

1 **GREATER LOS ANGELES AGENCY ON DEAFNESS, INC.**
2 **Executive Agency Board of Directors**
3 **Wednesday, February 22, 2012**
4 **MINUTES**
5

6 **President Schultz called the meeting to order at 7:22 p.m. A quorum was present.**
7

8 **I. ROLL CALL**
9

10 Board Members Present:

11 Stephen Schultz-President, Mark Jones-Vice President, John Arce-Treasurer, Fred Lovitch-Secretary,
12 Robert Sidansky, Robert Sutton,
13

14 Absent:

15 Barbie Gomez, Jonathan Weiss, Modela Kurzset, David Kurs,
16

17 Visitors:

18 None
19

20 Staff Present:

21 Dr. Patricia Hughes
22 Jennifer Olson
23

24 Interpreters:

25 Norman Galapin and Melina Gaglioti
26

27 Recording Secretary:

28 Jainah Ranger
29

30 **II. APPROVAL OF MINUTES: Meeting of February 1, 2012**

31 Page 1, line 12, add "Barbie Gomez" under "Board Members Present"

32 Page 2, line 7, add "Schultz gave the Treasurer's Report due to Arce being absent from the board meeting"

33 Page 5, line 25, add "Schultz gave the Finance Committee Report due to Arce being absent from the board
34 meeting"

35 Lovitch moves to accept the minutes as corrected. Sutton seconded. **MSC.**
36

37 **III. OFFICER'S REPORTS**

38 President's Report:

39 Schultz stated that he appreciated board members arriving on time and he would like to finish the meeting
40 by 9pm.
41

42 Vice President's Report:

43 No Report
44

45 Treasurer's Report:

46 Arce referred to the power point. There was no Financial Committee Meeting today. The handout of
47 Controller's Report as of today's date was given to the finance committee with the following information -
48 Overall cash position today for DAHC, GLAD and LifeSigns is \$1,543,102.
49 Overall accounts receivable balance is \$1,145,134 which comprised of GLAD balance of \$538,091 and
50 LifeSigns balance of \$607,043.

1 Financial reports as of 1/31/12 was given to the finance committee presented by our controller with the
2 following information Consolidated profit and loss for year to date (seven months ending 1/31/12) shows
3 a loss of \$(24,636) as compared to a loss of \$(32,080) a year ago.
4 Consolidated year to date revenues as of 1/31/12 was \$3,477,274 which is \$78,349 less than prior year.
5 GLAD's 1/31/12 net loss was \$(50,066) as compared to prior year net loss of \$(47,784).
6 LifeSigns's 1/31/12 net income was \$47,278 as compared to prior year net income of \$25,715.
7 DAHC's 1/31/12 net loss was \$(21,848) as compared to prior year net loss of \$(10,011).

8
9 Secretary's Report:
10 Lovitch asked the board to please inform him if they know if anyone that is interested in joining the board.
11 The board discussed needing more diversity on the board.

12 13 **IV. CEO'S REPORT**

14 Hughes report that we are using a new broker to check into health insurance packages for GLAD.
15 We can only apply for grants from private foundations every 3-4 years. Some foundations do not allow
16 organizations to re apply for funding for two or three years in between funding periods.
17 It will be a short report as we had our meeting three weeks ago. It is with my pleasure to announce that we
18 have been awarded \$150,000 from the Weingart Foundation to replace the funds we lost. I got the word
19 this afternoon. We will work out details next week After I get the official letter from them.

20 . It will mean that we will be able to bring back some programs we lost due to decrease in funding.
21 GLAD had a staff meeting today from 9 am to 3 pm. It was great and we will have another meeting in
22 May. We had our Sexual Harassment training for all staff given by an attorney. Then we broke up in
23 groups by departments for further in house trainings. The advocates were trained on what to do if angry
24 clients come in with a gun or a weapon. It is also a great opportunity for staff from all of our offices to
25 mingle.

26 *Human Resources*

27 We have a total of 71 employees as of today. There are two job openings which are Job
28 Developer/Interpreter for the Pacoima EDD office and a Staff interpreter for LA.

29 *LifeSigns (LS)*

30 Number of Filled Interpreter Requests	871
31 Cancellations	117
32 No Interpreter Available	36
33 Emergency	212

34 We will be adding an Interpreter position for the Kern County based in Bakersfield in the very near future.

35 *Human Services*

36 We are seeing an increase of consumers who are now homeless or staying with friends or shelters in the
37 Kern County. The city of Bakersfield has minimal resources available, especially in the area of Alcoholics
38 Anonymous and Substance Abuse for consumers with no interpreters at their meetings. Bakersfield is also
39 short on interpreters.

40 We have been working with consumers locating their records from schools so they could have the proof
41 that they had schooling in order to receive services, communicating with the court system to dismiss some
42 orders due to communication issues, assisting consumers in translating driver's education manual in
43 American Sign Language. LifeSigns will have a legal workshop on Feb 24th for staff and freelance
44 interpreters.

45 *EDD*

46 We are seeing some consumers returning back to receive placement services due to being laid off from
47 seasonal jobs during holidays. We managed to make 20 job placements during the month of January.

48 *Health Education*

49 Our case management shows a great need to be continued. We had 20 unduplicated consumers in a seven
50 month period. The number of appointments with duplicated consumers are 133. We are seeking funds to

1 continue this program as funding will expire in June. We are looking into maybe having a program for
 2 how to dealing with being overweight . Schultz suggested a cancer program.
 3 *Public Relations*
 4 *Filming*
 5 More film companies are interested in our facility for filming. We have several agents that handle the
 6 interesting parties. We had our first facility rental booking through CAST Locations. We will also sign up
 7 with EastWest Locations since we are non-exclusive. House of Blues (HOB) will be on September 30th in
 8 the evening as it will be a night club. It is nice because it is our 10th year anniversary and we are able to
 9 have the entire day for set-up to avoid similar incidents last year. Last year we were late because there
 10 was another event before us and they had to clean up the place.
 11 We have posted a save the date to our e-News/website and currently working on the event banner for our
 12 home page. We are waiting to confirm a meeting date with Ken Paves. We are working on sponsorship
 13 levels and will have them ready to promote in March.
 14 .

15 SIGNin the Street is the name of the upcoming event at Downtown Disney that will occur March 17th thru
 16 18th. SWIS (See What I'm Saying) has chosen GLAD to be the beneficiary of a percentage of ticket sales
 17 for the weekend's film sales. SWIS will be hosting a pre-screening on Tuesday, Feb 21st for Disney
 18 executives and Cast members.

19 I will be going to Sacramento on February 28th to meet with the staff from the Office of Deaf Access
 20 (ODA) in the Department of Social Services to discuss the budget modification policy, future of ODA, and
 21 RFP in the fall. All of us from 8 agencies will be present at the meeting in the morning then we will have
 22 our meeting in the afternoon following the morning discussions. GLAD, OC, TRI, and CODIE has a new
 23 contract monitor working on our contracts so it will be an opportunity to meet her, too.

24 Here are the stats that I should have added to my report. It will show that by using social media, more
 25 people are learning about us and our activities. I got numerous vp calls, emails, and letters about
 26 CNN.com from people who rely on captions sharing their frustrations with CNN and other media for not
 27 having captions and being happy that we are taking the lead.

28 *February V-logs*

29 Dr. Patty's CNN-	3,074
30 Emory Dively-	764
31 <i>Past V-log views</i>	
32 CNN/DCARA-	515
33 World AIDS Day-	541
34 AIDSWalk-	402
35 The GLAD community-	477
36 Black Deaf History-	1127
37 Luau Party Night-	463
38 Deaf Women's Day-	556
39 Mr. Deaf CA/HOB-	2,025
40 Annex Demolition-	380
41 Children's Holiday Celebration-	562
42 Visual Communications	
43 Grand opening-	1,109
44 <i>February e-News</i>	
45 2,536 recipients	
46 <i>Website</i>	
47 <i>Feb. 1- 20, 2012</i>	
48 2,170 people visited this site	
49 2,170 Unique Visitors	

1 7,914 Page views
2 00:02:55 Average Time on Site
3 60.31% % New
4 *Twitter*
5 90 following
6 *Facebook*
7 1,860 fans

8 Hughes encouraged the board to add GLAD on board members' Facebook pages since it is a good way to
9 advertise.

10 Schultz would like GLAD staff to take pictures of what GLAD needs to repair on the GLAD property in
11 order to solicit for donations. Hughes explained that after GLAD is completed with the HUD repairs then
12 staff will be able to take pictures. Schultz would like the pictures taken as soon as the HUD repairs are
13 completed.

14

15 **V. SUBSIDIARY REPORTS**

16 LIFESIGNS Chair Report:

17 Arce reported that the board met on January 20th and discussed the amount owed to LifeSigns in the AR
18 accounts, and the effort to include more board members. Mathis is contacting prospective board members.
19 Mathis is cleaning up the LifeSigns minutes. There will be a legal workshop on February 24th for staff and
20 freelance interpreters here at GLAD.

21

22 DAHC Chair Report:

23 Hughes reported that we had an HUD inspection on January 17th. The GLAD building manager is doing
24 repairs that the HUD inspector found during the inspection that need to be repaired such as clearing debris
25 from the roof, put padlocks on all electric panels on the roof, and install a lock on the gate to the stairs
26 from the roof. We had to put back door closer arms to its original positions in each unit. We already had
27 the roof repaired last Monday damaged last November from the Santa Ana winds. All units are occupied.
28 We are waiting for the van from Ford that we were able to get due to a generous donation for \$44,000 from
29 The Ahmanson Foundation.

30

31 CODIE Report:

32 No Report

33

34 TRI COUNTY Report:

35 Sidansky reported that the Johnny Rockets fundraiser on February 10th had a good turn out and that Tri
36 GLAD would like to have the event annually but the Johnny Rockets manager would like to have it
37 monthly. The board is considering the managers request. Johnny Rocket donated 15% of their sales to Tri
38 GLAD. It was a fun to socialize with everyone that attended. Tri was considering doing a fundraiser at the
39 Elks Lodge in March but it was too complicated so TRI board decided not to do it

40

41 OC-DEAF Report:

42 Jones reported that the board met on February 3rd. The board discussed how the office looks and they
43 would like to replace the carpet, repaint and add cubicles. The board would like to improve how the office
44 looks and the new Director Amy Grindrod is making plans. February 25th 5pm-7pm at Round Table Pizza
45 OCDEAF will have a fundraiser. Round Table Pizza will donate a percentage of the sales to OCDEAF.
46 This could be a monthly event. Grindrod is working on the website.

47

48 **VI. COMMITTEE REPORTS**

49 Finance Committee Report:

1 Arce reported that he filled out paperwork for City National Bank (CNB) regarding LifeSigns becoming a
2 guarantor for GLAD’s line of credit. Mathis will need to sign it as well. This is an annual form that the LS
3 board has to fill out. The Finance Committee did not meet today. The next meeting will be March 28th at
4 4:30pm.

5
6 Governance Committee:
7 No Report

8
9 Nominations Committee:
10 No Report

11
12 Personnel Committee:
13 No Report

14
15 **VII. UNFINISHED BUSINESS**

- 16 A. *Annex Lot*-The board agreed to keep the annex lot under Unfinished Business under adhoc
17 committee.
- 18 B. *Memorial Guidelines*-The board agreed to keep the Memorial Guidelines under Unfinished
19 Business under adhoc committee.
- 20 C. *Prop 63* – The board agreed to keep the Prop 63 under Unfinished Business under adhoc
21 committee. Arce would like to receive updates on Prop 63 from Hughes at each board meeting.
22 Hughes stated if the funds for Prop 63 are still there due to budget cuts. If the State does not add
23 any services for the deaf community then Hughes would like to take action to pursue it.
- 24 D. *Five Year Plan* -The board agreed to keep the Five Year Plan under Unfinished Business under
25 adhoc committee.

26
27 **VIII. NEW BUSINESS**

28 None

29
30 **IX. PUBLIC INPUT**

31 None

32
33 **X. ANNOUNCEMENTS**

34 Jones announced that on March 17th and the 18th there will be an event at Downtown Disney called
35 Signing in the Streets. All of the cast from Switched at Birth will be there. The Hammer film and
36 See What I am Saying film will be showing as well. The cast for both of these films will be there.
37 There will be several deaf performers. CJ Jones, Linda Bove, and other actors are partnering with
38 Disney for this event. GLAD is one of community partners with Disney.
39 GLAD and Disney are hosting this event. Disney will have their deaf employees working at this
40 event, too. It will be a fun weekend.

41
42 **XI. ADJOURNMENT**

43 Meeting adjourned 9:03pm. The next Board Meeting will be held at March 28, 2012 at 7pm .

44
45 _____
46 Fred Lovitch
47 Board Secretary