



Board of Directors Meeting

March 11, 2021

Meeting Agenda

Thursday, March 11, 2021

9-11 a.m.

Join Zoom Meeting

<https://zoom.us/j/97407264960?pwd=eExHSi9qMGppNzA4OGU5aG9FRlNRZz09>

Meeting ID: 974 0726 4960

Passcode: 074754

1. 9 a.m. **Chairperson'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. Introductions
 - i. Scott Alvord, City of Roseville
 - ii. Gary Bradford, County of Yuba
 - iii. Bonnie Gore, County of Placer
 - iv. Jill Gayaldo, City of Rocklin
 - v. Ann Edwards, County of Sacramento
 - vi. Mike Kozlowski, City of Folsom
 - vii. Aaron Laurel, City of West Sacramento
 - viii. Colleen McCain Nelson, Sacramento Bee
 - ix. Todd Strumwasser, Dignity Health
 - b. Appointment of Directors, Officers & Committees – **ACTION**
 - c. Board of Directors Meeting Calendar
 - d. Financial Update (James Conforti / Brian Conner)
 - i. January 2021 Financials
 - e. 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. 9:20 a.m. **Status of the Market** (Matt Miller / Scott Powell)
GSEC will provide a brief overview of the current state of the Greater Sacramento economy and how tradable industry sectors will drive economic recovery, along with an update on the pipeline of activity and real estate conditions of the Greater Sacramento region.
5. 9:40 a.m. **Accenture Apprenticeship Program** (Rob Barber) Page 14
Accenture recognizes the important role professional apprenticeships can play in closing the skills gap in the U.S., providing underserved groups greater access to career pathways, and helping reskill workers whose jobs have been, or will be, disrupted by technology. How can the greater Sacramento region replicate the program?
6. 10 a.m. **California Business Leadership Movement** (Jim Wunderman & Marco Li Mandri) Page 15
Participate in a discussion regarding building a California Statewide Coalition to address the business climate and jobs crises. This effort will focus on addressing what has become an urgent issue affecting jobs, the economy and the future of the state and our region.
7. 10:20 a.m. **Board of Directors Retreat** (Michael Guyette) Page 17

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 December 10, 2020 telephonically.

In attendance were directors Laurie Harting, Garry Maisel, Michael Guyette, Matina Kolokotronis, James Conforti, Larry Allbaugh, David Galasso, Erik Langeland, Dave Lucchetti, Gary May, Robert Nelsen, Steve Pleau, Michael Teel, Donna Bland, James Beckwith, Brian Ternan, Dale Carlsen, Alvin Cheung, Don Clark, Chrysa Demos, Harry Elliott, Mark Friedman, Scott Hanson, John Jackson Jr., Larry Kelley, Brian King, Dan Konieczny, Ciaran McMullan, Ken Monroe, Todd Murch, Roger Niello, Christopher Callahan, Jeremiah Smith, Jeff Dern, Elaine Andersen, Don Ashton, Chris Boyd, Jan Clark-Crets, Lorenzo Hines, Dan Karleskint, Mike Leahy, Gloria Partida, Greg Janda, Shon Harris, David Sander, Tom Stallard, Darrell Steinberg, Kirk Uhler, Gayle Garbolino-Mojica, Cassandra Jennings, Chet Hewitt, Fiona Ma, Melissa Anguiano, and John Jackson. The following Board members were absent: Sandy Sharon, Wendy Cohen, Stephen Fleming, George Grinzewitsch, Hayden Markstein, Kevin Nagle, Jud Riggs, John Allard, Dan Flores, Nav Gill, and Don Saylor.

Present by invitation of the Board were: (i) proposed Board member nominees: Paul Lau, Mark Noriega, Michael Olague, and Bobbie Singh-Allen; (ii) Greater Sacramento staff: Justice Mosely, Barry Broome, Scott Powell, Brittany Jones, Adam Vaira, Hunter Blincoe, Lucy Lu, Nick Baldi, Leidhra Guild, and Michelle Willard; and (iii) Greater Sacramento advisors and consultants: Stan Van Vleck, Nicholas Johnson, Brian Conner, Jim Alves, Caleb Reid, Suzanne Dixon, Mabel Salon, Noah Starr, and Aaron Laurel. The following Board member nominees were absent: Dave Shaw and Alyssa Silhi.

The meeting was called to order at approximately 9:00 a.m. by Incoming Chairperson Michael Guyette on behalf of 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 September 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. Mr. Guyette also proposed an amendment to the bylaws authorizing up to and including seventy-five (75) directors on the Board in order to accommodate the additional directors proposed for a seat on the Board. Following the welcome and discussion, upon motion, second and unanimous approval, the Board amended the bylaws to authorize up to and including seventy-five (75) directors on the Board and appointed the following individuals to take the positions below effective immediately:

New Directors:

- Paul Lau, SMUD
- Mark Noriega, Accenture
- Michael Olague, Bank of the Sierra
- Bobbie Singh-Allen, City of Elk Grove
- Dave Shaw, City of Yuba City
- Alyssa Silhi, City of Lincoln

Mr. Guyette then discussed Chairperson Laurie Harting's retirement from the Board effective January 3, 2021. The Executive Committee of the Board had resolved to nominate Michael Guyette as her replacement for chair of the Board, the Bylaws Committee, the Compensation Committee, the Executive Committee, and the Nominating Committee effective as of January 3, 2021. After discussion, upon motion, second and unanimous approval, the Board appointed Michael Guyette as chair of the Board and the foregoing committees effective as of January 3, 2021.

Mr. Guyette then followed by reviewing the Board meeting calendar and a schedule of upcoming events, including the board of directors retreat.

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 discussed Greater Sacramento's goals for the fiscal year, the key metrics used in measuring those goals, and Greater Sacramento's progress toward accomplishing those goals.

Barry Broome followed with a brief discussion on the State of California's expected office space needs in the future and the fact that telecommuting may result in more space becoming available. This space could prove useful for attracting new businesses to the Greater Sacramento region.

Mr. Powell and Cassandra Jennings then presented on Greater Sacramento's and the Greater Sacramento Urban League's joint Digital Upskill Sacramento pilot program. The program has made significant progress and the classes are close to concluding. Mr. Powell and Ms. Jennings explained the value that the program has on inclusiveness, economic development in the region, and creating a model for future upskilling of workers.

Ms. Jennings' discussion led to a conversation with the Board and Mr. Broome on restructuring the Greater Sacramento region's workforce to more skilled and higher paying jobs. Mr. Broome also brought to the attention of the Board that Black Star Fund, which focuses on economic development, is preparing to raise its second fund.

Next, Scott Powell provided an overview of Greater Sacramento's campaign to attract talent to the Greater Sacramento region in the form of workers and companies. Caleb Reid of Buxton presented an analysis prepared for Greater Sacramento regarding technology-oriented firms that could benefit from moving to or establishing an office in the Greater Sacramento region. Michelle Willard presented on Greater Sacramento's recent campaign focused on attracting technology workers to work remotely in the Greater Sacramento region.

Finally, Mr. Broome acknowledged Chairperson Laurie Harting's contributions to Greater Sacramento and the Board and her significant, positive impacts on both. The Board wished her well.

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

Dated: _____, 2021

Matina Kolokotronis, Secretary

Governance

Introductions

SCOTT ALVORD

*Councilmember
County of Roseville*

Scott has been voted “Favorite Local Businessperson” and “Favorite Civic Leader” in the Style Magazine’s Readers Choice Awards. He was voted “Local Hero” in the Press Tribune’s 2020 Best-of-the-Best Awards for his organizational efforts with the 2,000-person Roseville Volunteer Force. He was a 2015 & 2016 finalist in the Gallina’s Business Person of the Year award.



Scott was elected to the Roseville City Council in November 2016 and re-elected in 2020. He is known in the community as approachable, available, and a problem solver.

In the business community, he previously served for nine years as the President of the Downtown Roseville Merchants, is active in the Roseville Area Chamber of Commerce, and is a business speaker, trainer, coach, and author.

Scott is the founder and CEO of Advanced Development Concepts, LLC. ADC is a 35-year business consulting company that helps businesses break through barriers that are holding them back, whether it be techniques to increase revenue, gain business exposure, reach target customers, or help solve problems.

Scott served as a Senior Examiner at the California Awards for Performance Excellence (CAPE), which is the California version of the national Malcolm Baldrige Quality Awards program. He lead teams that evaluated the state’s top performing corporations, hospitals, schools, civic governments, and even military programs for prestigious awards. He believes that this unique experience provided him with a fresh perspective of looking at complex organizations and has since helped shape his business perspectives.

He previously served as the only business representative on the Placer County Homeless Advisory Committee and is interested in pursuing real solutions to solve homelessness instead of just hide it.

Scott has been married since 1986 to his college sweetheart, is the father of 7 children (some by birth and some through adoption of relatives), and currently has 11 grandchildren. He raised his family in Roseville, started companies there, and will retire there.

GARY BRADFORD

*Supervisor, District 4
County of Yuba*

Supervisor Bradford was elected in November of 2016 and took office on January 10, 2017.

Gary and his wife Jennifer live in Plumas Lake with their two kids Justin and Megan. Gary graduated from the University of California at Davis in 1996 with a Bachelor of Science degree in Computer Science and has worked on public sector



Information Technology projects for over 20 years. He served on the Reclamation District 784 board from 2008 - 2010 and the Olivehurst Public Utility District Board from 2010 - 2016.

BONNIE GORE

*Supervisor, District 1
County of Placer*

Bonnie Gore was elected to the Placer County Board of Supervisors in June 2018 and assumed office in January 2019. Prior to serving on the Board, she served on the Roseville City Council from 2012 to 2018, including time as Vice Mayor and Mayor.

Her focus as County Supervisor is economic development, fiscal sustainability, public safety and positive collaboration between local jurisdictions. Supervisor Gore represents the County on multiple committees including South Placer Wastewater Authority JPA, Western Placer Waste Management Authority, California State Association of Counties (CSAC), and the Greater Sacramento Economic Council. She also serves as Chair for the Sacramento Area Council of Governments (SACOG) for 2021.

She is an active member of the Roseville Chamber of Commerce, twice chairing the Chamber's regional economic development event and serving as the chair of Leadership Roseville. She has been a recipient of the Chamber's prestigious "Athena Award", which honors women in South Placer County who make significant, positive impacts in the community.

She was the founding chair of the Lighthouse Counseling and Family Resource Center and served on the Roseville City Schools Foundation Board. She currently serves as a Trustee for William Jessup University.

In 2019, Bonnie founded Female Leadership And Mentor Exchange (FLAME). FLAME seeks to advance and empower next generation female leaders by creating and encouraging mentor relationships between women in executive level leadership roles with young women attending college or beginning a career.

Supervisor Gore earned her bachelor's degree in Business Management from Santa Clara University. She and her husband, Rob, have one son, Jacob, who recently served in the United States Army, and two daughters "of their hearts" Carmel and Naomi.



JILL GAYALDO

*Mayor
City of Rocklin*

Jill Gayaldo was elected to serve on the Rocklin City Council in 2018, and is serving as mayor in 2021.

"I am honored to serve the community of Rocklin, a city that has been home to the Gayaldo family for just over 100 years. I hope to honor the legacy of my late father-in-law Andreas Gayaldo, who also served nearly 20 years on the Rocklin City Council, beginning in 1948," Mayor Gayaldo said.

"I believe my experience as a Rocklin small business owner, long-time resident, and former commercial landlord provide me with a well-rounded view to tackle the challenges we face this year. I look forward to continuing to do all we can to provide the highest quality police, fire, and parks service to our residents and to support our local small businesses, that are the backbone of our economy."



Gayaldo retired in 2018 as the director of transportation for the Elk Grove Unified School District, where she oversaw a department with more than 200 employees and an annual budget of approximately \$14 million. She is well known in the school transportation industry for championing clean air and working to introduce alternative fuels, including renewable diesel, propane, and the first all-electric school buses in the region. Elk Grove Unified honored Gayaldo with their administrator of the year award and the Sacramento Clean Cities Coalition honored her with their lifetime achievement award.

In addition to her position as mayor, Gayaldo also represents Rocklin on the boards of the Sacramento Area Council of Governments, the Greater Sacramento Economic Council, the Placer Mosquito and Vector Control District, and Rocklin's Art Task Force.

Gayaldo has a long history of community leadership, having served as president of the school site council at Del Oro High School, as inaugural co-chair of the Rocklin Christmas tree lighting event, and as a member of numerous organizations including the Rocklin Area Chamber of Commerce, the Rocklin Historical Society, Rocklin Residents Unite for Fido, and the "Rediscover Rocklin" business development group. She is also a graduate of the Rocklin Area Chamber of Commerce Leadership Academy.

ANN EDWARDS

*Interim County Executive
County of Sacramento*

Prior to being appointed Acting County Executive in December, 2020, Ann Edwards was Director of Human Assistance for the County of Sacramento, Department of Human Assistance since June 2014. She was responsible for the day-to-day operations of a Department comprised of over 2200 employees and a budget of over \$700 million with oversight of key programs including homeless and eligibility.



Previous to returning to Sacramento County, Ann was Director of Health and Social Services in Solano County where she was responsible for a Department comprised of five Divisions, over 1200 employees and a budget of over \$280 million. Prior experience with Sacramento County included serving as Chief Deputy County Executive for Countywide Services, where she was responsible for executive leadership and budget and policy analysis for Countywide Services Departments including: Health and Human Services, Human Assistance, Child Support Services, Environmental Management, Public Defender, Conflict Criminal Defender, Voter Registration and Elections, Agricultural Commissioner and Sealer of Weights and Measures, and the Office of the Coroner; as liaison with Probation, First 5 Sacramento Commission, and In Home Supportive Services Public Authority; as First 5 Commissioner; and as an Executive Committee Member of the Community Corrections Partnership Committee, as well as Chair of the Workload Policy Board.

As Director of Health and Human Services, Ann oversaw five divisions and over 1,800 employees, a budget of \$550 million and over 500 contracts. In that capacity, Ann successfully re-designed mental health service delivery and brought on psychiatric health facilities and additional Federal revenue; led the reorganization of Child Protective Services (CPS); reduced staff by over 30% and improved outcomes in critical areas; re-designed In Home Supportive Services (IHSS) to contain provider payments costs; established an independent Quality Assurance Section and developed and instituted a Quality Assurance Policy for investigating death, near death, and critical incident cases; worked closely with law enforcement on high risk, high profile cases; oversaw implementation of a new Information Technology system for tracking and billing mental health services and hired key personnel including Public Health Officer, Deputy Directors for Behavioral Health Services, Child Protective Services, Primary Health Services, Departmental Administration, and Division Chief for Senior and Adult Services.

Ann was Educated at California State University in Sacramento where she obtained her MS in Counselor Education and her BA in Social Work.

MIKE KOZLOWSKI

*Mayor
City of Folsom*

Chicago native, who has also lived in Houston, Austin and Detroit. Moved to Folsom in 2005 and was elected to the Folsom city council in 2018. I sought election to provide steady leadership focused on public safety and economic prosperity. I hold a Bachelor of Science and a Masters degree in Architecture and remained a licensed Architect in the state of Michigan. I have spent a significant part of my career in managerial and business development roles but have found time to sprinkle interesting Architectural designs across the country. Along with service to the city of Folsom I am the Head Track & Field Coach at Vista del Lago HS in Folsom, and participate myself in Masters track and field events. My wife and I have been married for 29 years. We have three grown children, who have found successful careers in engineering, science, and education. I currently serve as the Folsom representative on the board of SACOG and STA and am extremely proud to serve on the GSEC Board.



AARON LAUREL

*City Manager
City of West Sacramento*

Aaron Laurel was appointed by the City Council to serve as West Sacramento's City Manager and the Port of West Sacramento's Chief Executive Officer in July 2018.

Mr. Laurel has more than 15 years of experience in local government. Since 2015, he has served as the City's Economic Development and Housing Director, overseeing investments in infrastructure and real estate, business attraction, affordable housing, and management of the Port of West Sacramento.

Mr. Laurel is a graduate of UC Berkeley and also received a Master's degree in Urban Planning from San Jose State University.



COLLEEN MCCAIN NELSON

*Executive Editor / Regional Editor for California
Sacramento Bee / McClatchy*

Colleen McCain Nelson is a Pulitzer-prize winning journalist who is the executive editor of The Sacramento Bee and the California regional editor for McClatchy. Nelson works with the journalists in all of McClatchy's California newsrooms, including The Sacramento Bee, The Fresno Bee, The Modesto Bee, the San Luis Obispo Tribune, and the Merced Sun-Star.

Before coming to California, Nelson was McClatchy's national opinion editor and vice president and editorial page editor of The Kansas City Star.

She previously worked as a White House correspondent for The Wall Street Journal and as a political reporter, chronicling three presidential campaigns. In 2016, she crisscrossed the country with Hillary Clinton, Donald Trump, and Bernie Sanders. As a White House reporter for The Wall Street Journal, she wrote about the policies, politics, and personalities in President Barack Obama's administration, traveling the world with the president and vice president.

Before joining The Wall Street Journal, Nelson worked at The Dallas Morning News where she wrote about local, state, and national politics as a reporter and, later, as an editorial writer and a columnist.

In 2010, Ms. Nelson and two of her colleagues were awarded the Pulitzer Prize for editorial writing, recognition for a series of editorials that condemned the stark economic and social disparity separating Dallas' thriving northern half and struggling southern half.

Nelson was raised in Salina, Kansas, and is a Phi Beta Kappa graduate of the University of Kansas.



TODD STRUMWASSER

*President, Northern California Division
Dignity Health*

Dr. Strumwasser is President of the Northern California Division for CommonSpirit Health. Todd is responsible for an assigned portfolio of healthcare assets which includes, but is not limited to acute care, ambulatory outpatient services, philanthropy, physician alignment and employment business models, as well as other alternative healthcare delivery systems. He has administrative responsibility over 13 hospitals within the San Francisco Bay Area, Northern California from Red Bluff to Mt. Shasta, Sacramento, and the Greater Sacramento area including Grass Valley and Woodland. He leads this division to ensure optimal strategic positioning and operating performance.

Todd also serves on the Board of PeaceHealth, a healthcare system based in Vancouver, Washington. He has served on this board since February, 2016. Dr. Strumwasser is the chair of the Quality Committee.

Todd Strumwasser, MD previously served as the Chief Executive of Swedish, Seattle. In this position, he had oversight of both Swedish First Hill and Cherry Hill campuses (1100 beds). These two campuses comprise 80% of the revenues of Swedish. Swedish Health Services was a five campus, \$2.4B enterprise.



Swedish is the largest nonprofit provider in the Greater Seattle Area with 11,000 employees and 2,800 physicians.

Todd had served in many roles at Swedish, including, Chief of Staff, Vice President of Medical Affairs and Chief Operating Officer. He had been an active member of the Medical Staff at Swedish since 1987. He is a Board Certified Anesthesiologist and had been the President of the largest corporation of Anesthesiologists in the state of Washington: Physicians Anesthesia Service, Inc.

Todd received his Bachelor of Science degree from the University of California, Davis in Psychobiology. Following that, he graduated from the University of Southern California, School of Medicine. He completed his Anesthesiology residency at the University of Washington Affiliated Hospitals, where he served as Chief Resident.

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:

Colleen McCain Nelson
Executive Editor & Regional Editor for California
Sacramento Bee
(seat formerly held by Lauren Gustus)

Todd Strumwasser
President, Northern California Division
Dignity Health
(seat formerly held by Laurie Harting)

TO BE SEATED AS PUBLIC SECTOR INVESTORS:

Scott Alvord
Councilmember
City of Roseville
(seat formerly held by John Allard)

Gary Bradford
Supervisor, District 4
County of Yuba
(seat formerly held by Mike Leahy)

Bonnie Gore
Supervisor, District 1
County of Placer
(seat formerly held by Kirk Uhler)

Jill Gayaldo
Mayor
City of Rocklin
(seat formerly held by Greg Janda)

Ann Edwards
Interim County Executive
County of Sacramento
(seat formerly held by Nav Gill)

Mike Kozlowski
Mayor
City of Folsom
(seat formerly held by Elaine Andersen)

Aaron Laurel
City Manager
City of West Sacramento
(seat formerly held by Christopher Cabaldon)

TO BE RE-SEATED AS COMMUNITY ADVOCACY DIRECTORS:

Chet Hewitt
President & CEO
Sierra Health Foundation
The Center at Sierra Health Foundation

Fiona Ma
California State Treasurer

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.

TO SERVE AS VICE CHAIR:

Larry Allbaugh
CEO
Buzz Oates

Appointment of Committees

The following individuals are proposed for consideration and approval for a seat on Greater Sacramento's Executive Committee and Audit Committee in accordance with the organization's bylaws effective March 11, 2021.

TO SERVE ON THE EXECUTIVE COMMITTEE:

Alvin Cheung
Founding President
California Northstate University

Brian Ternan
President & CEO
Health Net, Inc., a Centene Company

TO SERVE ON THE AUDIT COMMITTEE:

Bonnie Gore
Supervisor, District 1
County of Placer
(seat formerly held by Kirk Uhler)

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

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

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

SUMMARY OF FINANCIAL ACTIVITY

Statement of Financial Position

ASSETS

Total Bank Accounts	8,053,091
Total Pledges Receivable	9,691,096
Total Current Assets	138,359
Total Fixed Assets	151,271
Total Other Assets	57,306
TOTAL ASSETS	18,091,123

Statement of Activity

REVENUE

Total Contributions – Private Sector	5,620,000
Total Contributions – Public Sector	767,908
Grant Revenue	125,000
TOTAL REVENUE	6,512,908

Summary of Expenses Budget vs. Actual

EXPENDITURES

	YTD Actual	YTD Budget	Over (Under) Budget
Total Personnel	1,277,608	1,516,526	(238,918)
Total Office	423,303	464,403	(41,100)
Total Professional Services	99,404	107,700	(9,296)
Total Community Outreach	38,072	61,300	(23,228)
Total Events/Meetings	34,279	179,415	(145,136)
Total Special Contingency	50,726	116,667	(65,941)
TOTAL EXPENDITURES	1,923,391	2,446,011	(523,619)
NET OTHER REVENUE	(156,719)	(255,000)	98,291
NET EXPENDITURES	1,766,672	2,191,011	(425,329)

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	√	
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	√	√

Accenture Apprentice Program Presentation

ROB BARBER

*Senior Managing Director
Accenture*

As a Senior Managing Director for Accenture's Technology business in the US West, I am responsible for bringing the best of Accenture technology capabilities to our clients across industries, including: Financial Services, Health and Public Services, Resources, Communications, Media, High Tech, and Products. I leverage the full extent of our capabilities across Accenture – Strategy, Consulting, Interactive, Technology and Operations – to deliver truly transformational business results for our clients.

Successfully delivering large scale transformation projects requires knowing the desired outcome, having the right first-hand experience, and operating with the discipline required to get those results. Over the last twenty six years, that's precisely what I've done for large scale enterprises, across Accenture operational disciplines.

Since joining Accenture in 1994, I've had the privilege of working in multiple roles with various communications and technology companies, and I have gained extensive experience in developing and driving large-scale transformations in sales, service, billing and global sourcing, as well as running managed service programs which deliver specific outcomes for Accenture clients. In past years, I have served as Accenture's North America lead for Intelligent Application Management and as the Quality and Risk Lead.

I have a degree in Mathematics from the University of the Pacific in Stockton, California, and I was drafted twice by the Toronto Blue Jays. I hold dual citizenship in the United States and Canada and spent two years playing for the Canadian national baseball team as a catcher. I'm active within the University of the Pacific on their Leadership Council.

In my free time you can find me enjoying time with my family, spending time being physically active; I'm an avid outdoorsman and enjoy boating, wake surfing, hunting and golf. I live in Las Vegas with my wife and daughter.



California Business Leadership Movement

JIM WUNDERMAN

*President & CEO
Bay Area Council*

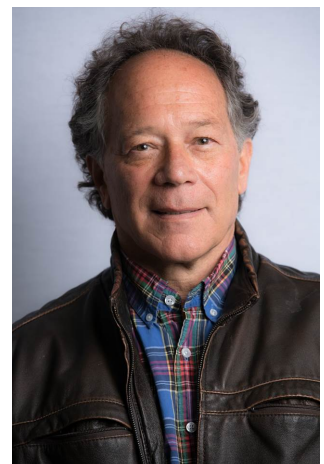
Jim Wunderman is President and CEO of the Bay Area Council, a CEO-led public policy and advocacy organization formed in 1945 that works to shape the future of the Bay Area and maintain it as the most innovative, globally competitive, and sustainable region in the world. Since becoming CEO in 2004, Jim has dramatically expanded and deepened the Council's reach and influence throughout the Bay Area, Silicon Valley, California, the nation and the world. He guided the Council's expansion into China with the opening of offices in four major cities and has established the Council as a respected partner with business and government leaders in India, North America, the European Union and other countries around the globe. As the leading steward of the Bay Area, the Council has grown under Jim's tenure to include more than 325 member companies across a wide range of industries. He has positioned the Council as a leading voice for business and the economy on a wide range of issues, including housing, transportation, homelessness, workforce development, early education, climate resilience and more.



MARCO LI MANDRI

*Founder
New City America*

Marco Li Mandri has been involved in business district revitalization efforts since 1988. As a former President of a (BID), Marco entered the Business Improvement District arena as a stakeholder first, and later as a professional consultant. In 1995, Marco formed New City America, a company dedicated to the formation and administration of Business Improvements Districts and Community Benefit Districts in California. Since that time, New City America has spun off a new corporation named New City Public Spaces which advising on the creation of smaller public spaces, management of public spaces and all things related to district placemaking. New City America has, in the last 25 years, established itself as the premier company dedicated to business district and mixed use revitalization throughout the country.



Since 1996, New City America has established 89 BIDs, Community Benefit Districts, Business Improvement Districts and Tourism Improvement Districts.

Marco and his wife Laura live in San Diego in in the San Diego community of Kensington. Marco has been interviewed numerous times by major network television affiliates in San Diego, as well as the following newspapers:

- The Urban Land Institute Monthly Magazine (Jan – February 2010);
- New York Times;
- Wall St. Journal;

- Baltimore Sun News
- Council of State Governments Magazine
- National Geographic Television Station;
- Forbes Magazine
- Entrepreneur Magazine
- Downtown Idea Exchange
- We the Italians Magazine (Italy)
- CNN Money Magazine
- CNN Money Network
- the LA Times,
- the LA Business Journal
- the Chicago Sun Times,
- The Guam Daily Post
- Greater Milwaukee Today
- the Oregonian Newspaper (Portland Oregon),
- the National Downtown Idea Exchange,
- the San Francisco Chronicle,
- the San Francisco Examiner,
- the San Francisco Business Times,
- the San Francisco Registry
- Sacramento Bee
- Oakland Tribune
- The Pittsburgh Post-Gazette,
- the San Diego Union-Tribune,
- the San Diego Business Journal,
- San Diego Magazine,
- San Diego Daily Transcript,
- the Santa Monica
- National Italian American Foundation Quarterly Newsletter;
- UNICO National News

Marco is frequently called upon to discuss business district revitalization efforts with the local NPR affiliate in San Diego - KPBS public radio, Public Radio in Los Angeles and KPFK in the Bay Area. Marco has been interviewed by National Public Radio/Washington, KCBS in San Francisco and appears frequently on all major TV news channels in San Diego.

Marco has spoken at national conferences including panel presentations at the National League of Cities, International Downtown Association, Project for Public Spaces Leadership Council, the Destination Marketing International Association, the National Main Street Annual Conferences, the National LISC Urban Forum, the International Economic Development Council, the Illinois Main Street Annual Conference, the Pennsylvania Downtown Center Annual Conference, the California League of Cities, and the California Downtown Association.

Board of Directors 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 FY2021-22 Greater Sacramento Economic Council Board of Director's Retreat. Your vision and expertise are critical to setting the Council'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***