



**Revenue Diversity & New Markets Committee Meeting**

**Thursday, March 30, 2023**

**1:00 p.m.**

**MINUTES**

**MEMBERS PRESENT:** Eric Jackson, John Gill, Phillip Laws and Richard Sweat

**MEMBERS ABSENT:** Joe Battista, Mark Brewer, Glen Casel

**STAFF PRESENT:** Leo Alvarez, Pam Nabors, Vanessa Nogueira, Christine Jolliff, Fabi Diaz, Sheril Capleton and Kaz Kasal

| Agenda Item | Topic                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Action Item / Follow Up Item                                                                                                                 |
|-------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| 1           | <p><b>Welcome</b><br/>Mr. Jackson, Committee Chair, called meeting to order at 1:05 p.m.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                              |
| 2           | <p><b>Roll Call / Establishment of Quorum</b><br/>Ms. Kasal reported a quorum present.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                              |
| 3           | <p><b>Public Comment</b><br/>None offered.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                              |
| 4           | <p><b>Action Item</b><br/><u>Approval of Minutes</u></p> <ul style="list-style-type: none"> <li>• Reviewed draft minutes from 11/30/22 Revenue Diversity and New Markets Committee Meeting (attachment).</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <p><b>A motion was made by Mr. Sweat to approve the minutes from the 11/30/22 meeting. Mr. Gill seconded; motion passed unanimously.</b></p> |
| 5           | <p><b>Information / Discussion / Action Items</b><br/><u>FY 2022-2023 Year-To-Date Results</u></p> <ul style="list-style-type: none"> <li>• Reviewed FY 2022-2023 year-to-date results and fund-raising updates; secured vs. in progress. (attachment).</li> </ul> <p><u>Organizational Structure Discussion</u></p> <ul style="list-style-type: none"> <li>• Reviewed the new organizational structure to include the creation of the two affiliate entities designed to attract capital, foster innovation and limit liability (attachment):               <ul style="list-style-type: none"> <li>- CareerSource Central Florida (<i>current, existing State-structured entity</i>)</li> <li>- Single Member LLC (<i>new affiliate entity</i>)</li> <li>- Career Solutions LLC - 501 (c)(3) (<i>new affiliate entity</i>)</li> </ul> </li> <li>• Reviewed the roadmap on the set-up of the two affiliate entities over the next few months (attachment).</li> <li>• Reviewed the strategic objectives, and revenue goals and sources of the new organizational structure (attachment).</li> </ul> |                                                                                                                                              |

|   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |
|---|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
|   | <p>Committee input:</p> <ul style="list-style-type: none"> <li>- At 4/24/23 Board Retreat, include roundtable discussions for Board input on the shaping of the new organizational structure and its strategic objectives to include revenue goals and defining value proposition.</li> <li>- Attain feedback from the counties on top three, ranked in order, of customer needs, preferences and values for the future. This could be reviewed at the Retreat.</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><br/>There being no other business, the meeting was adjourned at 2:30 p.m.</p>                                                                                                                                                                                                                                                                                                                                                                        |  |

Respectfully submitted,

Kaz Kasal  
Executive Coordinator