

Center For Siouxland  
Board of Directors Meeting Minutes  
September 21, 2021

IN ATTENDANCE: In-person: Alex Berenstein, Jen Gomez, Mike Horner, Tom Limoges, Larry Moser, Lori Noltze, Jonette Spurlock, Kathy Ranniger, Susan McGuire. Via Zoom: Christine Salem

EXCUSED: Erin Edlund, Pamela Ives, Nate Probasco, Becky Vallari, Angie VanOtterloo

Vice Chair Alex Berenstein **convened** the meeting at 12:05 p.m.

**Mission Minute:**

**Minutes from previous meeting** - The August 2021 BoD meeting minutes, which were distributed electronically prior to the meeting, were offered for review and discussion. There were no corrections or additions.

Larry moved to approve the minutes; second by Jen. Motion carried on voice vote of members present.

As there was no quorum at the August Board Meeting, we also approved the June meeting minutes (no BoD meeting in July). Larry moved to approve the minutes; second by Jen. Motion carried on voice vote of members present.

**August 31, 2021 Income Statements/Financial Highlights – Mike/Kathy:**

The August 31, 2021 CFS income statement and balance sheet which were distributed electronically prior to the meeting were offered for review and discussion. Also see Financial Highlights for August 31, 2021.

**CFS Balance Sheet:** Operating cash was \$28,499 in Center and \$3,129 in Bridges. Accounts payable was \$8,825.

**CFS Profit/Loss:** Total revenue for the month was \$71,799 (\$4,055 under budget). Federal support \$22,197 – still drawing down the IRS grant; have started drawing down the BW HUD grant. \$37,057 under budget for the year – part due to timing of draws, part due to HUD Housing Counseling grant behind schedule in awarding. State support \$4,526 – have drawn all of State SAF grant for BW for the year; still over budget due to partnership with Family Management. Fundraising support starting to come in - \$4,100 for the month. BW occupancy fees continue to run well below budget, but we're increasing occupancy, almost 50% occupied. CT fees are also down because our client total is down due to hard time getting referrals approved by SSA – they're not working in the office yet and it's taking a long time for them to fill vacant positions. Total expenses for the month were \$94,873 (over budget \$6,654 MTD/ under budget \$28,077 YTD). Staff salaries/benefits under budget due to being down 1 staff in the CT department and client expenses at BW. Contract labor over budget due to temp employee in CT. MTD loss of \$23,073 against a budgeted loss of \$25,673; YTD loss of (\$99,578) vs. a budgeted loss of (\$116,577).

The Board discussed the threat and potential impact of a government shutdown. It was noted that our grant draws are done electronically so they shouldn't be impacted. We also have investments we can fall back on if needed.

Mike moved to approve the financials; second by Lori. Motion carried on voice vote of members present.

As there was no quorum at the August Board Meeting, we also approved the June financials. Mike moved to approve the financials; second by Lori. Motion carried on voice vote of members present.

As there was no quorum at the August Board Meeting, we also approved the July financials. Mike moved to approve the financials; second by Lori. Motion carried on voice vote of members present.

**Fundraising Committee – Jonette, Alex:** Committee is meeting on Friday.

**Event Details:** Friday, October 8 from 6 – 10 p.m. at the Sioux City Country Club. Entertainment by Trust. Whiskey, Wine, and Brew tastings with food and dessert pairings at the beverage stations. Home Sweet Home Realty returns with a chance to purchase a beautiful house and win a wonderful housewarming gift.

Jonette, Susan, and Olivia met with the staff at the Country Club. They did a great job of presenting the food and beverage for the event. They have selected alcohol that they use/have on hand, so we will only get charged for what we use and shouldn't have a lot of "left overs."

**Tickets:** Outside ticket sales are medium. Olivia did a great job getting Pay Pal set up and working through our website. The Board Member tickets have been handed out. Please sell, sell, sell! They are \$50 each. There is no "Table" price, and unless specifically requested, there will be no "reserved" tables. We are doing a variety of high top tables and tables w/ chairs.

**Sponsorships:** Still running a little behind on sponsorships. Don't have the \$5,000 sponsor as we've have from Wells Fargo in the past.

**Home Sweet Home Realty/Housewarming Gifts:** We have decided to forgo the silent auction this year. Instead, we are hoping to sell more houses through our Home Sweet Home Realty/Housewarming Gifts. Angie has sent out an email asking all of the Board Members to provide the housewarming gifts/baskets with a minimum value of \$50. Please see that email or ask Angie for additional information. The housewarming gifts are starting to come in. We're getting a nice variety of items.

**Live Auction:** Tom will contact the travel company for trip options. This will be the only auction item!

**BW Task Force – Jonette:** The plan is still to increase the # of SRO units and serve every population – not just the homeless. We need to circle back to IFA and provide the additional information they requested in hopes of getting our LURA amended. IFA is in limbo because they have a new compliance person and they don't have a developed process for considering requests to amend the LURA. Until everything is finalized, we will continue to apply for HUD homeless program grant funds and operate as a homeless program.

#### **CFS Updates – Jonette**

**Phone System** – Electricity outage on Saturday evening fried our voicemail system. Chad from AllTel has supplied a temporary fix, but that has left us with only 2 voicemail lines. The new phone system will cost about \$10,400. It was suggested to see if it is covered by insurance due to the power surge. If not, we have also applied for the City CDBG COVID grant which should be approved by Council the first week in October.

Larry moved to proceed with ordering the phone system, second by Jen. Motion passed on voice vote of members present.

**CCC Position** – Jonette has re-hired Armando. The job at SNB wasn't for him. We've had very few applicants, and we already have quite a bit of money and time invested in Armando. In the offer agreement, his salary will remain the same as when he left and he has several conditions based on past reviews which he will be expected to meet.

#### **Other Business:**

**Olivia's Father** – passed away unexpectedly. Angie sent condolences on behalf of the Board. Olivia was very appreciative of the kind words that Angie wrote.

#### **2022 Board Nominations – Alex**

Amy Keairns and Jason Hamer have accepted positions on the Board starting in 2022. We would like 1 or 2 more 2022. Alex is going to have Matt Miller from Thompson visit with Jonette. We do not have anybody from a large employer – Tyson, Seaboard, CF, Hospitals.

**Next Regular Executive Committee/BoD Mtg.:** The Executive Committee will next meet on Tuesday, October 19, 2021, @ 11:30 a.m. at Center For Siouland in the large conference room. The full BoD will next meet on Tuesday, October 19, 2021 @ 12:00 p.m. (noon) in the large conference room.

**Adjourn** – Alex adjourned the meeting at 12:37 p.m.

# Center For Siouxland Financial Highlights August 31, 2021

## Center For Siouxland

### Balance Sheet

- Center Operating Cash \$28,499 at month end
- Bridges Operating Cash \$3,129 at month end
- Accounts Payable \$8,825; Credit Card \$1,048
- Investments –Market value \$967,825; Jun 2021 Values

### Profit & Loss Budget Performance

- Total Revenue for MTD \$71,799 is \$4,055 under bud
  - YTD \$11,078 under Budget
- Federal Support –\$22,197 vs budget \$10,884
  - IRS Grant \$2,261, Entire \$30,000 Budgeted in May
  - HUD Operating Grant of \$19,936; budget \$10,884
  - YTD Federal under budget \$37,057; timing of draws
- State Support – \$4,526 vs Bud \$3,982
  - YTD over bud, \$30k from Partnership with Family Management
  - State ESG over \$15,928; timing of draws
- Fundraising – \$4,100 this month; no budget
- Donations – \$140 MTD vs budget \$320
  - YTD under \$12,966
- Total Other Grant Revenue MTD \$9,364 vs Budget of \$25,950
  - \$15,000 budgeted for other Grants, none rec'd
- Other Revenue \$15,408 MTD vs Budget \$18,615; YTD under \$18,902
  - BRW Occupancy Fees MTD under budget \$1,790; YTD under \$13,524
  - Conservator Fees MTD under budget \$1,543; YTD under \$9,508
- Total Expenses \$94,873 MTD, Bud \$101,527; MTD under \$6,654; YTD under 28,077
  - Salaries/Benefits YTD under \$35,035; Short 1 staff position
  - Contract Labor YTD over \$11,843; due to temp employee in Client Trust
  - Audit Fees \$0 vs Budget of \$2,100 (Budgeted in Jul/Aug)
  - IT-Software/Equip YTD over Budget \$11,067; Purchase of 10 PC's
  - Client Expenses YTD under Budget \$8,386
- Net gain (loss) MTD of \$(23,073) vs bud gain (loss) \$(25,673)
- Net gain (loss) YTD of \$(99,578) vs bud gain (loss) \$(116,577)