Board Retreat
October 19, 2017
October 19th, 2017 Board Retreat Agenda

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Presenter</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30am – 9:00am</td>
<td><strong>Register / Check In</strong></td>
<td>Diana Hayes</td>
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<tr>
<td>9:00am – 9:15am</td>
<td><strong>Welcome – Housekeeping</strong></td>
<td>Diana Hayes, CAO / JFCAC</td>
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<tr>
<td>9:15am – 9:45am</td>
<td><strong>Why Do We Need Unrestricted Dollars?</strong></td>
<td>Jill Lombardo, CEO / JFCAC, Paulette Hensley / CPO / JFCAC</td>
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<tr>
<td>9:45am – 10:00am</td>
<td><strong>Break</strong></td>
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<tr>
<td>10:00am – 12:00pm</td>
<td><strong>Social Enterprises Questions</strong></td>
<td>Dr. Bertha Proctor, PACE / CEO</td>
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<tr>
<td>12:00pm – 1:00pm</td>
<td><strong>Working Lunch</strong></td>
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<tr>
<td>1:00pm – 1:45pm</td>
<td><strong>Strategic Planning Update</strong></td>
<td>Stephanie Kerth, CIO / JFCAC</td>
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<tr>
<td>1:45pm – 2:00pm</td>
<td><strong>Current Unrestricted Dollars From Donations</strong></td>
<td>Kristin Firle, CFO / JFCAC</td>
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<tr>
<td>2:00pm – 3:30pm</td>
<td><strong>Board Fundraising</strong></td>
<td>Diane Drollinger, CEO / NSC</td>
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<tr>
<td>3:30pm – 3:45pm</td>
<td><strong>Break</strong></td>
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<tr>
<td>3:45pm – 4:15pm</td>
<td><strong>Small Group</strong> (Board Ideas Regarding Fundraising)</td>
<td>Diane Drollinger, CEO / NSC</td>
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<td>4:15pm – 4:45pm</td>
<td><strong>Small Group Report Out</strong></td>
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<tr>
<td>4:45pm – 5:15pm</td>
<td><strong>Next Steps – Where We Go From Here</strong></td>
<td>Jill Lombardo, CEO / JFCAC</td>
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<tr>
<td>5:15pm – 6:15pm</td>
<td><strong>Dinner</strong></td>
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Community Action changes people’s lives, embodies the spirit of hope, improves communities, and makes America a better place to live. We care about the entire community, and we are dedicated to helping people help themselves and each other.
Housekeeping

- Restrooms are located in the room next to the meeting room.
- Coffee, Tea, Water and Soda will be available all day.
- Lunch will be served at noon. Soup, Salad and Sandwiches.
- Supper will be served at 5:15 in the Atrium.
Unrestricted vs Restricted Dollars

- **Unrestricted Grant** is a grant made to further the general purpose or work of an organization, rather than for a specific purpose or project.

- **Restricted Grants** is a grant that require that the funds be used in a specific way or for a specific purpose.
## JFCAC Current Revenue Sources

<table>
<thead>
<tr>
<th>Funding by Source</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Head Start</td>
<td>$4,070,467</td>
</tr>
<tr>
<td>USDA</td>
<td>$169,496</td>
</tr>
<tr>
<td>In kind</td>
<td>$1,321,204</td>
</tr>
<tr>
<td>Misc Revenue/Interest</td>
<td>$16,535</td>
</tr>
<tr>
<td>Housing Choice Voucher Program</td>
<td>$5,563,526</td>
</tr>
<tr>
<td>Mo Dept of Economic Development, Division of Energy</td>
<td>$537,611</td>
</tr>
<tr>
<td>Ameren UE</td>
<td>$128,489</td>
</tr>
<tr>
<td>Women, infants, Children</td>
<td>$569,073</td>
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<tr>
<td>Energy Crisis Intervention</td>
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<tr>
<td>Laclede</td>
<td>$43,821</td>
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<td>Community Services Block Grant</td>
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<th>Program</th>
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<tr>
<td>Head Start</td>
<td>RESTRICTED</td>
</tr>
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<td>USDA</td>
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<tr>
<td>Inkind</td>
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JFCAC’s Unrestricted Dollars

- MISC: 14,285
- CSBG: 800,319
- Total: 814,604
CSBG Current Funding Commitments

- The Building Resilience Project
- Task Force - For profit and non-profit roundtable
- Youth Empowerment Programs (YEP)
- Summer Feeding/Weekend Food Pack Program
- Housing Opportunities Providing Empowerment For Unhoused Low-income (HOPEFUL) Coalition
- Healthy Homes
- Empowerment Coaching (Educational and Employment Supports)
- Be Empowered Starting Today (BEST) Learning Opportunity (Life skills, Step Up to Leadership, Tax assistance)
So...
Why Do We Need Unrestricted Dollars Anyway?

- New Projects
- Grant Funding Cuts
- Purchase of Buildings
How Do We Increase Unrestricted Dollars?

- Social Enterprises
- Donations and Fund Raising
- Medicaid
Social Enterprises

Dr. Bertha A. Proctor, CCAP, SPHR: Leadership training and staff development are her forte stemming from advanced education in Communications, Human Resource Development, and Educational Leadership. She is a certified Senior Human Resource Professional, and also a member of CAPLAW’s national Board of Directors. Dr. Proctor has provided leadership within the Community Action Network serving as a Program Director, Executive Director/Head Start Director and is currently CEO of Pace Community Action Agency. She has served as an adjunct faculty member at local universities, serves on various boards and has conducted state and national trainings. She has also developed and implemented a variety of management systems and business initiatives.
Social Enterprises

Lori A. Williams, CCAP has dedicated her entire career to Community Action. She was introduced to the network over 35 years ago through an on-the-job training program. She attended Vincennes University and is a graduate of the National Community Action Management Academy and Executive Development Institute. She is also a Certified Pathways to Excellence Reviewer. Currently serving as Associate Director at Pace Community Action Agency, her focus is on program management and system development. She also oversees social enterprise funding streams. Lori previously held positions of Controller and Chief Operating Officer and currently serves as Treasurer for the regional Workforce Development Board.
Social Enterprises

Barbara F. Dunn O’Neal is a partner in the Chicago office of Barnes & Thornburg LLP and is a member of the firm’s Corporate Department and Associations and Foundations Practice Group. For the past 25 years, Barbara has focused her practice on representing all types of nonprofit organizations on a wide range of legal issues as well as representing organizations in the meetings, convention and trade show industries.

Barbara received her undergraduate degree from the University of Michigan and her Juris Doctorate degree from the John Marshall Law School in Chicago where she was a member of the Editorial Board of the *John Marshall Law Review*.

Barbara is a frequent speaker for organizations such as the American Society of Association Executives, the Association Forum of Chicagoland, Meeting Professionals International, and the International Association for Exhibitions and Exhibits. She is also a legal columnist in several publications including *Bottom Line Briefing* and *Meeting Mentor*. Barbara was the 2005-2006 Chair of the ASAE Legal Section Council – the first woman to serve in such a leadership role. She currently serves as President of the Academy of Hospitality Industry Attorneys.
Strategic Planning Workgroup Update

As supported by the data gathered for the most recently created Community Needs Assessment (CNA), JFCAC is focusing on ten areas for strategic growth.

Those areas are:

- Housing Expansion
- Homeless Shelter
- Entrepreneurial Opportunities
- Parent Programs
- Women’s Health
- Transportation
- Homeless Youth Program
- Education Training Center
- Mental Health Services
- Summer/After School Program
Throughout last year, we learned a lot about our Strategic Planning process, and have made some modifications to the process for this year.

Those changes include:

- Hitting the “reset” button on group composition. Each facilitator was charged with forming his/her own group
- Individual group kick-offs for this year; acclimate new members to group
- One-on-one meetings are had with the CIO and each facilitator every other month
- Implementation of a database to track the progress of each group

***PLUG***
We would love 100% Board Member participation in this process!!
Housing:

This group has landed on creating **Transitional Housing**

Transitional Housing can assist our current Housing Choice Voucher (HCV) program

Could act as a “step stone” to HCV

Idea is that customers will learn “soft skills” needed to maintain employment while in our transitional housing program

As a result of being able to maintain employment, once the customer is in the agency's HCV program, the rent amounts paid by the agency will be lower, allowing the agency to serve more people in the HCV program
Homeless Shelter:

Exploring Tiny Homes and Container Homes

Will interact with the Transitional Housing

Entrepreneurial:

Developing a “Mobile Grocery Store”

Will take WIC & SNAP

Will include prepped-box meals; spin-off of “Let’s Make Dinner”

Meeting with an organization from Metro Kansas City area (Episcopal Community Services)

Possible grant opportunity
Parent Programs:

Exploring **Court Mandated Parenting Classes**

Exploring partnering with local school districts to provide **Parent as Teachers (PAT)** services to non-Headstart children

Exploring offering **parenting classes in prisons**

Women’s Health:

Exploring **Doula Services**

Exploring **Breastfeeding Services** to non-WIC eligible customers

Exploring **Weight Management** services
Transportation:

Exploring a **Car Repair** and **Car Purchase** Program

Working with **Missouri Rural Health Association** (MRHA) to bring **Liberty Mobility** to our community

Liberty Mobility is a rural and small urban mobility service

Acts similarly to Uber and Lyft

**Except** - Liberty Mobility works with existing transportation providers in a community; there is no duplication of services

Provides advanced smartphone technology designed to work in rural areas
Homeless Youth Program:

Looking at creating drop-in “Host Families” in the community.

Teens could “drop-in” to have a hot meal, adult guidance, shower, help with homework, etc.

Similar like programs are offered in Jefferson and Franklin Counties by faith-based groups; Safekids in Franklin and Windsor Baptist Church in Jefferson.

Education/Training Center:

Looking at improving internal processes related to customer referrals; all direct client service workers providing the same information to agency customers.

Looking at training opportunities that can be provided agency customers.
Mental Health:

**Agency Medicaid** application has been submitted

Currently completing the application to the Department of Mental Health for Medicaid

National Provider Identifier (NPI) numbers have been obtained for Mental Health, WIC and Weatherization staff

Summer/After School Program:

Have developed the After School **Program Plan**

Have applied for two grants with Sunrise School District

Reaching out to other districts in both counties to explore partnership

Looking into Robotics programming
Since October 2015 (received amounts):

- $34 Amazon Smiles
- $210 escripts
- $11,500 Private Donors

JFCAC Unrestricted Dollars
Board Fund Raising

- Diane Drollinger has committed her career to supporting and leading effective community initiatives. Known for her vision, strategic acumen and practical approach to community building, Diane has built her unique skill set by working in all aspects of community practice. She has been a grant maker, nonprofit leader, board member, consultant and volunteer. She has led and supported community work in the private sector (retail, banking, insurance and cable), coordinated city-wide programs in city government (Columbus, Ohio), and used her skills to turn around and stabilize numerous non-profits and community organizations. Currently as the leader of the Network for Strong Communities, she has taken a struggling operational model and more than tripled its budget in the past four years. She accomplished this by building relevant programs and broadening its funding base. She is a sought-after thought partner, presenter and leader. Diane holds a Bachelor’s Degree (in Music) from Capital University in Columbus, Ohio.
Where Does JFCAC Go From Here?

Jefferson Franklin
COMMUNITY ACTION CORPORATION

C - CORP

Handyman LLC
Cleaning Business LLC
Mobile Grocery Store LLC
Partner’s Realizing Opportunity (PRO)
MISSION

Proclaiming Needs in Our Community
And
Proactively Bringing Partners Together
To Address Those Needs
And
Produce Solutions
And
Promote Self Sufficiency
Goals for Social Enterprise Endeavor:

- Look for Social Enterprise opportunities in our communities …
- Explore and research those opportunities …
- Open promising enterprises…
- Look for partners in our communities to open these enterprises with …
- Pair new enterprises with existing programs to continue JFCAC’s mission to end poverty and promote self sufficiency…
- Utilize profits from Social Enterprises to support other JFCAC Programs
- Utilize profits to sustain existing JFCAC Programs if funding is cut
Next Steps for Social Enterprise

- Present at next Board Meeting and obtain Board Approval to proceed
- Identify at the Board Meeting the two current JFCAC Board Members who would also like to be on PRO’s Board.
- Identify Remaining Board Members for PRO
- Begin to pull that group together to discuss opportunities and review mission and goals and name and logo and create a implementation plan …
- Have attorney simultaneously be working with JFCAC’s Executive Team and PRO’s Board and JFCAC’s Board Chair to prepare all legal entity work for PRO while also protecting the legal identity and purpose of JFCAC
- Review and approve all legal entity paperwork for PRO
- Begin endeavors under PRO
Next Steps for Board Fundraising

Let’s Talk
QUESTIONS / SUGGESTIONS