



Vision Rehabilitation Services That Rebuild Independence

**Annual Meeting
Board of Directors
And Advisory Council
December 7, 2017**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:30 p.m. by President, Len Blottin.

2. Roll Call:
Present:
Len Blottin, Joe Carmellino, Jack Dapra, Kim Foote, Rick Hackley, Steve Haselhorst, Rill VanZandt.

Excused:
Chuck Gough, Napoleon White.
Advisory Council Present:
Bob Goff, Terry Loftus, Warren Wise.

Staff Present:
Kim Gibbens, John Nolan.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the October 19, 2017 Board of Directors Meeting Minutes as submitted.

MSA

For: 7 / Against: 0 / Abstain: 0

4. Treasurer's Report: Kim Foote, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the months ending October 31, 2017 and November 30, 2017 as presented.

MSA

For: 7 / Against: 0 / Abstain: 0

5. CEO's Report: Kim Gibbens, CEO

Kim reviewed the past year and thanked the Members for their support not only of her, but the Staff as well. She is looking forward to working with the Members in the next year as we continue to ensure the future of the San Diego Center for the Blind.

Rick requested that the Members be provided with a Matrix of the Low Vision Services.

6. Development Report: Dennis Smith, Development
Dennis is ill and unable to attend tonight's meeting. He will make a report next month.

7. President's Report: Len Blottin, President
Len asked that the Members review our current Committees to determine the need and purpose of our current committee structure, as well as looking at which committee(s) each Member would like to participate in. For example, do we need the Development Committee? The Finance and By-Laws Committees are needed, and Kim and her Staff make up the Program and Personnel Committee. Possibly we should remove the Government Committee and combine the PR and Marketing Committees. Len recommended Kim F., Len and George for this committee. As for the Building Committee, maybe we should re-direct our efforts. And every Member should be a Member of the White Cane Committee.

Len invited all Advisory Council Members to contact the Nominating Committee should they wish to join as Members of the Board. New Members are needed.

Len said it has been brought to his attention that the Members need to make a more formal written review of the CEO each year.

Len thanked the Members for their efforts in the past year. He has plans for bigger and better things for the Center in 2018 and he needs everyone's help. He is also thankful that our portfolio has gone up in the past year to meet the deficit from the loss of Homemaker funding from the Dept. of Rehab.

Len concluded by saying that he has referred three individuals for assistance from the Center, and all three have been happy with their services received.

8. Election of Directors:
The following Members were unanimously elected to serve on the Board of Directors in 2018:
Len Blottin, Joe Carmellino, Jack Dapra, Chuck Gough, Kim Foote, Rick Hackley, Steve Haselhorst, Napoleon White.

9. Election of Officers:

The following Members were unanimously elected to serve as Officers in 2018:

Len Blottin	President
Steve Haselhorst	Vice President
Kim Foote	Secretary/Treasurer

After many years of service as a Member of the Board representing our consumers, Rilla Van Zandt was recognized for her outstanding service to the Center for the Blind. Tonight was Rilla's last meeting and everyone wished her well with the Center's gratefulness.

10. Adjourn:

There being no further business, the meeting was adjourned at 7:45 p.m.

Respectfully submitted for the Secretary.



Vision Rehabilitation Services That Rebuild Independence

**BOARD OF DIRECTORS
And
ADVISORY COUNCIL
THURSDAY,
FEBRUARY 15, 2018
AGENDA**

<u>ITEM#</u>	<u>ACTION</u>
1. Call to order, Introductions, Agenda Approval a. Len Blottin, President	Approve
2. Roll call a. Kim Gibbens, CEO	Record
3. Approval of Board Meeting Minutes Jan 17, 2018 a. Len Blottin, President	Approve
4. Treasurer's Report a. Kim Foote, Treasurer	Accept
5. President's Report a. Len Blottin, President	Information
6. CEO's Report a. Kim Gibbens, CEO	Information
7. Development Report a. Dennis Smith	Information
8. Committee Reports	Information
9. Old Business	
10. New Business	Approve
11. Adjourn a. Len Blottin, President	Adjourn

Next Meeting:

**March 15, 2018
5922 El Cajon Blvd
San Diego, CA 92115
6:00 pm Cocktails and Dinner
6:30 pm Meeting**



Vision Rehabilitation Services That Rebuild Independence

**Board of Directors Meeting
January 18, 2018**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:30 p.m. by President, Len Blottin.

2. Roll Call:

Present:

Len Blottin, Joe Carmellino, Jack Dapra, Kim Foote, Steve Haselhorst, Napoleon White.

Excused:

Chuck Gough, Rick Hackley.

Advisory Council Present:

Bob Groff, Ben Warren, Warren Wise.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

Guest:

Gregory Villard, CPA.

3. Treasurer's Report: Kim Foote, Treasurer

John introduced Greg Villard, our CPA, to review the Audit Report. Greg then presented the Draft Copy of the Audited Financial for July 1, 2016 to June 30, 2017. After review of our financial records for the past fiscal year, he has issued a clean opinion. Greg compared our total assets for 2016 of \$8,963,212 to the growth in 2017 of total assets to \$9,036,482. He attributed this gain to an increase in our investment portfolio, which helped to offset the loss from the Department of Rehab funding for Homemakers. He pointed out that income from legacies and bequests in 2016 was \$905,513 as compared to 2017 of \$363,158. He acknowledged the unpredictable nature of this source of income from year to year.

Action Taken

Motion to approve the Audited Financial for July 1, 2016 to June 30, 2017 as presented.

MSA

For: 6 / Against: 0 / Abstain: 0

Following this approval, Greg will now prepare our 990.

Action Taken

Motion to sweep the remaining balance of \$88,413 from the Payden short term investment account into our checking account.

MSA

For: 6 / Against: 0 / Abstain: 0

Action Taken

Motion to accept the Treasurer's Report for the month ending December 31, 2017 as presented.

MSA

For: 6 / Against: 0 / Abstain: 0

4. Approval Board Meeting Minutes:

Action Taken

Motion to approve the December 7, 2017 Annual Board Meeting Minutes as submitted.

MSA

For: 6 / Against: 0 / Abstain: 0

5. President's Report:

Len Blottin, President

Len handed out the Board Planning Responses Memo from April 20, 2017 to all of the Members. He requested that each Member read, review, and come prepared to discuss at the next meeting.

Len also handed out the Job Description for the CEO in preparation for next year's review of the CEO.

Len encouraged each Member to make a monetary donation to the Center in an amount that they feel comfortable with. It is always a plus with donors to have 100% participation from the Board.

6. CEO's Report:

Kim Gibbens, CEO

Kim and Dennis opened the Center for the Corvette Club to hold their January meeting and Chili Cook-off event. The Club is already making plans for next year's Car Show, to be held on Saturday this year, July 28th.

Planning is also underway for the 2018 Bike Ride. This year's event will be Saturday, June 30th to Sunday, July 1st.

Saturday, February 24th is this year's Annual Luncheon and Card Party put on by the Friends of the Center. Kim handed out fliers and requested each Member to attend this event.

On behalf of the Staff, Kim thanked the Members for the raises/bonuses. Several Staff Members wrote thank you notes, that she also handed out. Due to rising healthcare costs, some of the funds were set aside to meet that increase for the employees instead of passing the cost on to them.

7. Development Report:

Dennis Smith, Development

The White Cane Committee needs to meet to discuss our options for 2018. It appears that we have "plateaued" the last four to five years.

The Low Vision Clinic saw their first patient June 5, 2017. Since that time, we have averaged 19 patients per month/five per week for a total of 113 patients seen so far. Our goal is 12-15 patients per week. On another front, we have had to change the company that did our billing for us. The previous company suddenly stopped, so we have selected a new company and we are in the process of re-cooping payments on claims that were not billed. We also have outstanding bills for the O.T. as well. Our ultimate plan is to build this into a revenue source for the Center. We are still working on getting approved by other panels for insurance reimbursement and are pleased to report that we have been approved for Medi-Cal reimbursement.

Our website and social media are currently undergoing an update. We would like to use these avenues to increase referrals to both our Independent Living Skills programs as well as the Low Vision Clinic.

The gas line into the building at 5922 has finally been repaired and gas restored to the building.

SDG&E provided a free light bulb exchange for both buildings. 300-400 lightbulbs were replaced at no cost to the Center.

8. Committee Reports:

Len handed out the list of Committees and their Members from 2017 and he reviewed what he felt was the scope of responsibilities for each committee. He would like the Members to review the previous list and come prepared to the next meeting to finalize the Committees for 2018. We need the right committees and the right people on those committees.

9. Old Business:

The Members requested a calendar of events for 2018 and a current roster of Board and Advisory Council Members.

10 New Business:

Keith Kerchanfaut has submitted his application to become a Member of the Board. His application was given to the Nominating Committee for review.

The Monarch School does a 5K. Joe would like to invite a representative to come to next month's meeting and talk to the Members about doing an SCB event.

10. Adjourn:

There being no further business, the meeting was adjourned at 8:10 p.m.

Respectfully submitted for the Secretary.



**Board of Directors Meeting
February 15, 2018**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:30 p.m. by President, Len Blottin.

2. Roll Call:
Present:
Len Blottin, Joe Carmellino, Jack Dapra, Kim Foote Chuck Gough, Rick Hackley, Steve Haselhorst, Napoleon White.

''
Advisory Council Present:
Bob Groff, Terry Loftus

Staff
Dennis Smith, John Nolan

3. Treasurer's Report: Kim Foote, Treasurer

Action Taken

Motion to approve moving \$200,000 from the DLK investment account to the SDCB checking account for operations.

MSA

For: 8 / Against: 0 / Abstain: 0

Action Taken

Motion to accept the Treasurer's Report for the month ending January 31, 2018 as presented.

MSA

For: 8 / Against: 0 / Abstain: 0

4. Approval Board Meeting Minutes:

Action Taken

Motion to approve the board meeting minutes of January 17, 2018 as submitted.

MSA

For: 8 / Against: 0 / Abstain: 0

5. President's Report:

Len Blottin, President

Len discussed the importance of the Marketing Committee and their efforts to promote the Low Vision Clinic. We have made a big investment in staff and supplies and the board is challenged with building the program.

6. CEO's Report:

Kim Gibbens, CEO

Dennis Smith Reporting for Kim Gibbens

Kim Gibbens is attending a meeting, in San Francisco, of the California Private Agencies for the Blind and Vision Impaired. Department of Rehabilitation will also be in attendance.

Kim represents SDCB at the Mayor's Committee on Disabilities and the voter Accessibility Board (part of the County's Live Well program).

Kim Gibbens and Xenia Holland hosted staff from the Shiley Eye Institute on Monday and it was well received.

Board members are encouraged to buy a ticket and attend the Friends Card Party on Saturday, February 24 at 11:30am. This is the Friends major fundraiser for the Center and board support is greatly appreciated.

7. Development Report:

Dennis Smith, Development

White Cane Day (WCD) Fundraising Event has recommended that the 2018 event be held at the Double Tree/Hilton Resort in Mission Valley on Saturday, October 13, 2018 and this year's event should continue to be a luncheon. Board members are encouraged to start soliciting for the following:

- WCD Sponsors
- Silent Auction Items. This year it is recommended we
 - Limit the number of items
 - Screen items for silent auction
 - Have items early enough to market them on website, social media and invitations.
- Live Auction Item(s) The following were recommended
 - Begin to solicit for items that have a higher value
 - Decide on the number, type and value of items for live auction
 - Have items early enough to begin marketing on website, social media and invitations
 - Identify appropriate individual to conduct the live auction.
- Raffle Items
 - High value item(s)
 - Get as soon as possible in order to print and start selling tickets

Key Event Dates:

April 27, 2018 (Friday): Volunteer Appreciation Luncheon

May 21, 2018 (Monday): Amigos De Vista Lions Club Golf Tournament

June 30, 2018 – July 1, 2018 (Saturday – Sunday) Cycling for Sight

July 28, 2018 (Saturday): Corvette Car Owners Club-Mainstreet America Car Show

PLEASE NOTE THIS IS THE FIRST TIME THE EVENT WILL BE HELD ON A **SATURDAY.**

Dennis handed out a copy of the 2018 Calendar of Events

8. Committee Reports:

Marketing Committee

- Kim Foote provided notes from January 29, 2018 (Monday) Marketing Committee.
 - It was recommended that the focus be on low vision services, SDCB in general and getting donations.
 - The committee recommends that along with other marketing material, that a video be developed for television and other media.
 - Requested a FY 2018 budget for up to \$50,000.

Len Blottin encouraged the board to support the budget request for funding the marketing committee.

Action Taken

Motion to approve Marketing Committee budget of up to \$50,000 for FY2018.

MSA

For: 8

Against: 0

Abstain: 0

9. Old Business:

Len discussed the various board committees and requested volunteers. The following committees and members were developed:

- Nominating Committee: Joe Carmellino, Ben Warren, Chuck Gough
- Finance Committee. Kim Foote, Bob Groff
Staff: John Nolan, Kim Gibbens, Dennis Smith
- By – Laws, Parliamentarian – Ad Hoc: Joe Carmellino
- Program/Personnel committee- Standing, Kim Gibbens, Dennis Smith, John Nolan

- Building Committee: Steve Haselhorst, Chuck Gough, Jack Dapra
Staff: Kim Gibbens, Dennis Smith
- White Cane Day Fundraising Event: Jack Dapra, Len Blottin, Steve Haselhorst, Kim Foote, Napoleon White.
Staff: Kim Gibbens, Dennis Smith
- Marketing Committee: ✓George Saadeh, Kim Foote, Len Blottin, Rick Hackley
Staff: Kim Gibbens, Dennis Smith

10 New Business:

No new business

10. Adjourn:

There being no further business, the meeting was adjourned at 7:44 p.m.

Respectfully submitted for the Secretary.

NEXT MEETING: Thursday, March 15, 2018

When: Thursday, March 15, 2018

Time: 6:00pm

Where: San Diego Center for the Blind



**2018
Board of Directors
Committees:**

Nominating Committee- Ad Hoc

President will appoint a committee annually
Joseph Carmellino, Ben Warren, Chuck Gough

Finance Committee- Standing

Chair:

Kim Foote, Bob Groff

Staff: Kim Gibbens, John Nolan, Dennis Smith

By-Laws/Parliamentarian Committee- Ad Hoc

Chair: Joseph Carmellino

Program/Personnel Committee- Standing

Chair:

Staff: Kim Gibbens, Dennis Smith, John Nolan

Building Committee-Standing

Chair:

Steve Haselhorst, Chuck Gough, Jack Dapra

Staff: Kim Gibbens, Dennis Smith

Marketing Committee

Chair:

Len Blottin, Kim Foote, Rick Hackley, George Saadeh,

Staff: Kim Gibbens, Dennis Smith

White Cane Day Fundraising Event Committee

Chair:

Len Blottin, Jack Dapra, Kim Foote, Steve Haselhorst, Napoleon White,

Staff: Kim Gibbens, Dennis Smith



2018 Calendar of Special Events

FRIENDS OF THE CENTER CARD PARTY	FEB 24
GRADUATION (SD)	MAR 26, 28, 29
GRADUATION (VISTA)	MAR 27,29
VOLUNTEER APPRECIATION LUNCHEON	MAY 11
GOLF TOURNAMENT-Amigos de Vista Lions	MAY 21
GRADUATION (SD)	JUN 18,20, 21
GRADUATION (VISTA)	JUN 19, 21
CYCLING FOR SIGHT- BIKE RIDE	JUN 30-Jul 1
CORVETTE CAR OWNERS CLUB-CAR SHOW	JUL 28
GRADUATION (SD)	SEP 17,19,20
GRADUATION (VISTA)	SEP 18, 20
WHITE CANE LUNCHEON	OCT 13
THANKSGIVING LUNCHEON	NOV 14
GRADUATION (SD)	DEC 10,12,13
GRADUATION (NC)	DEC 11,13



SAN DIEGO
CENTER
FOR THE **BLIND**

Vision Rehabilitation Services That Rebuild Independence

BOARD OF DIRECTORS
THURSDAY,
APRIL 19, 2018
AGENDA

<u>ITEM#</u>	<u>ACTION</u>
1. Call to order, Introductions, Agenda Approval a. Len Blottin, President	Approve
2. Roll call a. Kim Gibbens, CEO	Record
3. Approval of Board Meeting Minutes- Mar 15, 2018 a. Len Blottin, President	Approve
4. Treasurer's Report a. Kim Foote, Treasurer	Accept
5. CEO's Report a. Kim Gibbens, CEO	Information
6. Development Report a. Dennis Smith	Information
7. President's Report a. Len Blottin, President	Information
8. Committee Reports	Information
9. Old Business	
10. New Business	Approve
11. Adjourn a. Len Blottin, President	Adjourn

Next Meeting:

Board and Advisory Council
May 17, 2018
5922 El Cajon Blvd
San Diego, CA 92115
6:00 pm Cocktails and Dinner
6:30 pm Meeting



Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
And
Advisory Council Meeting
March 15, 2018**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:30 p.m. by President, Len Blottin.

2. Roll Call:

Present:

Len Blottin, Jack Dapra, Kim Foote, Steve Haselhorst, Rick Hackley, Chuck Gough, Napoleon White.

Excused:

Joe Carmellino.

Advisory Council Present:

George Saadeh, Ben Warren, Warren Wise.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the Board Meeting Minutes of February 15, 2018 as submitted.

MSA

For: 7 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Kim Foote, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the month ending February 28, 2018 as presented.

MSA

For: 7 / Against: 0 / Abstain: 0

Action Taken

Motion to approve the Draft of 990 as presented.

MSA

For: 7 / Against: 0 / Abstain: 0

The Finance Committee will meet with our investment company, DLK in the near future.

5. CEO's Report:

Kim Gibbens, CEO

Kim reported that the Friends of the Center Luncheon and Card Party raised \$4,500! Once again, it was a great event. The following day, volunteers from the Solana Beach Presbyterian Church did a Spring cleaning at the Vista facility.

Speeches and presentations were made to the Rancho Bernardo Lions, Design Institute, and a Family Seminar was held on March 3rd in Vista.

Up-coming dates to remember include: CSUN on March 21-23, Graduation at both facilities the week of March 26th, Volunteer Luncheon on May 11, and the Amigos de Vista Golf Tournament on May 21st.

6. Development Report:

Dennis Smith, Development

Dennis deferred to the Committee Reports.

7. Committee Reports:

Nominating Committee:

Kim will make sure that Keith Kerchenfaut is contacted.

Building Committee:

Jack Dapra, Chair, reported that the Committee has met and is considering the following as potential action items:

Upkeep on the buildings

Better lighting

Parking lot repair, with possible covered parking that would hold solar panels

Signage

Safe passage from one building to the other (5922 to and from 5930)

No items for Vista have been discussed as yet

Marketing Committee:

Kim F., Chair, reported that the Committee has met with three potential companies to produce a video/PSA. We are waiting for proposals.

Rick has spoken with SDSU and reported that a marketing student can do a project for a semester and could be assigned to the Center.

There was a general consensus that we need to know what our return will be on our investment.

White Cane Committee:

The cost at the Doubletree has gone up from last year. The Committee will meet with Heather from the Doubletree on April 11 to negotiate.

The Committee has set a goal of \$50,000 in Sponsorships for the event. We need to start ASAP with our requests. The entire Membership was challenged to obtain at least one sponsor at any level for the event.

George recommended that we consider the Handlery for our event, or consider returning to the Crowne Plaza.

8. New Business:

We need applicants to help us on the Board to carry out the work and Mission of the Center.

The North Park Lions are considering a fundraiser with the proceeds to be split between the Center and the BCC.

9. Old Business:

None.

10. Adjourn:

There being no further business, the meeting was adjourned at 7:35 p.m.

Respectfully submitted for the Secretary.



SAN DIEGO
CENTER
FOR THE BLIND

Vision Rehabilitation Services That Rebuild Independence

**Board of Directors Meeting
April 19, 2018**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:30 p.m. by President, Len Blottin.

2. Roll Call:

Present:

Len Blottin, Jack Dapra, Kim Foote, Chuck Gough, Rick Hackley, Steve Haselhorst, Napoleon White.

Excused:

Joe Carmellino.

Advisory Council Present:

Bob Groff, Terry Loftus, George Saadeh.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

Guest:

Darren Geiger, Keith Kerchenfaut.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the Board Meeting Minutes of March 15, 2018 as submitted.

MSA

For: 7 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Kim Foote, Treasurer

Bob Groff's guest, Darren Geiger of Cornerstone Acquisition and Management Company, made a presentation to the Members regarding the Caritas Fund—a leading private Oil and Gas Asset Manager.

Action Taken

MSA

Motion to accept the Treasurer's Report for the month ending March 31, 2018 as presented.

For: 7 / Against: 0 / Abstain: 0

Action Taken

MSA

Motion to take \$200,000 from our reserves for operating expenses.

For: 7 / Against: 0 / Abstain: 0

George recommended that we meet with our Financial Advisors on a regular basis.

5. CEO's Report:

Kim Gibbens, CEO

Kim reported that the students of both Centers attended the CSUN Disability Conference Exhibit Hall. This was the last year it will be held here in San Diego, the next five years will be in Anaheim. As well, both Centers held graduations the week of March 26th and orientations for the new semester which started the week of April 9th.

The Friends held a meeting on April 13th to celebrate their successful Luncheon and Card Party which raised \$4,500 for the Vista Center.

Up-coming events include:

April 21st—Family Seminar in San Diego and Pride of Vista Lions Scholarship Pageant.

May 11th—Volunteer Thank You Luncheon.

May 21st—Amigos de Vista Lions Club Golf Tournament.

6. Development Report:

Dennis Smith, Development

We are sad to report that our Low Vision Optometrist, Dr. Lisa Kamino, has submitted her resignation as of May 8, 2018. Her last day to see patients will be May 4th. She will be moving out of state with her husband. Kim and Dennis will be meeting with a candidate to replace her on Monday.

White Cane Day Luncheon is October 13th this year. The Committee is working on a variety of areas to make this event a big success. Help from the Members is needed for Sponsorships. Each Member should secure a sponsor, at whatever level possible. Items are needed for the Silent Auction, Live Auction and Opportunity Drawing.

The Bike Ride is fast approaching June 30th to July 1st. This event requires lots of Staff and Volunteer involvement over the two days.

The Corvette Owners Club Car Show will be held on a Saturday this year, July 28th. The Club does a majority of the planning and prep. Our involvement is pretty much limited to the day-of.

7. President's Report:

Len Blottin, President

Len requested that as many Members who can, even if it is just for a short while, please attend the Volunteer Luncheon to thank our volunteers.

8. Committee Reports:

Nominating Committee:

Keith Kerchenfaut introduced himself as a potential new Consumer Member to the Board. He gave a short bio on himself.

White Cane:

Committee activity was reported on in the Development Report.

Building Committee:

No report from the Committee. However, the Members expressed concern regarding the lack of lighting in the parking lot.

Marketing Committee:

The Committee is coming close to a decision on selecting a group to produce two 15-second spots/videos for TV and social media. Also looking into spots on the radio.

9. Old Business:

None.

10. New Business:

Keith inquired about a newsletter for the Center.

11. Adjourn:

There being no further business, the meeting was adjourned at 7:55 p.m.

Respectfully submitted for the Secretary.



Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
And Advisory Council
Meeting
May 17, 2018**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:30 p.m. by President, Len Blottin.

2. Roll Call:

Present:

Len Blottin, Joe Carmellino, Jack Dapra, Kim Foote, Chuck Gough, Rick Hackley, Steve Haselhorst, Napoleon White.

Advisory Council Present:

Bob Groff, Terry Loftus, George Saadeh.

Guest:

Keith Kerchenfaut.

Staff:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the Board Meeting Minutes of April 19, 2018 as submitted.

MSA

For: 8 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Kim Foote, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the month ending April 30, 2018 as presented.

MSA

For: 8 / Against: 0 / Abstain: 0

5. CEO's Report:

Kim Gibbens, CEO

Kim asked John Nolan to update the Members on the status of medical insurance for the Staff. Our previous provider increased the rate 18% at the beginning of the year

and another 18% as of May 1, 2018. A new provider has been selected at a rate less than the previous provider prior to the increases, and was able to begin coverage as of May 1st. The Staff also now has additional options and plans to choose from.

Events for the past month have included a Family Seminar at our San Diego facility on April 21st, attendance at the Pride of Vista Lions Scholarship Pageant also on April 21st, and the Volunteer Luncheon on May 11th. Dennis and Kim have also interviewed a potential Low Vision Optometrist. Unfortunately, due to the high cost of living in San Diego and his personal student debt, his salary requirements were not in our price range. We will continue to look.

Up-coming events include the Amigos de Vista Lions Golf Tournament on May 21st and the North Park Lions lunch and tour on May 30th here at the Center/AT Dept..

Kim informed the Members regarding the damaged water heater at the Vista facility. Thank you to the Friends for replacing it.

6. Development Report: Dennis Smith, Development
Dennis reported that the White Cane Committee had the arduous task of taste testing and selecting the meal for our up-coming White Cane Luncheon. Save the date cards will be going out this week, please look for them in your mail. Sponsorships are needed for the success of this event.

The Marketing Committee has selected the company of Vic Salazar and Melissa Cabral to produce two fifteen-second spots for TV and social media. The next step is to develop the scripts.

Dennis has met with George Saadeh in regards to a potential donor. They are developing a "case for support" and a non-profit business plan to solicit donations and attract major donors and gifts.

Dennis has put together a Spring mail appeal with a letter from Kim to our donors requesting funds.

Dennis talked a bit further on the status of our Low Vision Department and how it is functioning with our OT until we can secure another Low Vision Optometrist.

7. President's Report: Len Blottin, President
Len reminded the Members that the Center needs everyone's help with the White Cane Luncheon to ensure its success. Please invite individuals who have funds to spend to support the Center. It is our goal to make sure that the White Cane Luncheon is the place to be that Saturday afternoon.

8. Committee Reports:

Marketing Committee:

·Previously covered under the Development Report.

Building Committee:

Jack has inquired into the possibility of SDG&E replacing the lighting in our parking lot. Unfortunately the company does not do exterior lighting. So Jack has contacted two companies to give us a bid. One additional company is needed for a third bid. If you have any to recommend, please contact Jack. Len suggested that we install lights on our building that will illuminate the parking lot. These can be dusk to dawn.

9. New Business:

Joe introduced Keith Kerchenfaut as a new Member to the Board. He has an excellent background in the field of vision loss and blindness and would replace Rilla as a consumer representative.

Action Taken

Motion to accept the application of Keith Kerchenfaut as a Member of the Board of Directors for a three-year term.

MSA

For: 8 / Against: 0 / Abstain: 0

10. New Business:

None.

11. Adjourn:

There being no further business, the meeting was adjourned at 7:25 p.m.

Respectfully submitted for the Secretary.



Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
Meeting
July 19, 2018**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:30 p.m. by President, Len Blottin.

2. Roll Call:

Present:

Len Blottin, Joe Carmellino, Jack Dapra, Steve Haselhorst, Keith Kerchenfaut, Napoleon White.

Excused:

Kim Foote, Chuck Gough, Rick Hackley.

Advisory Council Present:

George Saadeh, Warren Wise.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the Board Meeting Minutes of June 21, 2018 as submitted.

MSA

For: 6 / Against: 0 / Abstain: 0

4. Treasurer's Report:

John Nolan, Controller

Action Taken

Motion to accept the Treasurer's Report for the month ending June 30, 2018 as presented.

MSA

For: 6 / Against: 0 / Abstain: 0

John has scheduled a meeting of the Finance Committee to meet with Payden & Rygel at 5:00 p.m. prior to the August 16, 2018 Board Meeting. The Finance

Committee will meet again at 5:00 p.m. with DLK prior to the September 20, 2018 Board Meeting. All interested Members are invited to attend.

5. CEO's Report:

Kim Gibbens, CEO

Kim reviewed the Cycling for Sight event which took place June 30-July 1st. The event was a success and everyone who participated arrived safely and without incident. Final numbers are not in, but signs indicate more money was raised over the previous year.

Kim was sworn in by the City Council of San Diego as a Member of the Accessibility Advisory Board on July 10th.

Kim has represented the Center and made presentations to the San Marcos Kiwanis Club, The Design Institute, and El Dorado.

Warren Wise informed the Members that the wife of former Member Ed Brien, Pat, passed away July 9th. Services will be held in Alpine this Saturday.

6. Development Report:

Dennis Smith, COO/CDO

White Cane is fast approaching. If someone you know did not receive a Save the Date card, please give Audrey their name and address so that they will receive an invitation. Raffle tickets are being printed and will be ready shortly. We have three prizes for the raffle this year, \$400 gift credit card, Two-night stay at the Doubletree with breakfast included, and an Echo Show.

We are in need of Sponsorships, Silent Auction items and Live Auction items. If Sponsors are to be included on the invitation, they must commit in the next week to 10 days. The North Park Lions will be a \$5,000 Sponsor. Jack & Kelley Dapra and Len & Bucky Blottin will be \$1,000 sponsors.

Eureka, a restaurant/bar on the campus of SDSU held a beer tasting and live music event to benefit the Center on June 23rd. This was organized by Virginia Martin and raised \$1,000. Thank you to Virginia.

Tuesday will be set aside to do the filming for our two 15 second spots to promote the Center. These spots, plus additional video, should be ready in time to debut at White Cane. The videos are also good for on-line fundraising.

SCB has been advertising in the print Union Tribune as well as the electronic version. We are tracking how many calls are the result of these ads.

Tomorrow the Low Vision Clinic Team will be meeting face-to-face with the prospective Low Vision Optometrist. This prospective hire is looking positive so far.

The Corvette Owners Club of San Diego Mainstreet America Car Show is next Saturday, July 28th. This is the first time it is being held on a Saturday. Over 300 cars are expected to be on show at the Embarcadero Park at Seaport Village. All proceeds to go the Center.

7. President's Report:

Len Blottin, President

Len received a quote to add solar to our building/parking lot. Currently the Center spends \$36,000 per year in electrical costs. The cost to install solar would be \$220,000, which would be a five to seven year pay-back.

George discussed the lack of donations to the Center over the past year which has led to our need to use money from our reserves. He feels strongly the we need to be more progressive with our fundraising. He also feels that modernizing our building and expanding by joining the two buildings together would enhance our ability to attract major donors. Discussion ensued. Len proposed a committee, chaired by George, be put together to develop an action plan. Len and Joe volunteered to be on the committee, and it was suggested that Kim Foote be invited.

8. Committee Reports:

Building Committee:

Jack and Dennis met with a Lighting company to review the lighting in the parking lot. There is power to the current light posts, which is positive. Jack is waiting for a quote to better illuminate the lot. Lights can be angled to prevent complaints about bright lights at night from the neighbors.

9. Old Business:

None.

10. New Business:

None.

11. Adjourn:

There being no further business, the meeting was adjourned at 7:55 p.m.

Respectfully submitted for the Secretary.



Vision Rehabilitation Services That Rebuild Independence

Board of Directors & Advisory
Meeting
August 17, 2018

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:20 p.m. by President, Len Blottin.

2. Roll Call:
Present:
Len Blottin, Jack Dapra, Rick Hackley, Steve Haselhorst, Kim Foote, Keith Kerchenfaut, George Saadeh,
Excused:
Joe Carmellino, Chuck Gough, Napoleon White.
Advisory Council Present:
Terry Loftus
Staff Present:
John Nolan, Dennis Smith.

3. Approval Board Meeting

Minutes: Action Taken

4.

Motion to approve the Board Meeting Minutes of July 19, 2018 as submitted.

MSA

For: 6 / Against: 0 / Abstain: 0

5. Treasurer's Report: John Nolan, Controller

Action Taken

Motion to accept the Treasurer's Report for the month ending July 31, 2018 as presented.

MSA

For: 6 / Against: 0 / Abstain: 0

Motion to approve the transfer of \$100,000 from the investment account to checking.

MSA

For: 6 / Against: 0 / Abstain: 0

6. Development Report:

Dennis Smith, COO/COO

The Corvette Owners Club of San Diego had a very successful fundraiser car show on Saturday, July 28.

The White Cane invitations were mailed today, August 17, 2018 and we have 500 opportunity sleeves of tickets (5 opportunities each) to start selling to the general public

Discussed the importance of sponsorship for the event and to date our total sponsorship is \$8,100.

A representative from I Heart radio would like to provide a presentation to the marketing committee. Her husband is a client at the Center and she is very motivated to help promote SDCB.

SDCB will be submitting a renewal grant for year 2 of the Title VII program. The 2018/19 award will be for \$226,279.00.

SDCB is preparing a possible grant for Section 5310 funding for buses/vans. Part of the requirements is board resolution authorizing the filing of an application, committing the necessary match and to assure the execution of the grant agreement.

ACTION TAKEN

Authorizing the filing of an application for Specialized transportation grant program funds through The San Diego Association of Governments.

For: 6 / Against: 0 / Abstain: 0

Dennis showed the board the 2 X 15 second commercials produced by the Salazar group. The next steps will be to begin showing the spots on local TV as well social media

ACTION TAKEN

Motion to approve 2 X 15 second commercials by the Salazar group.

For: 6 / Against: 0 / Abstain: 0

7. President's Report:

Len Blottin, President

8. Committee

Reports: Building

Committee:

Jack Dapra reported that lighting in the north part of the parking lot has been repaired/replaced and is now working.

9. Old Business: None.

10. New Business:

None.

10. Adjourn:

There being no further business, the meeting was adjourned at 7:40 p.m.

Respectfully submitted for the Secretary.



**Board of Directors
Meeting
September 20, 2018**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:30 by President, Len Blottin.

2. Roll Call:

Present:

Len Blottin, Joe Carmellino, Jack Dapra, Kim Foote, Rick Hackley, Steve Haselhorst, Keith Kerchenfaut, Napoleon White.

Excused:

Chuck Gough.

Advisory Council:

Warren Wise.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the Board Meeting Minutes of August 17, 2018 with the correction listing George Saadeh as a Member of the Advisory Council, not the Board of Directors.

MSA

For: 8 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Kim Foote, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the month ending August 31, 2018 as presented.

MSA

For: 8 / Against: 0 / Abstain: 0

John reviewed the Finance Committee Meeting with Ted Kay from DLK. After four years, this fund has had an increase of 7%.

5. CEO's Report:

Kim Gibbens, CEO

Activities for the past month have included Judging for the Plumeria Society on Sept. 1st; Family Seminar in San Diego on Sept. 15th; this week is Graduation at both facilities; next week is Orientation for new students in San Diego and Vista; new classes to begin the first week in October.

The daughter of one of our Vista students (Kay Lemonovich), Michelle Sterling, has donated \$5,000 with a corresponding match to Qualcomm for a combined gift of \$10,000. Kim F. will write a thank you note on behalf of the Members to Michelle.

Kim informed the Members that Ben had emergency surgery for appendicitis and Chuck has had another fall.

6. Development Report:

Dennis Smith, Director of Development

Dennis accepted a check from the Corvette Owners Club of San Diego in the amount of \$14,000 from the Car Show. This is the largest amount yet! Dennis attributed the increase as a result of an increase in sponsorships.

The White Cane Luncheon is coming up quickly on Oct. 13th. We are still in need of sponsorships, Silent Auction items, and Live Auction items. Please buy tables and bring guests who are willing to spend dollars to benefit the Center. We are also in need of wine for the Wine Draw. Discussion ensued regarding serving wine at the event and having it hosted or not. The decision was made to serve hosted Champagne from 11:00 a.m. to 11:45 a.m. during the Social Hour/Silent Auction bidding and then offer hosted red and white wine during the meal. Rick volunteered to purchase the necessary wine and champagne through his source. We hope to have a sponsor for wine, champagne and corkage fees (which Joe Carmellino later donated \$1,000).

The Low Vision Optometrist, Dr. Jen Salvo, started work this past Monday. She will be working three days per week in the beginning, and as the practice builds, we hope to employ her full-time. During the absence of an Optometrist, over 100 individuals have inquired about the clinic, with 40 of those being good candidates to see the doctor. Dr. Salvo has passed the exam to be licensed in Calif., she is just waiting for the paperwork so that she can begin seeing patients.

7. President's Report:

Len Blottin, President

Len made an appeal to the Members for financial support of the Center, and, in particular, to support our White Cane Luncheon. As Members of the Board we have

responsibilities to support the well-being of the Center. All donations to the Center are tax deductible.

8. Committee Reports:

Building Committee: None

Nominating Committee: None.

Finance Committee: Reported during the Treasurer's Report.

PR & Marketing Committee: Two 15 second video spots have been produced and are ready. The next step is to negotiate with the TV Stations for days and times to show these spots, as well as doing some live spots on Broadcast stations to promote our message of services available to those in need as well as donations to support these needed services. The committee has also met with I Heart Radio for radio and media exposure. There was some discussion on the benefits of radio exposure.

9. Old Business:

None.

10. New Business:

None.

11. Adjourn:

There being no further business, the meeting was adjourned at 7:50 p.m.

Respectfully submitted for the Secretary.