

Revenue Diversity Ad Hoc Committee Meeting

Monday, April 2, 2018
9:00 a.m.

MINUTES

MEMBERS PRESENT: Eric Jackson, Glen Casel, and Richard Sweat

MEMBERS ABSENT: John Gill

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

Agenda Item	Topic	Action Item / Follow Up Item
1	Welcome Mr. Jackson, Committee Chair, called the meeting to order at 9:09 a.m. and welcomed those in attendance.	
2	Roll Call / Establishment of Quorum Ms. Kasal, Executive Coordinator, reported that there was a quorum present.	
3	Public Comment None offered.	
4	Approval of Minutes The Committee reviewed the minutes from the 1/17/18 Revenue Diversity Ad Hoc Committee Meeting.	A motion was made by Mr. Sweat and seconded by Mr. Jackson to approve the minutes from the 1/17/18 meeting. Motion passed unanimously.
5	Information/Discussion/Action Item <u>Ticket To Work (TTW) –Business Case</u> Mr. Alvarez, CSCF Chief Financial Officer, referred to the draft Ticket To Work business case statement (attachment) and reviewed the candidate pool and earning potential, projecting a 35% annual increase over a 5-year period. Mr. Alvarez stated the plan is to have 5 staff, one at each center, working part-time on TTW. Currently have 3 staff. The Committee discussed and provided the following feedback: <ul style="list-style-type: none">• Case statement is in good format, but need to target costs around the revenue piece.	

- Attain Board buy-in: identify how much to invest and outline the risks; also how risks are they foreseen, monitored and managed.
- Great community story (be intentional with story):
 - Convert SS claimants into productive workers, providing more purpose and meaning in their lives
 - Diversified customer base – this a harder population to serve that needs support
 - Leverage unfair business advantage with our expertise
 - Overall reduction to the tax payer
 - CSCF is positioned for this better than others
- Up to scale around this. CSCF should get credit if success with TTW increases.

Youth Program – Business Case

Mr. Alvarez referred to the draft Youth Program business case statement (attachment). Mr. Alvarez stated he will shorten this case statement; he provided more details for the purpose of Committee’s review and discussion at this meeting.

Based on Committee discussion:

Plan for PY 18-19 launch

- Identify money to earmark
- Conduct a test pilot with businesses and municipalities
- Contact the youth in CSCF’s pipeline that were declined from existing youth program due to not meeting rigid qualifications
- Go to the municipalities get them to commit if CSCF can get businesses to partake/commit.
- One FTE to case manage 35 to 40 youth for pilot
- CSCF offers enhanced support – case managing the youth
- 90-day trial - employer pays “X” amount up front and pays more during the program if youth is successful
- Continue summer youth program and pull out of summer youth to pilot

Next Steps

The Committee concurred to present TTW business case statement at the 4/12/18 Board meeting. Youth case statement needs more work and should be modeled after TTW – defer to present at the 6/21/18 Board

Staff to finalize TTW business case statement in readiness for the 4/12/18 Board Meeting. Include historical overview.

	<p>meeting. Mr. Jackson asked staff to include a historical overview / background for the Board that leads up to how these two business cases were chosen.</p> <p>Ms. Nabors stated she will confer with her leadership team on capturing “the sell.”</p> <p><u>Upcoming Meeting Date</u> Ms. Kasal to send a survey to the Committee to poll for dates in May for the next meeting.</p>	
	<p>Other Business None offered.</p>	
8	<p>Adjournment There being no other business, the meeting was adjourned at 11:55 a.m.</p>	

Respectfully submitted,

Kaz Kasal
Executive Coordinator