



DRAFT
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	Welcome Mr. Jackson, Committee Chair, called meeting to order at 1:05 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 11/30/22 Revenue Diversity and New Markets Committee Meeting (attachment). 	A motion was made by Mr. Sweat to approve the minutes from the 11/30/22 meeting. Mr. Gill seconded; motion passed unanimously.
5	Information / Discussion / Action Items <u>FY 2022-2023 Year-To-Date Results</u> <ul style="list-style-type: none"> • Reviewed FY 2022-2023 year-to-date results and fund-raising updates; secured vs. in progress. (attachment). <u>Organizational Structure Discussion</u> <ul style="list-style-type: none"> • 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"> - CareerSource Central Florida (<i>current, existing State-structured entity</i>) - Single Member LLC (<i>new affiliate entity</i>) - Career Solutions LLC - 501 (c)(3) (<i>new affiliate entity</i>) • Reviewed the roadmap on the set-up of the two affiliate entities over the next few months (attachment). 	

	<ul style="list-style-type: none"> Reviewed the strategic objectives, and revenue goals and sources of the new organizational structure (attachment). <p>Committee input:</p> <ul style="list-style-type: none"> 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. 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. 	
7	<p>Other Business</p> <ul style="list-style-type: none"> None offered. 	
8	<p>Adjournment</p> <p>There being no other business, the meeting was adjourned at 2:30 p.m.</p>	

Respectfully submitted,

Kaz Kasal
Executive Coordinator