

SAN DIEGO
CENTER
FOR THE BLIND

Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
Meeting
January 16, 2014**

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:

Members Present:

Len Blottin, Jack Dapra, Rick Hackley, Dave Ward, Ben Warren.

Members Excused:

Jeff Barr, Chuck Gough, Rilla VanZandt.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the December 5, 2013 Annual Board of Directors and Advisory Council Meeting Minutes as submitted with the correction that Rick Hannum from the Advisory Council was not in attendance.

MSA

For: 5/ Against: 0 / Abstain: 0

4. Treasurer's Report:

John Nolan, Controller

In the absence of Chuck Gough, Treasurer, John Nolan presented the Financial Reports for November and December 2013.

Action Taken

Motion to accept the Treasurer's Report for the month ending November 30, 2013 as presented.

MSA

For: 5 / Against: 0 / Abstain: 0

Action Taken

Motion to accept the Treasurer's Report for the month ending December 31, 2013 as presented.

MSA

For: 5 / Against: 0 / Abstain: 0

5. CEO's Report:

Kim Gibbens, CEO

Kim handed out Conflict of Interest statements that must be signed annually by the Members. Those not in attendance this evening will be mailed a copy to sign and return.

[REDACTED] Staff Member/Volunteer Coordinator, is out on an extended medical leave of absence. Rila VanZandt has also been ill since December 13th.

Dates to remember: Cycling for Sight will be July 19 & 20th this year; Friends of the Center Card Party will be Feb 22nd; Hillcrest/Mission Valley Lions Golf Tournament will be in June.

Kim informed the Members that the cost of providing health insurance to qualified Staff will rise by 14% starting in March.

A new semester of classes is underway for clients both in San Diego and Vista. The Vista numbers are down at this time, so additional effort is being put into Outreach and community connections to bring that number back up to normal.

Kim presented a brief synopsis of her VisionServe Alliance meeting held in Pittsburgh last November.

6. Development Report:

Dennis Smith, Development

Dennis reviewed the income and expenses from the White Cane Luncheon last October. This year's Luncheon is scheduled for Oct 18th. It was suggested that we actively seek more sponsors this year.

The Center was successful in its bid to host one of the six Mayoral Debates. However, we were paired up with NBC/Channel 7/39, and they are refusing to have any partners in the debate. The outcome is uncertain at this time.

7. Committee Reports:

Len reviewed the various standing committees outlined in the Board Manual and asked for volunteers from the Members present (and some not) to serve. The following committees and potential members were suggested, subject to review and approval:

Finance: Ben, Rick, Kim, Dennis and John.

Nominating: most likely appointed in June, but suggested members of Hal, Dave and Ben.

Board Development: TBD.

Program: one Member needed, who would be the Chair, along with Kim.

Building Committee: Ben, Dave, Hal and Kim.

Public Awareness: Chuck, Dave, Dennis.

White Cane Committee: Jack, Rick, Kim, Dennis, Julie.

It was suggested that we establish standing meeting dates for Committee meetings.

8. Old Business:

None.

9. New Business:

Joe Carmellino's application was reviewed for Membership on the Board.

Action Taken

Motion to approve Joe Carmellino for a three year term on the Board of Directors.

For: 5 / Against: 0 / Abstain: 0

The Members requested a Calendar of Events to be sent with next month's Board packet. It was also discussed that an org chart would be useful to the Members, but a telephone list of the Staff was not necessary. A request was made to have the monthly Board packets emailed to those Members with email. Those without email will still receive a mailed copy.

Kim, Dennis, and Virginia have conducted several interviews to replace Batya in the AT Dept., but a suitable candidate has yet to be found.

Rick requested that we entertain a proposal to increase the Staff in the Fundraising Dept. to assist Dennis.

10. Adjourn:

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

Respectfully submitted for the Secretary.



SAN DIEGO
CENTER
FOR THE BLIND

Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
And
Advisory Council
Meeting
February 20, 2014**

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:

Members Present:

Len Blottin, Jeff Barr, Joe Carmellino, Jack Dapra, Chuck Gough, Rilla VanZandt, Dave Ward, Ben Warren.

Excused:

Rick Hackley.

Advisory Council Present:

George Saadeh, Hal Tracy, Warren Wise.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the January 16, 2014 Board Meeting Minutes as submitted.

MSA

For: 8 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Chuck Gough, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the month ending January 31, 2014 as presented.

MSA

For: 8 / Against: 0 / Abstain: 0

5. CEO's Report:

Kim Gibbens, CEO

Kim has made presentations to the following groups: Telephone Pioneers on Jan 23rd; Blind Stokers Club on Feb 1st; Successful Living Expo on Feb 1st; Rancho Bernardo Lions on Feb 11th; and UPAC on Feb 13th.

Kim handed out a copy of the wonderful article in the UT about Mary Gagliardo, who is a Volunteer in Vista and President of the Friends of the Center for the Blind. We were lucky in having this appear in the Sunday edition.

Kelly Malky has been hired as the new Low Vision Specialist. She will begin on March 21st.

Upcoming events: Friends of the Center Card Party and Luncheon on Feb 22nd; Volunteers from the Solana Beach Presbyterian Church to do a community service project at the Vista facility on Feb 23rd; Family Seminar at the San Diego facility on Mar 8th and in Vista on Mar 15th; CSUN Disability Conference Mar 20 & 21st; May 9th is the Volunteer Thank You Luncheon; and May 10th is a Tea benefitting the Center put on by the Highway Lions.

6. Development Report:

Dennis Smith, Development

The AT Department is growing both in revenue and services. Discussion ensued about the benefits of this service to our clients as well as the possibility of selling products on the web.

The White Cane Committee has met and is already planning for this year's luncheon to be held on October 17, 2014. Dennis reviewed the minutes from this meeting and encouraged the Members to donate gift cards, auction items, suggestions for an opportunity prize, contact potential sponsors, and fill a table or two at the event with potential Members and/or donors.

7. Committee Reports:

Len finalized the 2014 Committees as follows:

Nominating Committee: Ben, Hal, Dave.

Development Committee: Jeff, Rick, Ben, Kim, Dennis. A Chair is still needed.

Finance Committee: Chuck, Chair, Rick, Ben, John, Kim.

By-Laws: Joe, Chair, Chuck.

Program: Kim, Staff Management Team.

Building Committee: Chuck, Dave, Ben, Hal, Kim.

Public Awareness: Chuck, Dave, Dennis.

White Cane Committee: Rick, Jeff, Jack, Dennis, Kim, Julie.

Len contacted all of the Advisory Council Members. Four Members resigned: Bill Cowing, Scotty Schuetz, Rick Hannum, and Herb Herzig. Len commented that the Advisory Council needs a purpose and have a function other than coming to quarterly meetings.

Len has invited Bob Groff to be a Member of the Advisory Council.

8. Old Business:

The Members were polled and the new system of sending meeting notices and minutes electronically is working well.

The Hillcrest/ Mission Valley Lions will hold their Golf Tournament to benefit the Center on June 5th, 2014 at Admiral Baker Golf Course.

The plan to have a Low Vision Optometrist in our AT Department is still in the works. Now that we have hired a Low Vision Specialist, we hope to move forward with that plan.

Kim requested a meeting of the Finance Committee in the near future.

9. New Business:

Len requested the Members to make an effort to attend all functions of and benefitting the Center.

Kim and the Vista Staff will recommend a time for the Board to hold a luncheon meeting at the Vista Facility in the next few months.

Len requested that the Members do a walk-through of the AT Department at the next meeting.

10. Adjourn:

There being no further business, the meeting was adjourned at 8:03 p.m.

Respectfully submitted for the Secretary.



SAN DIEGO
CENTER
FOR THE BLIND

Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
Meeting
March 20, 2014**

1. Call to Order: Len Blottin, President
The meeting was called to order at 6:40 p.m. by President, Len Blottin.

2. Roll Call:

Members Present:

Len Blottin, Chuck Gough, Jack Dapra, Ben Warren.

Members Excused:

Rick Hackley, Jeff Barr, Joe Carmellino, Rilla VanZandt, Dave Ward.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Adjourn:

Given that a quorum of Members was not in attendance, after some general discussion, the agenda was tabled until the meeting next month. The meeting was adjourned at 7:20 p.m.

Respectfully submitted for the Secretary.



SAN DIEGO
CENTER
FOR THE **BLIND**

Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
Meeting
April 17, 2014**

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:

Members Present:

Jeff Barr, Len Blottin, Joe Carmellino, Chuck Gough, Rick Hackley, Ben Warren.

Members Excused:

Jack Dapra, Rilla VanZandt, Dave Ward.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the February 20, 2014 Board Meeting Minutes as submitted.

MSA

For: 6 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Chuck Gough, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the months ending February 28, 2014 and March 31, 2014 as presented.

MSA

For: 6 / Against: 0 / Abstain: 0

Dennis announced that the Center has been named in a bequest to receive 97% of a \$2.3 million trust. Rick suggested that we contact the lawyer to see if it would be permissible to do a press release upon receipt.

5. CEO's Report:

Kim Gibbens, CEO

The Friends of the Center held one of their most successful Card Parties ever on Feb 22nd. They made close to \$4,000. Proceeds from this event are being used to purchase carpet, flooring, stove and oven at the Vista facility. The North Coast

Church has also improved the front entry to the Vista Facility as their volunteer project.

The Staff and Students of the Center attended the CSUN Exhibit Hall March 19-21 to view the latest and greatest in assistive technology for the blind and vision impaired.

Both Centers held graduation ceremonies the week of March 24th and Orientation for new students the week of April 1st. Enrollment of new students to the Center is positive.

Kim is now attending the monthly meetings of the Mayor's Committee on Disabilities. Kim is filling in for Loretta on this committee while she is out on extended sick leave.

Kim will attend the VisionServe Alliance Conference in Louisville, KY April 23 to 26th. The American Printing House for the Blind is hosting.

Please remember to attend the Center's Volunteer Thank You Luncheon on May 9th. The Center wishes to thank you for your service on the Board, and it is also nice for the Board Members to thank our other Volunteers as well.

6. Development Report:

Dennis Smith, Development

Dennis reviewed our Website with a list of up-coming events. He then highlighted a very important event on May 6th, GiveBig San Diego. The Center is one of 300+ non-profit agencies that will be listed for donations through the SD Community Foundation on that day. Please spread this info to you friends, family and associates. It is a great opportunity to raise funds as well as raise awareness of the Center.

Dennis also highlighted our ability to raise funds while shopping at Amazon.com. Through their program, AmazonSmile, the Center can receive .5% of the purchase amount. Anyone who shops Amazon can designate the Center.

Many thanks to Ben and Donna Warren for being our first White Cane Luncheon Sponsor for 2014. Dennis handed out Sponsorship letters and Silent Auction request letters to the Members for solicitation of additional sponsors and auction items. Your help is needed to make this event a success on October 17th.

The Hillcrest/Mission Valley Lions Golf Tournament is coming up on June 5th. Your support of this event is needed.

Len requested letterhead paper with a list of Members that can be used by the Members for correspondence.

7. Committee Reports:

By-Laws:

Joe reviewed our By-Laws and had a few questions/recommendations:
Is there a current resolution designating our "Principal Office"?
Is there a current resolution fixing the exact number of authorized Directors?
Are terms staggered, 1, 2, and 3 year terms?
Are there "Interested Persons" on the Board?
Are our officers in place?
Endorsement of documents requires two signatures?
Annual Report?
Annual Statement?
In regards to resolutions, are unanimous, written consent resolutions recorded?

Discussion ensued. Some items are done, some informally, some need action. The committee will bring us into compliance with our By-Laws.

Membership:

The Nominating Committee recommended Bob Groff as a Member of the Advisory Council

Action Taken

Motion to approve Bob Groff as a Member of the Advisory Council effective immediately.

MSA

For: 6 / Against: 0 / Abstain: 0

Finance Committee:

Chuck reported on the Finance Committee meeting held prior to this meeting. The Committee heard a presentation from our current Investment Company, Payden & Rygel. Gerard Tamparong has replaced Steve, who retired.

The Committee also had a presentation from Eltinge Brown, a realtor from the La Jolla area. Mr. Brown has evaluated comp's for the region and has put a value of \$2.2 million on the rental unit in La Jolla. He is not concerned that the life lease tenant would be a deterrent should we decide to sell. As an aside, one unit is vacant at this time.

Ben reported on our interest in the property in North Park. The current tenant has moved out, thus breaking his lease, and an unlawful detainer has been filed. The manager is looking for a new tenant, but discussion is also being held regarding sale of the property.

Rick suggested that we look at our projected income for properties we own and take that into consideration as we make our decisions.

8. Old Business:

None.

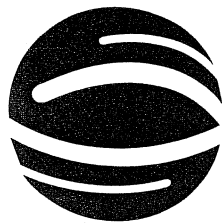
9. New Business:

None.

10. Adjourn:

There being no further business, the meeting was adjourned at 8:15 p.m. and the tour of the Technology Center as tabled to the next meeting. The Members are still interested in holding a meeting at the Vista Facility, date to be determined.

Respectfully submitted for the Secretary.



SAN DIEGO
CENTER
FOR THE **BLIND**

Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
And
Advisory Council
Meeting
May 15, 2014**

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:

Members Present:

Len Blottin, Joe Carmellino, Jack Dapra, Chuck Gough, Rick Hackley, Ben Warren.

Members Excused:

Jeff Barr, Rilla VanZandt, Dave Ward.

Advisory Council Present:

Bob Goff, Steve Haselhorst, Hal Tracy, Warren Wise.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the April 17, 2014 Board Meeting Minutes as submitted.

MSA

For: 6 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Chuck Gough, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the month ending April 30, 2014 as presented.

MSA

For: 6 / Against: 0 / Abstain: 0

John also included a spread sheet showing the cash flow from our property in La Jolla for 2014. The net income so far for the year is \$10,500.

John also commented that our reimbursements from Dept. of Rehab are down 10% over previous years.

5. CEO's Report:

Kim Gibbens, CEO

Kim Reported on her VisionServe Conference in Louisville, KY April 23rd to the 26th.

Kim thanked those Members who attended the Volunteer Luncheon on May 9th. With the exception of missing our Volunteer Coordinator, who is out on medical leave, the event turned out well.

The Lakeside/Highway Lions held their Tea to benefit the Center on May 10th. It was a sell-out crowd and a lovely event.

Kim reminded the Members that this coming Monday the Amigos de Vista Lions will be holding their Annual Golf Tournament. They do expect the Center to provide several foursomes for this event. Please mark this on your calendars for next year.

We are currently looking at someone to temporarily fill the Volunteer Coordinator's position until she returns or vacates her position.

6. Development Report:

Dennis Smith, Development

Plans are in full motion for this year's White Cane Luncheon. Thank you to Jack Dapra who donated a Fuji camera for the opportunity drawing. We also plan to offer an iPad and \$100 gift card to Cohen Restaurants. Sponsorships are still needed. Please use the form supplied by Dennis to solicit sponsorships.

The Cycling for Sight bike ride is coming up July 19th and 20th. Volunteer help will be needed.

Dennis reported on the Give Big event. Eleven donors generated \$1,050 for the Center. Gifts in general that day ranged from \$0 to \$45,000. We were about average. Dennis felt it was good media exposure.

Dennis drafted letterhead for use by the Members of the Board and Advisory Council.

7. President's Report:

Len Blottin, President

Len commented that for the last three years our assets have remained the same. As Members, we need to help the agency grow. We shouldn't be \$40,000 in need every month. It takes all of us. We should attend and participate in all of the agency's functions, attend graduations, help with Cycling for Sight, sponsor a table at the White Cane Luncheon and bring new people –movers and shakers who can help us grow. The time has come to take it up a notch.

8. Committee Reports:

Len requested that the Committees and their Members get active please.

Finance Committee:

The next meeting of the Finance Committee will be May 23rd at 1:30.

By-Laws Committee:

Action Taken

Motion to accept the Resolution Fixing Corporation's Principal Office at 5922 El Cajon Blvd., San Diego, CA 92115.

MSA

For: 6 / Against: 0 / Abstain: 0

According to our By-Laws all voting done by phone or email must be unanimous.

Action Taken

Motion to ratify the Resolution Authorizing the Title VI Compliance Plan for the Agency which was passed by a unanimous vote.

For: 6 / Against: 0 / Abstain: 0

After discussion, Joe will review Article IV, Section 2.2 and make a recommendation to the Members at the next meeting.

Building Committee:

A renter has been found for the vacant unit at our La Jolla property, so all units are rented at this time.

The renter at the property on University in North Park has left and broken the lease. The manager is currently looking for a new tenant. However, a \$5,000.00 infusion of funds is needed to make repairs before this can be done. Our share of cost is \$625.

Action Taken

Motion to approve \$650 as our share of cost for improvements to the property in North Park at 3038 University Avenue.

MSA

For: 6 / Against: 0 / Abstain: 0

Other legal action is being taken in this case, and Ben is our liaison with the other partners.

9. Old Business:

Dennis provided the Members with letterhead paper for their use with Board Member names listed along the side. Please have correspondence on letterhead approved by management before use.

10. New Business:

The Hillcrest/Mission Valley Lions Club Golf Tournament has been cancelled.

Graduation in both San Diego and Vista will be held the week of June 23rd. (note: this was later amended to the week of June 16th)

Regarding Cycling for Sight—do registrants sign a waiver? Kim will verify.

Rick suggested we increase our visibility by trying a clip on UTube, newsletter, audio, etc. We can reference this clip that would be a promo for the Agency in our materials. It would take a little time, talent and resources, but could be very beneficial. Dennis will put some concepts together for the next meeting.

Len welcomed Bob Groff to the Advisory Council. Bob gave a little background on himself and indicated he would like to become involved with support for the Cycling for Sight event, possibly doing another picnic.

11. Adjourn:

There being no further business, the meeting was adjourned at 8:05 p.m.

Respectfully submitted for the Secretary.



SAN DIEGO
CENTER
FOR THE **BLIND**

Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
Meeting
June 19, 2014**

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:

Members Present:

Len Blottin, Joe Carmellino, Chuck Gough, Rick Hackley, Rilla VanZandt, Ben Warren.

Members Excused:

Jeff Barr, Jack Dapra, Dave Ward.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the May 15, 2014 Board Meeting Minutes as submitted.

MSA

For: 6 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Chuck Gough, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the month ending May 31, 2014 as presented.

MSA

For: 6 / Against: 0 / Abstain: 0

John mentioned that the Dept. of Rehabilitation billings are off 20% from last year.

After review of the P&L Budget vs. Actual for the 11 months ending May 31, 2014, the Members reviewed a Draft Budget for the FY July 1, 2014 to June 30, 2015.

Action Taken

Motion to approve the Draft Budget for the FY July 1, 2014 to June 30, 2015 as presented with the addition of an overall bonus of [REDACTED] for Staff who have been employed for one year or longer as of July 1, 2014

MSA

For: 6 / Against: 0 / Abstain: 0

5. CEO's Report:

Kim Gibbens, CEO

Kim presented a proposal for a 20/20 Campaign to raise \$5 million by the year 2020. This campaign will use \$1 million in seed money from the Ruth Blazel Trust to begin a capital campaign to join the two buildings together at 5922 and 5930, establish a technology center at the Vista location, and raise funds to support new programs and growth in services to the visually impaired.

Kim reported on various speeches/presentations to Kiwanis and Lions Clubs over the last month.

The Cycling for Sight event will soon be here. Preparations have stepped into high gear.

6. Development Report:

Dennis Smith, Development

Dennis reported that the Center was successful in obtaining a grant from CalTrans for two additional new buses.

In order to apply for funds from Title VII Chapter 2 from the State of CA Dept. of Rehabilitation, the Members must pass a resolution authorizing Kim to sign on behalf of the Agency.

Action Taken

Now, therefore, be it resolved that said Board of Directors does hereby authorize Kimbrally Z. Gibbens of the San Diego Center for the Blind on behalf of the corporation to sign and execute said agreement and all amendments there to, except to increase the financial liability of said corporation.

MSA

For: 6 / Against: 0 / Abstain: 0

The amount requested will be \$222,462 each year, renewable for two additional years beginning Oct 1, 2014.

The White Cane Luncheon planning is progressing. Tables of 8 will be \$480.00, and increase of \$5.00 over the past few years. Len requested that each Member sponsor a table and invite prospective Members and Donors.

Dennis commented that the history behind the recent bequest from Ruth Blazel showed that she donated small gifts over a period of time. Large gifts can sometimes start with small gifts. We need to appreciate all donors, large and small.

7. Committee Reports:

Finance Committee:

Chuck reviewed minutes from the May 23, 2014 Finance Committee meeting. The Center has received an offer of \$1.8 million from Scott McPherson to purchase the property on Silverado in La Jolla. A Real Estate agent from the area provided the Committee with comps for \$2.2 to \$2.3 million for the same property. Joe offered to get several market evaluations from his contacts. This item was placed on hold, pending this information from Joe.

After proposals from our current investment group and a new group DLK, the Committee put forth the following proposal for approval:

Action Taken

Motion to put \$200,000 in a cash fund, and invest \$900,000 with Payden and Rygel and \$900,000 with DLK from the Ruth Blazel bequest. This arrangement will be reviewed by the Committee after one year.

MSA

For: 6 / Against: 0 / Abstain: 0

8. Old Business:

None.

9. New Business:

Move the regularly scheduled Board Meeting for July 17, 2014 to Saturday, July 19, 2014 to be held at the Vista location from 11 a.m. to 1 p.m. in conjunction with the Cycling for Sight event.

Hal Tracy resigned as a Member to the Advisory Council as well as membership on the Building and Nominating Committees. His resignation was accepted with regret.

The Members requested that a Thank You letter be drafted on behalf of the Members and sent to the Trustee of the Blazel bequest.

Action Taken

Motion to move forward with the 20/20 Campaign as presented by Kim in her report.

MSA

For: 6 / Against: 0 / Abstain: 0

Len made the observation that out of 60 plus Lions Clubs in the District, maybe six or seven have a sight impaired member. We should encourage Clubs to invite graduates of our program into their Clubs. It would be a win for both Clubs and the visually impaired.

10. Adjourn:

There being no further business, the meeting was adjourned at 8:55 p.m.

Respectfully submitted for the Secretary.



Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
And
Advisory Council Meeting
August 21, 2014**

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:

Members Present:

Len Blottin, Joe Carmellino, Jack Dapra, Chuck Gough, Rilla VanZandt, Dave Ward, Ben Warren.

Members Excused:

Jeff Barr, Rick Hackley.

Advisory Council Present:

Steve Haselhorst, Roger McClain, Warren Wise.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

**Motion to approve the June 19, 2014 Board Meeting Minutes as submitted.
MSA**

For: 7 / Against: 0 / Abstain: 0

No official Minutes were presented for the Board Meeting held at the Vista facility during the Cycling for Sight event on July 19, 2014. President Len read his notes from that meeting indicating that the Finance Committee reported that the \$2 million received from the Blazel bequest will be invested; the Treasurer's Report was accepted as submitted; and that it is time to sell tables for the White Cane Luncheon. Official Minutes will be typed up by Chuck.

4. Treasurer's Report:

Chuck Gough, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the month July 31, 2014 as presented.

MSA**For: 7 / Against: 0 / Abstain: 0**

John said he is still working on final numbers for year-end.

\$900,000 has been deposited into the Payden & Rygel account. We are still gathering the necessary signatures to open our new account with DLK.

5. CEO's Report:

Kim Gibbens, CEO

Kim represented the Center at the following Clubs, committees, etc: Singing Hills Lions, Del Sol Lions, Lakeside/Highway Lions, Mueller College, and the Mayor's Committee on Disabilities.

The Braille Staff, along with volunteers and advanced students, received an in-service on the new changes coming in the Unified Braille code.

The Center hosted a training day and lunch for members of the local DOR Blind Field Services Staff. The focus was on technology.

The Cycling for Sight event is in the books. The gross profit is just short of \$45,000. Everything ran well, all riders returned home safely, and a good time was had by all. The change in venue seemed to work well. A debriefing will be held to determine if we stick with the two day event being held locally next year, or if we return to the three-day tour to Irvine and back.

The Corvette Owners Club Car Show was also another success. We anticipate a donation in the neighborhood of \$10,000 after expenses.

Kim informed the Members that after almost 30 years of service, Jody Shephard will be leaving, having accepted another position with an agency providing crisis counseling. Action will be taken to fill this position in a timely fashion.

6. Development Report:

Dennis Smith, Development

Dennis informed the Members that the Center received a Four Star rating from Charity Navigator! This has been a goal of our strategic plan and we thank the Members and Staff who made this happen.

Dennis thanked Chuck and the Friends of the Center, along with Bob Groff and Yvonne Paris for their assistance with Cycling for Sight at the Aid Stations. And thank you to Jack for helping Kim at CSUSM with the luggage and supplies.

Dennis acknowledged Len, Ben, and Jack, along with their wives, as sponsors for the White Cane Luncheon. We still have opportunities for additional sponsorships. We are also actively seeking auction items and gift cards for the rose sale. Dennis has handed out tickets for the Opportunity drawing. Please try and sell as many as you can. Dave Roberts will serve as our MC this year, thanks to Len. Our President encouraged all Members to sell a table and obtain sponsors. Let's make this year

our biggest success ever! Invitations are due to be out in the mail in the next few weeks.

7. Committee Reports:

Finance Committee:

John handed out minutes from the Finance Committee meeting held May 23, 2014.

After a full discussion of the pros and cons, the Committee recommends that the SD Center for the Blind sell our property on Silverado in La Jolla. Input from several sources would indicate that the property is valued at \$2.25 to \$2.5 million.

Action Taken

Motion to accept the recommendation from the Finance Committee to sell our property on Silverado in La Jolla.

MSA

For: 7 / Against: 0 / Abstain: 0

Len appointed Joe to contact Scott McPherson and ask for \$2.5 million with a broker's fee discount of 4% , netting a \$2.4 million asking price for the property on Silverado. Joe was given a 10% leeway in order to close the deal. If accepted, a special meeting will be called of the Finance Committee for approval ASAP.

MSA

For: 7 / Against: 0 / Abstain: 0

If the offer to Scott McPherson is rejected, we will list the property with Rob Hudnell, who will act as our Broker/Agent.

MSA

For: 6 / Against: 0 / Abstain: 0 / Joe Carmellino recused himself.

In addition, the major shareholders of our property in North Park have also decided to sell. The property has not been rented in several months and requires too much maintenance/renovation.

Action Taken

Motion to support the major shareholder's desire to sell the property in North Park and to give Kim Gibbens, CEO, the authority to sign said offer to sell.

MSA

For: 7 / Against: 0 / Abstain: 0

Nominating Committee:

Rick Hackley has recommended a potential new Member for the Board. The Nominating Committee will review.

8. Old Business:

None.

9. New Business:

None.

10. Adjourn:

There being no further business, the meeting was adjourned at 8:00 p.m.

Respectfully submitted for the Secretary.



Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
Meeting
September 18, 2014**

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:
Members Present:
Len Blottin, Joe Carmellino, Jack Dapra, Chuck Gough, Rick Hackley, Ben Warren.
Members Excused:
Jeff Barr, Rilla VanZandt, Dave Ward.
Staff Present:
Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:
Action Taken
Motion to approve the August 21, 2014 Board Meeting Minutes as submitted.
MSA
For: 6 / Against: 0 / Abstain: 0

4. Treasurer's Report: Chuck Gough, Treasurer
Action Taken
Motion to accept the Treasurer's Report for the month ending August 31, 2014 as presented.
MSA
For: 6 / Against: 0 / Abstain: 0

5. President's Report: Len Blottin, President
Due to the next meeting being scheduled the night before the White Cane Luncheon, Len requested that we move our meeting in October scheduled for the 16th, to the week prior on October 9th. This will allow Staff time to prepare for the luncheon.

Len spoke to the Members regarding their responsibility to help this agency grow. The White Cane Luncheon has the potential to bring in substantial dollars for the Center. This is a fundraiser that is an easy sale. Please get involved in every way

you can to make this event a huge success. Bring a table of potential new donors and or Board Members, and help increase revenues to the Center.

6. CEO's Report:

Kim Gibbens, CEO

Kim has made several speeches during the past month representing the Center for the Blind, in addition to three of our graduate students participating in the judging of plumerias at the annual event in Balboa Park. A Family Seminar was held at the Vista location on September 6th, which was well received. The Staff held an all-day In-Service for strategic planning on September 22nd. The Staff has a three-fold plan in the next year to increase counseling and training for those attending the Technology Department only; move the non-English speaking students to a separate day; and, add seminars to our current programming.

Current projects include: working on re-certification for DOR, the White Cane Luncheon, and possibly hosting the VisionServe Conference in San Diego in November 2015.

Kim thanked Len for his outstanding efforts in selling opportunity drawing tickets at the majority of our local Lions Clubs. He has singlehandedly out-done all previous sales!

7. Development Report:

Dennis Smith, Development

Dennis thanked Len and Bucky Blottin for their support of the White Cane Luncheon. Our bank, North Island Credit Union, has signed on as a sponsor for the Luncheon this year. The committee is working hard with plans to grow this event enough to move to a larger facility in the near future.

The Corvette Owners Club of San Diego donated \$9,000 from the proceeds of their Annual Car Show to the Center.

8. Committee Reports:

Finance Committee:

Action Taken

**Motion to authorize Kim to sign agreements to sell the property in North Park.
MSA**

For: 6 / Against: 0 / Abstain: 0

Currently there is an offer on the table for \$1.75 million.

Regarding the property on Silverado in La Jolla, Scott McPherson declined our offer. The Finance Committee will meet and engage Rob Hudnell as our broker to sell the property, with a beginning asking price of \$2.5 million. We will also ask Rob to take over property management in the interim. Rob will be engaged using the Standard Board of Realtors contract. Len requested that Joe attend as legal counsel for the Center.

A letter from one of the current tenants on Silverado was read and discussed. No action to be taken at this time.

Action Taken

Motion to authorize Kim to sign listing documents and all other related documents on behalf of the SD Center for the Blind in the sale of the property on Silverado in La Jolla with Rob Hudnell.

MSA

For: 6 / Against: 0 / Abstain: 0

Nominating Committee:

Ben reported that he received a New Member nomination from Rick Hackley. Ben said this is in progress.

He then read the proposed Slate of Officers for the year 2015:

President:	Rick Hackley
Past President:	Len Blottin
Vice President:	Jack Dapra
Secretary/Treasurer	Steve Haselhorst

9. Old Business:

None,

10. New Business:

Change the date of next month's meeting from Oct 16th to Oct 9th.

11. Adjourn:

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

Respectfully submitted for the Secretary.



SAN DIEGO
CENTER
FOR THE BLIND

Vision Rehabilitation Services That Rebuild Independence

**Board of Directors
Meeting
October 9, 2014**

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:

Members Present:

Len Blottin, Joe Carmellino, Jack Dapra, Chuck Gough, Rilla Van Zandt, Dave Ward, Ben Warren.

Members Excused:

Jeff Barr, Rick Hackley.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

Motion to approve the September 18, 2014 Board Meeting Minutes as submitted.

MSA

For: 7 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Chuck Gough, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the month ending September 30, 2014 as presented.

MSA

For: 7 / Against: 0 / Abstain: 0

5. President's Report:

Len Blottin, President

Len expressed thanks to those Members who have purchased tables and contributed to the White Cane Luncheon—Ben, Joe, Jack, Rilla, Chuck and Dave (and Len as well). Len reminded the Members that their job is to help this agency grow, and that includes fundraising and supporting the Staff. Please get involved with all of the Center's special events and volunteer as much as you can. At this moment in time, please help to make this year's White Cane Luncheon the best one

yet! Discussion ensued, and it was suggested that we utilize technology whenever we can to capture younger donors, and it might be a good idea to set up an Auxiliary Board to raise funds for the building project.

6. CEO's Report:

Kim Gibbens, CEO

Kim Reported that the design class from Design Institute is taking us on as their class project, along with their instructor who is an architect, to come up with a plan to join our two buildings together. We are looking forward to the results!

Dave Roberts toured the Center in preparation for being our opening speaker at the White Cane Luncheon. Thank you to Len for making this happen.

Kim and Dennis are busy with preparations for the Center's certification from DOR, this will take place the Tuesday following our White Cane Luncheon.

Kim gave her two-hour training to the nursing students at Palomar College, and the Heartland Lions held their Annual White Cane Brunch at the Center this past Saturday.

Kim announced that we have a serious offer for the property in La Jolla at our full asking price. All cash, with a 21 day close. A discussion ensued regarding the offer and disclosures.

7. Development Report:

Dennis Smith, Development

Dennis announced that we currently have 153 attendees for the White Cane Luncheon. We have exceeded previous sales in the Opportunity Drawing thanks to Len's great salesmanship to the various Lions Clubs. Our goal this year is \$50,000.

This Board will thank and welcome in to the family our purchaser of the Silverado property when the sale is complete.

8. Committee Reports:

Finance Committee:

The sale of our property in La Jolla on Silverado is moving forward with broker Rob Hudnall. Changing property management may become moot if the sale of the property is done within twenty-one days, as we need to give a 30 day notice to the current property management company.

9. Old Business:

None.

10. New Business:

Action Taken

The Board Resolves to add Dennis Smith as an authorized signer on the checking account, replacing Jody Shephard.

MSA

For: 7 / Against: 0 / Abstain: 0

Discussion was held regarding our Title VII award, which has been reduced by one half for the next three year grant cycle. However, John reported that we billed our largest DOR amount to date this past month.

The DOR informed us yesterday that they will no longer purchase from us until we are on the State Vendor List. Dennis has begun the application process for this.

11. Adjourn:

There being no further business, the meeting was adjourned at 8:25 p.m.

Respectfully submitted for the Secretary.



Vision Rehabilitation Services That Rebuild Independence

Annual Board Meeting December 4, 2014

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:

Members Present:

Len Blottin, Joe Carmellino, Jack Dapra, Chuck Gough, Rick Hackley, Rilla VanZandt, Dave Ward, Ben Warren.

Member Excused:

Jeff Barr.

Advisory Council Present:

Steve Haselhorst, George Saadeh, Warren Wise.

Staff Present:

Kim Gibbens, John Nolan, Dennis Smith.

3. Approval Board Meeting Minutes:

Action Taken

**Motion to approve the October 9, 2014 Board Meeting Minutes as submitted.
MSA**

For: 8 / Against: 0 / Abstain: 0

4. Treasurer's Report:

Chuck Gough, Treasurer

Action Taken

Motion to accept the Treasurer's Report for the months ending October 31, 2014 and November 30, 2014 as presented.

MSA

For: 8 / Against: 0 / Abstain: 0

Action Taken

Motion to move \$2 million from the sale of property in La Jolla from the checking account to Payden & Rygel until the Finance Committee can further review.

MSA

For: 8 / Against: 0 / Abstain: 0

Action Taken

Motion to have the proceeds from the sale of property in North Park deposited into the DLK account (escrow to wire money directly to DLK).

MSA

For: 8 / Against: 0 / Abstain: 0

5. Development Report:

Dennis Smith, Development

Dennis presented a White Cane Luncheon Yearly Comparison Summary to the Members. This year's income was \$29,715 vs last year's \$5,315. Dennis credited Board involvement for the increase and thanked the Members, and in particular Len and Jack, for their efforts. Time to start on next year's event!

Dennis reviewed the sale of our property in La Jolla. It was part sale and part donation of \$750,000. The donation portion will be submitted to Qualcomm for a matching grant. This is an added bonus, as it puts us on Qualcomm's donor list and could help to lead to future donations. Rick suggested we make a presentation to Qualcomm regarding the benefits SCB makes to the San Diego community.

6. President's Report:

Len Blottin, President

Len expressed his appreciation to the Member's for their support this past year. He was especially pleased with the increase in income from the White Cane Luncheon. He felt this underscored what a little extra effort could do to improve results. More people yields more results, and Len suggested that we don't limit our efforts to Lions Clubs alone, but make connections with Kiwanis and Rotary Clubs as well. He reminded the Members that this is a working Board and we all need to work together to support the Center and it's Staff. Len also suggested getting our Advisory Council more involved on committees and possibly coming to meetings every other month instead of four times a year. It has been a good year, let's keep up the pace!

Dave requested a presentation package from the Center that could be given to potential donors and Trust Departments of Banks, etc. He felt a professional marketing firm could help us move forward.

7. CEO's Report:

Kim Gibbens, CEO

Kim thanked the Members for their support this past year.

We are still waiting to hear the outcome of our DOR recertification, and Kim thanked Dennis for all of his work on this as well as White Cane, the Bike Ride, Car Show, etc.

We have hired a new Director of Client Services in San Diego. He is Israel Martinez, who comes to us from the VA in Long Beach. His start date will be Jan 20, 2015.

The students at the Design Institute have put together a plan to join the two buildings on El Cajon Blvd. If any Members would like to attend, the presentation of this plan will be made December 10th at 10 a.m. at the Design Institute.

Kim thanked Len for his leadership this past year. We had our most successful White Cane, our largest donation to date, and a successful sale of the property in La Jolla. Kim then presented Len with a token of our appreciation.

In order to complete the sale of property in North Park, escrow is requiring a Board Resolution.

Action Taken

Resolution for CEO Kim Gibbens to sign on behalf of the San Diego Center for the Blind to complete the sale of property in North Park.

MSA

For: 8 / Against: 0 / Abstain: 0

8. Election of Directors for 2015:

The following Directors were elected to serve in 2015:

Jeff Barr, Len Blottin, Rick Hackley, Jack Dapra, Joe Carmellino, Steve Haselhorst, Rill VanZandt, Dave Ward.

Action Taken

Unanimous Vote of approval.

The following Officers were elected to serve in 2015:

Past President	Len Blottin
President	Rick Hackley
Vice President	Jack Dapra
Secretary/Treasurer	Steve Haselhorst

Action Taken

Unanimous Vote of approval.

9. Executive Session:

The Members went into an Executive Session regarding a Staff Bonus. Kim was instructed to give bonuses based on merit.

10. Adjourn:

There being no further business, the meeting was adjourned at 8:30 p.m.

Respectfully submitted for the Secretary.