

**WORKFORCE DEVELOPMENT
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PRO Youth and Families

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Trades Council

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RICK WYLIE – Chair
Villara Building Systems



SACRAMENTOWORKS

SACRAMENTO WORKS, INC.
Executive Committee

Date: Monday, November 16, 2020

Time: 4:00 p.m.

Location: <https://us02web.zoom.us/j/82267019978>

In response to the Governor's Executive Order N-29-20 relating to the COVID-19 Pandemic, the Sacramento Works Executive Committee is conducting this meeting on Zoom at <https://us02web.zoom.us/j/82267019978>. Members of the public may join the meeting by clicking the link above or typing the meeting address above into their web browser, or listen to the meeting by telephone by dialing (for higher quality, dial a number based on your current location): US: +1 669 900 6833 or +1 253 215 8782 or +1 346 248 7799 or +1 312 626 6799 or +1 929 205 6099 or +1 301 715 8592. Webinar ID: 822 6701 9978. International numbers available: <https://us02web.zoom.us/j/82267019978>. Members of the public are encouraged to participate in the meeting by submitting written comments by email to: Nancy.Hogan@seta.net. Any member of the public who wishes to speak directly to the board regarding any item on the agenda may contact Nancy Hogan at (916) 263-3827, or Nancy.Hogan@seta.net. Please include in your request which item you would like to participate on. Additionally, during the meeting any questions or comments may be submitted via the Q&A or chat features on Zoom. Public comments will be accepted until the adjournment of the meeting, distributed to the Executive Committee and included in the record.

Closed captioning will be available. This document and other Board meeting information may be accessed through the Internet by accessing the SETA home page: www.seta.net.

AGENDA

1. Call to Order/Roll Call
2. Approval of Minutes of the October 26, 2020 Meeting
3. Approve Recommendation to the SETA Governing Board to Fill Vacant Private Business Seat
4. Discussion of Options for Fund Development Committee
5. Update of Board Committees

6. Review of November 18, 2020 Agenda Packet

7. Adjournment

COMMITTEE MEMBERS: Lisa Clawson, Ron Ellis, David Gordon, Kathy Kossick, Dr. Jamey Nye, Rick Wylie

DISTRIBUTION DATE: MONDAY, NOVEMBER 9, 2020

SACRAMENTO WORKS, INC.

Executive Committee

Minutes

(The minutes reflect the actual progression of the meeting.)

Location: Meeting held electronically

Monday, October 26, 2020

4:00 p.m.

1. **Call to Order/Roll Call**

Mr. Wylie called the meeting to order at 4:03 p.m. The roll was called and a quorum was established.

Members Present: Lisa Clawson, Ron Ellis, Kathy Kossick, Dr. Jamey Nye, Rick Wylie

Member Absent: David Gordon

Others Present: Ron Orr, Phil Cunningham, Terri Carpenter, Roy Kim, William Walker, Julie Davis-Jaffe

2. **Approval of Minutes of the September 21, 2020 Meeting**

Moved/Wylie, second/Ellis, to approve the September 21 minutes.

Roll call vote:

Aye: 5 (Clawson, Ellis, Kossick, Nye, Wylie)

Nay: 0

Abstentions: 0

Absent: 1 (Gordon)

3. **Discussion of Options for Fund Development Committee** (Phil Cunningham)

Mr. Wylie and Mr. Cunningham have been talking and Mr. Cunningham has been doing research on the possibility of having a Fund Development Committee. Mr. Cunningham stated that he, Mr. Kim, Ms. Kossick, and Mr. Wylie discussed this document to figure out how to get the Fund Development Committee (FDC) up and running. The concept is great if we can figure out a way to do it; the funds would supplement the programs we have to be more innovative and diverse. The constraints surround the ability to use SETA staff. Mr. Cunningham suggested that the FDC be a committee of Sacramento Works, 501c3, not the Workforce Board. It needs to be operated separately.

That creates other issues about the work that goes into a campaign that will be required, but it cannot be SETA staff due to budgetary restrictions due to federal regulations. In his outline, Mr. Cunningham talked about a 3-5-member committee, the key is to develop a budget that would include funds for staff

support. He would not recommend Sacramento Works hire staff but contract it out. The person would be paid out of the funds raised. He suggests the following:

- 1) Find people to sit on this committee which is a difficult task.
- 2) Create a plan to use the money that is raised.

The real question is: are there five people that would be willing to sit on this committee and develop a campaign to raise money? The new member from the City of Sacramento, Michael Jasso, has some experience in this effort; he may be a possible FDC member. Mr. Ellis indicated his interest in participating.

Ms. Kossick stated that the dollars in Sacramento are limited and everyone is competing for the same pot. Some board members indicated they do not want to compete with service providers doing the same thing. Mr. Cunningham stated that the Youth Committee was interested and supportive of the concept; they were talking about partnering with other entities because they were concerned with not offending other people that we work with.

Mr. Wylie shared his years of experience with Volunteers of America. Their organization is similar to Sacramento Works in that most of their funds are from government funding. They had a full-time staff member that was doing fund development. They promoted donations throughout the year and had one annual breakfast event, Shelter from the Storm, to solicit businesses and philanthropists. The funds raised from this event supplemented government funding. He agrees with the concern of the Youth Committee that we do not want to do this so the partners feel like we are stealing from them. He believes there is an opportunity for the board to bring in a good amount of funds.

Mr. Cunningham suggested that invitations to join the FDC be extended to Staci Anderson and Kristen Gibbons. He also encouraged a meeting to outline a concept for a campaign.

Mr. Cunningham reviewed the possibility of utilizing SETA staff to work on the fundraising activities. Ms. Kossick stated that the SETA Governing Board would have to be informed and there may be some prohibitions.

Mr. Wylie sees two scenarios for fundraising activities:

- 1) an outsourced organization that would run ads on the radio to donate your car or whatever. People would donate their cars, the organization would run the ad, collect the car, do the paperwork, sell to a scrapper for the most dollars they could get and would give VOA half of the money. That's one way to start it; strictly on commission.
- 2) We start doing some initial fundraising requests from businesses that we think could get some money to begin the fundraising activities that then goes to seed the outside resource to do the planning of the actual fundraising.

Mr. Cunningham stated if we start this committee, set a goal, develop a budget with an administrative portion, this would be something to sell to potential donors. Come up with a campaign plan and a budget; the only way to do it is to do it.

Mr. Ellis stated that we need to have a list of things that would go for the funds such as internships, scholarships, food for hungry kids. It is important to tell stories of how the funds will be used. Ms. Kossick expressed concern that there would be enough board members that are interested that would work on this. Dr. Nye likes the idea of events but does not want to tread on the workforce development campaign. He likes the idea of having a campaign but he does not want to ask people multiple times.

Ms. Clawson likes the idea of a foundation; she does not want to participate on the committee but she can ask Kaiser to consider a donation.

Mr. Wylie suggested to perhaps get corporate sponsors for an event and educate them about what we do that is not government funded. It may be an interesting event. Perhaps turn a Future Focus event to not only hear things but make a pitch that 'we need your help to raise funds'.

Mr. Cunningham suggested to perhaps use EOC discretionary funds to get this started.

Ms. Kossick, Mr. Cunningham, and SETA Governing Board legal counsel can get together to talk. Mr. Cunningham thinks this should be done fairly quickly.

4. **Adjournment:** The meeting was adjourned at 4:56 p.m.

ITEM 3 - ACTION

APPROVE RECOMMENDATION TO THE SETA GOVERNING BOARD TO FILL VACANT PRIVATE BUSINESS SEAT

BACKGROUND:

Fourteen of the twenty-seven seats on the Sacramento Works Board are filled with Private Sector members. Recently a vacancy has occurred with the relocation of Mr. Jordan Powell, who has submitted his resignation from the Board. Ms. Amanda Taylor, who replaced Mr. Powell at the Associated General Contractors of California, has submitted her application to fill the vacant seat on the Sacramento Works Board. The application is attached.

Historically, the Sacramento Works Executive Committee has recommended the name(s) of individual applicants for appointment to the Private Business seats by the SETA Governing Board.

RECOMMENDATION:

Review the attached application and provide the SETA Governing Board the name of the applicant recommended to fill the vacant Private Business seat.