



Board of Directors Meeting

December 10, 2020

Meeting Agenda

December 10, 2020

9-11 a.m.

Zoom Meeting

1. Incoming Chairperson's Call to Order (Michael Guyette)

2. Approval of Minutes (Michael Guyette) – ACTION Page 1

3. Governance (Michael Guyette) Page 3

a. Bylaws Amendment – ACTION

b. Introductions

i. Bobbie Singh-Allen, City of Elk Grove

ii. Paul Lau, SMUD

iii. Mark Noriega, Accenture

iv. Michael Olague, Bank of the Sierra

v. Dave Shaw, City of Yuba City

vi. Alyssa Silhi, City of Lincoln

c. Appointment of Directors & Committees – ACTION

d. Board of Directors Meeting Calendar

e. Board of Directors Retreat

f. Financial Update (James Conforti / Brian Conner)

i. October 2020 Financials

g. Investment Updates

i. Fiscal Year 2020/21 Private Sector Renewals

ii. Fiscal Year 2021/22 Private Sector Renewals

iii. Fiscal Year 2020/21 Public Sector Agreements

4. Progress Toward Goals (Scott Powell)

5. State's Plan for Future Needs (Barry Broome)

6. Our Work on Inclusion

a. Digital Upskill Sacramento Pilot Program Progress (Scott Powell / Cassandra Jennings)

b. Restructuring of the Workforce (Cassandra Jennings / Barry Broome)

c. Black Star Fund (Barry Broome)

7. Talent Attraction Campaign Page 13

a. Overview (Scott Powell)

b. Greater Sacramento & Bay Area Shared Tech Talent Analysis (Caleb Reid)

c. What's Next Out West (Michelle Willard)

Acknowledgement

Adjournment

Meeting Minutes

Minutes of the meeting of the Board of Directors of the Greater Sacramento Economic Council, a California public benefit corporation

A meeting of the Board of Directors (the “**Board**”) of Greater Sacramento Area Economic Council, a California public benefit corporation (“**Greater Sacramento**”), was held on September 10, 2020 telephonically. In attendance were directors Laurie Harting, Michael Guyette, James Conforti, Larry Allbaugh, Lauren Gustus, Erik Langeland, Dave Lucchetti, Gary May, Robert Nelsen, Arlen Orchard, Steve Pleau, Michael Teel, Donna Bland, James Beckwith, Dale Carlsen, Don Clark, Harry Elliott, John Jackson Jr, Brian King, Dan Konieczny, Ciaran McMullan, Ken Monroe, Roger Niello, Jud Riggs, Jeremiah Smith, Jeff Dern, Elaine Andersen, Christopher Boyd, Christopher Cabaldon, Jan Clark-Crets, Dan Flores, Dan Karleskint, Steve Ly, Shon Harris, Tom Stallard, Kirk Uhler, Gayle Garbolino-Mojica, Cassandra Jennings, Fiona Ma. The following Board members were absent: Garry Maisel, Matina Kolokotronis, David Galasso, Sandy Sharon, Alvin Cheung, Chrysa Demos, Stephen Fleming, Mark Friedman, George Grinzewitsch, Scott Hanson, Hayden Markstein, Todd Murch, Kevin Nagle, John Allard, Don Ashton, Nav Gill, Mike Leahy, Greg Janda, David Sander, Don Saylor, Darrell Steinberg, Chet Hewitt. Present by invitation of the Board were: (i) proposed Board member nominees: Brian Ternan, Christopher Callahan, Lorenzo Hines Jr., Gloria Partida, Melissa Anguiano, Wendy Cohen, John Jackson; (ii) Greater Sacramento staff: Brittany Jones, Barry Broome, Danielle Casey, Jerry Lin, Danea Thomas, Olivia Cano, Leidhra Guild, Scott Powell, Jasmine Ward, Pierce Davis, Hunter Blincoe, Lucy Lu, Nick Baldi, Michelle Willard, Adam Vaira; and (iii) Greater Sacramento advisors and consultants: Steve Hymas, Nicholas Johnson, Brian Conner, Amanda Norton, Meghan Huber, Alissa Ko, Noah Starr, Tara Thronson, Michael Olague.

The meeting was called to order at approximately 9:00 a.m. by Chairperson Laurie Harting. A quorum was present.

As the first item of business, pursuant to consensus, the Board dispensed with the reading of the minutes of the June 11, 2020 meeting of the Board, which minutes were unanimously approved by the Board in the form set forth in the materials delivered to the directors.

Ms. Harting then provided a governance update. Ms. Harting introduced each individual proposed for consideration and approval (a) for a seat on Greater Sacramento’s Board, and (d) as a member of the audit committee. Following the welcome and discussion, upon motion, second and unanimous approval, the Board appointed the following individuals to take the positions effective on the dates set forth below:

New Directors (Effective Immediately):

- Christopher Callahan (University of the Pacific)
- Wendy Cohen (Kitchell)
- Brian Ternan (Health Net, Inc., a Centene Company)
- Lorenzo Hines Jr. (City of Galt)
- Gloria Partida (City of Davis)
- Melissa Anguiano (City of Sacramento)
- Dr. John Jackson (William Jessup University)

New Member of the (Effective Immediately):

- Audit Committee: Jeff Dern

Ms. Harting then followed by reviewing the Board meeting calendar and a schedule of upcoming events.

Next, Brian Conner provided an update on the financial status of Greater Sacramento and reported on Greater Sacramento's present cash reserves, a look forward on membership renewals, and the current status with respect to the fiscal year 2020-21 budget.

Attorney Steve Hymas then provided the Board an explanation of Greater Sacramento's continued compliance with its policies relating to Publicly Designated Net Assets.

Next, Barry Broome gave an overview of Greater Sacramento's proposed partnership with the Greater Sacramento Urban League to provide "upskilling" courses to disadvantaged persons in the region. Together, the two organizations plan to work with General Assembly to provide a number of certifications and job placement to local persons in the initial pilot program.

Ms. Harting then provided an overview of the current renewals by Board members in Greater Sacramento. Following the overview, Ms. Harting turned the discussion to a proposed amendment to the Greater Sacramento bylaws to accommodate cities in which the mayor is elected by and from the city council members. Following motion, second, and unanimous approval, the Board adopted the proposed resolutions attached hereto as Exhibit 1.

Next, Tracye McDaniel presented on Greater Sacramento's current action plan, discussions that TIP Strategies, Inc. had with members of the Board regarding the action plan, current trends in the local, national, and international economic climate, and recommendations for improving the action plan in light of those trends. Some of the significant trends that will drive Greater Sacramento's action plan going forward are the restructuring of supply chains, the changes to health and medical care, social inequity, slowing tourism, and impacts of COVID-19 on commercial real estate. Following Ms. McDaniel's presentation, the Board discussed the importance of talent in the resiliency of the Greater Sacramento region and the importance that educating children will have on that continued resiliency.

Danielle Casey then provided an organizational update. Greater Sacramento added new employees, recently achieved two new locates of businesses to the region, saw an improvement in the number of jobs and locates in the region compared to the same time the year before, and is rolling out a new talent attraction and branding strategy for the Greater Sacramento region.

Next, Barry Broome led a discussion with respect to California Proposition 15, the split roll property tax. Other economic development organizations in the state have voiced thoughts regarding the potential benefits and consequences of Prop 15. The Board, after discussion, motion and second, approved by a majority of its members to allow Greater Sacramento to join the state-wide discussion to the extent its efforts align with its exempt purposes. The following members of the Board abstained from the vote: Robert Nelsen, Gloria Partida, Dan Karleskint, Shon Harris, and Christopher Cabaldon.

Next, Ms. Harting opened the floor up to general discussion. The Board thanked Arlen Orchard for his efforts, dedication, and leadership to Greater Sacramento as this meeting was his final meeting as a member of the Board.

There being no further business to come before the meeting, the meeting was adjourned at approximately 11:00 a.m.

Dated: _____, 2020

Matina Kolokotronis, Secretary

Governance

Bylaws Amendment

4.2 Number and Term. The Board of Directors shall consist of at least one (1) but no more than seventy (75) directors unless changed by amendment of these Bylaws.

Introductions

BOBBIE SINGH-ALLEN

Mayor

City of Elk Grove

Bobbie Singh-Allen was elected Mayor of Elk Grove in November 2020.

Singh-Allen was appointed to the Elk Grove Unified School District Board of Trustees on August 16, 2012 and later elected to serve two four- year terms in 2014 and 2018. She served as Board President for 2 years. She has helped lead the fifth largest school district to strong financial reserves, strengthened relationships between management and labor, robust Career and Technical Education programs, higher graduation rates, inclusive curriculum, enhanced Visual and Performing Arts, and more.



Singh-Allen has represented the private sector for over twenty years. She has led statewide associations representing the hotel and lodging industry, special education service providers and schools, housing and community development companies, and government relations- public affairs consultant for various clients on issues including land use development, affordable housing, real estate, and more.

She is committed to bringing her leadership skills, professional development training in collaboration, equity, and implicit bias to help lead the City of Elk Grove. Singh-Allen is a champion for good governance which includes transparency, accountability, collaboration, and stakeholder engagement.

Singh-Allen received her J.D. from Lincoln Law School of Sacramento and earned her B.A. in Government from California State University, Sacramento.

Singh-Allen is a native of India and a wife and mother of two children. She has lived in Elk Grove for nearly 30 years. She is an elected State Commissioner for Visit California. She also serves as a member of the Sacramento Regional Coalition for Tolerance, California Chamber of Commerce, Cal-Travel, and more. Previously, she served on the Elk Grove Teen Center Board of Directors, Elk Grove Food Bank Board of Directors and was an active member of the Rotary Club of Laguna Sunrise. Her civic and community engagement earned several awards and recognitions. In 2015, she was selected as “Woman of the Year” for Assembly District 9 and recognized for her many achievements in front of the California Legislature.

PAUL LAU

CEO & General Manager
SMUD

Paul Lau, who previously served as SMUD's Chief Grid Strategy & Operations Officer, was named Chief Executive Officer & General Manager in October, 2020. He reports to the SMUD Board of Directors. As CEO, he leads the sixth largest community-owned electric utility in the nation serving a population of 1.5 million residents and managing a \$1.7 billion budget.



As Chief Grid Strategy & Operations Officer, Lau was responsible for the operations of SMUD's power markets, transmission and distribution grids, including the Balancing Authority of Northern California, the development of a holistic smart grid strategy and SMUD's research and development programs. In this role, he served as executive sponsor for SMUD's deployment of advanced metering infrastructure and smart grid initiatives.

A 38-year SMUD veteran, Lau has held several other executive leadership positions, including Assistant General Manager of Power Supply & Grid Operations and as the Assistant General Manager of Customer, Distribution & Technology.

Lau serves on the boards of the Large Public Power Council, the California Municipal Utilities Association, the Business Council for Sustainable Energy, the Smart Electric Power Alliance and the Electric Transportation Community Development Corporation and as a Commissioner of the Balancing Authority of Northern California. He serves on the boards of a number of Sacramento-area community organizations, including the University Foundation at Sacramento State, where he also serves as Treasurer, and Los Rios Colleges Foundation. He serves as Director-at-Large and is Past Chair of the Sacramento Asian Chamber of Commerce.

Active in international energy issues, Lau serves as a delegate with the United States Energy Association, where he has helped with electrification, operations and demand-side management in countries such as Bangladesh, India and Jordan.

A registered professional electrical engineer in the state of California, Lau received his bachelor's degree in electrical power engineering from California State University, Sacramento. He also is a Senior Fellow of the American Leadership Forum.

MARK NORIEGA

Managing Director
Accenture

Mark is Accenture's Sacramento Office Managing Director and leads the Public Service practice in supporting the State of California. In his role he is responsible for growing Accenture's business and maintaining strong client relationships in the Sacramento region. He helps deepen Accenture's relationship with local community organizations, partners, nonprofits and government entities. His expertise is in helping government transform through innovation to better serve the needs of its constituents.



Prior to joining Accenture in 2013, he held various leadership and business development roles serving State of California public sector clients. These roles included work at Cisco Systems, Deloitte Consulting

and Wang Laboratories, pursuing large-scale systems integration and infrastructure projects that enhanced the delivery of government services to the constituents of California.

Mark is very passionate about inclusion and diversity and currently is the executive sponsor for the Hispanic American Employee Resource Group for the Public Service practice at Accenture and sits on Accenture's Northern California inclusion and diversity council. He is an advocate in volunteer work and has served on the Sacramento Children's Home board for the past 13 years serving as previous past president, multiple committee assignments, and currently as assistant secretary. The Home provides services to children and families to help prevent and break the cycle of child abuse focusing on child abuse prevention, intervention, and mental health treatment for our most at-risk children and families.

Mark holds a B.S. in Organizational Behavior and Leadership from the University of San Francisco and lives in El Dorado Hills with his wife and two daughters. He is also a veteran of the United State Navy serving for seven years and is a native Californian having grown up in San Jose CA. Other passions include water skiing, golf and performing with his 10-piece professional showband.

MICHAEL OLAGUE

*Executive Vice President & Chief Banking Officer
Bank of the Sierra*

Michael Olague has been in the financial sector for over 40 years. Olague has worked for both national and local community banks, including Bank of America, Rabobank, and for the past 10 years with Bank of the Sierra, where he is currently EVP and Chief Banking Officer.

Olague summarizes his 30+ years of industry experience with a single axiom: It all goes back to people. When an individual's skillset is reinforced and increased, the likelihood of success of the whole team goes up. To this end, he has made sustained and functional training of his team the hallmark of any strategy.



DAVE SHAW

*Vice Mayor
City of Yuba City*

Dave Shaw moved to the Yuba-Sutter area 30 years ago when he was stationed at Beale Air Force Base. He is a veteran of the United States Air Force assigned to Space Command, served in Operation Desert Storm and twice named Airman of the Year.

Dave is the CEO of Shaw & Associates in Yuba City, and is an expert in wealth management, taxes and accounting. For the third year in a row, Dave was voted Yuba-Sutter's Best Financial Advisor. His firm was named Yuba-Sutter Chamber of Commerce's 2017 Small Business of the Year.



Dave attended Sacramento State University, earned his Enrolled Agent (EA) credential as a tax professional, and is a graduate of the National Tax Practice Institute, earning the title of Fellow. As a Fellow, Dave mastered the task of resolving both simple and complex tax matters before the Internal Revenue Service. His knowledge of taxes is unsurpassed as taxes are at the very center of making his clients a financial success. By using the right tax strategy for his clients, he is able to minimize the tax burden while addressing client's financial goals.

Also a licensed financial advisor and investment representative for Avantax Investment ServicesSM, Dave has a vast amount of choices when it comes to the wealth management opportunities for his clients. Dave likes for his clients to set goals and dreams for the future, but enjoy the life you have today. Dave is a past President for the California Society of Enrolled Agents and served on the Board of Directors for the National Association of Enrolled Agents.

Dave has been quoted on tax related matters in the Wall Street Journal and the San Francisco Chronicle, and featured as an international keynote speaker on tax and investment related topics. In addition to his service on the Yuba City City Council, Dave has volunteered as the accountant for the Yuba Sutter Fair Scholarship Competition for over 25 years. Dave is a member of the Rotary Club of Yuba City and has served on the Yuba City Charter School's Board of Trustees for eight years, three years as President.

Dave and Susan have three children and are active in regional rodeo events. Susan's family, the Growney's, own Growney Brothers Rodeo Company of Red Bluff, supplying bulls, bucking horses, steers and calves to rodeos all over the West Coast. In addition to watching rodeos, Dave enjoys collecting wine, riding their three horses and making a difference in his community by supporting. He and his wife partner with various non-profit organizations that support a wide range of needs from veterans organizations, schools, and food banks to various global efforts through Bayside Church.

ALYSSA SILHI

Mayor
City of Lincoln

Alyssa Silhi was elected to the Lincoln City Council in November 2018, where she previously served on the city's Economic Development Committee. Alyssa is a graduate of the University of California, Davis with a double bachelor's degree in English and Communication. She has over a decade of experience in government affairs, working on issues important to enhancing the quality of life in California communities including: public health, public safety, healthcare, small business, and local government.



Appointment of Directors

The following individuals are proposed for consideration and approval for a seat on Greater Sacramento's Board of Directors in accordance with the organization's bylaws.

TO BE SEATED AS PRIVATE SECTOR INVESTORS:

Paul Lau
CEO & General Manager
SMUD
(seat formerly held by Arlen Orchard)

Mark Noriega
Managing Director
Accenture

Michael Olague
Executive Vice President & Chief Banking Officer
Bank of the Sierra

TO BE SEATED AS PUBLIC SECTOR INVESTORS:

Bobbie Singh-Allen
Mayor
City of Elk Grove
(seat formerly held by Steve Ly)

Dave Shaw
Vice Mayor
City of Yuba City
(seat formerly held by Shon Harris)

Alyssa Silhi
Mayor
City of Lincoln
(seat formerly held by Dan Karleskint)

Appointment of Officers

The following individuals are proposed for consideration and approval for a seat on Greater Sacramento's Executive Committee and Board of Directors in accordance with the organization's bylaws effective January 3, 2021.

TO SERVE AS BOARD CHAIR:

Michael Guyette
(replaces Laurie Harting)

Appointment of Committees

The following individuals are proposed for consideration and approval for a seat on Greater Sacramento's Bylaws, Compensation, Executive and Nominating Committees in accordance with the organization's bylaws effective January 3, 2021.

TO SERVE AS CHAIR ON THE BYLAWS COMMITTEE:

Michael Guyette
(replaces Laurie Harting)

TO SERVE AS CHAIR ON THE COMPENSATION COMMITTEE:

Michael Guyette
(replaces Laurie Harting)

TO SERVE AS CHAIR ON THE EXECUTIVE COMMITTEE:

Michael Guyette
(replaces Laurie Harting)

TO SERVE AS CHAIR ON THE NOMINATING COMMITTEE:

Michael Guyette
(replaces Laurie Harting)

Board of Directors Meeting Calendar

Please mark your calendars for the following meetings for 2021 & 2022

All meetings will be virtual until further notice.

Additional details will be confirmed and announced in advance of each meeting.

BOARD OF DIRECTORS MEETINGS

March 11, 2021 (Thursday) | 9 – 11 a.m.

June 10, 2021 (Thursday) | 9 – 11 a.m.

September 9, 2021 (Thursday) | 9 – 11 a.m.

December 9, 2021 (Thursday) | 9 – 11 a.m.

March 10, 2022 (Thursday) | 9 – 11 a.m.

June 9, 2022 (Thursday) | 9 – 11 a.m.

EXECUTIVE COMMITTEE MEETINGS

(Executive Committee: Allbaugh, Conforti, Galasso, Gustus, Guyette, Harting, Kolokotronis, Langeland, Lucchetti, Maisel, May, Nelsen, Pleau, Sharon, Teel)

March 1, 2021 (Monday) | 11 a.m. – 12 p.m.

June 7, 2021 (Monday) | 11 a.m. – 12 p.m.

BOARD OF DIRECTORS RETREAT

August 18, 2021 (Wednesday) – August 20, 2021 (Friday)

Location: The Ritz-Carlton, Lake Tahoe (13031 Ritz Carlton Highlands Ct, Truckee, CA 96161)

Attire: Business Casual

Room type: Non-smoking, King bed

Please RSVP to Olivia Cano at ocano@greatersacramento.com

Financial Update YTD July – October 2020

SUMMARY OF FINANCIAL ACTIVITY

Statement of Financial Position

ASSETS

Total Bank Accounts	7,600,050
Total Pledges Receivable	10,283,139
Total Current Assets	135,467
Total Fixed Assets	163,635
Total Other Assets	69,296
TOTAL ASSETS	\$18,251,587

Statement of Activity

REVENUE

Total Contributions – Private Sector	5,085,000
Total Contributions – Public Sector	767,908
Grant Revenue	125,000
TOTAL REVENUE	\$5,977,908

Summary of Expenses Budget vs. Actual

	YTD Actual	YTD Budget	Over (Under) Budget
EXPENDITURES			
Total Personnel	738,105	866,858	(128,754)
Total Office	240,913	270,794	(29,882)
Total Professional Services	78,107	69,400	8,707
Total Community Outreach	15,209	38,897	(23,688)
Total Events/Meetings	820	8,414	(7,594)
Total Special Contingency	32,686	32,686	0
TOTAL EXPENDITURES	1,105,838	1,287,050	(181,211)
NET OTHER REVENUE	(51,653)	(60,000)	8,347
NET EXPENDITURES	\$1,054,185	\$1,227,050	(\$172,865)

Investment Updates

FISCAL YEAR 2020/21 PRIVATE SECTOR RENEWALS

	Company	Name	Agreed to Renew	Letter Received
1	Golden 1 Credit Union	Donna Bland	✓	✓
2	Markstein Beverage Co.	Hayden Markstein	✓	
3	Sacramento Soccer & Entertainment Holdings	Kevin Nagle	✓	✓
4	Five Star Bank	James Beckwith	✓	✓
5	Clark Pacific	Don Clark	✓	✓
6	Dignity Health	Laurie Harting	✓	✓
7	Fulcrum Property	Mark Friedman	✓	✓
8	Holt of California	Ken Monroe	✓	✓
9	JPMorgan Chase (Grant application)	Erik Langeland	✓	✓*grant approved for two years
10	Los Rios Community College District	Brian King	✓	✓
11	McClellan Park	Larry Kelley	✓	✓
12	River City Bank	Stephen Fleming	✓	✓

FISCAL YEAR 2021/22 PRIVATE SECTOR RENEWALS

	Company	Name	Agreed to Renew	Letter Received
1	California Northstate University	Alvin Cheung		
2	University of the Pacific	Christopher Callahan		
3	AKT Investments, Inc.	Chrysa Demos		
4	PRIDE Industries	Jeff Dern		
5	Eskaton	Todd Murch		
6	Kaiser Permanente	Sandy Sharon		
7	Wells Fargo (Grant application)	David Galasso		
8	JPMorgan Chase (Grant application)	Erik Langeland		

BOARD PROSPECTS

Company	Proposal Sent	Letter Received
SAFE Credit Union	√	
Blue Shield		
StemExpress		

FISCAL YEAR 2020/21 PUBLIC SECTOR RENEWALS

Jurisdiction	Per Capita (40 cents)	Agreement Signed	Payments Received
City of Citrus Heights	\$35,238.00	√	√
City of Davis	\$27,904.00	√	√
City of Elk Grove	\$69,610.00	√	√
City of Folsom	\$31,934.00	√	√
City of Galt	\$10,596.00	√	√
City of Lincoln	\$19,311.00	√	√
City of Rancho Cordova	\$29,788.00	√	√
City of Rocklin	\$27,700.00	√	√
City of Roseville	\$55,857.00	√	√
City of Sacramento	\$203,269.00	<i>processing</i>	
City of West Sacramento	\$21,564.00	√	
City of Woodland	\$24,117.00	√	√
City of Yuba City	\$27,014.00	√	√
County of El Dorado	\$63,252.00	√	
County of Placer	\$46,468.00	√	
County of Sacramento	\$237,686.00	√	√
County of Sutter	\$8,446.00		
County of Yolo	\$12,480.00	√	√

County of Yuba	\$24,634.00	√	√
Town of Loomis	\$2,755.00	√	√

Greater Sacramento & Bay Area Shared Tech Talent Analysis

CALEB REID

Director of Data Analytics

Buxton

Caleb Reid is Buxton's director of data analytics and oversees the operations of the data analytics department, including hiring, development, performance management, and account management. He specializes in advanced analysis of household and location-level data, providing actionable insights to clients. Caleb and his team are responsible for the public sector/community division helping clients in all aspects of business recruitment, and labor shed analyses.

Caleb joined Buxton in 2010 as a senior research analyst. Prior to joining the company, he was real estate development coordinator for the retailer Tuesday Morning. Caleb holds a bachelor of business administration degree in real estate from the University of North Texas.

