

Board of Directors,

Here are a few highlights over the past month:

- Since my last report, Marklund has received **\$1.9M** from the State of Illinois. This is our largest amount since receiving \$2.2M in June. Our aging for Residential and Developmental Training, through September 30, stands at \$4.96M which is over \$400K better than last month. We are continuing to monitor this very closely but it appears that the State is returning to their typical 120-day cycle. We currently have \$3.3M of our line of credit available. With the addition of the Wasmond Center, we have requested an increase in our LOC from \$5M to \$6M. We fully expect the bank to extend the line after they receive our annual audit at the end of the month.
- Thank you for the significant turnout of the Board at the **Angel Songs Soiree** on September 23. I want to thank the following who attended: **Jim Armbruster, Jeff Blanchette, Howard Brandeisky, Carie Carney, Maria Dombrowski, Carol Donahue** (bought a table but could not attend), **Gerry Estes, Dan Foley, Mike Herlihy** and **George Webster**.
- The new **75 cent/hour** pay raise from the State will be passed on to the staff beginning October 22. Their first check with the new rate (Nov 9) will also include their retroactive pay since July 30. The staff are VERY excited. We actually expanded the raise beyond what the State mandated to include staff who clearly play a direct role in the lives of those we serve. We waited to pass on the raise until after we received the State's first reimbursement with the increase.
- The **Leadership Giving Circle Donor Appreciation** event was held at the Aspen Lane Winery on September 26. I want to thank the following who attended: **Jim Armbruster, Howard Brandeisky, Maria Dombrowski, Carol Donahue, Mike Herlihy, Frank Murnane, George Webster** and **Jack Zimmerman**. It was great to have the board there to talk to our LGC members.
- I want to thank **Brian Little** for recruiting one of his senior staff from Zurich to work with our HR staff on a new supervisory training course. We really appreciate the sharing of their expertise. I also want to thank **Maria Dombrowski** for her technical expertise in working with our REST staff.
- I have attached my **personal goals** for FY18 that were approved by the Executive Committee.
- The **FY18 Calendar of Events** is attached. All of the board events that are underlined should already be in your Outlook calendar. You are encouraged to attend as many of the events as your personal/professional calendar allows.
- I look forward to seeing a number of you at the 5th anniversary: **5K/1M Run, Walk and Roll** – Geneva – Sunday, October 22 – 8:00 am. I want to particularly thank **Duane Fitch** for his continued sponsorship. If you would like to register please go to: <http://www.marklund.org/getting-involved/attend-an-event/run-walk-roll-5k>
- Here is the final **Board date** for **2017: October 26**; and the **dates for 2018: January 25, April 5, May 24** (Finance only), **June 28, August 17** (Board retreat) and **October 25**. You should have Outlook invitations for all of these dates.

I look forward to seeing you at the Board Meeting this month.

We are grateful for ALL you do to advance our mission to...*make everyday life possible for individuals with profound disabilities.*

God bless you!

Gil

GILBERT FONGER
President & CEO



Making everyday life possible for individuals with profound disabilities

1S450 Wyatt Dr.
Geneva, IL 60134
gfonger@marklund.org

630.593.5476 DIRECT
312.568.9219 CELL
www.marklund.org



**Marklund
Board
Calendar of Events
2017-2018**

2017

August 18	9 am – 4 pm	<u>Board Retreat/Exec Committee</u>	MDS (start at MWC)
September 16	8:30 am – noon	Pancake Breakfast	MHC
September 23	6 – 10 pm	Angel Songs Soiree Dinner/Auction	Sanfilippo Estate Barrington
TBD	6 – 7:30 pm	Governance	MHC
October 22	8 am	5K/1 Mile Run, Walk & Roll	MHC
October 26	7 – 8:30 pm	<u>Finance/Board</u>	MHC

2018

January 25	7 – 8:30 pm	<u>Finance/Board</u>	MHC
February 3	6 pm – 12 am	Top Hat	Marriott Marquis McCormick Place
TBD	6 – 7:30 pm	Governance	MHC
April 5	7 – 8:30 pm	<u>Finance/Board</u>	MHC
April 29	8 am	4 Mile Run, Walk & Roll	MPC
TBD		REST	
May 24	5:30 – 8 pm	Finance	MHC
June 6	9 am – 6 pm	Golf Invitational	Cog Hill
June 9	10:30 am – 1 pm	Summer Games	MHC
June 16	10:30 am – 1 pm	Summer Games	MPC
June 28	7 – 8:30 pm	<u>Finance/Board</u>	MHC

Marklund President/CEO Goals for FY 18

- **Strategic Plan – 40%**

Goal: Successful execution of the FY18-20 plan.

- 50% based on achieving goals for FY18: **\$1.7M in New Net Revenue**
 - 50% based on objectives being achieved: **Successful completion of all ten projects**
-

- **Finances – 25%**

Goal: Successful execution of achieving FY18 budget.

- 30% based on Marklund budget doing \$100K better than budget: **Net Income – (\$1,080,980)**
 - 50% based on Marklund Charities budget: **Net Income - \$1,678,277**
 - 20% based on personal fundraising: **\$100,000 goal**
-

- **Operations – 15%**

Goal:

- 70% based on achieving Client Care Index: **94.0%**
 - 15% based on achieving a Parent Satisfaction survey rating: **80% rate services as “Satisfactory” or higher**
 - 15% - Other: **Committee evaluation**
-

- **Other Contributions/Achievements – 20%**

Goal: Other

- 50% based on REST breaking even this year
- 30% based on local, state and national advocacy efforts:
 - ✓ **Participation in state/national advocacy**
 - ✓ **10-12 community engagements**
- 20% - Other: **Committee evaluation**

Approved 8.29.17