

Winona ORC Industries
Board of Directors Meeting
Minutes of October 23, 2017 Meeting 4:30 PM

Directors Present: Marie Kovecsi, Deb McClellan, Maggie Modjeski, John Milek, Kevin O'Reilly, Bill Reinarts, Ellen Smith, Steve Volkman, Jim Vrchota and Ron Wenzel

Directors Absent: Bob Peterson,

Employees Present: Heidi Smith
Advisor: Blane Krogh

Call to order by the Chair, Kevin O'Reilly (4:33 p.m.)

1. Review of Agenda: The Chair inquired if there were any issues or additions with the proposed agenda. No corrections were noted. Motion was made by Jim V. to approve the agenda, seconded by Ron W. Motion carried.

2. Review and Approval of Minutes (September 25, 2017 meeting): The Chair inquired if there were any issues or corrections with the September meeting minutes. Jim V. made a motion to approve the minutes. Seconded by Bill R. Motion carried.

3. Finance Committee Report-Review and Approval of Financials (August-September 2017): Ellen S. reported a year to date net profit of \$110,430 as of September 30, 2017. Also, it was noted that a new compressor will need to be purchased in the near future and the WORC has already budgeted and allocated funds for this equipment. The new compressor will be used as a back-up to the compressor that was acquired over the summer, due to the unexpected failure of the previous unit. Additionally, the WORC conducted a review of its 403(b) Plan and reevaluated potential administrators of this Plan. MetLife, the current administrator, along with Winona National Bank and Trust Point were evaluated. In connection with the evaluation, the WORC decided to appoint Winona National Bank as the Plan administrator. A motion was made by Jim V. to approve the appointment of Winona National Bank as the 403(b) Plan administrator for the WORC. Motion seconded by Bill R. Ellen S abstained from the vote. Motion carried.

A motion was made by Deb M. to approve the Finance Committee Report. Seconded by Marie K. Motion carried.

4. Executive Director Report: Heidi S. provided the Board with a 'Board mid-month report dated 10/23/17. She provided an overview of the report that included programming, personnel, sales, fund development and various updates. She commented on the new Community Job Development position that has been filled and recent

promotions from within at WORC. A discussion ensued regarding the need for Job Coaches and challenges with recruiting candidates to fill these positions. An overview was provided by Heidi related to recruiting efforts the WORC has been undertaking and various board members shared ideas and suggestions to assist with these efforts. Heidi is continuing to explore ideas and options with local agencies, such as DAC, to achieve operating efficiencies. Also, an update was provided regarding the garden program that was displaced over the summer due to renovations to the parking lot, but the garden will be redesigned and improved for next year. She commented on recent sales bids that have occurred, but again restated the challenges associated with needing additional job coaches to accommodate these arrangements. A discussion occurred regarding the status of the Starlight Stoll and Heidi provided an update. Additionally, she noted from the report that the WORC DHS 245D license has been reviewed and no fines were assessed and only suggestions for improvement were expressed during this review. Heidi further commented on legislative updates and various financial and administrative updates impacting WORC. Finally, she is working on the Annual Report and will have it available for Board review on or before the Board Annual Meeting.

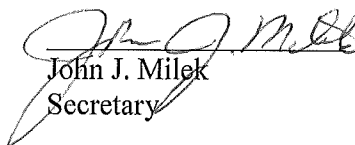
5. Old Business: None discussed.

6. New Business: A grant request from the Slaggie Family Foundation was submitted to the WORC. Ellen S. made a motion to approve the grant request from the Slaggie Family Foundation. Motion seconded by Marie K. Motion carried.

7. Adjourn: Motion was made by Jim V to adjourn. Motion carried.

Next Meeting (Annual Board Meeting): December 4, 2017

Respectfully Submitted,


John J. Milek
Secretary