



Revenue Diversity Ad Hoc Committee Meeting

**Wednesday, August 12, 2020
3:00 p.m.**

MINUTES

MEMBERS PRESENT: Eric Jackson, Glen Casel, and John Gill

MEMBERS ABSENT: Mark Brewer and Richard Sweat

STAFF PRESENT: 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 6/10/20 Revenue Diversity Ad Hoc Committee Meeting (attachment). 	<p>A motion was made by Mr. Casel and seconded by Mr. Gill to approve the minutes from the 6/10/20 meeting. Motion passed unanimously.</p>
5	<p>Information <u>FY 19-20 Year-End Results (attachment)</u></p> <ul style="list-style-type: none"> • Reviewed fiscal year 19-20 results (attachment) – which showed exceeding revenue goals in: new grant funding, public funding, and Ticket To Work, with only private funding under goal. Overall, above goal at 139%. <p><u>FY 20-21 Year-To-Date Results and New Targets</u></p> <ul style="list-style-type: none"> • Reviewed unrestricted and restricted revenue goals for FY 20-21 and FY18-19 & 19-20 comparisons (attachment), which showed significant growth except private funding remained steady (attachment). • Reviewed strategies per revenue bucket (attachment) <ul style="list-style-type: none"> ○ <u>Committee concurred on following:</u> <ul style="list-style-type: none"> – More active focus on private funding – Keep regional municipalities and grant revenues separate (as is) 	

	<ul style="list-style-type: none"> – CSCF provide Community Impact Reports – show ROI to further leverage for more funds – Expand summer youth to year-round – Business leaders in roundtable to discussion (Emerging Business Council) <ul style="list-style-type: none"> ○ to identify (listen) to their needs ○ address future climate ○ do this in small groups – maybe 5 per year ○ board members attend and/or get companies to attend these roundtable discussions – CSCF has a strong infrastructure - as we get proficient with revenue diversity, market and sell our expertise to other agencies <p>Next Steps</p> <ul style="list-style-type: none"> • Staff to provide a strategic plan with each of the 4 revenue buckets. 	
6	<p>Other Business Committee concurred to schedule next meeting for 11/4/20, 3:00 pm to 4:30 pm.</p>	
7	<p>Adjournment There being no other business, the meeting was adjourned at 3:52 p.m.</p>	

Respectfully submitted,

Kaz Kasal
Executive Coordinator