

Production Brainstorming Minutes

August 14, 2018

11:00am – 12:30pm

Attending: Nancy B., Carrie P., Beth S., Ann K., and Steve H.

A. Follow-up from last meeting:

- Steve went over the minutes from the last meeting.
- Ann will be sending a list of businesses that she and Beth have reached out to. Ann reached out to Mike at Nahan, which resulted in 1 new bid opportunity, thus far. Beth reported that West Rock in the metro has 7 truckloads of corrugate that needs counting. We are hoping to be the vendor of choice for that opportunity. While both of these opportunities are short term, we are hoping that continuing these affiliations will yield more expanded work in the future.
- Ann has remained in contact with representatives from DEED, Career Solutions (formerly Workforce Center) and GSCDC, who toured this past month. While nothing has materialized yet, Ann reports that they continue to stay in contact with us on a weekly basis. IT is a good sign that they are continuing to look out for WACOSA's best interest. Ann gave them our customer list to see what, if any, assistance they could be helping with additional work. Also, a web page flyer is being designed to highlight our services.
- Steve met with Briana Torborg, a consultant with the Central Region Small Business Development Center, on July 25th to learn more about how she may be able to assist us with completing the business aspects directed by the WACOSA Board relating to our 2018 – 2022 Strategic Plan. Briana forwarded a proposal relating to the costs of her services and what she could provide in assistance to WACOSA. Steve and Nancy chatted and feel it would be worthwhile moving forward with her as our strategic plan facilitator related to goals around WACOSA's future business development and branding. Steve will be in contact with her to determine next steps.
- Steve made contact with Mike Krebsbach, ED at Accessibility in the metro to follow up on the lunch held earlier this year. Mike got back to Steve and shared that Accessibility is in the middle of selling their shred business and that timing would be better to meet to rekindle discussions on strategic partnership the first part of September. Steve will reconnect with him at that time.
- Steve was approached by Accessibility to consider becoming an Ability One vendor and taking over some of their federal contracts for shredding, once they sell their business. Steve and Ann shared that this is definitely something that we would be interested in. Kris, from Accessibility, shared that Paul from Source America, a clearing house for Ability Once contracts, will be in touch with Steve to see what might be possible here. To date, Paul has not yet called Steve. Steve will touch base with Mike K. on this when they reconnect in September.
- Steve and Nancy meet with Kurt H. of Bremer and also Mayor of Sauk Rapids and Aaron Sinclair, Superintendent of Sauk Rapids school district, to discuss collaboration possibilities related to beginning a Thrift Store with the Sauk Rapids school district. Aaron expressed excitement and feels like WACOSA's proposal offers some distinct possibilities. He will chat with his team of staff and get back to Steve in the near future.
- Steve updated the group that ICI is dissolving by the close of 2018. WACOSA remains a key player in accepting the assets, resources and staff of the organization. 2 other organizations are

also being asked if they would like to be considered as providers of the work. This is relevant to brainstorming since additional clients may mean additional revenue to help offset the Electrolux and West Rock losses in 2019.

- Steve met with the staff of ThriftWorks to share some ideas that he learned on a recent trip to KY for squeezing more revenue out of the current sales/donation structure.
- Ann researched ASD Kits and learned that too many businesses currently offer these kits. Breaking into this business would likely not be possible.
- The Administrative Team met with entrepreneur, Charlie Clour, to discuss partnerships that might be possible, in addition to WACOSA gaining help and support from his consulting assistance. Ann and Beth have worked with Charlie over the years and have found him to be very bright and innovative. Charlie offered some good advice regarding expanding and augmenting our sales reach.

B. Action Plan for next time:

The following list of duties that will be explored by next meeting to replace work/revenue with the loss of Electrolux/West Rock work:

- i. Partnering with CentraCare – Ann will look into the possibility of partnering with CentraCare to see what, if any, work we can get from them.
- ii. Ann and Beth will explore the work potential of having clients throughout WACOSA sort and price goods, when they are not working on contract work. There are logistical/payment hurdles that must be addressed but the concept would help to keep clients busy and produce greater revenue for the thrift store. Ann and Beth will continue to research.
- iii. Ann and Beth will work with Charlie C. to see if he can help us expand our thinking in terms of how to replace the work we are losing.
- iv. Steve and Nancy will be attending a Region 3 Workforce Summit on August 22, 2018 at Rasmussen College. Information shared at this summit will relate to workforce demographics, future employment projections etc.
- v. Ann and Nancy will look into what, if any, state contracts may be possible to replace the work we are losing and report back by next meeting.
- vi. Sauk Rapids-Rice School proposal will continue to be pursued as a way to continue moving WACOSA away from traditional entitlement dollars, as well as, establishing strategic partnerships.
- vii. Ann and Beth will stay in contact with West Rock, both local and metro to see what possibilities for work might exist or might be created with the exiting of Electrolux. Ann has a call in to JD.
- viii. Steve will arrange to meet with Mike K. of Accessibility again.

- ix. Steve will be in contact with Briana T. for strategic planning and next steps development.

Next meeting – September 14, 2018, 11:30am – 1:00am