

**Board of Directors  
Full Board Meeting  
Monday, March 27, 2023  
3:00 pm to 4:30 pm  
IN PERSON  
Gerrard-Hoeschler, Realtors  
1131 Main St.  
Onalaska, WI 54650**

## Agenda Item

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|--|-------------------------------|
| <b>I. CALL TO ORDER</b>                                    | <b>3:00 P.M to 3:05 P.M.</b>  |
| A. Welcome and Announcements                               |                               |
| B. Approve January 30, 2023, Meeting Minutes               | Page 3-4                      |
| <b>II. TRUST POINT PRESENTATION</b>                        | <b>3:05 P.M to 3:30 P.M.</b>  |
| A. Trust Point Presentation                                |                               |
| <b>III. UPDATE ON GRANTS</b>                               | <b>3:30 P.M to 3:45 P.M.</b>  |
| A. Foster Grandparents                                     |                               |
| B. Foodshare Employment and Training                       |                               |
| C. Workforce Innovation and Opportunity Grants             |                               |
| D. Otto Bremer   |                               |
| <b>IV. EXECUTIVE REPORTS</b>                               | <b>3:45 P.M. to 4:05 P.M.</b> |
| A. Accept Executive Director Report and Connections Report | Pages 5-13                    |
| B. Accept Financial Statements                             | Available at Meeting          |
| <b>V. ADJOURNMENT</b>                                      | <b>4:05 P.M. to 4:10 P.M.</b> |
| A. Unfinished Business                                     |                               |
| B. New Business  |                               |
| C. Confirm Next Meeting Date                               |                               |
| • Personnel and Compensation: May 15, 2023                 |                               |
| • Full Board Meeting: May 22, 2023                         |                               |
| <b>VI. Gerrard-Hoeschler Presentation</b>                  | <b>4:10 P.M to 4:30 PM</b>    |

OFFICERS AND MEMBERS	
Doug Billings—Gerrard-Hoeschler Realtors	Past Chairperson
Heather St. Clair—Petro Energy, LLC.	Chair
Dimitar Dzikov—Coulee Bank	Vice Chair
Bradey Schleis—Organic Valley/CROPP Cooperative	Treasurer
Nick Goins—Mid City Steel, Inc.	Director
Deb Scoville—Franciscan Sisters	Director
Matt Bainter—Inland Packaging	Director
Mark Wemette—La Crosse Technical Consultants	Director
Lyn Pletta—Great Lakes Cheese	Director
Tou Yang—City Brewery	Director
Carolyn Colleen—Fierce Foundation	Director

### 2022-2023 MEETING SCHEDULE

Date	Time	Meeting
Friday, July 29, 2022	11:00 a.m.	Executive Committee
Monday, September 12, 2022	1:00 p.m.	Oversight Committee (Goins /Bainter/Wemette/Yang)
Monday, September 16, 2022	1:00 pm	Personnel and Comp St. Clair /Schleis/ Scoville/ Dzikov/Pletta)
Monday, September 26, 2022	3:00 p.m.	Full Board Meeting
Monday, October 17, 2022	Noon	Annual Meeting
Monday, January 30, 2023	3:00 p.m.	Full Board Meeting
Monday, March 27, 2023	3:00 p.m.	Full Board Meeting
Monday, May 15, 2023	1:00 p.m.	Personnel & Comp St. Clair /Schleis/ Scoville/ Dzikov/Pletta)
Monday, May 22, 2023	3:00 p.m.	Full Board Meeting
Monday, June 26, 2023	3:00 pm	Full Board Meeting

**Board of Directors  
Full Board Meeting  
Monday, January 30, 2023  
3:00 pm to 5:00 pm**

**I. CALL TO ORDER 3:00 P.M to 3:05 P.M.**

A. Welcome and Announcements

*Ms. St. Clair called the meeting to order at 3:05 p.m. A quorum was present. Thanks was expressed to Ms. St. Clair and Petro Energy, LLC for hosting the meeting.*

B. Approve September 26, 2022, Meeting Minutes Page 3-4 X  
*Motion made (Wemette/Billings) to accept the September 26, 2022 minutes as presented. Motion carried unanimously.*

**II. STRATEGIC PLANNING—SETTING THE STAGE 3:05 P.M. to 3:45 P.M.**

A. Looking Ahead Power Point

*Ms. Pierce presented Strategic Planning-Setting the Stage Power Point. Discussion held.*

B. Potential Pay Plan Adjustments Page 5-10  
*Ms. Pierce presented on possible reconfiguring elements of the pay plan; possibly merging benefits to ensure motivation and performance. Discussion held.*

**III EXECUTIVE REPORTS 3:45 P.M. to 4:15 P.M.**

A. Executive Director Report and Connections Report Pages 11-19 X

*Ms. Pierce presented the Executive Director Report with Connections Report. Discussion held.*

*Motion made (Wemette/Bainter) to accept the Executive Director Report with Connections Report as presented. Motion carried unanimously.*

B. October 2022 Financial Statements Under Separate Cover X  
*Ms. Pierce presented the Financial Status Report. Discussion held.*

*Motion made (Wemette/Dzikov) to accept the Financial Status Report as presented. Motion carried unanimously.*

C. 2021-2022 Audit Report Attached to Notice X  
*Ms. Pierce presented the 2021-2022 Audit Report.*

*Motion made (Wemette/Dzikov) to accept the 2021-2022 Audit Report as presented. Motion carried unanimously.*

**IV. INTERNAL POLICY 4:15 P.M. to 4:30 P.M.**

A. Unrestricted Cash Reserves Policy Under Separate Cover X

*Ms. Pierce presented information on the unrestricted cash reserves policy. Discussion held.*

*Motion made (Wemette/Dzikov) to approve (leave as is for now) the unrestricted cash reserves policy. Motion carried unanimously.*

**V. ADJOURNMENT 4:30 P.M. to 4:35 P.M.**

A. Unfinished Business

*None*

- B. New Business
- None
- C. Confirm Next Meeting Date (March 27, 2023)

**VI. TOUR OF Petro Energy**

4:35 P.M until done

*Ms. St. Clair presented a virtual tour of Petro Energy and other subsidiaries.*

*Meeting adjournment at 4:45 p.m.*

Respectfully Submitted, Heather St. Clair, Chair

**Attendance**

PRESENT	OTHERS PRESENT	NOT PRESENT
Heather St. Clair—Petro Energy, LLC	Teresa Pierce	Nick Goins—Mid City Steel, Inc
Doug Billings—Gerrard-Hoeschler Realtors	Gina Brown	
Dimitar Dzikov—Coulee Bank	Wanda Palmer	
Bradey Schleis—Organic Valley/CROPP		
Deb Scoville-Franciscan Sisters		
Matt Bainter-Inland Packaging		
Mark Wemette-La Crosse Technical Consultants		
Lyn Pletta-Great Lakes Cheese		
Tou Yang-City Brewery		
Carolyn Colleen-Fierce Foundation		

