



## 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	<p><b>Welcome</b> Mr. Jackson, Committee Chair, called meeting to order at 2:05 p.m.</p>	
2	<p><b>Roll Call / Establishment of Quorum</b> Ms. Kasal reported a quorum present.</p>	
3	<p><b>Public Comment</b> None offered.</p>	
4	<p><b>Action Item</b> <u>Approval of Minutes</u></p> <ul style="list-style-type: none"> <li>Reviewed draft minutes from 6/21/22 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 6/1/22 meeting. Mr. Jackson seconded; motion passed unanimously.</b></p>
5	<p><b>Information / Discussion / Action Items</b></p> <p><u>FY 2022-23 New Goals &amp; YTD Results (attachment)</u></p> <ul style="list-style-type: none"> <li>Reviewed fiscal year 21-22 results and results through July 2022.</li> <li>Reviewed 22-23 goals, key performance metrics and outcomes.</li> </ul> <p><u>Development Approach</u></p> <ul style="list-style-type: none"> <li>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).</li> </ul> <p><u>Business Plan – General “Unrestricted” Funds</u></p> <ul style="list-style-type: none"> <li>Reviewed strategic options on new organization (for general “unrestricted” funds), which is still in discovery mode (attachment).</li> </ul>	<p><i>At next meeting, staff to bring initial data from strategies to increase Ticket To Work’s revenue and caseload.</i></p>

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

Respectfully submitted,

Kaz Kasal  
Executive Coordinator