



Revenue Diversity Ad Hoc Committee Meeting

**Wednesday, June 10, 2020
3:00 p.m.**

MINUTES

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

MEMBERS ABSENT: Glen Casel, John Gill, and Harold Mills

STAFF PRESENT: Pam Nabors, Leo Alvarez, Mimi Coenen, Lisa Burby, Cliff Marvin and Kaz Kasal

Agenda Item	Topic	Action Item / Follow Up Item
1	<p>Welcome Mr. Jackson, Committee Chair, called meeting to order at 3:04 p.m.</p>	
2	<p>Roll Call / Establishment of Quorum Ms. Kasal, Executive Coordinator, reported a quorum present.</p>	
3	<p>Public Comment None offered.</p>	
4	<p>Action Item <u>Approval of Minutes</u></p> <ul style="list-style-type: none"> • Reviewed draft minutes from 11/20/19 Revenue Diversity Ad Hoc Committee Meeting. 	<p>A motion was made by Mr. Sweat and seconded by Mr. Jackson to approve the minutes from the 11/20/19 meeting. Motion passed unanimously.</p>
5	<p>Information <u>Current Year-To-Date Results</u></p> <ul style="list-style-type: none"> • Reviewed year-to-date revenue diversity progress with three of four revenue buckets above goal equating to overall 126% above goal for 19-20 (attachment). <p><u>Strategic and Revenue Diversity Target – FY 20-21</u></p> <ul style="list-style-type: none"> • Reviewed projected unrestricted and restricted revenue targets for FY 20-21. Ticket To Work (TTW) caseloads under goal most likely due to COVID-19 pandemic. <ul style="list-style-type: none"> ○ <u>Committee concurred on following:</u> <ul style="list-style-type: none"> – Leave over projected overall revenue target at \$1.6M – Staff to adjust targets within each revenue bucket – Staff to create a plan around unrestricted funds 	

	<p>– Research and develop innovative space; develop social-technical platform with “career passport” component that connects youth talent to employers – Mr. Sweat to sponsor this effort.</p> <p><u>Next Steps</u></p> <ul style="list-style-type: none"> • Schedule a meeting in August / September timeframe to review year-end results and review new FY targets. 	
6	<p>Other Business None offered.</p>	
7	<p>Adjournment There being no other business, the meeting was adjourned at 4:09 p.m.</p>	

Respectfully submitted,

Kaz Kasal
Executive Coordinator