



## BOARD OF DIRECTORS MEETING – MARCH 27, 2018

### **PRESENT FROM BOARD:**

Joe Warner, Steve Ammentorp, Marna Lake, Scott Coleman, Judy Thornburg, Mike Nordine, Tawny Espinoza, Rachelle Miller, Tom Motz

### **EXCUSED ABSENCE(S):**

Vicki Woods, Jim Grisier, Jeff Parker, Stephanie Keller

### **PRESENT FROM STRIVE:**

Sharon Jacksi, Mary Anne Lawrie, Chris Bergquist, Doug Sorter

<b>OVERVIEW OF MEETING</b>
The minutes from the previous Board meeting were approved.
Sharon provided state and organizational updates.
Chris provided the current financial report. The Financial Report was accepted by the Board.
Topics for the Strategic Planning Board Retreat were discussed.
Doug updated the Board on "Framing the Future's" campaign efforts.

A quorum was achieved and the meeting was called to order at 12:07 p.m. Scott Coleman presided.

### **MINUTES FROM 02/27/2018**

The Board minutes were presented and approved.

**It was M/S/P (Espinoza/Thornburg) to approve the Board minutes of 02/27/2018 as presented.**

### **CEO REPORT**

Some good news came out of the legislative session last week for the DIDD system wherein \$20 million was put into the budget for a potential 6.5% increase on certain programs. Five million is targeted for 300 new resources to individuals coming off the waitlist for comp services in addition to opening up more intensive service needs state-wide. This is geared more to the aging family caregivers that are no longer able to take care of their family members.

Closing of various group homes has helped a little bit with the staffing crisis we are currently undergoing which only leaves around 10-12 open DSP positions. Sharon further noted that this staffing shortage is occurring statewide. With that in mind, Sharon implemented mandatory overtime of one shift per week. Sharon is not anticipating this will be short term. Sharon further commented that we are attempting to recruit some of Hilltop's employees that were currently laid off from their Life Adjustment Program (LAP).

The ARC of Colorado is assisting us in potentially obtaining additional funding for the Crisis Pilot program through the Colorado Access Fund in order to keep it going for another year.

We have also submitted a grant to the Colorado Access Fund on the capital campaign for \$750K. On a suggestion from MindSprings, we are looking further into a 1% bridge loan through the Colorado Health Foundation. Doug is scheduled to talk to them on 4/13. We received \$50K from the Goodwin Foundation. We have also submitted CDBG to the City to cover the roof at the new building. Doug will provide more information during his report.

The construction on the new building should start next week. Scott commended Sharon and Rob on their due diligence in negotiating with the architect and contractor on curbing costs on the project.

Sharon referred members of the article on Alida's that appeared in the newspaper. Sharon and Doug met with the owners to discuss potential purchase and/or lease options. The owner is interested in leasing the store to us. Sharon believes this would be a good opportunity for diversifying other alternatives to generate more revenue in addition to providing employment opportunities to individuals in services. We are currently consulting with a business analyst for his perspective on if the venture would be worth pursuing.

### **FINANCIAL REPORT**

Chris provided an overview of February financials in addition to reviewing the "one-time" revenue and write off sources that affected the bottom line. Net income starts off at (\$132) less the one-timers, i.e. write offs from prior periods, building fundraising, consultant costs, leaving February net income to over (\$99K). February YTD financials reflect the net income is running a little over (\$429K) after factoring the one-timers and write offs. A decision to change payroll vendors from ADP to Paylocity was made due to the continuous lack in customer service and assistance. A question arose in what is a write-off from prior months. Chris responded that the organization recognizes revenue as it is earned so there may be duplicate billings and/or someone not found eligible then these amounts would then be considered expenses reducing the

**CAPITAL CAMPAIGN UPDATE**

The campaign has been very positive so far. After research of different grants available, the campaign has become two-fold in obtaining funding not only for the new building but also for specific programs.

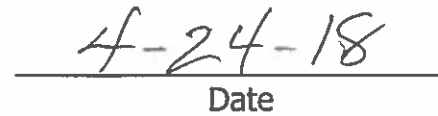
- Rocky Mountain and Kaplan have committed \$50K.
- Received information from MindSprings that they received a 1% bridge loan from Colorado Health Foundation. Doug has been in contact with them and they appear to interested in the project.
- Also submitted a grant for \$750k to the Colorado Access fund.

All in all, campaign efforts appear to be going well. Potential donors have been identified and informational packets will be sent to them. An event to "kick-off" the campaign is scheduled for April 26<sup>th</sup>, 4:30 pm-6:30 pm at the Avalon Theater. Invitations will be mailed out in the next couple of weeks.

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**It was M/S/P (Motz/Ammertorp) to adjourn the meeting at 1:29 p.m.**

  
Secretary

  
Date