

Southeast Enterprises Board Meeting
June 20, 2023

The Southeast Enterprises Board of Directors met Tuesday, June 20, 2023, in the Conference Room. Vice Chair Rob Sauve called the meeting to order at 4:30 p.m., with the following Board members present: Mimi Baldinger, Joe Beaudet (via zoom), Linda Heck, Wilbur Knoles, Judy Moning, Martha Presser, Rob Sauve, and Shirley Wurth. Unable to attend was Andrea Morgan. Chief Executive Officer Lauren Hall, Development Director David Melton, and Program Coordinator Breanna Knapp were present.

Shirley Wurth moved, seconded by Martha Presser, to approve the April 18, 2023, Board meeting minutes as printed. Motion approved.

Denise McNernay, Founder & Chief Strategy Officer of Consultant Group, presented via zoom a summary of Southeast Enterprises Strategic Plan, 2024-2026. She and CEO Hall clarified the Mission-Driven Initiative and Supporting Initiatives with Goals, Key Performance Indicators, and Tactics as printed and distributed.

Treasurer Joe Beaudet presented the financial report, 2023 Financials May YTD. Highlights of P & L are as follows: Total income, \$1,071,816.82 (40% of annual budget); Gross profit, \$1,046,937.34 (40% of annual budget). Total expenses, \$964,494.08 (36% of annual budget); Net income of \$83,477.89. The Balance Sheet noted the following assets: Bank accounts of \$1,128,036.18; Accounts receivable, \$253,407.54; Total current assets, \$1,402,173.60; Fixed assets \$101,269.93; Total assets of \$2,354,190.44. Total liabilities, \$75,434.32; Total equity, \$2,278,756.12; Total liabilities and equity, \$2,354,190.44. Presser moved, seconded by Moning, to approve the financial report. Motion approved.

CEO Report

CEO Hall distributed Report which included Trade Revenue Concerns, Revenue and Associate Opportunity Growth, and AR collections, as well important dates which included SE Family Picnic, June 30; SOMO Fundraiser, July 22; SE Night at the K (Royals), September 1; "Picture Me Perfect" Annual Crawl, October 15; and SE Christmas Party, December 1.

Program Coordinator Brenna Knapp presented extensive update on vocational classes offered associates on-site through the Occupational Therapy Department at KU with

interns and Dr. Lacy Wright, Clinical Assistant Professor. Assessment of classes is continually monitored.

Committee Reports

Executive Committee: No report

Governance: Chair Presser asked Board members to complete and return Board Performance Review.

Board Development: Reported ongoing work.

Insurance: Chair Heck reported that all insurance renewal information is being gathered and quotes are being returned.

External Affairs: David Melton, Interim Chair, reported that chocolate sales went well with profit of \$4,082 which brings the 3-year total to \$11,799.

Government Relations: No report

Security, Building & Capital Improvement, Equipment Acquisitions: CEO Hall reported on the new chairs and tables and the need for more technology.

Associate Services: Chair Baldinger plans on reinstating the smaller associate group input concept which Moring used.

No Unfinished Business

New Business

Copies of Proposed A-6 Sick Time and A-4 Vehicle Driving policies were distributed for consideration by the Board.

Presser moved, seconded by Baldinger, to adjourn the meeting at 6:22 p.m. Motion approved.

Respectfully submitted,

Shirley Wurth

Shirley Wurth, Secretary