

BOARD OF DIRECTORS MEETING
AGENDA PACKET

OCTOBER 13, 2022



AGENDA

Board of Directors Meeting
Wednesday, October 13th, 2022
8:30 a.m.
3111 E. Tahquitz Canyon Way
Palm Springs, CA 92262

1. Call to Order
2. Board Member Attendance
3. Approval of September 21st , 2022 Minutes
4. Executive Committee Report – Deborah McGarrey
a] Recommend FY 2022-23 Budget Approval
5. Adjourn to Board Retreat Session

Next Meeting:
Wednesday, November 16th, 2022
TBD
8:00 a.m.

BOARD OF DIRECTORS ROSTER



Investor Agency/Organization	Representative(s)	Jul 20	Dark	Sep 21	Oct 13	NOV 16	Dec 14	Jan 18	Feb 15	Mar 15	Apr 19	May 17	Jun 21
Agua Caliente Band of Cahuilla Indians	Todd Hooks	EXC		EXC									
Charter Communications/Spectrum	Sandra Cuellar	EXC		EXC									
City of Cathedral City	Mark Carnevale/Ernesto Guitierrez	EXC		X									
City of Desert Hot Springs	Roger Nunez/Russell Betts	EXC		X									
City of Indian Wells	Greg Sanders	X		X									
City of Indio	Oscar Ortiz/Elaine Holmes	X		X									
City of Palm Desert	Jan Harnik/Gina Nestande	X		X									
City of Palm Springs	Lisa Middleton/Grace Garner	EXC		X									
City of Rancho Mirage	Ted Weill/Charles Townsend	X		X									
College of the Desert	Dr. Christina Tafoya	X		X									
Desert Care Network	Gary Honts	X		X									
Eisenhower Medical Center	Ken Wheat	EXC		X									
GCVCC	Diana Soto	EXC		EXC									
Gulf California Broadcasting/KESQ	Jerry Upham	X		X									
Hunter Johnsen	Chris Hunter	X		X									
LifeStream	Dr. Rick Axelrod	X		EXC									
Oliphant Enterprises	Richard Oliphant	EXC		X									
Osborne Rincon	Lee Osborne	EXC		X									
Pacific Western Bank	Tracy Tremblay	EXC		X									
Palm Springs Life	Paulina Larson	EXC		X									
Riverside County EDA	Joaquin Tijerina/Bob Wright	X		X									
Southern California Edison	Jeremy Goldman	X		X									
Southern California Gas Co.	Deborah McGarrey	X		X									
Sunrise Company	Phil Smith	EXC		X									
The Desert Sun	Tom Niva	X		X									
University of California, Riverside	Tamara Hedges/Agam Patel	X		X									
US Bank	Alan Brimmer	EXC		X									
Wells Fargo Bank	Moises Aguirre/Amanda Kramer	EXC		X									
Honorary Board Members													
CSUSB	Dr. Jake Zhu	EXC		EXC									

**BOARD OF DIRECTORS MEETING
SEPTEMBER 21ST, 2022
8:00 AM
VIA ZOOM AND IN PERSON
RANCHO MIRAGE CITY HALL
69825 HIGHWAY 111
RANCHO MIRAGE**

Call to Order

The meeting was called to order at 8:05 am by Board Chair, Deborah McGarrey.

Also Present

Joe Wallace	Ian Vos
Laura James	Rebecca Martinez
Lesa Bodnar	Ana Hernandez
David Robinson	

Welcome and Roll Call

Chair Deborah McGarrey welcomed the board and attendance was noted.

Presentation – Ana Hernandez, COD Work Experience Instructor

Ana shared her program with the board and how it could work with their businesses. Q&A and discussion followed.

Minutes

On a motion by Jan Harnik, seconded by Roger Nunez, the minutes of the July 20th, 2022 were approved as presented....all in favor, with one abstention by Cathedral City.

Executive Committee

Deborah McGarrey noted that the Executive Committee met and discussed the upcoming board retreat. Operations and financials were reviewed and discussed – all in good order. The Executive Committee reviewed and approved the FY2022-23 budget at their meeting and is recommending approval to the board. The board requested that they review the budget for approval at their next meeting. On a motion by Dick Oliphant, seconded by Jan Harnik, it was recommended that operations continue to use the budget that was previously approved for use by the Executive Committee for the next month till the board can review and approve the proposed budget...all in favor.

Business Services/Marketing and Communications Report

Laura James gave an update on the activities of the Business Services team – the full report is included in the packet. She also reviewed the Marketing and Communications activity for the last couple of months.

CEO Report

Joe Wallace gave an overview of CVEP organizational activities – the full report is included in the packet.

Member Updates

Grace Garner provided an update on internship programs at PS High School – students were shown opportunities that are available. Oscar Ortiz advised that the Indio City Council would be reviewing cannabis ordinances, reprogramming of CBDG funds and new development approvals. Deborah McGarrey thanked everyone for their blood donations and their responsiveness to the shortages. Jan Harnik noted that the roundtables are reflecting the need for soft skills. She then thanked Oscar Ortiz for stepping up to serve on the SCAG board.

Adjournment

There being no further business, the meeting was adjourned at 9:10 a.m.

Proposed FY 2022-2023 Budget
CVEP



Revenue Source	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
Public Support													
Cathedral City	\$25,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$25,000
La Quinta	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Rancho Mirage	\$10,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000
Palm Springs	\$125,000	\$-	\$-	\$50,000	\$-	\$-	\$50,000	\$-	\$-	\$50,000	\$-	\$-	\$275,000
Palm Desert	\$93,750	\$-	\$-	\$43,750	\$-	\$-	\$64,750	\$-	\$-	\$43,750	\$21,000	\$-	\$267,000
Desert Hot Springs	\$10,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000
Indio	\$25,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$25,000
Riverside County	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000	\$-	\$-	\$-	\$10,000
Indian Wells	\$10,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000
Coachella	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
IEGO	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
College of the Desert	\$10,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000
Total Public Support	\$308,750	\$-	\$-	\$93,750	\$-	\$-	\$114,750	\$-	\$10,000	\$93,750	\$21,000	\$-	\$642,000
Healthcare Related													
Lifestream	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000	\$-	\$-	\$-	\$-	\$10,000
Eisenhower	\$3,750	\$-	\$-	\$3,750	\$-	\$-	\$3,750	\$-	\$-	\$3,750	\$-	\$-	\$15,000
Desert Care Network	\$-	\$15,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$15,000
Massage Envy	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Desert Oasis	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
TBD	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Total Healthcare Sector	\$3,750	\$15,000	\$-	\$3,750	\$-	\$-	\$3,750	\$10,000	\$-	\$3,750	\$-	\$-	\$40,000
Banking Sector													
Rabobank	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Union Bank	\$-	\$-	\$-	\$-	\$-	\$-	\$15,000	\$-	\$-	\$-	\$-	\$-	\$15,000
Bank of America	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
US Bank	\$25,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$25,000
Synchrony Financial	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Wells Fargo	\$25,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$25,000
BBVA Compass	\$-	\$5,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$5,000
Pacific Western Bank	\$15,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$15,000
Pacific Premier Bank	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Chase	\$1,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$1,000
Total Banking Support	\$66,000	\$5,000	\$-	\$-	\$-	\$-	\$15,000	\$-	\$-	\$-	\$-	\$-	\$86,000
Private Entity Support													
Charter	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$15,000	\$-	\$-	\$-	\$15,000
KESQ	\$-	\$-	\$-	\$-	\$-	\$-	\$5,000	\$-	\$-	\$-	\$-	\$-	\$5,000
Sunrise	\$10,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000
CVB	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Glorius Land Co.	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Gannett Foundation	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Sunline	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
WalMart	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Agua Caliente	\$-	\$-	\$-	\$10,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000
IID	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Gas Company	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$5,000	\$-	\$-	\$5,000
SoCal Edison	\$15,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$15,000
Gelson's	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
New Sponsorships	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$24,000
Kiner	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
USDA	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Osborne-Rincon	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$5,000	\$5,000	\$-	\$10,000
PPP Loan Forgivness	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
P1CV	\$-	\$2,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$2,000
Total Private Support	\$27,000	\$4,000	\$2,000	\$12,000	\$2,000	\$2,000	\$7,000	\$2,000	\$17,000	\$12,000	\$7,000	\$2,000	\$96,000



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
Other													
Summit Income	\$-	\$25,000	\$40,000	\$35,000	\$50,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$150,000
Self Generated	\$19,150	\$19,150	\$19,150	\$27,150	\$27,150	\$27,150	\$27,150	\$27,150	\$27,150	\$27,150	\$27,150	\$27,150	\$301,800
Total Revenue	\$424,650	\$68,150	\$61,150	\$171,650	\$79,150	\$29,150	\$167,650	\$39,150	\$54,150	\$136,650	\$55,150	\$29,150	\$1,315,800
Expenditures													
Adv. & Mktg.													
Outreach/Marketing	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$52,200
Summit/Events	\$-	\$-	\$25,000	\$25,000	\$25,000	\$25,000	\$-	\$-	\$-	\$-	\$-	\$-	\$100,000
Total Adv. & Mktg.	\$4,350	\$4,350	\$29,350	\$29,350	\$29,350	\$29,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$4,350	\$152,200
Staffing Resources													
Salaries & Wages	\$48,795	\$48,795	\$65,297	\$48,795	\$48,795	\$65,297	\$49,180	\$49,180	\$65,798	\$49,180	\$49,180	\$65,798	\$654,090
Benefits	\$3,020	\$3,020	\$3,020	\$3,020	\$3,020	\$3,020	\$3,042	\$3,042	\$3,042	\$3,042	\$3,042	\$3,042	\$36,372
Total Staffing	\$51,815	\$51,815	\$68,317	\$51,815	\$51,815	\$68,317	\$52,222	\$52,222	\$68,840	\$52,222	\$52,222	\$68,840	\$690,462
Professional & Legal													
Professional Fees	\$5,850	\$5,850	\$5,850	\$11,150	\$5,850	\$5,850	\$11,150	\$5,850	\$5,850	\$5,850	\$5,850	\$5,850	\$80,800
Legal Fees	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Total Prof. & Legal	\$5,850	\$5,850	\$5,850	\$11,150	\$5,850	\$5,850	\$11,150	\$5,850	\$5,850	\$5,850	\$5,850	\$5,850	\$80,800
Administrative													
Office Expense	\$8,655	\$8,655	\$8,655	\$8,655	\$8,655	\$8,655	\$8,655	\$8,655	\$8,655	\$8,655	\$8,655	\$8,655	\$103,860
Travel Expense	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
Events (non-Summit)	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400
Rent	\$10,625	\$10,625	\$10,625	\$10,625	\$10,625	\$10,625	\$10,625	\$10,625	\$10,625	\$10,625	\$10,625	\$10,625	\$127,500
Utilities	\$9,060	\$9,060	\$8,560	\$8,060	\$6,060	\$5,060	\$5,060	\$5,060	\$5,060	\$6,060	\$7,560	\$8,560	\$83,220
Total Admin Expense	\$28,640	\$28,640	\$28,140	\$27,640	\$25,640	\$24,640	\$24,640	\$24,640	\$24,640	\$25,640	\$27,140	\$28,140	\$318,180
Client Revenue													
Bad Debt	\$3,100	\$3,100	\$3,100	\$3,100	\$3,100	\$3,100	\$3,100	\$3,100	\$3,100	\$3,100	\$3,100	\$3,100	\$37,200
Total Expenditures	\$93,755	\$93,755	\$134,757	\$123,055	\$115,755	\$131,257	\$95,462	\$90,162	\$106,780	\$91,162	\$92,662	\$110,280	\$1,278,842
Rev - Expenditures	\$330,895	\$(25,605)	\$(73,607)	\$48,595	\$(36,605)	\$(102,107)	\$72,188	\$(51,012)	\$(52,630)	\$45,488	\$(37,512)	\$(81,130)	\$36,958
Cumulative Rev - Exp	\$330,895	\$305,290	\$231,683	\$280,278	\$243,673	\$141,566	\$213,754	\$162,742	\$110,112	\$155,600	\$118,088	\$36,958	
Beg of FY Balance	\$452,116												
Balance/AR EOM	\$783,011	\$757,406	\$683,799	\$732,394	\$695,789	\$593,682	\$665,870	\$614,858	\$562,228	\$607,716	\$570,204	\$489,074	
EIDL Loan Payments	0	0	0	0	0	\$1,331	\$1,331	\$1,331	\$1,331	\$1,331	\$1,331	\$1,331	\$1,331
Cash/AR Balance EOM	\$783,011	\$757,406	\$683,799	\$732,394	\$695,789	\$592,351	\$664,539	\$613,527	\$560,897	\$606,385	\$568,873	\$487,743	

EMERGENCY

THE 18TH ANNUAL GREATER PALM SPRINGS SUMMIT

MONDAY, OCTOBER 31, 2022

8:00 AM – 9:00 AM REGISTRATION | PRE-EVENT NETWORKING | BREAKFAST

9:00 AM – 11:00 AM PROGRAM | ECONOMIC REPORT & FORECAST

POST-EVENT NETWORKING

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