



**SIPA Board of Directors
Minutes of Meeting
October 3, 2024
12:00 p.m. to 1:30 p.m.
Virtual meeting**

1. Call to Order

Vice Chair Ernesto Chavez called the meeting to order via web conferencing at 12:06 p.m.

Ernesto Chavez, David Edinger, Chris Beall on behalf of Secretary of State Jena Griswold, Jason Harris as designee for Colorado Judicial Branch, Heidi Humphreys, Hannah Parsons, Samuel Taussig, Representative Brianna Titone, and Representative Ron Weinberg were all in attendance at roll call.

Senator Mark Baisley, Mark Ferrandino, Tony Gherardini, Jesse Marks as designee for Maria De Cambra, Danielle Morrill, and Senator Kevin Priola were excused.

With 9 members in attendance at roll call, a quorum was established.

2. Meeting Business

Approval of Agenda

- Representative Ron Weinberg moved to approve the meeting agenda. The motion was seconded by Representative Brianna Titone. The motion was approved unanimously.

Approval of September 5, 2024 Board Meeting Minutes

- Hannah Parsons moved to approve the minutes of the Board of Directors meeting held on September 5, 2024. The motion was seconded by Deputy Secretary of State Chris Beall. The motion was approved unanimously.

3. Executive Overview - Ajay Bagal

Ajay Bagal, SIPA's Executive Director, presented his Executive Overview. Director Bagal thanked the board members who were able to attend the recent SIPA User Conference. He further explained that Noah Kaplan has had introductory meetings with all GovGrants award recipients. SIPA expects to execute the first grant agreements in October with the first payments being made in November. SIPA is working with a third-party partner to develop a new module in Salesforce for the GovGrants program. Director Bagal reminded the Board of the ongoing SIPA website redesign. SIPA plans to walk the Board through the redesigned website

later this year.

4. User Conference Update

Beth Justice, SIPA's Sales and Marketing Director, provided a summary of this year's User Conference. A copy of the presentation has been placed in the Board Dropbox.

This year's User Conference was held on Monday, September 23rd from 9:00 a.m. to 4:45 p.m. at Coors Field. The day included a series of breakout sessions, nine of which included case studies from current SIPA customers. SIPA Board members Representative Titone and Ernesto Chavez presented in two separate breakout sessions. Ms. Justice thanked the SIPA board members who were able to attend.

The opening session keynote address was very well received. The micro-grant award ceremony took place at lunch with many recipients present to receive their award.

Attendance at this year's event was the highest ever, with an 80% increase over last year. 450 of the 573 registrants were in attendance. The event also had the largest number of supplier sponsors, with a total of 17 suppliers present for SIPA customers to meet. Initial feedback from attendees was positive.

5. SIPA Board Dashboard Presentation

Ajay Bagal, SIPA's Executive Director, and Derek Martinez, SIPA's Director of Financial Operations presented the SIPA Dashboard. A copy of the presentation has been placed in the Board Dropbox.

Mr. Martinez provided a financial overview through August 31, 2024. Revenue growth remains strong due to revenue derived from SaaS and professional services sales, along with the sponsorship dollars for the User Conference.

The 2024 Financial Audit is going well and will be presented at the November board meeting.

Director Bagal reminded the board of upcoming activities. The Finance & Contracts Committee will be meeting on October 31, 2024. The SIPA Independent Financial Audit will be completed soon. The Annual Legislative Report will be completed and submitted. Grant Awardee discussions will be ongoing. The next regional workshops are October 17th and 18th.

6. Adjournment

There being no other business, the meeting was adjourned at 12:35 p.m.