kaz Kasal

Agenda Item	Topic	Action Item / Follow Up Item
1	Welcome Mr. Jackson, Committee Chair, called meeting to order at 2:05 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> <ul style="list-style-type: none"> Reviewed draft minutes from 6/21/22 Revenue Diversity and New Markets Committee Meeting (attachment). 	A motion was made by Mr. Sweat to approve the minutes from the 6/1/22 meeting. Mr. Jackson seconded; motion passed unanimously.
5	Information / Discussion / Action Items <u>FY 2022-23 New Goals & YTD Results (attachment)</u> <ul style="list-style-type: none"> Reviewed fiscal year 21-22 results and results through July 2022. Reviewed 22-23 goals, key performance metrics and outcomes. <u>Development Approach</u> <ul style="list-style-type: none"> Reviewed "development approach" with CSCF partners and other high-impact organizations that can advance and financially support CSCF's impact, while aligning with partners' investment priorities (attachment). <u>Business Plan – General "Unrestricted" Funds</u> <ul style="list-style-type: none"> Reviewed strategic options on new organization (for general "unrestricted" funds), which is still in discovery mode (attachment). 	<i>At next meeting, staff to bring initial data from strategies to increase Ticket To Work's revenue and caseload.</i>

	<u>Organizational Structure Timeline</u> <ul style="list-style-type: none">Reviewed timeline for the new LLC and the new 501c3 (attachment).	
7	Other Business <ul style="list-style-type: none">None offered.	
8	Adjournment There being no other business, the meeting was adjourned at 3:39 p.m.	

Respectfully submitted,

Kaz Kasal
Executive Coordinator

Meeting Details

Meeting Agenda

Welcome

Roll Call

Public Comment

Approval of
Minutes

Information /
Discussion /
Action Items

Insight

Other Business

Adjournment

INFORMATION / DISCUSSION / ACTION ITEMS



FY 2022-2023 YTD Results

DIVERSIFY REVENUE STREAMS TO ADJUST FOR VARIABLES IN FEDERAL FUNDING

FISCAL YEAR 2022-23 GOALS

- Generate \$3.5M of New Diversified Revenue
- Establish Organizational Structure and Strategy to Generate Non-DEO Revenue
- Develop and Activate Plan to Invest General (unrestricted) Revenue

KEY PERFORMANCE METRICS

- ✓ Achieve Target of \$3.15M of New Restricted Non-DEO Revenue
- ✓ Achieve Target of \$350K of New General “Unrestricted” Revenue
- ✓ Creation of a New Organizational Structure and Operational Plan to Support Non-DEO Revenue

OUTCOME

An Increased CSCF Budget/Revenue Stream, Enabling Greater Flexibility in the Delivery of Services, Stability and Sustainability

Y1 FUNDING SOURCES

EDA/NSF/DOE/DVA
Counties
Municipalities

Public
80-90%

Private
3-10%

Disney
Wells Fargo/Truist
Florida Blue
Duke Energy
Community Foundation
Dr. Phillips Charities

Ticket to Work
Tobacco Free Florida
Ready to Work
Jobs for the Future

Referral
Programs
7-10%

General
Donations
2-5%

Board Gifts
Day of Giving
Hire a Vet Day

FUND RAISING UPDATE

Goal: \$3.5M

PUBLIC	PRIVATE	REFERRAL	GENERAL
Secured <ul style="list-style-type: none"> - \$5M Orange County Level Up Orange - \$500k CareerSource FL Career Support for New Moms In Progress <ul style="list-style-type: none"> - \$1.2M Orange County CCC Summer Youth - \$30k Seminole County - (TBD) National Science Foundation Economic Engine Grants - (TBD) Orange County I-Drive CRA 	Secured <ul style="list-style-type: none"> - 50K Jobs of the Future - \$25k Disney In Progress <ul style="list-style-type: none"> - \$10k Bank of America - \$25k Fairwinds Credit Union 	Secured <ul style="list-style-type: none"> - \$68,530 Ticket to Work In Progress <ul style="list-style-type: none"> - \$31,706 Ticket to Work 	Secured <ul style="list-style-type: none"> - \$10K Heart of FL United Way - \$700 Donations
\$5,500,000	\$75,000	\$68,350	\$10,800
\$5,654,150			
\$1,230,000	\$35,000	\$31,706	\$--
\$6,950,856			

Strategies to Increase Ticket-To-Work Revenue & Caseload

Social Security Ticket to Work Results Through October 2022

PY 22-23 Revenue

Category	Payment Amount
Revenue Goal	\$ 250,000
Cash in Bank	\$ 68,530
Receivables	\$ 31,706
Total	\$ 100,236
% of Goal	40.1%

PY22-23 Ticket Referrals

Type of Referral	Current Year	Goal	Prior Year
CSCF Staff/Website	58	90	87
SSA	4	20	16
Community Agency	0	10	5
Family/Friend	0	10	9
Vocational Rehabilitation	0	5	1
Total	62	135	118

Social Security Ticket to Work Results Through October 2022

Ticket to Work Cases - Pipeline	
Category	Number of Cases
Open Cases	191
New Customer Goal	45
New Customer Actual	16
New Customer Actual	35.6%

Obtained Employment			
Program Year	Total Cases	Employed	Actively Working & Generating Revenue
PY2223	191	72	33
PY2122	185	70	33
% Employed/Revenue Generating		38%	17%

TICKET TO WORK STRATEGIES

- Use Social Security Administration's marketing portal to engage new ticket holders in the region
- Develop and offer appropriate paid internship opportunities to engage those who want to work and need experience
- Develop partnerships with post-secondary students who are ticket holders in need of workforce services
- Create hiring events for ticket holders
- Partner with benefits consultation provider to increase awareness

[RETURN TO AGENDA](#)



Fundraising Strategies

Summer Youth 2023

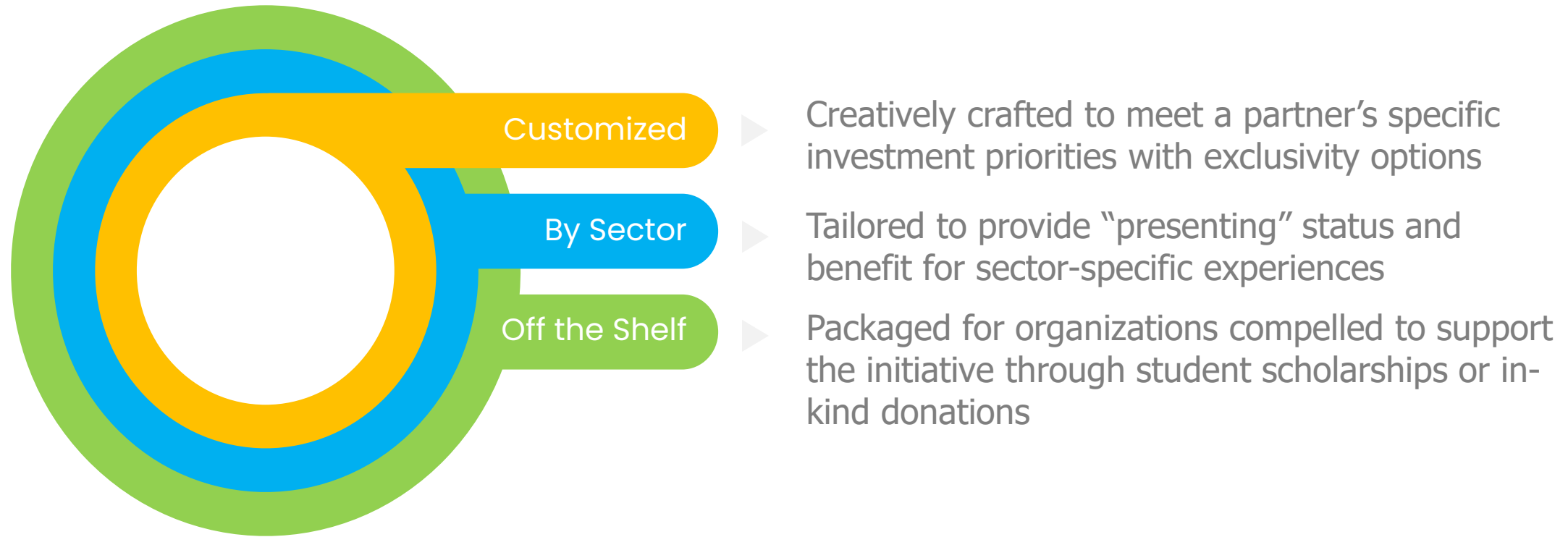


Overview

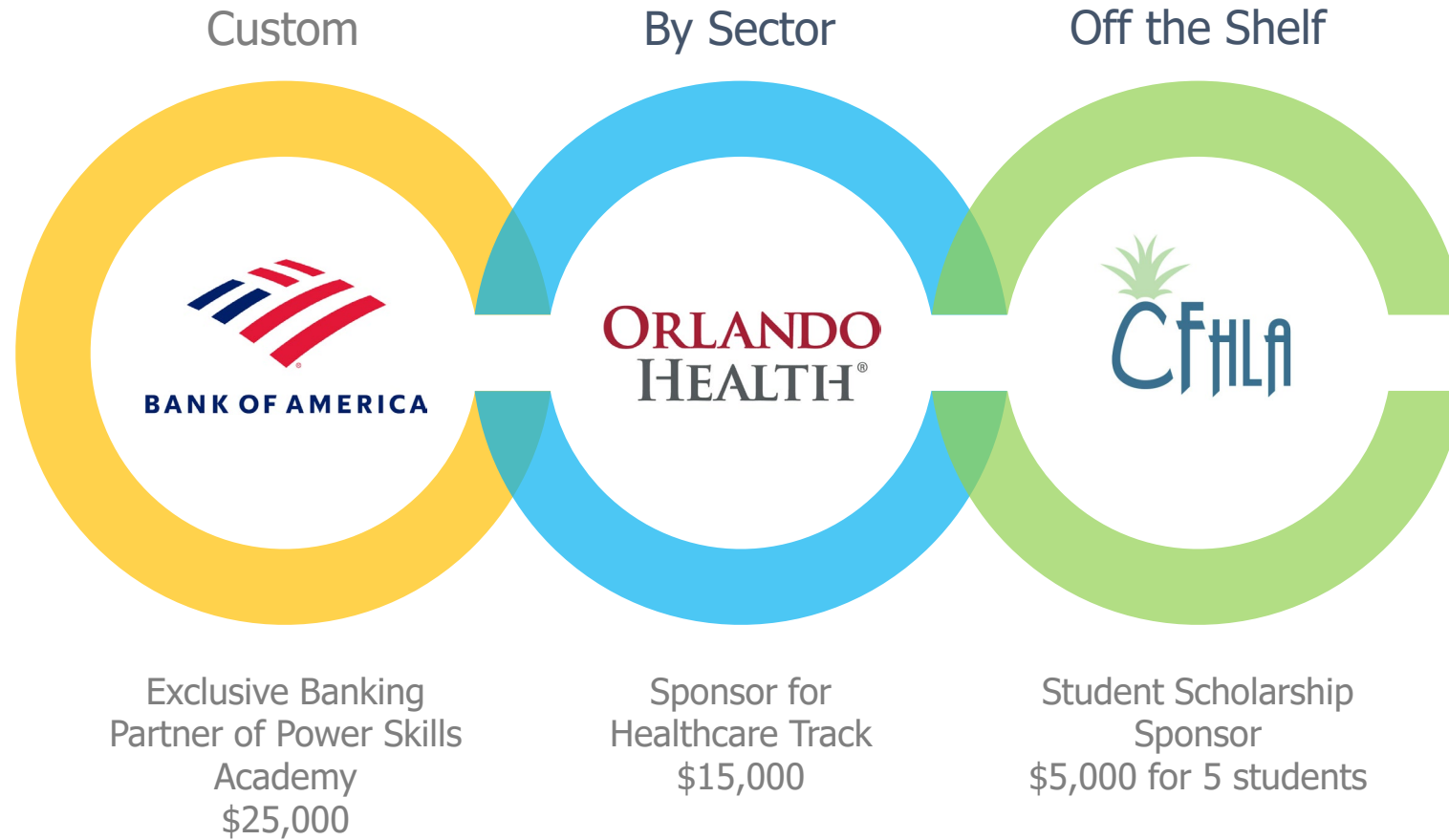
- Five-week program for high school students 15-19 yrs
- 1,500 participants across five counties
- Three tracks: Explore, Engage & Experience
- Students earn \$1,200+ to participate
- NEW: Power Skills Academy and Public Sector Academy



Approach



Approach



Career Passport Discussion

Meeting Details

Meeting Agenda

Welcome

Roll Call

Public Comment

Approval of
Minutes

Information /
Discussion /
Action Items

Insight

Other Business

Adjournment

OTHER BUSINESS



Meeting Details

Meeting Agenda

Welcome

Roll Call

Public Comment

Approval of
Minutes

Information /
Discussion /
Action Items

Insight

Other Business

Adjournment

ADJOURNMENT



THANK YOU!



RETURN TO AGENDA