



Board of Directors

Meeting Minutes

Thursday, October 23, 2025, 10 am

Present | Bill Siedhoff, Cynthia Crim, Karl Wilson, Sr. Mary Ann Nestel, Ann Bannes, Skip Batchelor, Mary Wheeler

Senior Fund Staff | Nicole Brueggeman, Stephanie Herbers, Katie Ratkowski

Other Attendees | Matthew McBride (Lashly Baer, External Counsel), Liz Kramer and Annemarie Spitz (Public Design Bureau), Bill Winfrey (Integrated Health Network), Paul Sorenson (UMSL CIAC)

Review and Approval of Minutes (*Bill Siedhoff*)

Skip Batchelor made a motion to approve the September minutes as presented, Sr. Mary Ann Nestel seconded; All were in favor of approving minutes.

Guest Presentations (*Nicole Brueggeman*)

Strategic Capacity Building Project | Liz Kramer and Annmarie Spitz shared the work they have done alongside the project design team that included staff, Marillac Mission Fund, Area Agency on Aging representatives, nonprofit leaders, and other community stakeholders.

Senior Fund hosted multiple gatherings to get input and ideas from over 90 aging advocates from more than 60 different organizations. Through the conversations, there was a consistent theme for strengthening the infrastructure of the aging services network. The plan for the entire aging network included ideas for strengthening infrastructure for funders, advocacy, collaborations, operations, and emergency planning. There were three recommendations for Senior Fund moving forward. The first was to fund an aging awareness campaign in the St. Louis region that provides funders, service providers, policy makers and individuals with clear talking points about advocating for older adults and reframing aging. The second was for a similar, but separate, campaign focused on advocating lawmakers, focusing on educating lawmakers on policies that benefit older adults. The third suggested investment was to provide support around revenue diversification that provides revenue beyond grants and fundraising. One suggestion for revenue diversification was through a community care hub that connects local service providers with healthcare payers that do not have the connections locally.

Through Senior Fund's example, the report can serve as an invitation to other funders and providers to provide further support.

There were questions about the strategic alliance suggestion, and what it would entail. Strategic alliances can range greatly from shared services to full merger. Senior Fund is not in the role to dictate what organizations decide to do, but it is important to educate partners on the options and provide information from those who have been part of the different options. When organizations learn about what's possible, there will need to be funding available to help with the expenses associated with collaboration.

Strategic Capacity Building Project, Community Hub Model | Nicole introduced Bill Winfrey, From Integrated Health Network (IHN), and Paul Sorenson, from UMSL's Community Innovation and Action Center (CIAC). IHN is a healthcare intermediary that has worked with the healthcare safety net in the St. Louis metro area. Paul, working with the CIAC, has been working on a state-wide initiative to examine how data systems connect across health and social services.

IHN has worked on connecting healthcare and social service organizations, building capacity across sectors. They have experience connecting individuals to hospital systems. It has supported healthcare navigation and healthcare workforce development. They currently work with about 90% of the St. Louis Healthcare Network.

IHN has been researching Community Care Hubs, and the model is growing in popularity federally to increase healthcare outcomes. A Community Care Hub links healthcare organizations, like hospitals and insurance companies, to local service providers who work directly in community. The Hub negotiates on behalf of the service providers/nonprofit organizations and manages the budgeting and reporting of the work. This provides an additional revenue stream for nonprofit organizations outside of grants and fundraising. It also allows the organizations to focus more of their efforts on providing services and less time on administrative functions.

USAgings is the national leader in promoting the Community Care Hub idea, and IHN has provided technical support to them around the Hub model. There is an established Hub in Kansas City through MERC, and the organization works with the area agency on aging.

There was a question if a Hub would work on one particular need supported by healthcare providers, e.g., transportation, or if it would work on all needs. Hubs would ideally work on everything because they are meeting with healthcare payers and figuring out their needs. A new Hub would start with one or two services, then eventually build to a full menu of service opportunities. The Hub would also work with other networks, such as Behavioral Health Network to collaborate and build on existing research and services.

Fiscal Committee Update *(Karl Wilson)*

FY25 Year End Financial Review | Katie presented the financial statements for the full FY25 year. Statement of Net Position was presented as of June 30, 2025. Assets were up \$152,091

over June 30, 2024. \$110,000 of the increase in assets was funding from other organizations to support the work of the Senior Support Team. The Statement of Activities showed revenue at 16% over the budget. Programmatic expenses were 91% of the budget, and operating expenses were 84% of the budget.

Skip Batchelor made a motion to accept the FY25 Year End Financial Statements as presented, Ann Bannes seconded; All were in favor.

Audit Kickoff | Fieldwork scheduled for week of November 10, and the report is expected to be finished in January. Auditors will present the final report at February Board meeting.

FY26 Budget, Authorized Spending Requests | The Fiscal Committee approved re-allocating funds initially budgeted for redesigning the organization website to use the funds instead for new organizational branding.

Strategic Capacity Building Project Joint Presentation, Program and Fiscal Committees
(Karl Wilson & Ann Bannes)

Both Fiscal and Program and Grants Committees have been reviewed proposals submitted by staff to support the recommendations of the Strategic Capacity Building Project. Karl presented three proposals to the full Executive Board.

Community Care Hub Model, Planning Grant RFP | Staff would like to request a proposal for a planning grant from IHN on establishing a Community Care Hub serving older adult needs. This request allows staff to move forward accepting a proposal from IHN for up to \$100,000 that will be reviewed at the November meeting.

Ann Bannes made a motion to accept a sole source proposal from IHN for a planning grant to create a Community Care Hub serving older adults, Mary Wheeler seconded; All were in favor.

Strategic Communications RFP | The second request was to release an RFP for a Strategic Communications Consultant to create a toolkit and messaging around aging for the community and policymakers. The proposals would be due November 10 and reviewed with the Board at the November meeting.

Skip Batchelor made a motion to release an RFP for a strategic communications consultant to create a tooling and messaging around aging, Ann Bannes seconded; All were in favor.

Practicum Student | The third request was to reallocate \$6,000 from the unallocated crisis reserves to support a practicum student from January through August. An additional \$3,000 would be budgeted in the FY27 budget, for a total request of \$9,000. The student would work with staff on responding to the rapidly evolving funding landscape through policy research and data analysis.

Ann Bannes made a motion to approve \$9,000 to support the work of a practicum student, with \$6,000 from the unallocated crisis reserves and \$3,000 in the FY27 budget, Skip Batchelor seconded; All were in favor.

Continuation of Funding for Senior Support Team (Stephanie Herbers)

Funds were allocated to support tornado response efforts in May. The funds, along with support from other organizations, have funded the work of the Senior Support Team's case management. The contract ended October 3, 2025, so the SST submitted a request for a no cost extension of the grant through the end of FY26.

Ann Bannes made a motion to approve a no-cost extension to members of the Senior Support Team through June 30, 2025, Sr. Mary Ann Nestel seconded; All were in favor.

Other Business (Nicole Brueggeman)

Bill has offered to host a holiday party for the Executive Board and staff at his home, which is tentatively scheduled for December 17th at 5 pm.

With no further public business to discuss, Sr. Mary Ann Nestel made a motion to adjourn at 11:59 am, Skip Batchelor seconded; All were in favor.

*Next full board meeting is currently scheduled for **November 20, 2025 at 10am.***