

## **Southeast Enterprises Board Meeting**

**October 17, 2023**

The Southeast Enterprises Board of Directors met Tuesday, October 17, 2023, in the Conference Room. Chair Andrea Morgan called the meeting to order at 4:35 p.m., with the following Board members present: Mimi Baldinger, Joe Beaudet, Linda Heck, Wilbur Knoles, Judy Moning, Andrea Morgan (via zoom), Martha Presser (via zoom), Rob Sauve, and Shirley Wurth. Chief Executive Officer Lauren Hall and Development Director David Melton were present.

Sauve moved, seconded by Moning, to approve the August 15, 2023, Board meeting minutes as printed. Motion approved.

Treasurer Joe Beaudet presented the January -September 2023 Financials. Highlights of P & L were as follows: Total income, \$1,862,159.99 (69% of annual budget); Gross profit, \$1,828,477.76 (69% of annual budget); Total expenses, \$1,682,824.36 (63% of annual budget); Net income of \$149,151.89. The Balance Sheet noted the following assets: Bank accounts of \$1,122,252.49; Accounts receivable, \$270,235.66; Total current assets, \$1,423,072.21; Fixed assets, \$138,322.50; Other Assets, \$851,348.55; Total assets of \$2,412,743.26; Total liabilities, \$70,313.14; Total equity, \$2,342,430.12; Total liabilities and equity, \$2,412,743.26. Wurth moved, seconded by Sauve, to approve the financial report. Motion approved.

### **CEO Report**

CEO Hall presented information regarding Building on Firm Foundation: 2022 Stats, including Strategic Plan through 2026; Core Enterprise Packaging & Assembly; Vocational Training and Development handled by Occupational Therapy Program with KU interns; ATM Transitional Services, with future plans. She included a graph showing sources of income for the Workshop: DESE, eitas, Business Revenue. Also discussed was the eitas Funding Application for Calendar Year 2024. Dates to remember: October 31, Halloween Costume Contest; December 1, Holiday Party at Faulkner Ranch; and December 15, Directors & Staff Annual Party @ Main Event in Independence.

### **Committee Reports**

**Executive Committee:** No report.

**Governance:** Chair Presser reminded members of documents to be signed.

**Board Development:** CEO Hall shared that two bios of potential members are being considered.

**Insurance:** Chair Heck reported there is only a 4.9% increase in premiums for same coverage next year.

**Strategic Planning:** Chair Morgan reported plan is in place & will be emailed to members.

**External Affairs:** Melton, Interim Chair, shared about an associate who accompanied him was quite helpful in explaining about Southeast Enterprises at the Expo for Nonprofits at Leadership Lee's Summit, a Chamber program for future leaders. He announced that Guidestar which is an information service for nonprofits has awarded Southeast with the Platinum Seal, their highest honor. He reported on the success of Art Crawl in Brookside on October 15. Income of \$13,370 which is \$665. higher than last year. He & Lauren thanked new sponsors and spoke to the message getting broader coverage this year via media services.

**Government Relations:** CEO Hall shared that small gains in both state and federal connections about sheltered workshops as employment choice.

**Security, Building & Capital Improvement, Equipment Acquisitions:** No report.

**Associate Services:** Reporting for Chair Baldinger, CEO Hall explained how during Disability Employment Awareness Month in October, associates have been treated to lunch, lanyards, Halloween Party among other appreciation gestures.

**No Unfinished Business**

**New Business**

Sauve moved, seconded by Beaudet, to approve the eitas Funding Application Not-for-Profit Organizations, Calendar Year 2024, of \$1,068,544.00. Motion approved.

Moning moved, seconded by Heck, to adjourn the meeting at 5:36 p.m. Motion approved.

Respectfully submitted,

Shirley Wurth, Secretary