

**Southeast Enterprises Board Meeting  
August 16, 2022**

The Southeast Enterprises Board of Directors met Tuesday, August 16, 2022, in the Board Room. President Andrea Morgan called the meeting to order at 4:40 p.m. with the following Board members present: Jim Barnes, Linda Heck, Wilbur Knoles, Andrea Morgan, Martha Presser, Rob Sauve, and Shirley Wurth. Chief Executive Officer Lauren Hall and Business Development Director David Melton were present. Unable to attend were Mimi Baldinger, Joe Beaudet, and Judy Moning.

Wurth moved, seconded by Sauve, to approve the June 21, 2022, Board meeting minutes as printed. Motion approved.

CEO Hall, for Beaudet, presented the financial report, January-July 2022. She clarified Profit and Loss Statement with references to % of Budget: Total Income, \$1,363,420.30 & Gross Profit of \$1,350,731.83; Total Expenses of \$1,230,729.06; Net Operating Income of \$120,002.77; Total Other Income of \$371.26; Net Income of \$120,374.03. She presented the Balance Sheet, noting Total Bank Accounts, \$901,794.96; Total Current Assets, \$1,249,697.68; Total Assets, \$2,172,517.64; Total Liabilities and Equity, \$2,172,517.64. Barnes moved, seconded by Sauve, to approve the financial report. Motion approved.

**CEO Report**

CEO Hall presented a Brief and Business activity through the lens of a SWOT analysis. Strengths were many with an emphasis on a strong financial position. Staff challenges continue to be a weakness. Lauren gave examples of specific challenges staff face. New opportunities are presenting themselves. MASWM published a statewide article featuring David Melton and Southeast as a leader in the MMJ industry. She also distributed an updated organizational chart.

**Committee Reports**

**Executive Committee:** No report

**Governance:** Presser said that By-Laws revision would be sent to Board members.

**Board Development:** No report.

**Insurance:** No report.

**Strategic Planning:** Strategic Planning Retreat on Friday, October 7.

**External Affairs:** Barnes reported on potential Southeast Enterprises fundraiser with Special Olympics-KC on October 29 with Art Crawl in Brookside. Some Brookside businesses will host special artists and silent auction. More information forthcoming. Melton reported that Selling Chocolates fundraiser has September 9 Kick-off. He also reported on committee progress down to two potential Professional Fundraiser companies.

**Associate Services:** Lead workers are treated to quarterly luncheons.

**No Unfinished Business**

**New Business**

Zoetis is hosting a BBQ for all staff and associates at noon, September 13.

Barnes moved, seconded by Sauve, to adjourn the meeting at 5:55 p.m. Motion approved.

Respectfully submitted,

  
Shirley Wurth, Secretary