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Revenue Diversity & New Markets Committee Meeting

Wednesday, October 21, 2026, 3:00 p.m.

MINUTES

MEMBERS PRESENT: John Gill, Joe Battista, Mark Brewer, and Michelle Sperzel

MEMBERS ABSENT: Sharon Arroyo, Wendy Ford and Tanisha Nunn Gary

STAFF PRESENT: Marcela DeFaria, Pam Nabors, Tadar Muhammad, Melanie Markes, Vanessa Nogueira, Vince Bruno, and Kaz Kasal

Agenda Item	Topic	**Action Item** / *Follow Up Item*
1	**Welcome** • Mr. Gill, Committee Chair, called the meeting to order at 3:05 p.m.	
2	**Roll Call / Establishment of Quorum** Ms. Kasal reported a quorum present.	
3	**Public Comment** None offered.	
4	**Action Item** Approval of Minutes • Reviewed draft minutes from 3/31/26 Revenue Diversity and New Markets Committee Meeting (attachment).	**A motion was made by Mr. Brewer to approve the minutes from the 3/31/26 meeting. Mr. Battista seconded; motion passed unanimously.**
5	**Information / Discussion / Action Items** Charter - Annual Review • Reviewed Charter (attachment) and Committee concurred ok as is. FY 25-26 Results and YTD Progress (attachment) • Reviewed results from PY 2025-2026 – Achieved 88% of goal or $4.4M of $5M goal. – 100% CSCF Board giving (2nd year in a row). – Attained broader donor base. • Reviewed YTD progress for PY 2026-2027 – Update: as of 10/22/26 currently achieved 64% or $3.2 of $5M goal. – 23 of 38 CSCF Board have given this PY. – Key strategies of focus: relationship building, constant communication, understanding their goals, and CSCF presenting information and impact that makes sense to investors. Rise & Thrive Results: FY 25-26 & FY 26-27 (attachment) • Viewed a video of the 9/30/26 Rise & Thrive event. • FY 25-26 vs. FY 26-27 – Raised 80% more this year over last year – 50 more guests attended this year	.

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	Potential Impact of Amendment 3 • If amendment passes: – Severe cuts to government entities; won't have ability to provide as much to community. – Some counties could lose 80% of budget money. – Disproportionate impact on various individuals. – Local government may not have the ability to continue or newly partner/support CSCF on initiatives and existing programs. Next Steps: • Earned income will be discussion next meeting; committee and staff to bring ideas on this. Boardable Demo: Ms. Markes, Director of Business Intelligence, demonstrated Boardable, a centralized digital platform that provides Board Members with individual accounts to access meeting packets, goals, and assigned tasks. During the demonstration, Ms. Markes shared her screen and guided Board Members through the login process, navigation of the platform and accessing their information.	
7	**Other Business** • None offered.	
8	**Adjournment** There being no other business, the meeting was adjourned at 4:05 p.m.	

Respectfully submitted,

Kaz Kasal
Executive Board Coordinator