



Board of Directors Meeting  
5:30 pm – July 19, 2017  
Grandview

Meeting called to order by Board Chair Amy Schmidt at 5:30 pm.

Present: Amy Schmidt, Mark Simcosky, Scott King, Dick Nightingale, Ron Eiman, Terri Fox, Susan Scott, George Meiners, Aaron Martin, Anne Hochstein, Delores Buffa, Cristy Carpenter, Melody Scott, Karen Flattery, Carol Sours, Scott Nightingale.

Amy read the mission statements and it was followed with a moment of reflection.

Consent Agenda:

- Amy asked for discussion of consent agenda items consisting of May 2017 minutes and May & June 2017 unaudited financials.
- No discussion. Scott moved to accept as written, Terri seconded, Amy called for vote, and motion carried.

Committee Reports:

- Finance: George provided highlights from May and June as well as a year in review. May and June resulted in a \$3,000 surplus, with May netting \$32,000 and June (\$29,000). Careers revenue is very strong due to summer work program with a June surplus of \$57,000. Unaudited, the net profit for the year is Job One, \$69,404 and Careers at \$107,409. Overall debt is down and it is likely that the Job One Careers 'loan' to Job One will be reclassified during the audit, which will remove that liability from the Job One books but will decrease the net profit for the year in careers.
- Fund Development: Karen and Mark provided a report on fund development activity. Karen explained the work that is being done to transform the website giving page on the back end, contracting with BluePay to process credit card gifts. PCI compliance is an issue that she and Samantha Wheeler are working on currently. Carol and her team will be updating and improving the giving web page. Karen reporting on the Friends of Job One campaign for 2016-17 and discussed plans for 2017-2018. Also considerable time and effort is being put into improving our materials needed to provide to potential large funders and we are reaching out to foundations around KC who are likely to be a good fit for our mission.



- Board Development: Debra Box from Support Kansas City has been engaged for a \$500 contract to help the committee set a strategy and some process for recruiting and hiring new board members.
- Careers: Anne updated the board on Careers activity. In 2017, 146 people were served. The goal for the year was 80. Several students are involved in the summer work experience program through Missouri VR and this has resulted in increased revenue for the summer months. Also, Rofique Miller, the first Employment Specialist hired by Anne has resigned and is now working for Missouri VR.
- Marketing-report in Old Business

#### Old Business

- Marketing Plan-Carol presented the comprehensive marketing plan (attached). Scott King moved and Mark Simcosky seconded for approval of the plan. The Motion carried unanimously.

#### New Business

- Delores Buffa presented a report on the Recycling Center. Due to increased labor costs, increased demand from the community (more stuff being dropped off) and flat commodities prices, the Recycling Center is struggling financially and is a drain financially on the organization. The program will likely lose about \$100,000 in 2017. Our lease at the current location ends in June of 2018 and plans are currently being developed to move the recycling operation back to the Grandview campus, which will save nearly \$10,000 monthly in rent. Of course changes and updates to the facility and grounds will be required and this will mean that we have to engage Eitas for support and approval of our plans. We have approached the City of Grandview to ask for ongoing financial support of the program since it serves the City, but they refused to help citing their own financial difficulties.
- Susan moved to adjourn, Dick seconded. Meeting adjourned at 7:10 pm.