

1 **GREATER LOS ANGELES AGENCY ON DEAFNESS, INC.**  
2 **Executive Agency Board of Directors**  
3 **Wednesday, March 27<sup>th</sup>, 2024**  
4 **MINUTES**

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6 **Ron Herbold called the meeting to order at 6:30 PM. A quorum was present.**

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8 **I. ROLL CALL**

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10 Board Members Present:

11 Ron Herbold – President, Karen Bowman, Stacey Woods, Modela Kurzet, Jennifer Choi, Heather Hower,  
12 Mitch Kurs, Scott Hostetler, Jeff Jackson. Sharon Wilson.

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15 Absent: D’yann Crosby

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17 Visitors:

18 Danny Lacey

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20 Staff Present:

21 Patricia Hughes, Ph.D.

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23 Interpreter:

24 Teamed – Barbara Mathis and Jason Distelrath

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26 Minutes Recorded by:

27 Viviana Hawkins

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29 **II. APPROVAL OF Jan Minutes: Mitch motions to accept minutes. Scott seconds that motion.**

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31 **III. Danny Lacey of Kramer Wealth Managers Introduction, to Discuss Investment Options.**

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33 - Dr. Hughes introduces Danny Lacey from Kramer Wealth, a Deaf owned investment consulting  
34 company, used by GLAD that the board voted in many years ago.  
35 - Danny informs the board that their T-Bill investment will mature this April on the 18<sup>th</sup>, which is next  
36 month.  
37 - Danny asks the board what they want to do with that money and what their goals are. He lets the  
38 board know they have options such as putting back into a T-bill or the money market where the  
39 dividend is about 5%. There is a short-term bond option as well that will give a little more than 5%.  
40 - He explains the difference between the T-bill investment and the money market investment.  
41 - Danny explains both options more in depth.  
42 - Mitch asks about T-Notes and Danny discusses that in detail.  
43 - Danny recommends taking a conservative approach and keeping it in a shorter term for the  
44 investment, as that is easier to work with.  
45 - Danny will communicate with Dr. Hughes closer to April 18<sup>th</sup> to see what things look like and then  
46 go from there.

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49 **IV. OFFICER’S REPORTS**

50 President’s Report:

- Danny Lacey will advise us on options to renew our Treasury bill certificate at the beginning of the meeting.
- I am pleased with the independent audit letter and report of our finances. It looked very good. Mitch will cover these further details in his report.
- The agency submitted RFA to state CDSS (CA Department of Social Services) for the funding of our services in the next cycle starting July.
- Thank you for your speedy response on a short notice. We needed the board authorization for LifeSigns to pursue a contract with the City of Los Angeles.
- The Finance and Personnel committees were on emails lately discussing CEO compensation. We will go into executive (closed) session of 10 minutes.
- We are looking forward to our agency's 55<sup>th</sup> anniversary plans. Jennifer will share the details.
- Email accounts have been established for Board President and Vice President. We are still looking for ways for the board to have the online file storage for our use. The issue is that we do not want to have access to staff's files. Scott is looking into this.
- We have yet to summarize our Five-Year Plan. I have been overwhelmed the last couple of months with other things. We have the meeting notes and I need help from some of you for the editing.
- Board Officers: Elections will happen in April. I have some ideas. The chart showing who's up for reelection or completed their term. Modela and Karen will be leaving the board as their terms expired. Thank you both for your services. Stacey will be leaving at the end of this year. Mitch and D'yann are up for re-elections.
  - Secretary position is vacant. Daryl Crouse resigned from this position and as well as from the board.
  - Treasurer position is still vacant

Vice President's Report:

No report

Treasurer's Report:

No Report

Secretary's Report:

No report

**V. CEO's REPORT**

- Dr. Hughes presents the Revenue by Funding Source chart and Consolidated Financial Information to the board. It contains all the investment information, as well.
- Dr. Hughes suggests that the finance committee come up with what they want to do with the investments.
- Mitch asks about the due date of the retrofitting for the GLAD building. Dr. Hughes explains there are three dates, from the city, to complete the retrofitting project. The plan due date is 2025. The work must be done in 25 years from when the letter went out. GLAD is already talking with the city of LA for possible financial assistance.
- The estimated cost is 4.5 million dollars as of last year.
- Glad will host a big mental health called event, Love Yourself, on May 11<sup>th</sup>. A grant was awarded to GLAD to host the event.
- GLAD has partnered with Deaf Nation for the Deaf Nation Expo on May 4<sup>th</sup>. We are one of the sponsors of that event.
- GLAD has an LA Clippers event coming up.

- We have some workshops in person and on a live feed. The most successful was our IHSS workshop, which is for recipients and providers. We had 70 in attendance plus the live feed on Facebook. There were over 3,549 views after the live feed on Facebook.
- GLAD submitted four proposals to CA Department of Social Services (CDSS) to continue providing services.
- GLAD is involved with SIFF (Sign Light International Film Festival) led by CJ Jones with his committee. The event will take place on April 16<sup>th</sup>-20<sup>th</sup>.
- GLAD will set up a new website called Deaf Cal which will include events hosted by five centers and other organizations.

## **VI. SUBSIDIARY REPORTS**

### LifeSigns Report:

- LS voted in a new member, Brian Campbell. He has joined our board.
- The new LS website is ready.
- LS still needs a director.
- Our next meeting is April 18<sup>th</sup>.

### DAHC Report:

- Full house
- There are several field trips, including food shopping.
- The van is currently in the shop replacing all the tires. The electrical lift will be repaired by another company.

### CODIE Report:

- January there was a lot of mental health consumers.
- We will have a masquerade party fundraiser on April 13th. It's for the Deaf festival, DCR.
- There will be a mental health meeting on the chat.
- There will be a booth at IRC. IRC has meetings at CODIE for six weeks. Riverside ASL still meets the Galleria on the second Saturday of every month.
- There was a round table discussion on their topic of Kujchagulia for consumers. There were two scam workshops, one in Victorville and one at the Riverside Seniors Center.
- RFA has been sent.
- Our board and staff had a get together with a short meeting, during Valentine's Day, for moral support.
- We have a new administrative assistant now who knows Spanish, and she signs as well.
- CODIE advisory board added two new members.
- At the Love and Literacy event the weather was good and well attended, about 90 kids.
- This week there was a flood in the building next to us. They had to lift the cement and drill and put in new pipes at CODIE. Therefore, the office was closed while people worked from home.

### TRI-COUNTY Report:

- The TC GLAD office is open to the public on Monday through Thursday while we work remotely at home on Fridays unless a consumer requests an in-person appointment on a Friday.
- The administrative assistant, Erin, is doing a good job. She is acquiring a lot of new skills.
- Our community outreach specialist is Ricardo. He is doing a lot. He has an in-person booth during deaf events. He posts a lot on the internet. He creates a lot of vlogs.
- We have a position open, Community Advocate.

- TCGLAD subcontracts with a therapist who is deaf and fluent in ASL to meet with five consumers weekly.
- We reserved the ARC center again for our annual children's holiday party.
- We are preparing to apply to join the strawberry festival. It will be held May 18<sup>th</sup> and 19<sup>th</sup>. Our booth will be near the children's area.

OC-DEAF Report:

- The Knott's Berry Farm event is on May 18<sup>th</sup>. A batch of 50 tickets were purchased to sell for \$50. When those are gone, we will buy another batch because those are nonrefundable.
- We have a new board member; her name is Ingrid Sim. She is also an interpreter. She was at our meeting. She is participating in our email dialogue. The board is happy with her.
- Our next meeting is April 16th.

**VII. COMMITTEE REPORTS**

Finance Committee Report:

See financial report on the last pages.

- Auditing inspection report from the CPA has been received. This is based on the fiscal year which is 7/1/2022 through 6/30/2023. The auditor reported no findings. The reports are based on four items, GLAD, DHAC, LS, and CDANA. CDANA stands for Center of Deafness Access in North America. It was founded by Marcella Meyers. There is no money in CDANA right now.
- The report was perfect, sufficient, appropriate, and professional. It met the government auditing standards.
- Accountability and assessment were 8.76 million dollars and the total expenses of the year 2023 was 8.33 million dollars, expenditure. 87% we took in from the government and from the rent we received 11.8%, but we expended, with salary, wages, and compensation 53.7% of expenditures, plus the rent. This is all based on the audit report.

Governance Committee:

No Report

Nominations Committee:

No Report

Personnel Committee:

No report

Adhoc Committee

No Report

Fundraising Committee:

No Report

**VIII. UNFINISHED BUSINESS**

- All approved minutes and the current bylaws are being added to the website.

**IX. NEW BUSINESS**

- We have the voting authorization for Lifesigns to submit a bid to the city of LA to get a contract. The bid requirement is for us to submit a board resolution
- The finance committee will be responsible to look into investment options for some of GLAD's funds. The finance committee will let the board know by April 18<sup>th</sup>. Sharon moved and seconded by Scott. Passed.
- A five-year plan will be scheduled to be discussed on a future zoom call.

**X. PUBLIC INPUT**  
**None**

**XI. ANNOUNCEMENTS**

- Deaf Seniors of America wanted to know if GLAD would join DSA. Dr. Hughes confirmed that GLAD is already a member.
- Modela asks Dr. Hughes about the Abilities Expo last March 15<sup>th</sup>. There was nothing about ASL workshops, interpreting workshops, or booths. Dr. Hughes confirmed GLAD had a booth awhile ago at this kind of event; however, there was lack of attendees to our booth, so we decided not to have a booth there.
- There was a round table discussion on their topic of Kujchagulia for consumers. There were two scam workshops, one in Victorville and one at the Riverside Seniors Center.
- Dr. Hughes informs the board she may have surgery again in April. She will let Ron know and keep the board posted.

**XII. ADJOURNMENT**

The meeting adjourned at 8:45 PM. The next Board Meeting will be held on May 22<sup>nd</sup>, 2024, at 6:30PM.

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Board Secretary

Greater Los Angeles Agency on Deafness, Inc.  
 Consolidated Financial Information  
 As of 3/27/24

<u>Accounts</u>	<u>Cash Position</u>		
	<u>GLAD</u>	<u>DAHC</u>	<u>LifeSigns</u>
Cash/checking	\$ 814,266	\$ 189,826	\$ 71,312
GLAD	\$746,973		
CODIE	6,492		
OC Deaf	36,576		
TC GLAD	24,225		
Cash-Sweep Invest account			2,677,731
Paypal/GiveBox	307,667		
CNB Securities	273,674		108,653
Money Market	23,645		
Schwab investments	70,944		
CD's	250,239		
Reserve accounts		345,420	
Total cash on hand	<u>\$ 1,740,435</u>	<u>\$ 535,246</u>	<u>\$ 2,857,696</u>

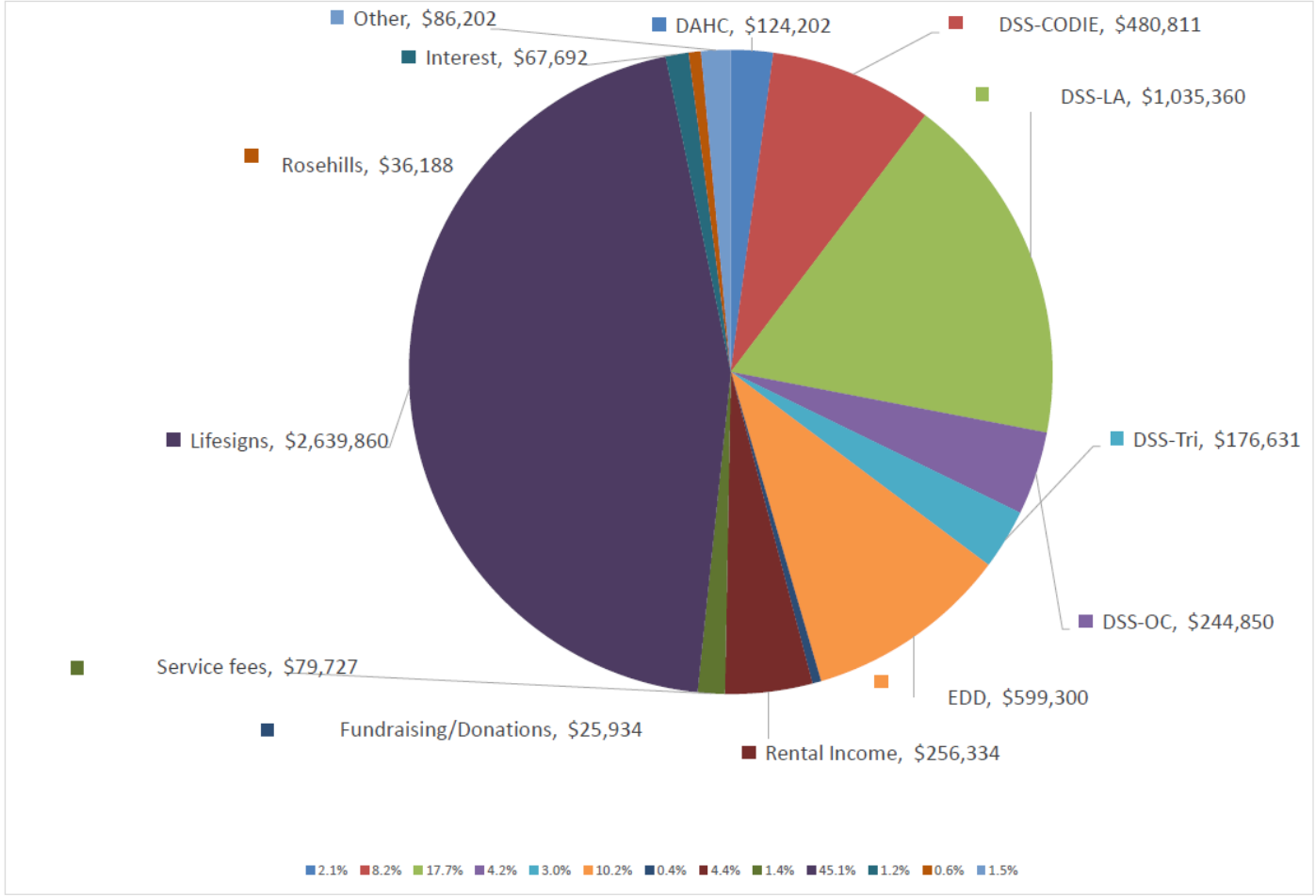
<u>Aging</u>	<u>Accounts Receivable</u>		
	<u>GLAD</u>	<u>DAHC</u>	<u>LifeSigns</u>
1-30 Days	\$ 670,515	\$ 11,096	\$ 408,977
31-60	340,497	11,096	144,565
61-90	289,583	-	132,808
90-360	251,848	-	248,816
>360	-		19,343
Total AR	<u>\$ 1,552,443</u>	<u>\$ 22,192</u>	<u>\$ 954,509</u>

	<u>Net Profit (loss) as of 1/31/24</u>		
	<u>GLAD</u>	<u>DAHC</u>	<u>LifeSigns</u>
Net Profit	\$ 151,445	\$ (25,015)	\$ 425,517

Net Profit (Loss) Consolidated

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GLAD  
 Revenue by Funding Source  
 For the seven months ended January 31, 2024



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