

10/21/26 REVENUE DIVERSITY & NEW MARKETS COMMITTEE MEETING AGENDA

Meeting Details Meeting Agenda Welcome Roll Call Public Comment Approval of Minutes Information/ Discussion/ Action Items Other Business Adjournment	Agenda Item #	Topic	Presenter	Action Item
	1.	Welcome	John Gill	
	2.	Roll Call / Establishment of Quorum	Kaz Kasal	
	3.	Public Comment		
	4.	Approval of Minutes A. 3/31/26 Revenue Diversity & New Markets	John Gill	X
	5.	Information / Discussion A. Meeting Objectives B. Charter – Annual Review C. Review of FY 25-26 Results and YTD Progress D. Review Rise & Thrive Results in FY 25-26 & FY 26-27 E. Earned Income Opportunities F. Potential Impact of Amendment 3 and Declining Local Government Funds Discussion G. Next Steps	Committee Review/Discussion	
	6.	Other Business		
	7.	Adjournment		



DRAFT
Revenue Diversity & New Markets Committee Meeting
Tuesday, March 31, 2026, 3:00 p.m.
MINUTES

MEMBERS PRESENT: John Gill, Wendy Ford, Tanisha Nunn Gary, and Michelle Sperzel

MEMBERS ABSENT: Sharon Arroyo, Joe Battista, and Mark Brewer

STAFF PRESENT: Marcela DeFaria, Pam Nabors, Leo Alvarez, 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 3:06 p.m.	
2	Roll Call / Establishment of Quorum Ms. Kasal reported a quorum present.	
3	Public Comment None offered.	
4	Action Item <u>Approval of Minutes</u> Reviewed draft minutes from 10/21/25 Revenue Diversity and New Markets Committee Meeting (attachment).	A motion was made by Ms. Gary to approve the minutes from the 10/21/25 meeting. Ms. Sperzel seconded; motion passed unanimously.
5	Information / Discussion / Action Items <u>Board Participation</u> - Reviewed Board Participation to date (attachment). Currently 73% of Board has contributed either monetarily or in-kind. Ms. DeFaria will reach out to the remaining board members needing to contribute. <u>Events & 30th Anniversary</u> - Reviewed the timing and planning for the 30th Anniversary campaign (see attachment). Discussed fundraising targets and how the funds could be most effectively allocated. The Committee concurred on youth-focused initiatives and directed staff to develop compelling youth impact stories. <u>Fundraising Update</u> - Reviewed year-to-date outcomes by funder and opportunities (attachment). Currently reached 82% (or \$4.1M) of annual fundraising goal of \$5M. <u>Development Strategy</u> - Reviewed a two-year revenue development plan for program years 2025-2026 and 2026-2027 (attachment). Discussed strategies of focus, the four revenue pillars (public partnerships, corporate philanthropy, sector partnerships and earned & misc. revenue), and types of partnership engagement.	

	<u>Four Ways to Engage</u> - Reviewed below four ways to engage (attachment): <u>Volunteer</u> – become a host site. <u>Hire</u> – recruit for internships, apprenticeships or full-time roles. <u>Sponsor</u> – provide financial support to workforce programs. <u>Invest</u> in larger workforce initiatives aligned to investor’s industry, talent needs and corporate impact priorities.	
7	Other Business None offered.	
8	Adjournment There being no other business, the meeting was adjourned at 3:45 p.m.	

Respectfully submitted,

Kaz Kasal
Executive Board Coordinator