



CHILDREN'S
SERVICES
FUND
OF JACKSON COUNTY

Board of Directors Meeting Minutes

Penntower
3100 Broadway, Suite 130, Kansas City, MO 64111
Thursday, August 18, 2022 – 2:30 p.m.

Board Members Present:

Ann Mesle (Chair)
Jessica Ramirez (Vice Chair)
Brian Kaberline (Secretary)
Amy Harris (Treasurer)
Justice Horn
Judy Morgan
Ajia Morris

Guests, Affiliations:

Nancy Atwater, PFH
Brandi Bair, Hope House
Jim Giles, University Health
Cheryle Costabile, KVC
Merideth Rose, Cornerstones of Care

Board Members Absent:

Jovanna Rohs

Staff Present:

Rob Whitten (Executive Director)
Seth Baker
Katherine Rivard
Sue Richter
Moji Shogbamimu

- I. Call to Order Ann Mesle
The Children's Services Fund of Jackson County (CSF) meeting was called to order at 2:34 p.m.

- II. Roll Call and Guest Introductions Ann Mesle
Roll call of board members was taken and guests were welcomed and invited to introduce themselves.

- III. Review and Approval of Meeting Minutes Ann Mesle
 Dir. Mesle called for a motion or changes to the board meeting minutes circulated in the board packet. Upon hearing none the following motions were made.
 A motion was made to approve the June 23, 2022 meeting minutes as presented.
 First: Brian Kaberline Second: Ajia Morris Motion: Approved
 Aye: 7 Opposition: 0
- A motion was made to approve the July 28, 2022 meeting minutes as presented.
 First: Judy Morgan Second: Justice Horn Motion: Approved
 Aye: 7 Opposition: 0
- IV. Review and Approval of Proposed Agenda Ann Mesle
 No changes were requested to the agenda circulated prior to the meeting.
- V. Re-Authorization of Sales Tax Rob Whitten
- A. Ballot Placement Language
 Reauthorization ballot language, recently approved by the Jackson County Legislature for the November ballot, was shared with meeting attendees. It will appear as question one on the ballot, supporting the campaign slogan of "Keep Kids First." In response to a comment from Dir. Ramirez regarding how easy the language was to understand, Mr. Whitten stated that the language was intentional in its purpose to be concise and clear.
- B. Campaign Budget & Fundraising
1. Budget
 The original campaign budget was estimated at \$650k, however with ballot placement by the Legislature what will be needed for the campaign has been reduced. The following planned expenditures for the actual campaign were shared:
 Direct Mail - \$200k
 Digital - \$50k
 Fieldwork - \$45k
 Printing - \$11k
 Staff - \$45k
 Dir. Horn expressed interest in volunteering to assist with the upcoming fieldwork.
2. Fundraising
 Against a budget of \$485,796 the following was reported:
 Contributions - \$127,000 has been raised from sixteen partners.
 Pledges - \$122,500
 In-Kind Donations - \$10,000
 Remaining to be raised - \$226,296
 The fundraising for the campaign has been challenging due to the impacts of COVID. Many organizations have indicated they cannot do what they have done during the previous campaign effort.

3. Additional CSF Campaign Support

Mr. Whitten recommended that to support the campaign fundraising efforts consideration be given to provide additional CSF support in the amount of approximately \$89,562. This would provide funding for the direct mail at \$44,465 and the continued engagement of Public Progress at \$45,000, leaving the campaign still to raise \$136,764.

Mr. Whitten reminded that since inception CSF has raised \$600k in interest against sales tax proceeds. It is only from this interest income would funding to support this recommendation be used.

Dir. Mesle and Mr. Whitten also offered that while CSF cannot take a position candidate or race, legal counsel has advised that because the passage of this issue ensures that CSF is here to do the work, there is more latitude in what CSF can fund.

Dir. Horn questioned if it was anticipated that this amount would be enough. Mr. Whitten responded that he believed it was.

A motion was made that the CSF Board of Directors approved a commitment to Jackson County 4 Kids up to \$89,562 consistent with statutory rights and applicable laws.

First: Justice Horn
Aye: 7

Second: Judy Morgan
Opposition: 0

Motion: Approved

C. Campaign Activities

Coalition meeting frequency is increasing. An upcoming meeting scheduled on August 24, 2022 will include the following topics:

- filling out the speakers' bureau
- field work
- volunteers to work the polls

VI. Investing in Children

Moji Shogbamimu

A. Financial Report – June/July 2022

A review of the financials circulated in the board packet was completed with the following highlights:

- Tax Revenue
July - \$1.6M
June - \$1.3M
YTD tax revenue was reported at \$9.2M which was 67% of budget.
- Interest Revenue
July - \$6k
June - \$7k
- Core Funding-
Quarterly reimbursement to partners in July - \$909k
Monthly reimbursement to partners in June - \$328k
- Strategic Initiatives
Technology Grant Reimbursement to partners in July - \$75k
Technology Grant Reimbursement to partners in June - \$112k

- Tax Revenue – YTD Comparison
Tax revenue for 2022 was reported at \$9.2M for YTD. When comparing the first seven months of previous years this exceeded all prior years. It is anticipated that the current budgeted revenue of \$13,750 will be exceeded.
- Operating & Overhead
No atypical expenses in operating and overhead were reported. Anticipated budget variances for 2022 were reported in both the Partner Support for COVID relief and the Professional Contract for campaign related expense categories.
- Financial Position

Assets		\$17,607,229
-Cash	\$11,607,229	
-Investments	\$ 6,000,000	
Liabilities		
-2022	\$10,036.197	
-2023	\$ 2,615,798	
Net Assets		\$ 4,955,234

It was also noted that current investments mature September 2022. A recent investment of \$7.5M in three \$2.5M term repurchase agreements was made on August 17, 2022. These agreements will mature incrementally at 12, 15 and 18 months. Total interest generated by this investment on maturity will be approximately \$247,767.

B. Potential Future Funding Scenarios Rob Whitten

As follow-up to the Special Board Meeting in July the resulting funding scenarios for consideration was brought forward:

- Core Funding – The primary funding mechanism for partner support
- Capacity Funding – Investments that "raise the tide"
- Collaboration Funding – Investments that incentivize collaboration

In response to a question by Dir. Horn regarding continued funding of larger partners versus funding for smaller start-up partners, Mr. Whitten responded that it would be possible to designate part of core funding for the smaller entities and design an application process that could help smaller organizations. Dir. Mesle and Dir. Morris reminded that a significant percentage of those larger organizations have nowhere else to go, with the majority operating at a deficit.

Mr. Whitten asked for consensus that this would be the direction CSF would take should reauthorization be successful, understanding that approval by the Board to further define and determine funding amounts would be required. There was no opposition expressed for this approach.

C. Transfer of Contracts Between Organizations

Two organizations have approached CSF about transferring their current contracts to other organizations. One of the transfer organizations is a currently funded partner, with the second organization not funded by CSF. Also, in consideration of future multi-year funding opportunities CSF should anticipate an increase in this type of request. Mr. Whitten would like to move forward with due diligence on these potential transfers, including performing the eligibility process for the currently unfunded organization. Any change to these contracts would require board action and approval. There was no opposition voiced to this approach.

VII. Strengthening Partners

A. Partner Engagement

Seth Baker

Program Officers reported on-boarding new partners as the academic year contracts became effective on July 1, 2022. End of year and mid-year reports that were due July 15, 2022 are in the review process by Program and Finance Officers. CSF Program Officers will soon be scheduling fall site visits with partners.

B. Clinical Capacity Building

Katherine Rivard

A meeting was held with Park University to discuss the development of a relationship to increase the number of MSW, LCSW level students. The program's intent is to focus on adult students with employment-based practicums. Park University agreed to put a proposal together for CSF consideration.

This effort supports the CSF framework around capacity building for partners in the areas of recruitment and retention of staff. Dir. Horn asked if other surrounding CSF organizations (i.e., Clay) would be willing to partner on the funding of these scholarships. In response Mr. Whitten stated that Health Forward has expressed some partner interest. It would also be the intent by CSF to help address the staffing needs here in Jackson County.

VIII. Honoring Community

Ajia Morris

Community Impact Framework (External Affairs)

A virtual meeting of the External Affairs Committee was held on July 20, 2022. At that meeting a draft framework, crafted from partner feedback listening sessions, Alana Muller and CSF staff was shared. Two of the community framework statements were intended to be driven by partners, with the third being driven by CSF. Another series of partner convenings in September will craft the metrics that will support these statements as well as discussions with other regional funders for feedback.

Dir. Horn shared that the City Council, led by Councilperson Robinson, has directed the City Manager to start a hotline for youth in crisis. This effort is being youth-led and Dir. Horn was unsure of next steps but felt this might fit under a community framework which included prevention.

- IX. Optimizing Organization
- A. Internal Affairs Committee Update Jessica Ramirez
 Dir. Ramirez shared that the next Internal Affairs Committee meeting is scheduled for September 9, 2022. Upcoming action items for this committee will include the review and revision of CSF bylaws and the creation of a reserve policy. Both will come before the full board for approval.
- As a follow-up to the audit discussion the following procedures are being implemented to further address the segregation of duties:
1. Monthly bank reconciliations will now be sent to the board treasurer for review and approval.
 2. Additional sign-off by the board chair or board treasurer will now be required as part of the ACH payment process.
- B. Looking Ahead to 2023 Rob Whitten
 At the request of the board chair, and assuming reauthorization efforts are successful the following outline has been developed for 2023:
- December/January – Lock staffing plan, begin search for new office space
 - March/April – Begin hiring, relocate
 - Board Action – Request to extend current calendar contracts by one year (2024 with small increase allowed)
 - April – Open letter of intent for any organization not currently funded under calendar year to request a one-year award
 - July – access to capacity and collaboration funds
 - Fall 2023 – Split academic and calendar year funding into two separate cycles. Open RFP for academic funding for 2024/2025 and 2025/2026 school years.
 - Spring 2024 – Open RFP for calendar year funding for 2025 and beyond
- X. New Business Ann Mesle
 Dir. Mesle called for any new business. No new business was brought forward.
- XI. Board Chair Comments Ann Mesle
 Dir. Mesle shared that during the July 28, 2022 special session there was great discussion regarding the future work for CSF. She thanked Dir. Kaberline for his contribution on this effort. Dir. Mesle also noted that there was no action taken during the closed session portion; it was only a consensus discussion regarding the Executive Director's performance evaluation.
- XII. Director and Guest Comments Ann Mesle
 Hope House – Brandi Bair
 Ms. Bair asked if the clinical scholarship effort under discussion would include support through licensure as there are costs associated with that. Mr. Whitten indicated although a part of the recent conversation with Park University, he did not have an answer to that question right now.

Cornerstones of Care – Merideth Rose

Ms. Rose expressed excitement about the framework, particularly around capacity building. She feels there is a great opportunity for a regional summit to have a day-long conversation about cross-functional issues and opportunities. She observed this would then complement the collaboration effort of CSF. Dir. Mesle asked which entities would be the best to put this together? Ms. Rose offered that it would be great for CSF to head this effort perhaps in collaboration with another organization such as MARC or the Missouri Coalition for Children.

XIII. Adjournment

The meeting was adjourned at 4:07 p.m.

Respectfully submitted: Sue Richter



Brian Kaberline, Secretary

Next Meeting: September 15, 2022 - 2:30-4:30 p.m.