



Board of Directors Meeting

June 10, 2021

Meeting agenda

June 10, 2021

9 – 10:30 a.m.

<https://zoom.us/j/95473328418?pwd=dmxmSFdhSUw5TXRkWUVoTUtQaEFMZz09>

Meeting ID: 954 7332 8418

Passcode: 615481

1. 9 a.m. Chair's call to order (Michael Guyette)

2. 9 a.m. Approval of minutes (Michael Guyette) – **ACTION** Page 1

3. 9 a.m. Governance (Michael Guyette) Page 3

a. Appointment of Directors, officers, committee and authorize number of directors – **ACTION**

b. Board of Directors meeting calendar

c. Financial update (James Conforti)

i. April financials

ii. Fiscal Year 2021/2022 annual budget – **ACTION**

d. Investment updates

i. Fiscal Year 2021/2022 private sector renewals

ii. Fiscal Year 2021/2022 public sector agreements

4. 9:20 a.m. UCLA Anderson California Economic Outlook (Dr. Jerry Nickelsburg) Page 12

Hear from Dr. Jerry Nickelsburg of UCLA Anderson School of Management who plays a key role in the economic modeling and forecasting of the national, California and regional economic forecasts. Dr. Nickelsburg is going to provide a high-level California Economic Outlook as it relates to pre and post COVID19 pandemic.

5. 9:50 a.m. Fiscal Year 2020/2021 Annual Report update + looking forward (Scott Powell)

Hear an update on the FY20/21 annual report and a high-level overview of the three-year strategic plan which will be discussed at the upcoming Chair's retreat in August.

a. Community Reinvestment Coalition (Jeremiah Smith)

As part of the Community Reinvestment Act (CRA), banks are encouraged to support low- and moderate-income (LMI) neighborhoods, tracking and qualifying lending and investment activities. GSEC community banking industry investors have partnered to identify opportunities to support CRA community development objectives in a collaborative effort, increasing overall value to the region, community banks and GSEC.

6. 10:15 a.m. Chair's retreat (Michael Guyette / Bryan Gillette) Page 13

Chair Michael Guyette and retreat facilitator Bryan Gillette will be guiding an open discussion to prepare for the annual Chair's Retreat that will be held August 18-20, 2021, at The Ritz-Carlton, Lake Tahoe. The retreat is a time for all Directors to get together to build a stronger public-private partnership and develop GSEC's three-year strategic plan.

7. 10:35 a.m. Board of Directors discussion

Directors have an opportunity to share best practices or highlight special projects in the Greater Sacramento region. How can we support you?

Adjournment

Meeting minutes

Minutes of the meeting of the Board of Directors of the Greater Sacramento Economic Council, a California nonprofit 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 March 11, 2021 telephonically.

In attendance were the following Board members: Michael Guyette, Garry Maisel, Matina Kolokotronis, James Conforti, Erik Langeland, Gary May, Robert Nelsen, Steve Pleau, Donna Bland, Dale Carlsen, Alvin Cheung, Wendy Cohen, Chrysa Demos, Jeff Dern, Harry Elliott, Steve Fleming, Mark Friedman, Scott Hanson, John Jackson Jr., Brian King, Dan Konieczny, Paul Lau, Ciaran McMullan, Ken Monroe, Roger Niello, Mark Noriega, Michael Olague, Jud Riggs, Jeremiah Smith, Brian Ternan, Scott Alvord, Don Ashton, Chris Boyd, Jan Clark-Crets, Alyssa Silhi, Gary Bradford, Gloria Partida, Bobbie Singh-Allen, Dave Shaw, David Sander, Tom Stallard, Gayle Garbolino-Mojica, Cassandra Jennings, Melissa Anguiano, and John Jackson. The following Board members were absent: Larry Allbaugh, David Galasso, Dave Lucchetti, Sandy Sharon, Michael Teel, James Beckwith, Christopher Callahan, Don Clark, George Grinzewitsch Jr., Larry Kelley, Hayden Markstein, Todd Murch, Kevin Nagle, Lorenzo Hines Jr., Don Saylor, Darrell Steinberg, Chet Hewitt, and Fiona Ma.

Present by invitation of the Board were: (i) proposed Board member nominees: Tom Strumwasser, Colleen McCain Nelson, Mike Kozlowski, Aaron Laurel, Ann Edwards, Jill Gayaldo, Bonnie Gore, Gary Bradford, and Scott Alvord; (ii) Greater Sacramento staff: Barry Broome, Brittany Jones, Scott Powell, Matt Miller, Leidhra Guild, Olivia Cano, Michelle Willard, Pierce Davis, Hunter Blincoe, Nick Baldi, Hugo Martinez, Jasmine Ward, Danea Thomas, and Adam Vaira; (iii) Greater Sacramento advisors and consultants: Stan Van Vleck, Steven Hymas, Nicholas Johnson, and Brian Conner; and (iv) Greater Sacramento guests: Dave Vaughn, Jen Hall, Jim Alves, Mike Shea, Mabel Salon, Meghan Huber, Noah Starr, Mather Kearney, Tara Thronson, Jim Wunderman, Marco Li Mandri, Rob Barer, and Suzanne Robinson.

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

As the first item of business, pursuant to consensus, the Board dispensed with the reading of the minutes of the December 10, 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.

Mr. Guyette then provided a governance update. Mr. Guyette introduced each individual proposed for consideration and approval for a seat on Greater Sacramento’s Board in addition to seating community advocacy directors, new officers, and new members of the Board’s committees. Mr. Guyette also proposed the number of directors of the Board be set at seventy-one (71). Following the welcome and discussion, upon motion, second and unanimous approval, the Board set the number of directors of the Board at seventy-one (71) and appointed the following individuals to take the positions below effective immediately:

New Directors:

- Colleen McCain Nelson, Sacramento Bee
- Todd Strumwasser, Dignity Health

- Scott Alvord, City of Roseville
- Gary Bradford, County of Yuba
- Bonnie Gore, County of Placer
- Jill Gayaldo, City of Rocklin
- Ann Edwards, County of Sacramento
- Mike Kozlowski, City of Folsom
- Aaron Laurel, City of West Sacramento

Community Advocacy Directors:

- Chet Hewitt, Sierra Health Foundation
- Fiona Ma, California State Treasurer

Officers:

- Larry Allbaugh, Vice Chair

Committee Members:

- Alvin Cheung, Executive Committee Member
- Brian Ternan, Executive Committee Member
- Bonnie Gore, Audit Committee Member

Mr. Guyette then followed by reviewing the Board meeting calendar and a schedule of upcoming events.

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

Next, Scott Powell and Matt Miller provided an overview on the Greater Sacramento economy in light of the COVID-19 pandemic, including how real estate may be affected and the possible boon that tradeable industry sectors may have on its recovery. Mr. Powell also addressed the population growth in California and the successes of Greater Sacramento since formation, including the success of its digital upskill program.

Rob Barber then led a discussion with respect to Accenture's apprenticeship program in which professional apprenticeships provide underserved communities with career opportunities and reskills workers whose jobs have been or are likely to be disrupted by technology. Greater Sacramento could benefit from Accenture's program as a model for a possible apprenticeship program in Greater Sacramento.

Next, Jim Wunderman and Marco Li Mandri led a discussion regarding a potential state-wide coalition to address issues affecting the business climate in California and the effects on jobs in the state.

Finally, Mr. Guyette provided an overview of the Board's upcoming annual retreat.

There being no further business to come before the meeting, the meeting was adjourned at 10:30 a.m.

Dated: _____, 2021

Matina Kolokotronis, Secretary

Governance

Appointment of Directors

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

TO BE RESEATED AS A COMMUNITY ADVOCACY DIRECTOR:

Gayle Garbolino-Mojica
Superintendent
Placer County Office of Education

Cassandra Jennings
President & CEO
Greater Sacramento Urban League

Appointment of officers

The following individuals are proposed for consideration and approval for a seat on GSEC's Executive Committee and Board of Directors in accordance with the organization's bylaws effective July 1, 2021.

TO BE RESEATED AS BOARD CHAIR:

Michael Guyette
President & CEO
VSP Global

TO BE RESEATED AS VICE CHAIR:

Larry Allbaugh
CEO
Buzz Oates

TO BE RESEATED AS TREASURER:

James Conforti
Chief Operating Officer
Sutter Health

TO BE RESEATED AS SECRETARY:

Matina Kolokotronis
Chief Operating Officer
Sacramento Kings

Appointment of committees

The following individuals are proposed for consideration and approval for a seat on GSEC's Executive and Finance Committees in addition to current members in accordance with the organization's bylaws effective July 1, 2021.

TO SERVE ON THE EXECUTIVE COMMITTEE:

Chrysa Demos
President & CEO
AKT Investments, Inc.

TO SERVE ON THE FINANCE COMMITTEE:

Dale Carlsen
President & CEO
Bunker Wilson, LLC

Chrysa Demos
President & CEO
AKT Investments, Inc.

Ann Edwards
Interim County Executive
Sacramento County

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

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, Cheung, Conforti, Demos, Guyette, Kolokotronis, Langeland, Lucchetti, Maisel, May, Nelsen, Pleau, Sharon, Teel, Ternan)

August 30, 2021 (Monday) | 11 a.m. – 12 p.m.

December 1, 2021 (Wednesday) | 9 – 10 a.m.

March 3, 2022 (Thursday) | 9 – 10 a.m.

June 1, 2022 (Wednesday) | 9 – 10 a.m.

Financial update YTD July 2020 – April 2021

SUMMARY OF FINANCIAL ACTIVITY

Statement of financial position

	YTD 04/30/2021
ASSETS	
Total bank accounts	7,647,949
Total pledges receivable	9,381,113
Total other assets	394,429
TOTAL ASSETS	17,423,491
TOTAL LIABILITIES	(306,690)
NET ASSETS	17,116,801

Statement of activity

REVENUE	
Total contributions – private sector	5,645,000
Total contributions – public sector	979,623
Grant revenue	125,000
TOTAL REVENUE	6,749,623

Summary of expenses budget vs. actual

	YTD actual	YTD budget	Over (under) budget
EXPENDITURES			
Total personnel	1,879,105	2,165,393	(286,288)
Total office	619,521	653,554	(34,033)
Total professional services	127,992	141,700	(13,708)
Total community outreach	60,728	89,325	(28,597)
Total events/meetings	35,203	183,416	(148,213)
Total special contingency	74,159	166,667	(92,508)
TOTAL EXPENDITURES	2,796,707	3,400,055	(603,347)
NET OTHER REVENUE	(536,353)	(300,000)	(236,353)
NET EXPENDITURES	2,260,354	3,100,055	(839,700)

Greater Sacramento Economic Council

Proposed budget summary for the fiscal year ending June 30, 2022

	<i>FY20/21 - approved budget</i>	<i>FY21/22 - proposed budget</i>
Expenses		
Personnel expenses	2,597,971	3,081,510
Office expenses	779,652	942,595
Professional services	163,700	163,800
Contingency	200,000	60,000
General events & programs	184,250	513,500
Community outreach	104,427	247,985
Total expenses	\$ 4,030,000	\$ 5,009,390
Other income	(330,000)	(309,390)
True budget	\$ 3,700,000	\$ 4,700,000
Income		
Contributions *	1,405,000	3,745,000
Governmental contributions	979,623	979,620
Total income	\$ 2,384,623	\$ 4,724,620
Change in unrestricted net assets	(1,315,377)	24,620

Approved Budget History

FY19/20: \$4.5M

FY18/19: \$4.4M

* Cash basis

Greater Sacramento Economic Council
Proposed budget overview
for the fiscal year ending June 30, 2022

	FY20/21 approved	FY21/22 proposed
Income		
4000 contributions	1,405,000	3,745,000
4001 contributions - governmental agencies	979,623	979,620
Total income	\$ 2,384,623	\$ 4,724,620
Expenses		
5000 personnel		
5001 salaries	2,132,121	2,285,605
5002 employee benefits	127,927	137,140
5003 payroll taxes	170,570	180,080
5005 retirement plan contributions	127,927	114,280
5006 bonus pool	-	297,900
5007 phone allowance	13,800	20,000
5008 car allowance	10,200	6,600
5010 professional development	15,426	26,705
5034 recruitment expenses	-	1,200
5035 relocation expense	-	12,000
Total 5000 personnel	\$ 2,597,971	\$ 3,081,510
5015 office		
5016 other office expenses	15,600	25,965
5017 insurance	21,000	21,740
5018 equipment rental / lease	12,000	11,280
5019 office technology	78,660	104,360
5020 rent expense	309,024	312,000
5021 parking	39,996	37,800
5036 telephone	29,900	22,940
5037 dues and subscriptions	32,170	48,090
5038 printing	18,000	11,750
5055 merchant card fees	5,000	3,820
5057 research & software	149,590	250,200
5068 property taxes paid	2,750	1,500
5072 travel & transport - operational	6,200	28,970
5080 depreciation	54,250	48,940
5082 amortization	5,512	13,240

Total 5015 office	\$ 779,652	\$ 942,595
5022 professional services		
5011 design services	12,000	32,000
5022.1 legal fees	55,200	45,000
5022.2 accounting/audit fees	50,900	38,500
5022.3 payroll & employee benefits service charge	15,600	18,300
5022.4 other professional fees	30,000	30,000
Total 5022 professional services	\$ 163,700	\$ 163,800
5056 contingency	200,000	60,000
5060 general events & programs		
5061 other events / meetings expenses	14,250	59,000
5062 executive and board meetings	5,000	4,000
5067 board retreat costs	-	175,500
5069 annual dinner	150,000	240,000
5075 site selection familiarization tours	15,000	35,000
Total 5060 general events & programs	\$ 184,250	\$ 513,500
5091 community outreach		
5039 advertising	36,000	58,050
5042 promotional materials	10,000	18,750
5044 event sponsorships	-	15,000
5064 community sponsorships	-	42,000
5071 travel & transport - business development	34,427	80,685
5073 meals & entertainment	24,000	33,500
Total 5091 community outreach	\$ 104,427	\$ 247,985
Total expenses	\$ 4,030,000	\$ 5,009,390
Net operating income	\$ (1,645,377)	\$ (284,770)
Other income		
4005 interest income	48,000	24,000
4009 rental income	132,000	36,740
4051 annual dinner revenue	150,000	248,650
Total other income	\$ 330,000	\$ 309,390
Net other income	\$ 330,000	\$ 309,390
Net income	\$ (1,315,377)	\$ 24,620

Investor updates

Fiscal Year 2021/2022 private sector renewals

Company	Board representative	Agreed to renew	Commitment letter received
California Northstate University	Alvin Cheung	✓	✓
University of the Pacific	Christopher Callahan	✓	✓
AKT Investments, Inc.	Chrysa Demos	✓	✓
PRIDE Industries	Jeff Dern	✓	✓
Eskaton	Todd Murch	✓	
Kaiser Permanente	Sandy Sharon	✓	✓
Wells Fargo <i>*Grant application</i>	David Galasso	x	
JPMorgan Chase <i>*Grant application</i>	Erik Langeland	✓	

Fiscal Year 2021/2022 public sector renewals

Jurisdiction	Per capita (40 cents)	Contract signed
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	
City of West Sacramento	\$21,564.00	
City of Woodland	\$24,117.00	
City of Yuba City	\$27,014.00	
El Dorado County	\$63,252.00	
Placer County	\$46,468.00	√
Sacramento County	\$237,686.00	
Sutter County	\$8,446.00	
Yolo County	\$12,480.00	
Yuba County	\$24,634.00	
Town of Loomis	\$2,755.00	
Total:	\$979,623.00	

UCLA Anderson California Economic Outlook

Dr. Jerry Nickelsburg

**FACULTY DIRECTOR, UCLA ANDERSON
FORECAST**

**ADJUNCT PROFESSOR OF ECONOMICS, UCLA
ANDERSON SCHOOL OF MANAGEMENT**

Jerry Nickelsburg joined the UCLA Anderson School of Management and the UCLA Anderson Forecast in 2006. Since 2017, he has served as faculty director of the Forecast. He earned his Ph.D. in economics from the University of Minnesota, specializing in monetary economics and econometrics.

Nickelsburg plays a key role in the economic modeling and forecasting of the national, California and regional economic forecasts. He researches labor economics, industrial organization, statistics and international monetary economics, focusing on the development of new data and the application of economic theory and statistical methods to sector-specific policy issues. His current research encompasses transportation and environmental economics, and the relationships between highly skilled persons and their demand for social insurance. He has conducted special studies into the future of manufacturing in Los Angeles, the economic impact of the writers' strike, the undocumented construction and manufacturing labor force, and the garment industry.

Formerly a professor of economics at the University of Southern California, Nickelsburg held executive positions with McDonnell Douglas, FlightSafety International and FlightSafety Boeing during a 15-year span in the aviation business. He developed forecasting tools for the Federal Reserve Board of Governors and has advised banks, investors and financial institutions. From 2000 to 2006, he was the managing principal of Deep Blue Economics, a consulting firm he founded.

Nickelsburg teaches economics in UCLA Anderson's MBA program, with a focus on business forecasting and international business economics. He travels regularly with students to Asia as professor and advisor in their global immersion courses.

Nickelsburg is cited by the national media, with frequent mentions in the Financial Times, Wall Street Journal, New York Times, Los Angeles Times and Reuters. He has published more than 100 scholarly and popular articles on economic policy, monetary economics, statistics, labor economics and industrial organization, and he is the author of two books on monetary economics and exchange rates.



Chair's retreat



The Ritz-Carlton, Lake Tahoe

13031 RITZ-CARLTON HIGHLANDS COURT

TRUCKEE, CALIFORNIA 96161

Join us in Lake Tahoe the evening of Wednesday, August 18, through lunch on Friday, August 20, for the FY21/22 Greater Sacramento Economic Council Chair's Retreat. Your vision and expertise are critical to setting GSEC's priorities for the coming year and beyond. We look forward to a productive event.

Attire: Business Casual

Room type: Non-smoking, King bed

If you have not already RSVP'd please do so by contacting Olivia Cano at (916) 287-9078 or ocano@greatersacramento.com.

****RSVP deadline to secure attendance and room is June 30***

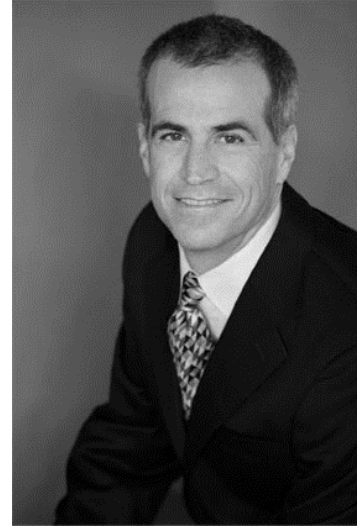
****The retreat cost is included in your investment with our organization***

Bryan Gillette

FOUNDER & PRINCIPAL CONSULTANT SUMMITTING GROUP

Bryan Gillette knows what it is like to reach the peak as he has stood on the summits of many mountains and successfully completed many physically and mentally challenging ultra-distance endurance events. He's reached several 'summits' in his career as well.

Bryan has over 25 years' experience in Leadership and Organizational Development with executive and senior-level responsibilities in small and large companies. Prior to starting his own consulting practice, he was on the Executive Committee as the Vice President of Human Resources for a mid-size, global-technology company. In addition to running Human Resources and Payroll, he has extensive experience in Leadership Development, Organizational Design, Communications and Mergers & Acquisitions.



His experience also includes coaching at all levels on a variety of issues such as change management, performance improvement, and communications. He takes a pragmatic approach and brings firsthand experience having managed teams of 2 to 270 people and multi-million-dollar projects. Although he is a former company executive, Bryan is known to roll up his sleeves and do whatever it takes to get the job done.

In these 25 years, he has taught leadership courses in many countries, consulted to executives, conducted needs analysis, and developed programs that drive the desired performance for the company to meet its objectives. With the consolidation of companies over the years, he has integrated over 40 acquisitions ranging from 8-person to 1,000+ person companies.

He holds an MBA from California State University and two Bachelors' degrees from University of California, Davis in Organizational Behavior and Communications.

To give back to the community, Bryan started up and ran the Bridge of Opportunity, a 501(c)3 foundation, to provide foster kids scholarships to attend college. He was the Co-Chair and founding Board Member for iGATE, a non-profit incubator to assist small, green-related companies. And, he was the Co-Race Director for the Pleasanton Run for Education, a 3,000-person running race, which raised \$250,000 for the local schools during his 4 years.

For recreation, he is a dedicated endurance athlete completing many long-distance cycling or running events including cycling across the United States, cycling 300 miles in 24 hours and running 200 miles around Lake Tahoe in 76 hours. As an avid traveler, he recently spent one year with his wife and two boys traveling through South America, Africa, Middle East and Europe. He is currently writing a book based on his experiences reaching lofty goals as well as the experience from 100+ CEOs, CxOs, founders, and endurance athletes who have also reached amazing goals.