



BOARD OF DIRECTORS

December 1, 2023 at 8:00am

499 W. Main Street, Benton Harbor and Virtual Zoom Meeting

Meeting Minutes

I. ATTENDANCE:

Members Present:

Luke Barber, Brady Cohen, David Colp, Rick Dyer, John Fiore, John Janick, Vail Harding, Bob Kara, Vicky Kruslemsky, Lance Lyons, Christopher Randall, George Saleeby, Frank Samuel, Tom Stanek, Kathy Valdes, and Dan Wyant

Members Absent:

Tom Barbarini, Dr. Trevor Kubatzke, Anna Murphy, Steve Jackson, and Arlandar Washington

Chief Elected Officials (CEOB) Present:

Kurt Doroh, Ryan Laylin, Tina Leary, Roseann Marchetti, Julie Wuerfel, and Mamie Yarbrough

CEOB's Absent:

None.

Staff Present:

Elizabeth Bernhard, Josh Cosner, Roger Curtis, Jenn Deamud, Todd Gustafson, Paul Kirk, Allie Knapp, Mary Morphey, Zach Morris, Paula Polaskey, Coleen Rossman, and Erin Wright

II. PUBLIC COMMENT

None.

III. CHAIRMAN'S REPORT

Approval of December 1, 2023 Board of Directors Meeting Agenda

John Janick moved to approve the agenda of the December 1, 2023 Kinexus Group (KG) Board of Directors meeting. Ryan Laylin supported the motion and it carried unanimously.

Approval of October 6, 2023 Board of Directors Meeting Minutes

Ryan Laylin moved to approve the minutes of the October 6, 2023 KG Board of Directors meeting as amended on page three from "Mr. Snoeyink" to "Ms. Snoeyink". Lance Lyons supported the motion and it carried unanimously.

2024 KG Board Meeting Calendar

Todd Gustafson reviewed the 2024 Board of Directors meeting calendar.

Appreciation Presentation

Todd Gustafson recognized Lance Lyons for his many years of service on the Kinexus Group Board of Directors. Mr. Lyons participated in the committees, and represented Berrien Cass and Van Buren on the Michigan Works! Association Board of Directors.

Annual Subsidiary Board Appointments

Todd Gustafson reported that according to the subsidiary (Youth Solutions (YS), Market Van Buren (MVB) and Manufacturing Growth Alliance (MGA) By-Laws, KG the sole member of each subsidiary shall annually elect all directors. The annual election will sync with the calendar year, with the term running from January 1, 2024 to December 31, 2024. Ryan Laylin moved to approve the directors on the YS, MVB and MGA Board of Directors including new members; Samuel Barrera, (MVB), and Kelley Cusmano (YS), Ken Fettig (YS), Jenny Geno (YS), and Concetta Lewis (YS) contingent upon their agreement to serve on the YS Board of Directors for the term of January 1, 2024 to December 31, 2024. John Janick supported the motion and it carried unanimously.

IV. KINEXUS GROUP EXECUTIVE COMMITTEE

Staff Recognition

Todd Gustafson recognized Diane Young who was honored with the 2023 Governors Service Award for Volunteer of the Year, and Zach Morris for receiving the Michigan Economic Developers Association Medalist Award.

KG Health Dashboard

Todd Gustafson provided an overview of the KG Health Dashboard 23-24, including revenue, creating vibrant communities, and diversifying funding sources. Diversified funding has the potential to increase. A special board meeting will be held in mid December about a potential private sector acquisition that will be unique for KG. Discussion was held on the cybersecurity risk and trends. Josh Cosner commented that KG measures primarily around phishing and vulnerability testing.

Marketing & Communications

Mary Morphey reported on the importance of earned media, noting that it's free, message is controlled, receives referrals from credible sources, press releases can be picked up on multiple platforms and one story can lead to additional partnerships, engagements, and impact in the community. Ms. Morphey reported that since December 1, 2022, KG organizations have been featured in 329 news stories across the state and 35 news stories since October 6, 2023.

KINEXUS GROUP INVESTMENT COMMITTEE

Financial Reports

2022-2023 Audit

Rick Dyer reported that the audit report is typically presented at the December Board meeting; however, it is delayed due to the internal fiscal transition. Yeo & Yeo CPAs and Advisors are conducting the audit, and no issues have been identified.

Coleen Frens-Rossman reviewed the summary financials for year ending September 30, 2023, funding and expenditures, formula and non-formula funding ending June 30, 2024. Ms. Frens-Rossman gave an overview of the \$72M funds applied for, awarded, and not awarded, in addition to the LEO funds received between 2008 and 2023.

V. KINEXUS GROUP SUBSIDIARIES

Collective Impact

Paul Kirk provided an overview of the Career Academy, a pathway to a diverse and sustained workforce in healthcare. Mr. Kirk reviewed the organizational structure and connectivity between teams to bring all of the different departments together. Currently teams are being established and will be sector specific in this business team model. The team will begin using this model in healthcare first; however, this model will work across every sector in the tri-county, and the state, including; administration, construction, skilled trades, and property management. Mr. Kirk reviewed the landscape including economic headwinds, increase in job

postings, and labor force trends. The plan begins with awareness and attraction, followed by addressing barriers, soft skills, and competencies. The next step is pre-apprenticeships, which will be done in partnership with all the sectors and KG. Apprenticeships will be utilized across the five career pathways of health, administration, construction, skilled trades, and property management. Mr. Kirk reviewed the key milestones and measures for success with the Corewell project in the next two years. Outcomes will be built around performances and partnership. Todd Gustafson commented that this is the model for transformational impact.

Bridge Academy of Southwest Michigan (BASWM)

Allie Knapp provided an update of the BASWM. The Fall 2023 final student count is 188 students. Ms. Knapp reported that a student that has been enrolled at the BASWM since its inception will be the first graduate of 2024. Next school year will be the first freshman to senior year. Ms. Knapp indicated that the BASWM board of directors is working with West Michigan Education Research and Development Foundation for strategic planning. The scope of the strategic planning includes; completing the strategic planning process, implementation guidance and support, and providing administrative coaching and support.

Market Van Buren (MVB)

Zach Morris announced that MVB received an award of \$2.5M for the Revitalization and Placemaking (RAP) 2.0 for Van Buren and Cass Counties. The City of Dowagiac will use the monies for Streetscape and workforce housing apartment complex, the Village of Bloomingdale for downtown park revitalization, and the Village of Cassopolis for Stone Lake Waterfront project. Mr. Morris indicated that MVB is taking steps to address the housing shortage. A county wide housing study was conducted and funded by the Michigan Department of Agriculture and Rural Development (MDARD) and Van Buren County. If awarded, MVBs share is \$325K.

Todd Gustafson reviewed the strategic imperatives; enable vibrant communities, create a world class organization, diversify funding, and market KG and the subsidiaries. KG created the MGA, MVB, and the BASWM. KG will have an opportunity to diversify funding in the private sector. A special board meeting will be held in late December to present a potential acquisition.

VI. PUBLIC COMMENTS

None.

VII. ADJOURNMENT

George Saleeby moved to adjourn the meeting at 9:18am. Lance Lyons supported the motion and it carried unanimously.

DocuSigned by:
George Saleeby 3/5/2024
Kinexis Board of Directors Chairman Date

DocuSigned by:
Paulina Polnskey 3/5/2024
Recording Secretary Date