

Winona ORC Industries
Board of Directors Meeting
Minutes of January 22, 2017 Meeting 4:30 PM

Directors Present: Bob Peterson (Chair), Marie Kovecsi, Jim Vrchota, Ellen Smith, John Milek, Bill Reinarts, Steve Volkman, Kevin O'Reilly, Deb McClellan and Ron Wenzel

Directors Absent: Maggie Modjeski

Employees Present: Heidi Smith

Call to order by the Chair.

1. Review of Agenda: The Chair inquired if there were any issues or additions with the proposed agenda. None were voiced. Motion made by Jim V. to approve the agenda, seconded by Bill R. Motion carried.

2. January meeting minutes approval. The Chair inquired if there were any issues or corrections with January meeting minutes. No issues, disagreements or corrections were voiced; therefore, the minutes were approved.

3. January finance committee report and approval: Ellen reported that for the month of January there was a net loss of \$11,354, which was better than the budgeted loss of \$14,379. Ellen detailed certain revenue and accounts receivable categories stated in the financial report. A corporate expense request was submitted in the amount of \$13,200 to acquire a software upgrade for Traverse. Heidi commented that this Traverse software is currently being utilized by WORC, but the upgrade will allow the WORC staff to fill gaps and transition away from the Vertex software. Motion made by Ron W. to approve the corporate expense to upgrade the Traverse software, seconded by Bill R. Motion carried. The January finance committee report was approved.


4. Board Informational-Legislation and ORC-Part 1 –Mapping the Path
Notwithstanding technical difficulties, Heidi S. presented the Board with a general overview of the various programs and explained the various funding issues or challenges impacting these programs. A 'map' of the programs was distributed to the members and Heidi addressed each program, identified staff leadership and commented on the funding components for each program. The program 'map' was separated into three categories: i) programs within building, ii) programs in community and iii) rehab services. The map provided a more in-depth understanding of the various services offered under each category, as well as a guide to the terminology used and how the services connect with the revenues received by the ORC from the government for each program. Heidi S. further explained how the new WIOA model is impacting the services provided under each of the program categories. Also, Heidi updated the members on the current status of clients regarding their decisions to seek competitive employment and how these

determinations impact job coach positions within the organization. Finally, Heidi provided members with an overview of the annualized sales/revenues generated for each of the three program categories and the respective agency funds received by each program category, as expressed as a percentage of total dollars generated or received by ORC.

5. Executive Director Report: No questions were submitted to the Executive Director regarding her 2/22/2017 report.
6. Questions for the Committee Chairs: No questions were presented to Committee Chairs regarding their posted reports.
7. AOB: No further business was raised.
8. Action items: None presented
9. Adjourn: Motion was made by Bob P. to adjourn, seconded by Jim V. Motion carried.

Next Meeting: March 27, 2017

Respectfully Submitted,


John J. Milek
Secretary