

1 **GREATER LOS ANGELES AGENCY ON DEAFNESS, INC.**
2 **Executive Agency Board of Directors**
3 **Wednesday, June 29, 2011**
4 **MINUTES**

5
6 **President Schultz called the meeting to order at 7:04 p.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, Modela Kurzet,
12 Barbie Gomez, David Kurs
13

14 Absent:

15 Robert Sutton, Mark Jones, Jonathan Weiss
16

17 Visitors:

18 None
19

20 Staff Present:

21 Dr. Patricia Hughes
22

23 Interpreters:

24 Norman Galapin and Barbara Mathis
25

26 Recording Secretary:

27 Jainah Ranger
28

29 **II. APPROVAL OF MINUTES: Meeting of May 25, 2011**

- 30 • Page 1, line 40, revise “The Vice President position is open and Jones is the interim Vice President
31 is interested in becoming the permanent Vice President” to “The Vice President position is open
32 and Jones is the interim Vice President *and* is interested in becoming the permanent Vice
33 President”
- 34 • Page 2, line 11-14, revise “Lovitch mentioned that he got the *old board information* from Sidansky.
35 Sutton recommends that Lovitch look at page 3 of the bylaws stating the President and the
36 Secretary should be the ones to review the *old board information*. Discussion ensued on who
37 should look at the *old board information*. Schultz and Lovitch will review the *old board*
38 *information*” to “Lovitch mentioned that he got the *old board files* from Sidansky. Sutton
39 recommends that Lovitch look at 11 page 3 of the bylaws stating the President and the Secretary
40 should be the ones to review the *old board files*. Discussion ensued on who should look at the *old*
41 *board files*. Schultz and Lovitch will review the *old board files*”
- 42 • Page 2, line 21-23, revise “Lovitch and Sutton explained how the meetings work and how *each*
43 *board member makes a 100% contribution to GLAD’s annual fundraising campaign*” to “Lovitch
44 and Sutton explained how the meetings work and how *each board member is expected to contribute to*
45 *fundraising campaigns to show 100% participation*”
- 46 • Page 2, line 31, revise “Life” to “Live”
- 47 • Page 4, line 50, revise “Knots” to “Knott’s”
- 48 • Page 4, line 21, revise “DeMers worked for LifeSigns for 24 years” to “DeMers worked for *GLAD*
49 *and Lifesigns* for 24 years”

- Page 5, line 41, revise “Marcella Meyer (GLAD’s former CEO) was selected for the Pearl Award” to “The late Marcella Meyer (GLAD’s former CEO) was selected for the *Black Pearl Award*”

Kurs moves to approve the minutes as corrected. Sidansky seconded. **MSC.** The revisions will now be in red for the minutes for the board to review.

III. OFFICER’S REPORTS

President’s Report:

Schultz mentioned the board should send something express sympathy for the loss of Etta Stecker (a former board member) to the Stecker family. Hughes stated that the Stecker family will have a celebration of life for Stecker on September 17, 2011. Discussion ensued. The board would like to post something on the website honoring Stecker for serving on the board but the Stecker family needs to be made aware first before anything is done.

President Schultz mentioned that the Board needs two signatures from Gomez and Jones. Gomez gave Ranger her signed Code of Ethics and Conduct. Jones still needs to sign the Code of Ethics and Conduct.

Vice President’s Report:

No Report

Treasurer’s Report:

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

Overall cash position today for DAHC, GLAD and LifeSigns is \$1,530,248.

Overall accounts receivable balance is \$987,295 which comprised of GLAD balance of \$385,510 and LifeSigns balance of \$601,785.

Financial reports as of 5/31/11 was given to the finance committee presented by our controller with the following information –

Consolidated profit and loss for year to date (eleven months ending 5/31/11) shows an income of \$136,264 as compared to an income of \$269,225 a year ago.

Consolidated year to date revenues as of 5/31/11 was \$6,027,542 which is \$10,817 more than prior year.

GLAD’s 5/31/11 net loss was \$(736) as compared to prior year net income of \$108,989.

LifeSigns’s 5/31/11 net income was \$157,129 as compared to prior year net income of \$185,712.

DAHC’s 5/31/11 net loss was \$(20,129) as compared to prior year net loss of \$(25,476).

Secretary’s Report:

Lovitch thanked the board for reviewing the minutes before they came to the meeting. Sidansky has someone in mind for a new board member. If this person is interested in joining the board Sidansky will need to give the resume to the Nominations Committee. However, Sidansky is still waiting to hear back from this person.

IV. CEO’S REPORT

This month we have been working on closing books on this fiscal year 2010-2011. The state budget has not been signed so we are holding our breath and hope that the budget will be passed and signed soon. It has been a challenging month for me too running GLAD/regional offices and LifeSigns.

LifeSigns

Filled Requests:	992
Cancellations:	169
No Interpreter Available:	31
Emergency	144

1 Emergency NIA 0
2 We are in the process of creating new procedures in LifeSigns. Starting July 5th, all interpreter requests
3 will be forwarded to LA. All data entry will happen at LA so we can determine the proper billing. LA
4 staff will enter all jobs into the system from LA. Our dispatchers in LA and CODIE will obtain
5 information in Agenctrak and do the dispatching. Last minute and emergency requests, CODIE will
6 handle this as usual. We plan to start sending invoices to vendors who cancel the request on the same day
7 and call vendors to see if they were happy with our services and then send them invoices on the same day.
8 My goal is that all new procedures will be in place in July and our old procedures will be out of picture by
9 July 29th. I expect some bugs but we are prepared to work as team between LA and Riverside LS staff.
10 Interviews for the new Director are taking time and we are hoping to wrap it up soon.

11
12 *Human Resources*

13 We have 75 employees as of now.
14 We will let go of 3 great staff members on June 30th due to loss of a grant.
15 We have filled one out of two staff interpreter positions in LA. The new interpreter will start on August
16 1st.
17 We are still looking for the outreach coordinator of our Bakersfield office.
18 EDD vacancies are all filled.

19
20 *Human Services*

21 *Hard of Hearing (HOH) Program*

22 We had an information booth at the Disabilities Awareness Fair and at LA City College. We got a good
23 turnout at both events. More late deafened adults and hard of hearing individuals are being referred to us
24 from EDD and Kaiser medical staff.
25 A success story: A consumer was referred to our HOH specialist from EDD. She has experienced hearing
26 loss since she was about ten years old and has never worked. Now 56, she wants to run a daycare business
27 but did not think that deaf or HOH people can do this. The HOH specialist worked with her to develop
28 strategies including being up front about her hearing loss. She learned about options in safety
29 equipment/alarms, phone use and assistive listening devices. Upon leaving, she was very hopeful and
30 excited to pursuit her dream.

31 *Advocacy*

32 Trends: Some consumers are frustrated that they are not getting full interpreting services from medical
33 centers. They get interpreters for some of their appointments but not all of their appointments. Some
34 consumers are reporting that they don't get as many appointments as they would give to hearing
35 consumers to cut down interpreting costs. Our advocates are working with our consumers to file
36 complaints with Department of Justice (DOJ), etc.

37 *EDD*

38 14 placements were made in spite of the bad economy. We provided numerous workshops in our EDD
39 offices and at regional centers.
40 A success story: A consumer was placed and while working at his new job, within 3 weeks, was awarded
41 Employee of the Month.
42 Challenges: Job seekers are suffering burnout from lengthy unemployment/job searches. Our staff is
43 working with consumers on re-direction/re-priorization of employment objectives as a means of keeping
44 clients in the job hunt.

45
46 *Health Education Department*

47 CCG (California Community Grant) is the grant that will not be renewed by the state. We exceeded the
48 contract goals in many areas except for one. We were supposed to have 125 students attending the Career
49 Day but we had 91 students due to budget cuts at schools. Overall we did great.
50 The State closed CCG as birth rates have decreased.

1 *Information and Education (I&E)*, we had met all objectives. However, we sued the state and they are
2 holding funds for us if the program is not cut from the state budget.
3 We exceeded the other grants in the Health Education Department.
4 Success: Our case manager worked closely with a diabetic consumer since December. At the most recent
5 visit, the nurse practitioner was so pleased with his diabetic management and taking more responsibility for
6 monitoring his blood glucose test every day. He was so close to being prescribed with insulin but did not
7 need it after working with the case manager.

8
9 *Public Relations (PR)*
10 9th Annual GLAD Benefit House of Blues (HOB)

11 Sponsorships:	\$50,000
12 Ticket Sales (VIP)	\$7,500
13 Tickets	\$8,625
14 Donations	\$9,125
15 Program Book	\$1,925
16 GROSS:	\$77,175
17 Production Expenses:	\$22,633 (not final)
18 Net profit:	\$54,542 (not final)

19 The amount included about \$10,000 owed to us by pledges. It won't affect the numbers above.
20 We sent thank you notes to celebrity participants and sent a picture frame as a gift with pictures of HOB to
21 Ken Paves. Ken Paves did a wonderful job.
22 We were supposed to have E-Bay auction (TBD)
23 495 in attendance (320 ticket sales, 80 young adult sponsored tickets, 95 production crew, volunteers,
24 interpreters, performers, celebrity guests/and their guests, Ken's special guests)
25 Google Search: 9th Annual GLAD Event – 442,000 results
26 Secured Media coverage: 11 outlets
27 We are working on the 10th Annual House of Blues!
28 We were not sure if Stevie Wonder was going to be at HOB or not so we could not advertise it.
29 Several businesses advertised in our HOB brochure.
30 The House of Blues event was mentioned in two magazines.
31 The board congratulated Hughes on a job well done. The event overall was very good. Next year we will
32 need have a stage manager to help things run smoothly on stage.
33 Flutters, Inc.
34 Purse fundraiser campaign to start in July. We are waiting for PSA to blast. Flutters information page has
35 been created on our website.
36 Film Fundraiser
37 The Championship Rounds – setting up development meetings with production team.
38 Annual Reports were distributed at the HOB and will be posted online. We will send annual reports to our
39 grants and foundations.
40 There are several fundraisers we will be collaborating with to sell their tickets to make small profits for the
41 agency.
42 DEAFestival will be on September 24, 2011 at Woodley Park.

1 Hughes presented several different options for the annex lot to the board. GLAD currently has 44 parking
2 spots. The annex lot is 16,210 square feet. The items below do not include the cost for permits from the
3 City. Another 33 parking spots could be added which would be good for events. Hughes will email the
4 information below to the board.

5
6 Electricity
7 Install 8 parking lights with built in receptacles
8 Relocate A/C conduit to wall \$25,000.00

9
10 Asphalt
11 Plan A 12,500 sq ft \$28,000 low/ \$42,753 high
12 Plan B 16,210 sq ft \$41,700 low/ \$53,853 high

13
14 Artificial Grass
15 6,210 sq ft \$72,995.00 low/ \$97,260.00 high

16
17 Grass
18 Plan A 3,710 sq ft (turf/ sod) \$8718.50
19 Plan B 16,210 sq ft (turf/ sod) \$37,600
20 Plan C 3,710 sq ft (soil / seeding) \$8078.15
21 Plan D 16,210 sq ft (soil/ seeding) \$31,115.30

22
23 Gravel
24 16,210 sq ft (½ peas) \$ 6,760

25
26 CNN Law suit
27 Kurs congratulated Hughes on filing a law suit against CNN for their lack of captioning. However, Kurs
28 wishes that GLAD was mentioned more in the press release. DRA is working with GLAD on the CNN
29 law suit.
30 NAD (National Association of the Deaf) is suing Netflix also for the lack of captioning.

31
32 **V. SUBSIDIARY REPORTS**

33 LIFESIGNS Chair Report:
34 Arce stated we are still interviewing for a new LifeSigns director. We have a new community interpreter.

35
36 DAHC Chair Report:
37 Hughes mentioned that we applied for a van from a foundation and hope to hear from them soon.

38
39 CODIE Report:
40 Kurzet reported that June 10th the board meeting was cancelled. The next board meeting will be August
41 19th at 4:30pm. There will be a workshop on the terminally ill on July 27th at Ontario Mills. The program
42 at Cathedral Center is in its 4th month.

43
44 TRI COUNTY Report:
45 Sidansky reported that the total income for the Strawberry Festival is \$4,215. At the Strawberry Festival
46 we sold strawberry popcorn, mint lemonade and other items. We had 30 volunteers that worked the
47 Strawberry Festival and we gave each volunteer a \$10 gift card for their participation. Sidansky invited the
48 board to his house for dinner to show his appreciation for volunteering. Tri's booth won first place for best
49 decorated booth and won \$500 towards a free booth next year. Tri GLAD is working on setting up a Deaf
50 Latino Club.

1
2 OC-DEAF Report:
3 No Report

4
5 **VI. COMMITTEE REPORTS**

6 Finance Committee Report:
7 No Report

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9 Governance Committee:
10 No Report

11
12 Nominations Committee:
13 No Report

14
15 Personnel Committee:
16 No Report

17
18 **VII. UNFINISHED BUSINESS**

19 Hughes referred the Five Year Plan form for the board to review. Discussion ensued. Kurs moves
20 to table Five Year Plan form till the next meeting. Sidansky seconded. **MSC.**

21 Arce mentioned that on June 9th and 10th at Five Acres in Pasadena there was a conference hosted
22 by the National Deaf Academy. LifeSigns donated two interpreters for the event. Hughes stated
23 that several people attended. GLAD had a booth at this event. We need to establish more drug and
24 alcoholic programs designed for deaf as there is an urgent need.

25 The board has its own GLAD email account through GLAD's email system but the CEO is
26 recommending to use Gmail instead of GLAD's mail because it is complicated to obtain access.

27
28 **VIII. NEW BUSINESS**

29 Hughes will have PR post something on the website honoring Stecker. The board would like the
30 Stecker family to be informed before anything is posted on the GLAD website. Arce moves to send
31 a card expressing sympathy from the board to Stecker family. Sidansky seconded. **MSC.**

32 Gomez moves not to have a board meeting in July but on August 31st. Seconded by Lovitch. **MSC.**

33
34 **IX. PUBLIC INPUT**

35 None

36
37 **X. ANNOUNCEMENTS**

38 None

39
40 **XI. ADJOURNMENT**

41 Meeting adjourned 9:36 pm. The next Board Meeting will be held at 7pm on August 31, 2011.

42
43
44 _____
45 Fred Lovitch
46 Board Secretary

47