

1 **GREATER LOS ANGELES AGENCY ON DEAFNESS, INC.**  
2 **Executive Agency Board of Directors**  
3 **Wednesday, February 23, 2011**  
4 **MINUTES**  
5

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

8 **I. ROLL CALL**  
9

10 Board Members Present:

11 Stephen Schultz-President, John Arce-Treasurer, Fred Lovitch-Secretary, Robert Sidansky, Jonathan  
12 Weiss, Mark Jones, David Kurs  
13

14 Absent:

15 Etta Stecker-Vice President, Robert Sutton, Modela Kurzet  
16

17 Visitors:

18 None  
19

20 Staff Present:

21 Dr. Patricia Hughes  
22

23 Interpreters:

24 Norman Galapin  
25

26 Recording Secretary:

27 Jainah Ranger  
28

29 **II. APPROVAL OF MINUTES: Meeting of January 26, 2011**

30 Page 2, line 34, revise “We cannot transfer from AgencTrak1000 (AGT) to QuickBooks” to “We cannot  
31 transfer information from AgencTRAK1000 (AGT) to QuickBooks”

32 Page 3, line 31-33, revise “They agreed to provide 3-5 brown grocery bags full of dry, cold, freeze, and  
33 bread based on family size and income only by referral by BGLAD office” to “They agreed to provide 3-5  
34 brown grocery bags full of bread, dry and frozen foods based on family size and income only by referral by  
35 B-GLAD office”

36 Page 3, line 48, revise “were” to “was”

37 Kurs moves to approve the minutes with corrections. Weiss seconds. **MSC.**  
38

39 **III. OFFICER’S REPORTS**

40 President’s Report:

41 Sent via email. As your president, I’ve been privileged to do follow up discussions on several areas with  
42 your CEO. Among those subjects we’ve already heard about at the last meeting. In summary, our CEO  
43 has several difficult tasks to manage simultaneously. Hopefully, our esteemed CEO can overcome those  
44 extremely time sensitive challenges set before her.

45 The Teen Pregnancy Program (TPP) is our CEO’s biggest community impact challenge as it continues to  
46 be greatly needed along with huge dollar impact on GLAD’s operating budget that remains in danger of  
47 being lost. No less are the finalization of all contractual agreements being coordinated with an  
48 architectural and demolition firms on one side and the City on the other relating to the demolition of the  
49 annex. Request for Proposals (RFPs), grant applications, contract revisions, LifeSigns and House of Blues  
50 are the other high priority items on the list. All of which seem to have overlapping deadlines on short

1 notices.  
2 Even though these tasks are difficult our CEO fully understands her responsibilities and all those duties are  
3 being managed within her capabilities or delegated. We must give her continued support and maintain  
4 agency-wide morale.  
5 Next Tuesday, GLAD will give a tour to the CEO of Cathedral Center, a non-profit facility in Cathedral  
6 City and to discuss a MOU partnership with CODIE and DSF-PS for use of the center's facilities on a once  
7 or twice-a-month basis to provide satellite services to the desert deaf communities through CODIE. The  
8 impetus for a partnership is to improve the potential for partnership grants to provide services.  
9 Please continue to review GLAD's Five-Year plan as we must dutifully address and meet each goal in a  
10 timely manner. Aside of my goals as president to form a foundation group with the first goal to support a  
11 five million dollar fund raising campaign for the new annex replacement, I expect to ask the foundation  
12 group's efforts to go beyond and burn GLAD's mortgages as well as to build up an endowment fund large  
13 enough to provide perpetual support for GLAD's overall operations.  
14 Schultz inquired if Lovitch has any update for new board nominees. Lovitch will follow up with Hithe-  
15 Hultgren.  
16 Kurs will send the President's letter for the Annual Report 2010 (Kurs was President during this time) to  
17 Hughes after he makes a few revisions. The See What I'm Saying DVD launch was in an online enews.  
18 We need more publicity like this. Kurzet attended the See What I'm Saying DVD launch last February  
19 20<sup>th</sup>.  
20 Schultz asked board members to stay after the meeting as there will be a closed session.

21  
22 Vice President's Report:

23 No Report

24  
25 Treasurer's Report:

26 The handout of Controller's Report as of today's date was given to the finance committee with the  
27 following information -

- 28  
29 • Overall cash position today for DAHC, GLAD and LifeSigns is \$601,509.  
30 • Overall accounts receivable balance is \$1,085,461 which comprised of GLAD balance of \$354,409  
31 and LifeSigns balance of \$731,052.  
32 • Overall accounts payable is \$13,129.  
33

34 Consolidated profit and loss for year to date (seven months ending 1/31/11) shows a loss of \$(32,080) as  
35 compared to a income of \$169,004 a year ago.

- 36  
37 • Consolidated year to date revenues as of 1/31/11 was \$3,555,623 which is \$184,213 less than prior  
38 year.  
39 • GLAD's 1/31/11 net loss was \$(47,784) as compared to prior year net income of \$88,521.  
40 • LifeSigns's 1/31/11 net income was \$25,715 as compared to prior year net income of \$96,975.  
41 • DAHC's 1/31/11 net loss was \$(10,011) as compared to prior year net loss of \$(16,492).  
42

43 Secretary's Report:

44 Lovitch will contact Hithe-Hultgren to get the files for potential board members. Hughes mentioned we  
45 will be putting the old minutes into a fire proof filing cabinet.  
46

47  
48 **IV. CEO'S REPORT**

49 IT will be a short report as February is a short month but it goes by too fast, too.

1 *LIFESIGNS*  
2 Filled Requests: 739  
3 Cancellations: 94  
4 NIA 19  
5 Emergency 175  
6 NIA Emergency 0

7  
8 *Human Resources*

9 As of February 18th, we have 70 employees. We have 6 openings. Four are with EDD (Job  
10 Developer/Interpreter).

11 *Public Relations*

12 Claustrophobia Movie Night fundraiser

13 Saturday, March 12th at 8:30 pm. Tickets are on sale now. During the premier the Courtyard Marriott  
14 Monrovia will present GLAD a check for \$2,500 for its 4th quarter fundraising (October 2010-December  
15 2010).

16 *See What I'm Saying DVD Launch*

17 GLAD was presented with the \$5,000 contribution for our Domestic Violence services at the Red Carpet  
18 Gala last Sunday, February 20<sup>th</sup> at the See What I'm Saying DVD launch.

19 *Houses of Blues:*

20 Confirmed for June 5th 6 pm to 10 pm

21 We are working on securing title sponsorships

22 Ken Paves confirmed to host.

23 Marlee Matlin, Eva Longoria, Fabian Sanchez, Sean Forbes to participate (awaiting more details). We are  
24 working close with Ken Paves. We are also developing event timeline for benefit extravaganza. EBay  
25 auction is being discussed to be launched at the House of Blues. Maybe the cost of tickets will be \$125-  
26 \$150 that will include drink tickets. There will be an open bar. It will be a night club like atmosphere.  
27 There will only be a few chairs scattered around HOB and waiters will be serving food.

28 Another new fundraiser: Purse fundraiser campaign – Social Butterfly campaign with Flutters, Inc. (\$60.00  
29 each/100% proceeds to GLAD)

30 The designer will let us know when the campaign will launch.

31 *Annual Report 09-10*

32 David Kurs and I owe letters.

33 Our goal is to distribute the annual reports at HOB.

34 *Annex*

35 As our President Schultz mentioned the issues we have with the Annex Project, it is time. Today we had a  
36 Preconstruction Conference with Marco Molina from Interior Demolition and Joe Varda from Heery to  
37 clarify everyone's roles for the demolition. Tomorrow we will have a Labor Compliance Preconstruction  
38 Conference with Ed Erie and Marco Molina. Ed Erie, from the City, will be conducting this meeting.  
39 After this conference we will be able to proceed. One suggestion is that we will sell bricks and tiles for a  
40 fundraiser for the new building.

41 *Health Services*

42 We are facing challenges in being qualified for CCG and IE grants. CCG changed the criteria for  
43 eligibility by using "hot spots" (high birth rate). The changes made it almost impossible for GLAD to  
44 reapply, thus, we are in the process of suing the Department of Public Health, Office of Family Planning.  
45 We found some parents that were willing participate in the lawsuit. We will sue the Department of Public  
46 Health, Office of Family Planning if we do not hear back from them by March 6<sup>th</sup>.

47 It is hard to believe that tomorrow will be my 8th year with GLAD. Thank you all for being there for me  
48 and for the causes we serve and work on. The board congratulated Hughes on being CEO for 8 years.

49

1 **V. SUBSIDIARY REPORTS**

2 LIFESIGNS Chair Report:

3 No Report

4

5 DAHC Chair Report:

6 Hughes reported that in one apartment we are replacing the current carpet with fire resistant carpet.

7

8 CODIE Report:

9 Kurzet sent her report via email to board members.

10

11 TRI COUNTY Report:

12 No Report

13

14 OC-DEAF Report:

15 Jones mentioned that Deaf Awareness Day is March 5<sup>th</sup>. Jones will be working on March 5<sup>th</sup> at  
16 Disneyland. We will have another Deaf Awareness Day September 17<sup>th</sup> at Knotts Berry Farm. It will be a  
17 little cheaper than the Disneyland event. OCDEAF is now on Face Book.

18

19 **VI. COMMITTEE REPORTS**

20 Finance Committee Report:

21 No Report. Schultz mentioned that we had discussed myself, Kurs, Hughes and Arce starting a foundation  
22 group.

23

24 Governance Committee:

25 No Report

26

27 Nominations Committee:

28 Schultz stated we need to look for strong individuals to recruit for board members. Lovitch mentioned that  
29 if the board knows of anyone interested in joining the board please let him know.

30

31 Personnel Committee:

32 Hughes reported the new staff handbook is paperless and she went over it with GLAD staff at the last staff  
33 meeting. Staff only printed the signature page and sent it to Fetterman at LA GLAD.

34

35 Fundraising Committee:

36 No Report

37

38 **VII. UNFINISHED BUSINESS**

39 Hughes said the Five Year Plan will be finished next month. Hughes would like Jones and Kurs to be  
40 involved with the Five Year Plan.

41

42 **VIII. NEW BUSINESS**

43 Hughes reported that GLAD will no longer participate with co-hosting Deaf Awareness Day at Magic  
44 Mountain with WRAD. WRAD will be the only sponsor for this event.

45

46 **IX. PUBLIC INPUT**

47 None

48

49 **X. ANNOUNCEMENTS**

50 Sidansky encourages the board to go to CSUN's Sign and Run Sunday, March 20, 2011, 8am-2pm. The

1 Barbara Boyd memorial service is March 13<sup>th</sup> at CSUN Northridge Center from 1:30pm to 4:00pm.  
2 Pinocchio, a DeafWest production, will start this Friday, February 25<sup>th</sup>. Schultz reported the DSF Gala  
3 was a success.

4

5 **XI. ADJOURNMENT**

6 Arce moved to close the board meeting. Sidansky seconded. **MSC.**

7 Meeting adjourned 8:27pm. The next Board Meeting will be held Wednesday, March 30, 2011 at 7pm .

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10 Fred Lovitch  
11 Board Secretary

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