

Board of Directors

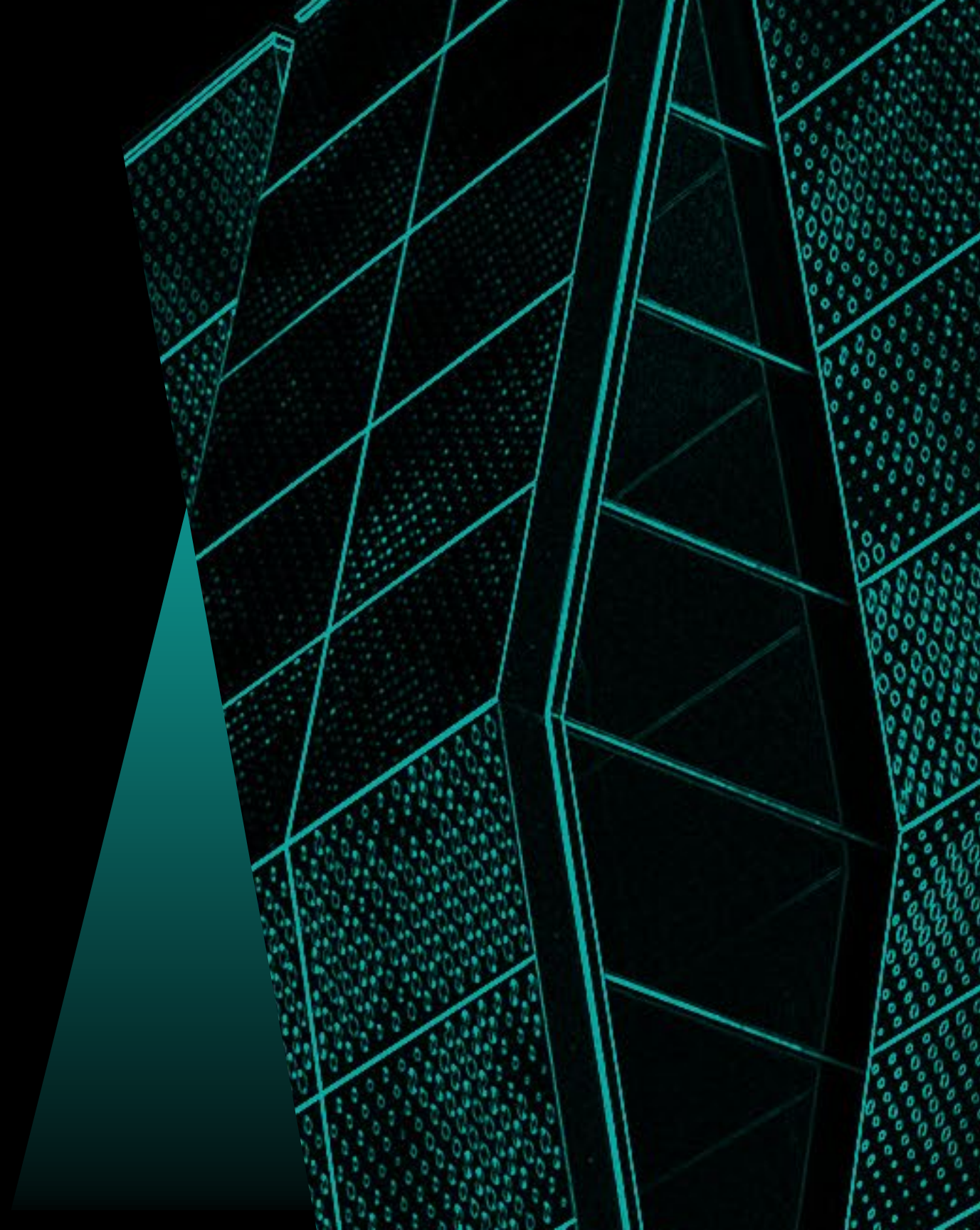
December 9, 2021

Agenda

- 9 a.m. Chair's call to order
Michael Guyette
- 9 a.m. Approval of minutes
Michael Guyette
- 9 a.m. Governance – ACTION
Michael Guyette
- 9:20 a.m. Strategic plan update
Scott Powell / Matt Miller / John Jackson / Ashlie Bryant
- 10:10 a.m. The Sadie Collective
Fanta Traore
- 10:40 a.m. Woodland Research & Technology Park update
Erika Bumgardner
- 10:55 a.m. Board of Directors discussion
- Adjournment

Chair's call to order

Michael Guyette



Approval of minutes

Michael Guyette

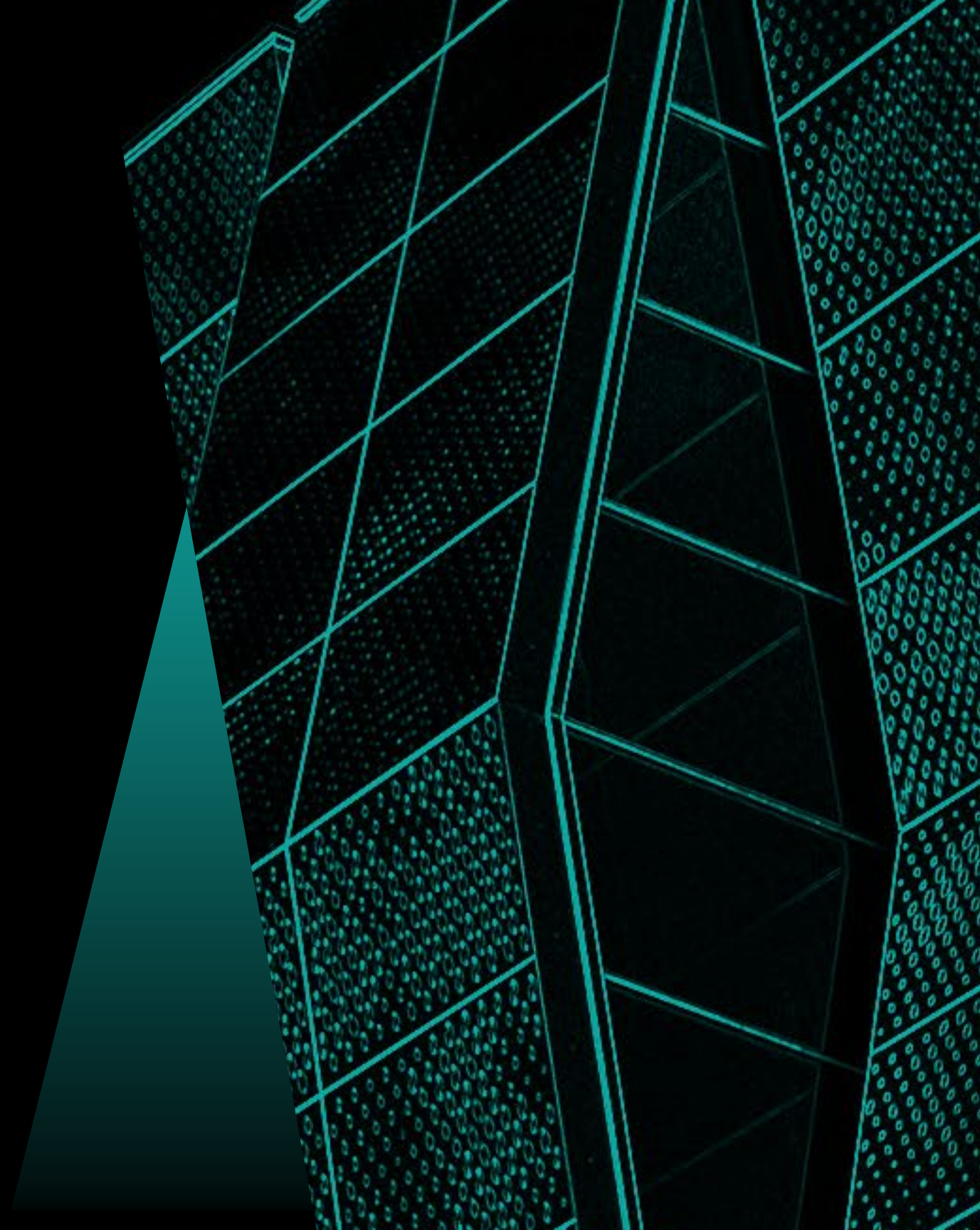
Located on [page 1](#) of your packet



Governance

Michael Guyette

Located on [page 3](#) of your packet



Appointment of Directors

The listed individuals are proposed for consideration and approval for a seat on GSEC's Board of Directors in accordance with the organization's bylaws effective December 9, 2021



Cathy Rodriguez

President & CEO
Sacramento Hispanic
Chamber of Commerce



Kyriakos Tsakopoulos

Co-Chair
AKT Investments, Inc.

Board of Directors meeting calendar

Please mark your calendars for the following meetings for 2022

BOARD OF DIRECTORS MEETINGS

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

June 9, 2022 (Thursday) | 9 – 11 a.m. **followed by Chair's Retreat - time & location TBD*

EXECUTIVE COMMITTEE MEETINGS

(Executive Committee: Allbaugh, Cheung, Conforti, Demos, Guyette, Kolokotronis, Langeland, Lucchetti, Maisel, May, Nelsen, Pleau, Sharon, Teel, Ternan)

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

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

Upcoming events

Please mark your calendars for the following in-person events

Site Selector Familiarization Tour: March 23 – 25, 2022

Vice Chair's Reception: March 24, 2022 | 5 – 7 p.m.

engagED Forum: March 25, 2022 | 9 – 11 a.m.

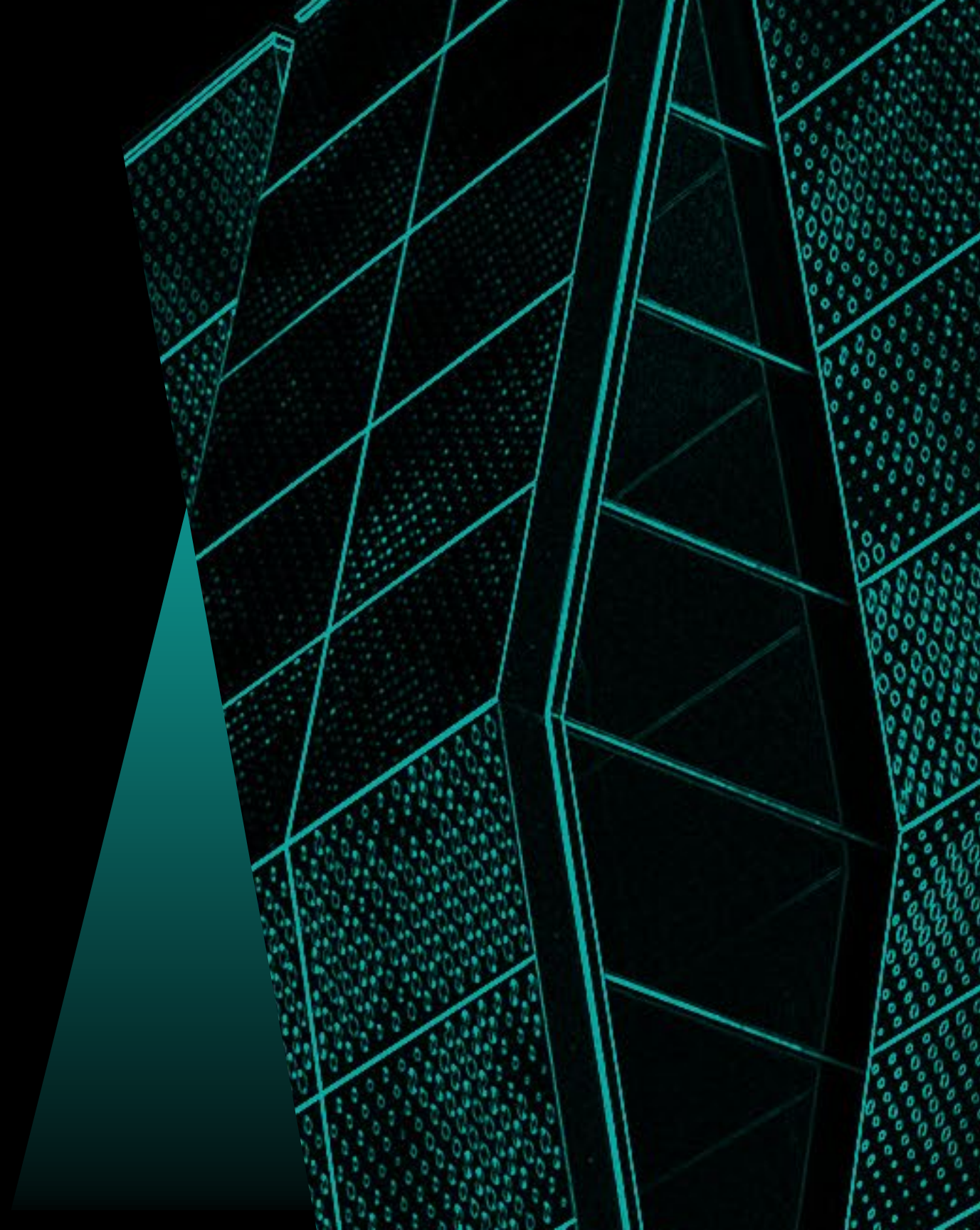
Greater Sacramento 6th Annual Celebration: April 2022 | 5:30 – 9 p.m.

Chair's Breakfast: Spring 2022



Financial update

Brian Conner



Revenue and expenditure information

Revenue	YTD 10/31/2021
Total contributions – private sector	3,000,000
Total contributions – public sector	979,623
Grant revenue	0
TOTAL REVENUE	\$ 3,979,623

Revenue and expenditure information

Expenditures	YTD actual 10/31/2021	YTD budget 10/31/2021	Variance
Total personnel	904,041	1,027,170	(123,129)
Total office	292,436	321,925	(29,489)
Total professional services	24,328	49,100	(24,772)
Total community outreach	50,384	87,758	(37,374)
Total events/meetings	173,713	185,500	(11,787)
Total contingency	20,000	20,000	-
TOTAL EXPENDITURES	1,464,902	1,691,453	(226,550)
LESS NET OTHER REVENUE	(46,531)	(44,740)	(1,791)
NET EXPENDITURES	1,418,371	1,646,713	(228,340)

Cash summary

	Month 10/31/2021	YTD 10/31/2021
Opening cash	9,534,795	7,386,907
Receipts	136,914	3,232,324
Interest income	1,078	6,857
Expenses	(416,790)	(1,370,091)
Change in cash	(278,798)	1,869,090
ENDING CASH	\$ 9,255,997	\$ 9,255,997

Pledges receivable

	Month 10/31/2021	YTD 10/31/2021
Opening pledges receivable	9,460,000	8,945,000
New pledges		2,550,000
Collected pledges	(100,000)	(2,135,000)
Change in pledges	(100,000)	415,000
ENDING PLEDGES	\$ 9,360,000	\$ 9,360,000

Pledges 5-year look forward

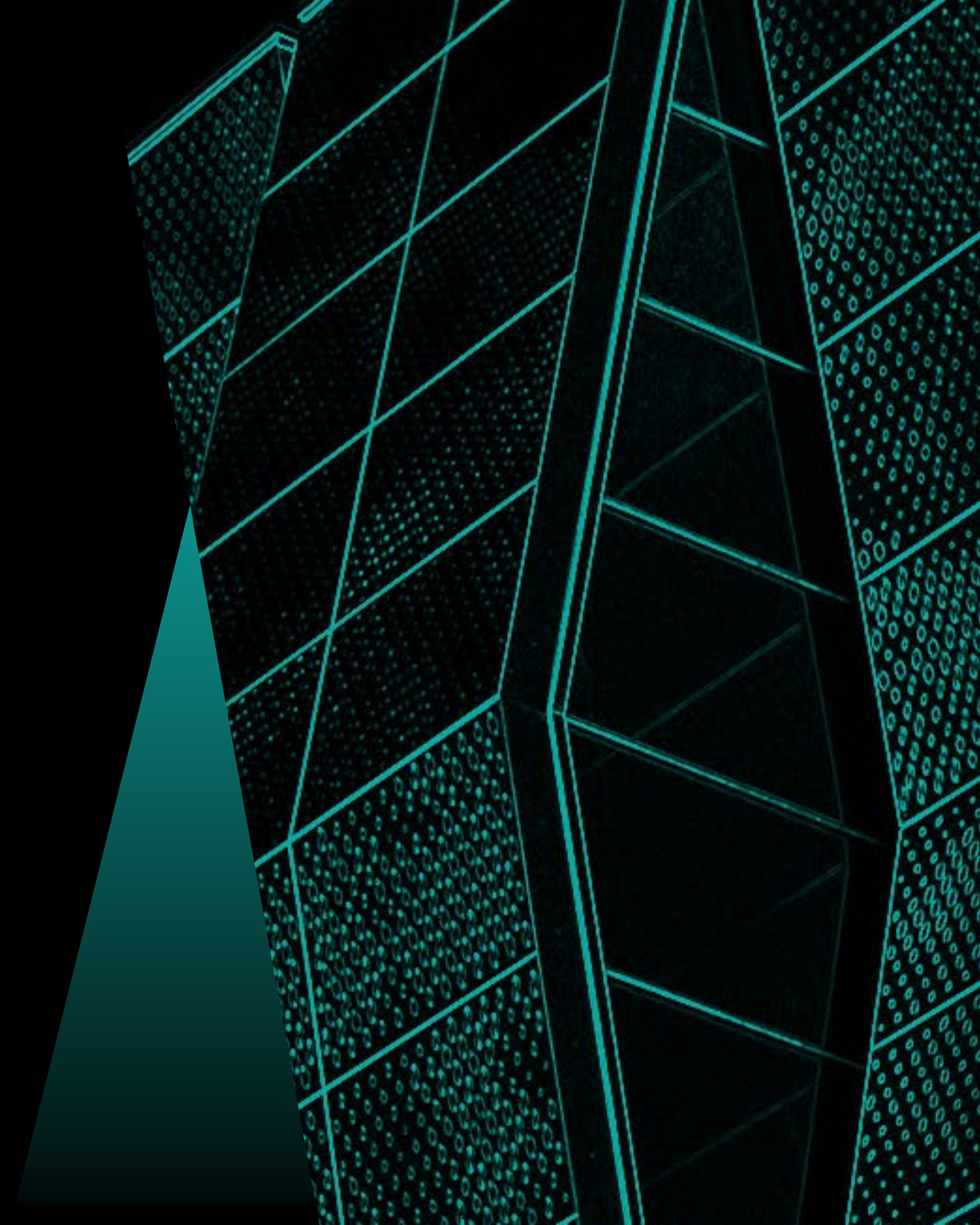
Year ended	Pledges outstanding
Prior year(s)	50,000
June 2022	1,175,000
June 2023	3,135,000
June 2024	3,000,000
June 2025	1,500,000
June 2026	500,000
TOTAL	\$ 9,460,000

**As of 10/31/2021*

Investment updates

Michael Guyette

Located on *page 6* of your packet



FY22/23 private sector renewals

Company	Agreed to renew	Commitment letter received
Allworth Financial		
Jackson Properties		
Von Housen Automotive Group	√	
Eskaton *(FY21/22)	√	

FY21/22 public sector renewals

Jurisdiction	City of Citrus Heights	City of Davis	City of Elk Grove	City of Folsom	City of Galt	City of Lincoln	City of Rancho Cordova	City of Rocklin	City of Roseville	City of Sacramento
Per capita (40 cents)	\$35,238.00	\$27,904.40	\$69,610.00	\$31,934.00	\$10,595.60	\$19,310.80	\$29,788.40	\$27,699.60	\$55,857.20	\$203,268.80
Contract signed			✓		✓	✓	✓	✓	✓	
Payments received	✓		✓			✓	✓	✓	✓	
Jurisdiction	City of West Sacramento	City of Woodland	City of Yuba City	El Dorado County	Placer County	Sacramento County	Sutter County	Yolo County	Yuba County	Town of Loomis
Per capita (40 cents)	\$21,564.40	\$24,116.80	\$27,014.40	\$63,252.40	\$46,468.00	\$237,686.40	\$8,445.60	\$12,480.00	\$24,634.40	\$2,754.80
Contract signed				✓	✓	✓	✓	✓	✓	
Payments received	✓	✓	✓		✓	✓	✓	✓	✓	✓

Strategic plan update

Scott Powell

Located on [page 9](#) of your packet



Welcome to the team



Shikha Bhurtel

Research Analyst



Paul Richardson

Research Analyst

FY21/22 strategic plan scorecard

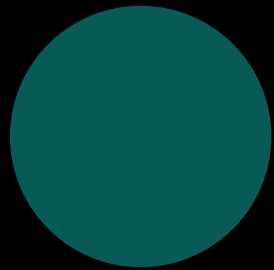
Growth

Annual goal	Threshold	Goal	Stretch	
Jobs	<div><div></div></div> 1,500	1,667	2,000	565
Companies	<div><div></div></div> 15	16.7	20.0	9
Wages	<div><div></div></div> \$55k	\$60k	\$62k	\$68k
Economic impact	<div><div></div></div> \$1B	\$1.1B	\$1.3B	\$541M
Fiscal impacts	<div><div></div></div> \$14.3M	\$16.0M	\$19.0M	\$12M

Sustainability

Annual goal	Threshold	Goal	Stretch	
BRE visits	<div><div></div></div> 100.0	150.0	166.7	23
Earned media	<div><div></div></div> \$2.3M	\$3.3M	\$5.0M	\$3.2M
Key market visits	<div><div></div></div> 0.7	1.0	1.3	0

Recent locates

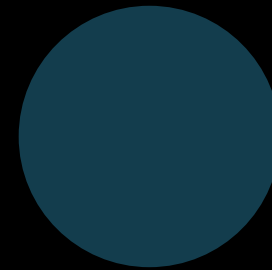


Project Mills

Recycling

Yuba County

60 jobs



Project Pluto

Bio-life science

Sacramento County

160 jobs



Consensus Orthopedics/Shably Ltd.

Health Care

El Dorado County

65 jobs



QPQ

Technology

Folsom

12 jobs

Recent locates



Kubota

Manufacturing
Elk Grove
125 jobs



TurtleTree

Ag Tech
West Sacramento
40 jobs



GeminiBio

Bio-life science
West Sacramento
50 jobs



CENTRL Office

Co-Working
Sacramento
2 jobs



Humanly

Technology
Sacramento
5 jobs

High probability close



Project Matrix – tech services

U.S. govtech consulting firm, office space, expandable; 50-250 jobs, could scale to 500 (60/40 WFH split), 10K sq. ft.+



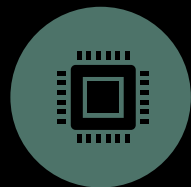
Project Diamond – food processing

South African food processing, lab/R&D space; 10 jobs, 5K sq. ft.



Project RoboCop – mobility

Italian robotics company, U.S. HQ in Sacramento; 15 jobs, 5K sq. ft.



Project Vanilla

Korean semiconductor company, R&D HQ; 1,950 jobs (750 new, 1,200 retained), \$1.06B capex, 230K sq. ft.



HCL Technologies

Indian tech company, site selector driven, received CalCompetes; 660 jobs, 15K sq. ft.

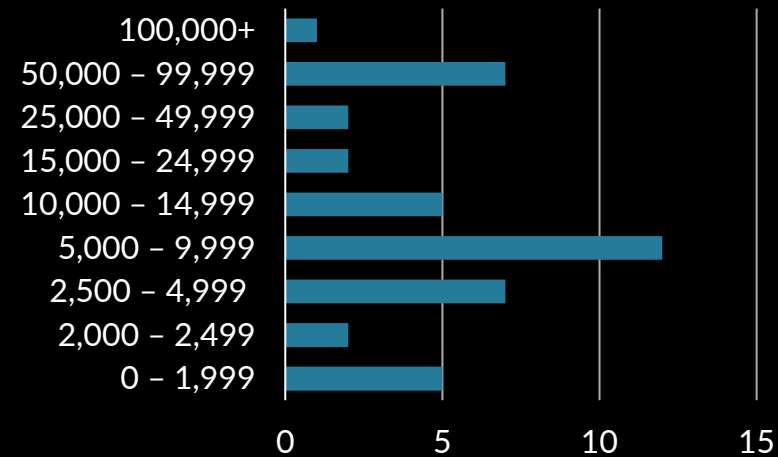
High-probability jobs: **2,885**
High-probability sq. ft.: **270,000**



Pipeline report

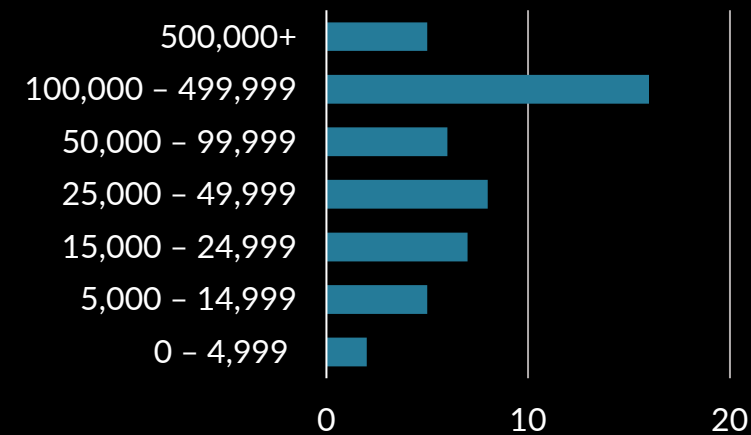
Active office prospect trends

10 new active qualified prospects in FY21/22 seeking existing office space



Active industrial prospect trends

9 new active qualified prospects in FY21/22 seeking BTS or existing space

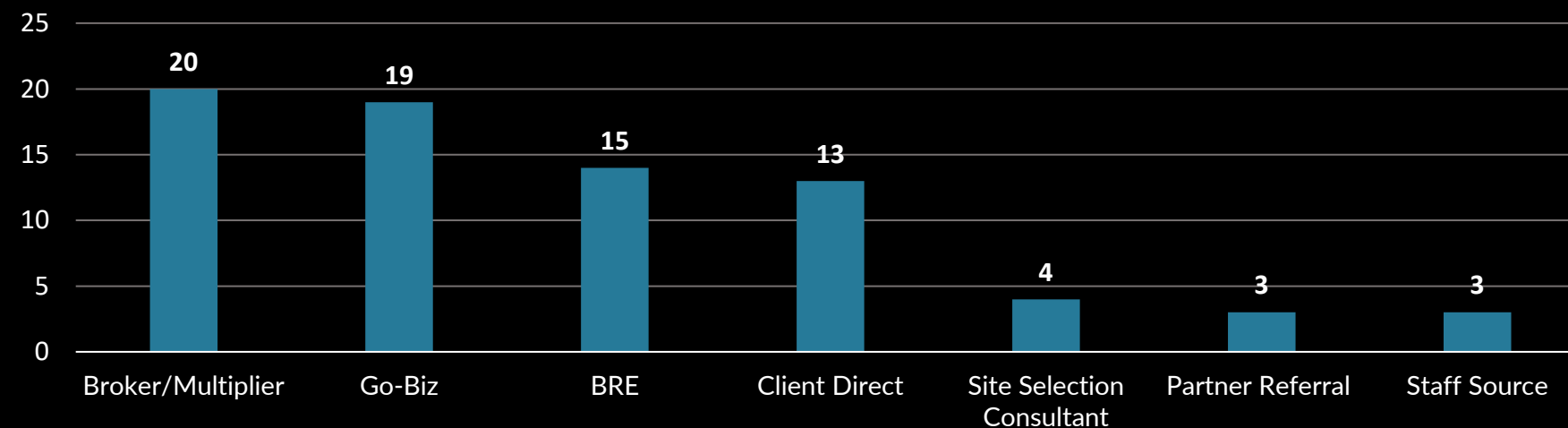


Active prospects by industry cluster

Technology is the current predominant industry cluster in the active prospect pipeline

Industry	# Active prospects
Advanced business services	3 %
AgTech	11 %
Bio-life science	9 %
Finance	1 %
Food & ag	6 %
Health services	1 %
Manufacturing (advanced)	16 %
Manufacturing (standard)	5 %
Mobility	14 %
Technology	28 %
Other	6 %

Active projects by project source (86)



As of December 3, 2021

Growing sales channels

- Site selectors:
 - 26 meetings with site selectors (Zoom or in-person)
 - 2 site selector e-blasts averaging 22% open rate and 5.5% click-through
 - 125 touch points
- ~200,000 LinkedIn impressions targeting decision makers nationally
- 17 site visits:
 - 15 from companies and multipliers
 - 2 foreign consulates visits
- 25% increase in attendance in broker engagement calls
- 73% increase in EDDT attendance since 2019 (2 project referrals)







FY21/22 strategic plan scorecard

Equity

Annual goal	Threshold	Goal	Stretch	
Learners assisted	216.7	266.7	333.3	0
New companies in Apprenticeship Network	1.7	2.0	2.7	0
CRA money deployed through CRC	\$16.7M	\$25.0M	\$33.3M	0

Competitiveness

-  **Benchmarking and competitiveness dashboard**
Conducting best practice research and exploring building a regional evaluation team.
-  **Maps of employment ecosystems and centers**
Beginning outreach to communities to discuss employment center and ecosystem mapping project and engaging SACOG as a project partner.
-  **Local incentives**
Model of local incentive policies developed. Competitiveness Council and EDDT to review and provide feedback.
-  **Jobs trust framework for American Rescue Plan (ARP)**
ARP funds eligibility analyzed. Jobs trust fund approach will be crafted according to eligibility.

Rancho workforce program



Launched Dec. 1 with six training partners



Must be a resident of Rancho Cordova



Inspired by the Digital Upskill Program



2021 IEDC Excellence in Economic Development Award winner



Bronze Rank

**Multimedia/Video
Promotion Award**



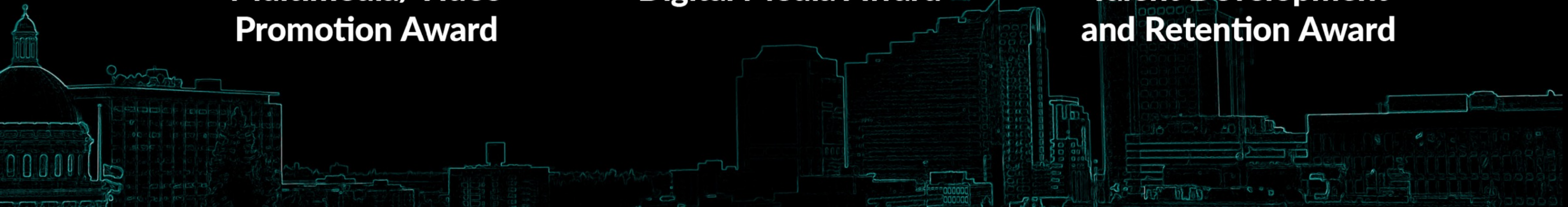
Gold Rank

Digital Media Award



Bronze Rank

**Talent Development
and Retention Award**



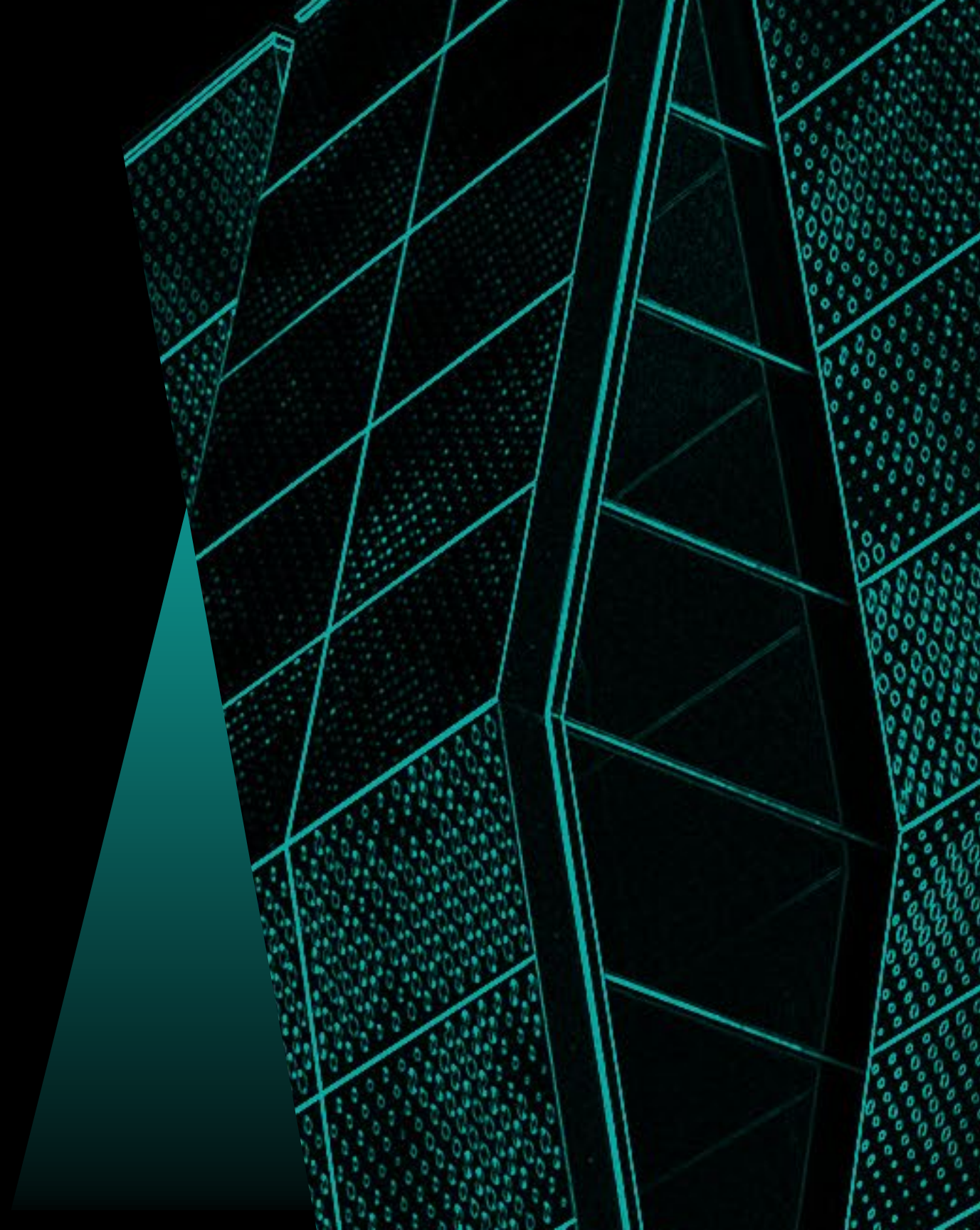
Vice Chair site selector familiarization tour

- March 23-25, 2022
- In-person market familiarization tour
- First since November 2019
- Targeting site selection consultants
- Need Board engagement



American Rescue Plan Act (ARP) regional collaboration

Matt Miller



American Rescue Plan Act



- First among three planned stimulus programs from the Biden administration
- \$1.9 trillion stimulus passed in March 2021 to address public health and economic impacts of the COVID-19 pandemic
- Unemployment benefit extension, direct payments to individuals, emergency paid leave, food stamp benefits, CTC/EITC, education, ACA/COBRA, etc.
- Grants to small businesses: restaurants, EIDL, PPP, aviation/airlines, etc.
- \$350 billion to states, local, tribal and territorial governments

Local government assistance

Four eligible uses for local governments:



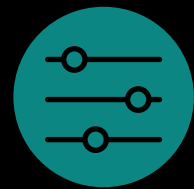
To respond to the public health emergency or its negative economic impacts including assistance to households, small businesses, and nonprofits, or to aid impacted business such as tourism, travel and hospitality



Premium pay for eligible essential work



Revenues to local government for service reduced during the pandemic

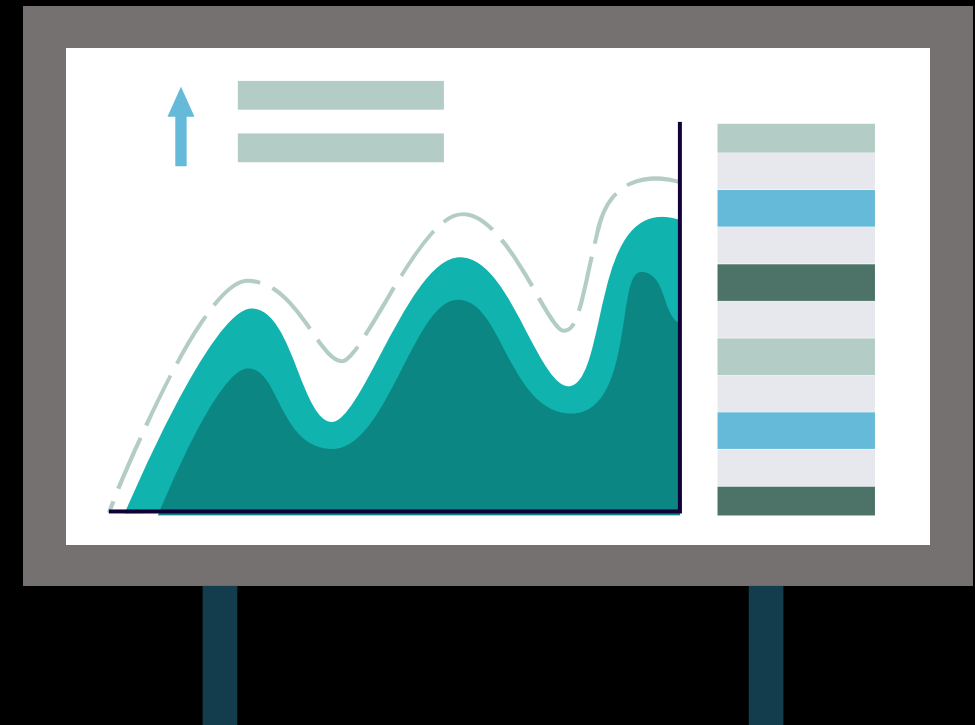


Investments in water, sewer or broadband infrastructure



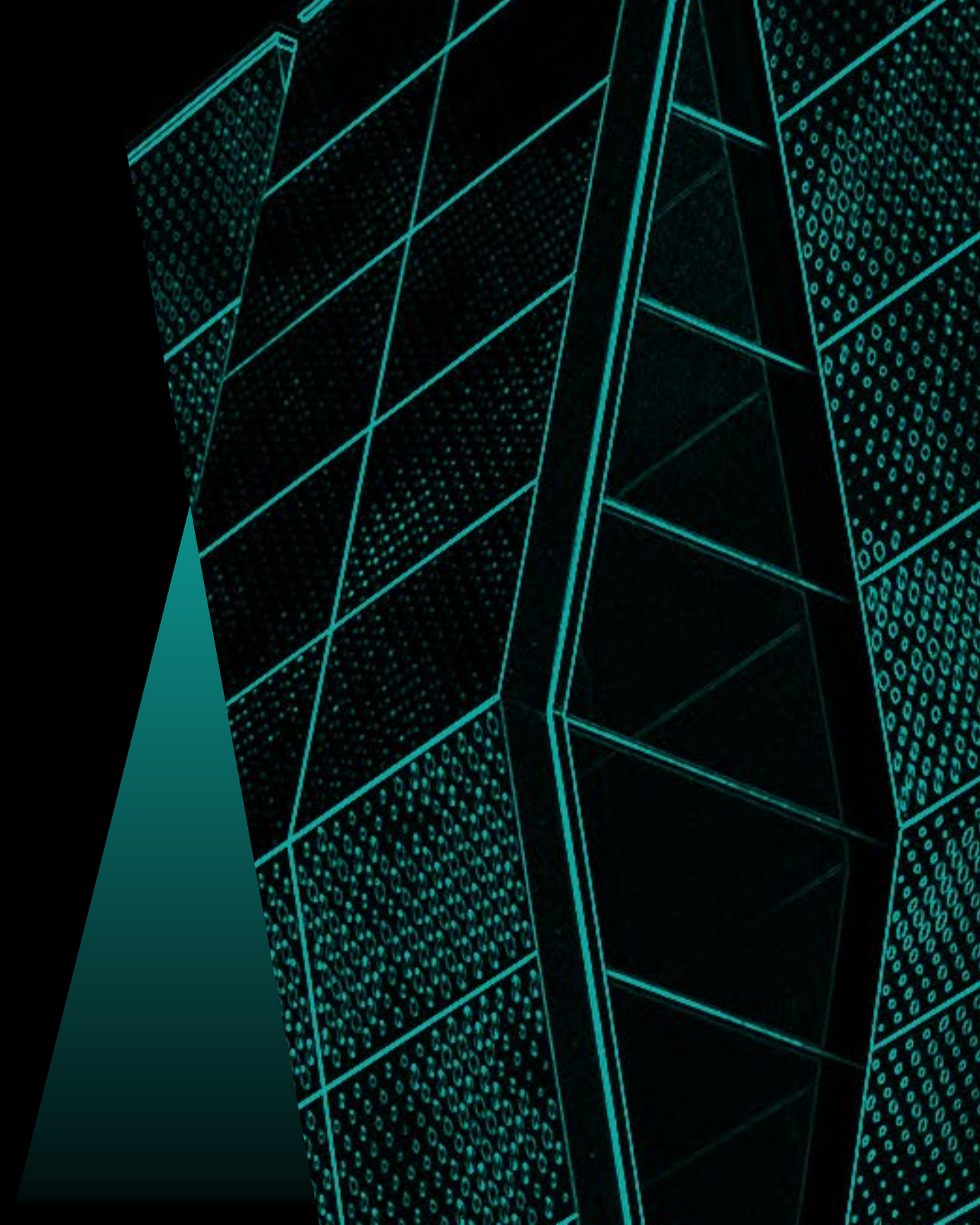
Greater Sacramento funds

- \$773 million to Greater Sacramento cities (>50,000 population) and counties
- Distributed in two installments – first in Spring of 2021, second in Spring 2022
- City of Sacramento passed plan for both installments, Sacramento County passed plan for first installment
- GSEC reviewing Treasury guidance to identify opportunities for tradable-sector economic development investments
- Programs/solutions need to directly tie to harm caused by COVID-19 (e.g., workforce development solutions for unemployed as a result of COVID-19-related layoffs)



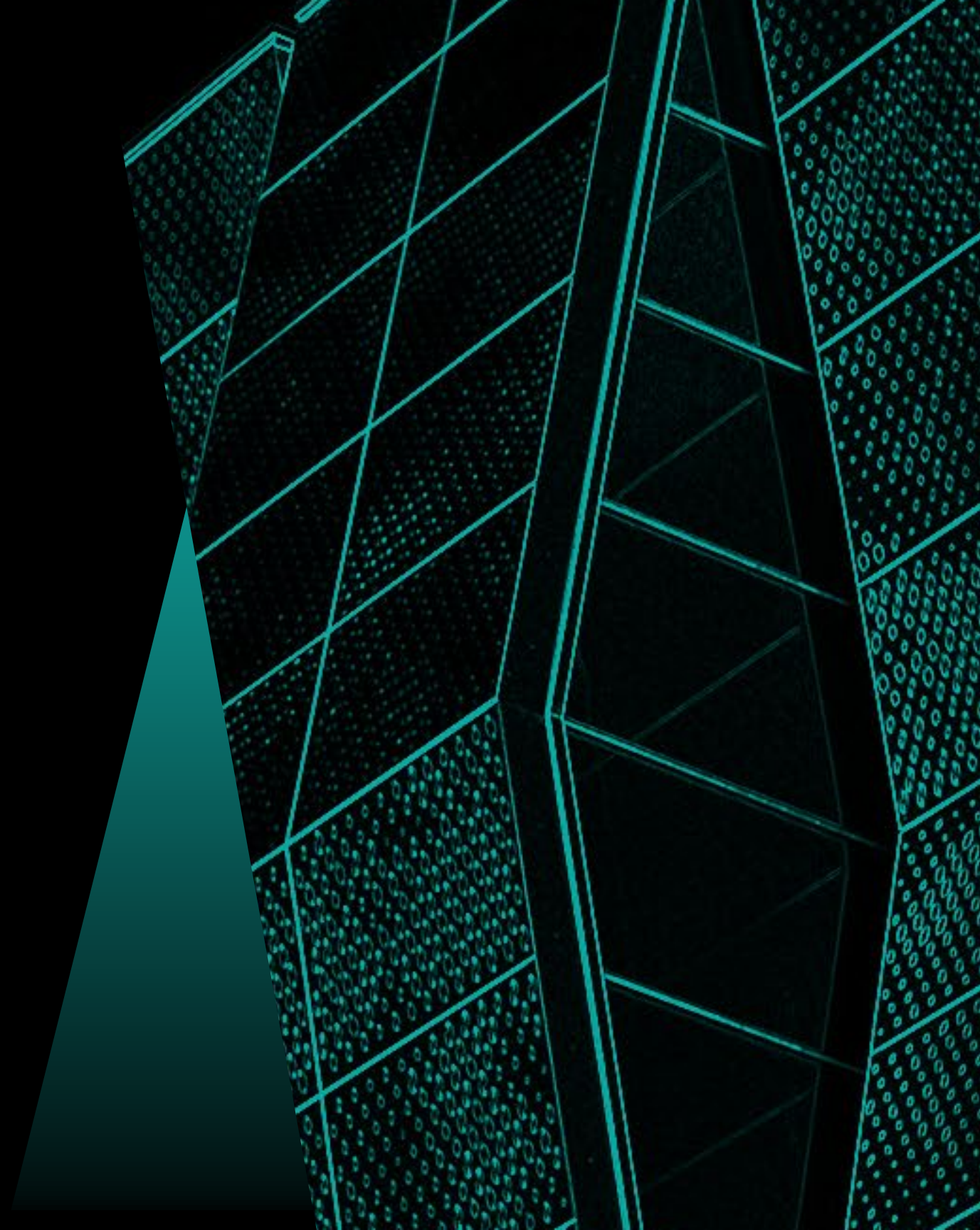
Competitiveness Council update

John Jackson



Future of work: 3Strands Global Foundation

Ashlie Bryant







375+
Served to-
date

Over 375 survivors and individuals at-risk of being exploited have received direct services, including help connecting to employment opportunities and education programs.

72
PLACEMENTS
in 2020

72 survivors and individuals at-risk of being exploited were placed in sustainable jobs or education programs in 2020.

60
Agencies

We partner with 60 referring agencies in the Sacramento region.

THE PROBLEM

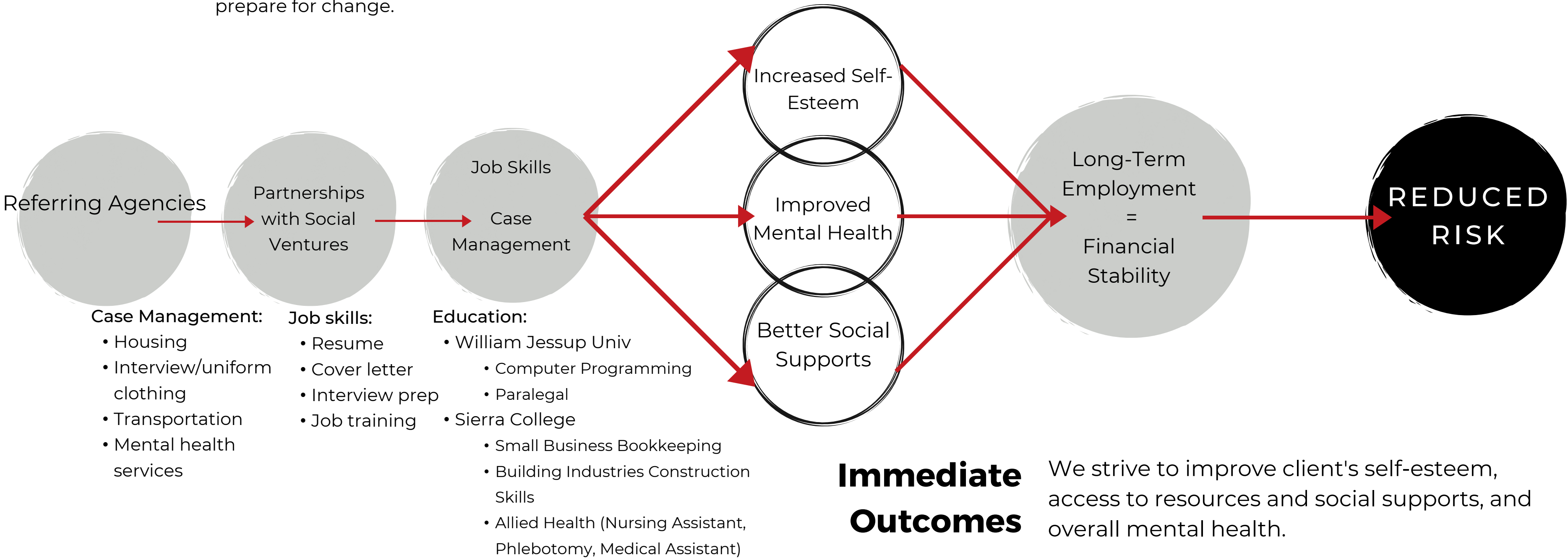
Economic insecurity is one of the main vulnerabilities exploited by traffickers, and thus the lack of sustainable employment and financial stability is the reason many at-risk individuals are victimized and survivors return to a life of exploitation.

How We Address It

We provide a combination of supportive case management, real-world job skills and employment partnerships to help our clients prepare for change.

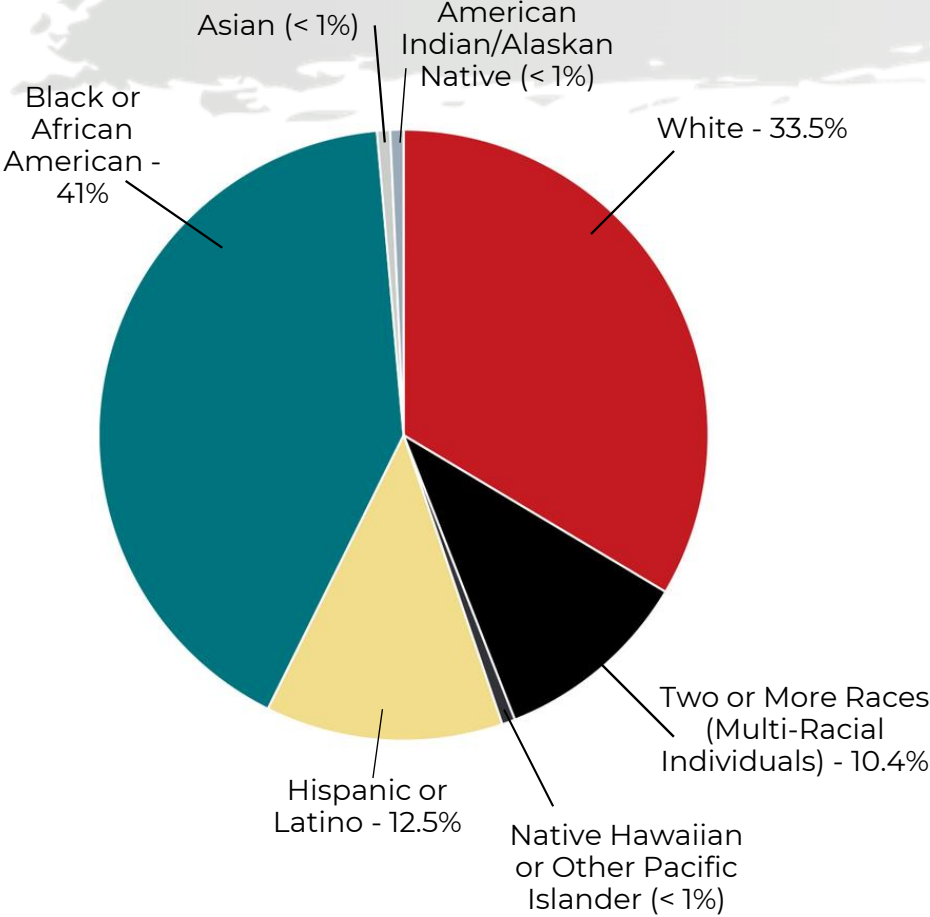
Long-Term Outcomes

We work to see our clients achieve long-term employment and financial stability. Together, these positive changes in their lives will reduce their vulnerability to exploitation and victimization.

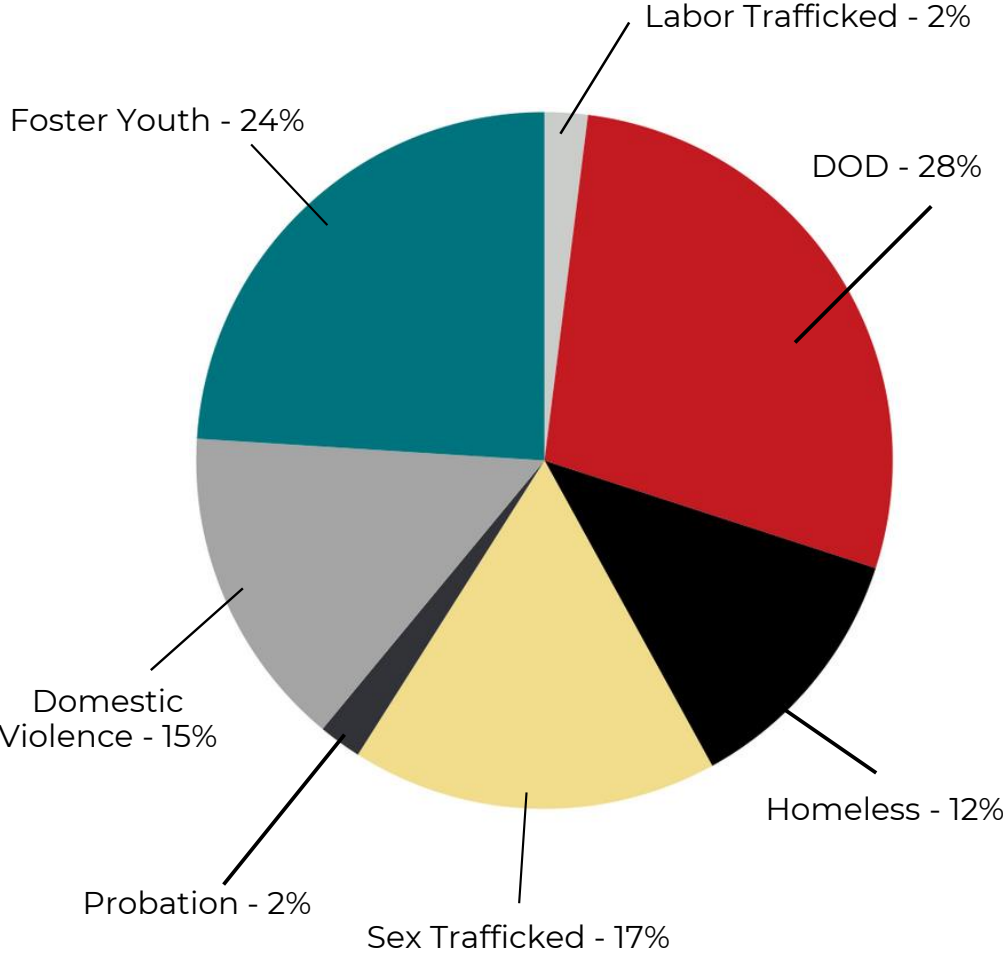


Employment at a glance

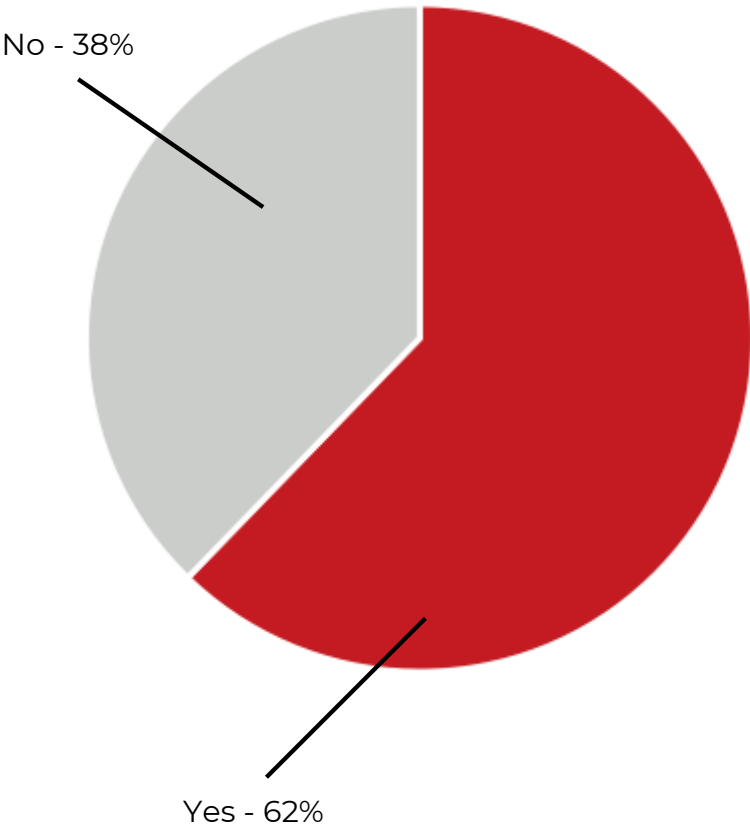
Ethnicity



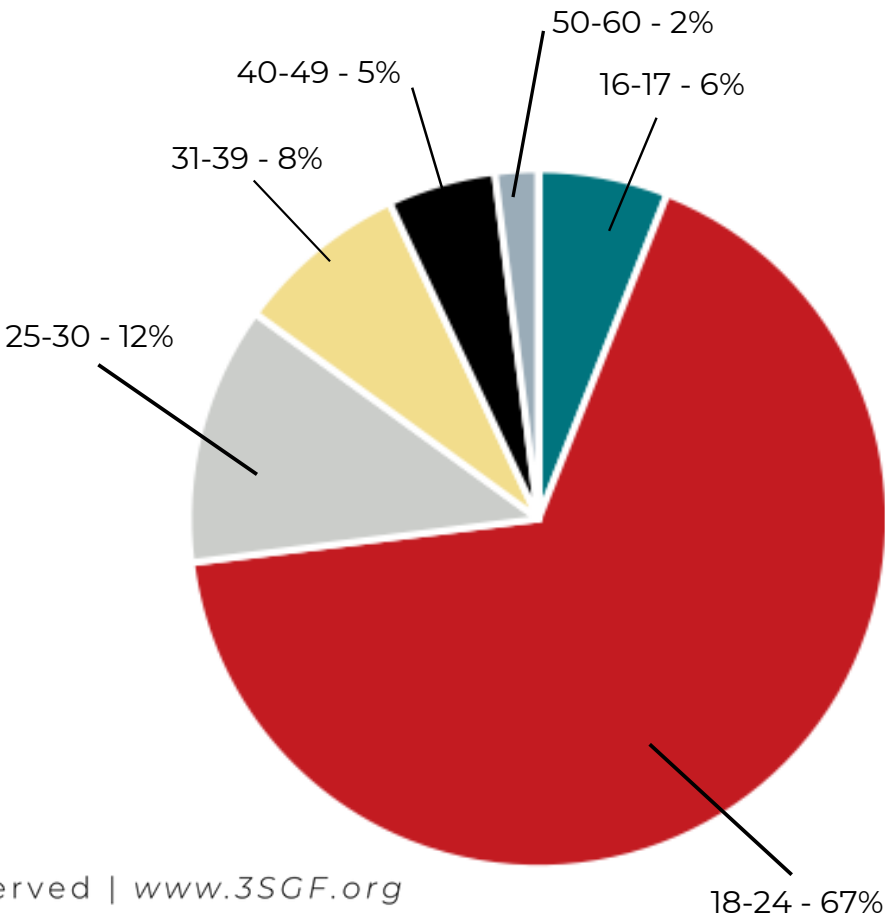
Risk Factors



Involvement in Child Welfare System



Age



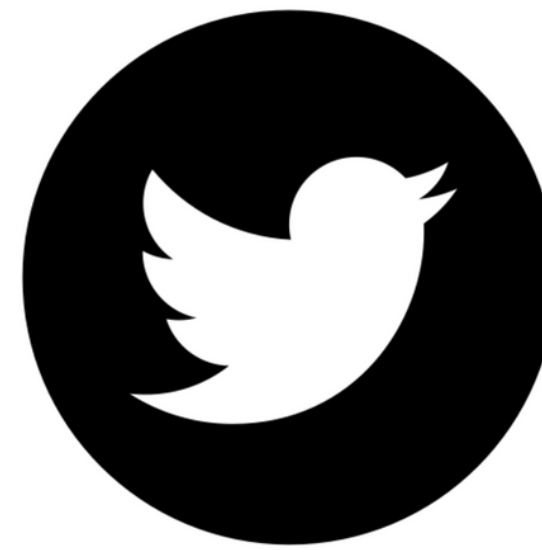
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CONTACT: Ashlie Bryant

EMAIL: AshlieB@3SGF.org

The Sadie Collective

Fanta Traore



The Inspiring Trajectory of Faith



Faith Achugamonu
Previous Interest in Engineering
Economics Major and Masters Candidate
at Washington University (St. Louis)

I absolutely loved the Sadie Collective Economics Conference! It really assisted me in multiple ways and continues to do so. The first day's career fair really helped me to know more about the jobs available to economists that I did not have a clear understanding of before. For instance, gaining knowledge about positions that range from those in think tanks where policies can be developed to positions on the Federal Reserve Board.

In addition, I was able to gain some long lasting helpful contacts that gave me so much joy. Moreover, with so much Black excellence that surrounded me, I was more inspired to pursue my passion in economics knowing that I would not be alone and that the system needs people like me so that the people that influence economic policy look like the rest of America.

The Inspiring Trajectory of Faith

Diversity and Inclusion in the Federal Reserve System: A Black Female Analysis.

Faith Achugamonu
Sadie Talks Presentation, 2021



The Problem

Further up the pathway in professions, like being an economist at places like the Federal Reserve, and other leading financial institutions, which require a PhD, Black women are virtually non-existent.

Part of the reason is:

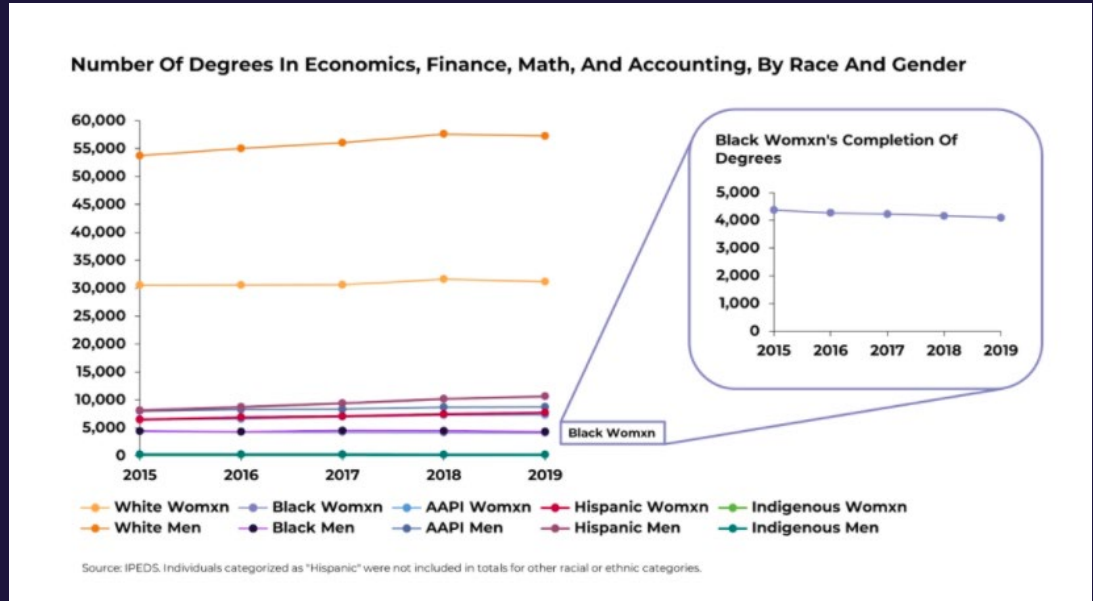
0.4%

of Doctoral Degrees in Economics were awarded to Black women between 2015 and 2018

The barriers to entry into economics and related fields for Black women include: structural issues in the profession such as **lack of representation** within and **accessibility to faculty and professionals** in the field, a **dearth of awareness about available career avenues** unlocked with an undergraduate or graduate level degree in economics, and **insufficient guidance and preparation early on** in the academic experience.

The Pipeline

- Black women are 6.7% of America's population, but only made up 2.4 percent of careers economics and related fields in 2019.
- Several reasons are impacting the lack of a Black women talent in the pipeline and pathway.



The Sadie Collective's Mission

The Sadie Collective's mission is to build better livelihoods for Black women through providing access to lucrative careers. We utilize a two pronged approach to open the pipeline for careers in economics: (1) redefine what it means to be an economist and (2) redefine how economics is experienced. Redefining what economics means refers to centering Black women and following the framework #BlackWomenBest. This framework states that economic policy and research that centers Black women will be beneficial for everyone. Using this framework acknowledges an intersectional approach to improve economic outcomes.

The Sadie Collective's Mission:

A 2 Pronged Approach to Equity in Economics

Redefining the look of an economist:

To redefine what it looks like to be an economist we work at reducing the barriers that keep Black Women out through community and skills building workshops. To build community and help with skills building, we offer the **Sadie Summit, the Sadie T. M. Alexander Conference for Economics and Related Fields, the Exploring Career Pathways in Economics Conference, High School Clubs, Mentorship, a Fellowship Program** and multiple **Research Receptions**.

Redefining favorable economic outcomes:

To redefine economics we provide an intersectional lens towards consulting and research to enable organizations to better equip them to host Black women. Through their customized resources, institutions are better equipped to understand the needs of their constituents. We offer **Consulting and Research Services, a Membership Portal** and **Partnerships**.

Programming and Services

Redefining Who Gets to be an Economist through Programs	Redefining Favorable Economic Outcomes through Services
<p>Mentorship is an important theme for Black women's professional development. To facilitate these relationships, we have a <i>Mentorship Roundtable</i> and provide <i>mentorship to research scholars leading up to their presentations during our receptions</i>.</p>	<p>The Membership Portal is a space where Black women in our network, recruiters and allies can connect directly, share resources and post and apply for jobs.</p>
<p>The Sadie Summit is a four-month program geared toward Freshman and Sophomore women interested in finance. They participate in workshops, mentorship and participate in case competitions.</p>	<p>Consulting and Research are inspired by our knowledge that there is a desire to build out a comprehensive Anti-Racist plan and how difficult this can be.</p>
<p>The Exploring Career Pathways in Economics Conference exposes attendees to a wealth of information regarding the different avenues that at career in economics can be sought.</p>	<p>Partnerships help us to build mutually beneficial, long lasting relationships with organizations interested in fostering more equitable conditions for all.</p>

***"Disrupting the Ivory Tower:
Black women Taking on Academia"***
2020 Conference Panel

Programming and Services (continued)

Redefining Who Gets to be an Economist through Programs

The **Sadie T. M. Alexander Conference for Economics and Related Fields** is the Sadie Collective's annual flagship event where we have *panels, workshop, networking, a career fair and a research reception*.

Research Receptions are hosted twice annually, in November and in February at the February conference. This program, done in partnership with the Brookings Institution, gives a platform to Black woman researchers to share their work with a live audience.

The **Fellowship Program** is a part time paid opportunity offered to women interested in furthering the Sadie Collective's mission.

The **High School Clubs** bring economics education to high schools. Done in partnership with administrators, it aims to give Black students the support they need to pursue exciting and lucrative careers in economics.

***"Disrupting the Ivory Tower:
Black women Taking on Academia"**
2020 Conference Panel*

Expansion: Sadie Collective Hubs

Currently, the Sadie Collective's approximately 2,300 person membership is based mainly in the East Coast in **Washington D.C.** and **New York**, but expansion is imminent.

Below, are the locations that we have and would like to see further expansion:

Washington
D.C.

New York
City, NY

Atlanta, GA

Abidjan,
Ivory Coast
(for West
African Base)

Caribbean

Northern
California

Working toward our mission means reaching as many people who can benefit from our work as possible.

In California alone, there is interest in High School clubs in **Los Angeles** and **San Francisco**. Sadie Collective hubs will organize the target areas and aid in structured facilitation of our services to communities in need.

A San Francisco Federal Reserve Conference

GOLD Internship

Past participants of the GOLD internship speak on their experience and how it helped with their career path

Tech/Data Science Workshops

A workshop which gives an explanation of the way to use a programming language helping to expand their technical skills

Panel with High Ranking Black women Data Scientists

A panel which give Black women in economics a platform to detail their experiences and journey to their current career

Panel featuring GSEC Partners

A platform which features women of color leaders within the GSEC community

Panel about what is looked for in applicants

A panel focused on professional development and demystifying the entryway into becoming an economist or economic development specialist within partner organizations

Career Opportunities Fair

A space for interested parties to apply for jobs and internships within GSEC and more broadly with other organizations in the Bay area

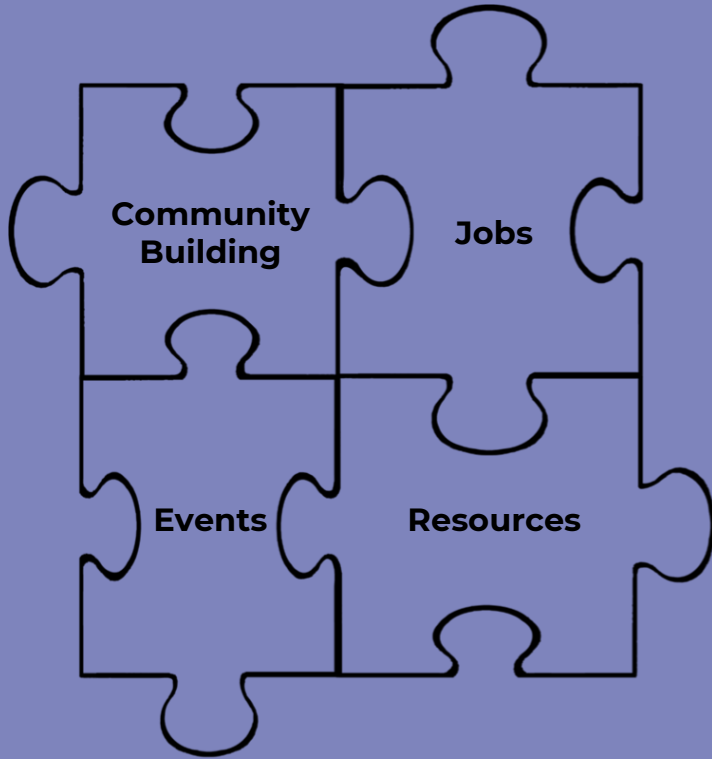
Events in California with Members

Hosting events has been an often beneficial way of connecting with our members

Some of our events have included:

- Sadie Collective Happy Hour at Hamilton Place Strategies office
- Community Service with DC membership
- Workshop encouraging and facilitating organizational change with Federal Reserve Board of Governors - “Status of Black Women in Economics” Event

A **4** Pillar Approach to the **#BlackWomenBest** Framework



The Membership Portal

- Utilizes **four pillars** to streamline the work that we already do to increase the presence of Black women in economics and related fields.
- These **four pillars** work together to create a space where all members of the Sadie Collective community (Black women, Allies and Recruiters) can come together to work toward a similar goal and “*Knock those doors down.*”

Features include internal messaging, groups, a membership directory, resources, a events page and a job portal



Woodland Research & Technology Park update

Erika Bumgardner



A LIVE/WORK COMMUNITY
MINUTES FROM UC DAVIS



**WOODLAND
RESEARCH &
TECHNOLOGY PARK**
WOODLAND, CA

A RESEARCH & TECHNOLOGY CENTER

PROMOTING AND SUPPORTING CREATION OF NEW OR EXPANDED INDUSTRY SECTORS:

- Agricultural technology
- Biomedical technology
- Energy efficiency technology
 - Heating and air
 - Lighting
 - Water-energy
 - Hybrid and electric vehicles
- Manufacturing technology
 - Robotics for ag and other industries
- Environmental technology
 - Water efficiency
 - Waste to energy
 - Clean air and soil



LAND PLAN

LDR	Low Density Residential
VCLDR	Village Center Low Density Residential
MDF	Medium Density Residential
VCMDR	Village Center Medium Density Residential
HDR	High Density Residential
HDR/CCO	High Density Residential With Community Commercial Overlay
VCMU	Village Center Mixed Use
RTP	Research & Technology Park
RTP/TO	Research & Technology Park With Transitional Overlay
RTP/CCO	Research & Technology Park With Community Commercial Overlay
RTP/RFO	Research & Technology Park With Research Flex Overlay
HC	Highway Commercial
OS	Greenbelts, Open Space, Promenades
VCOS	Village Center Open Space



LOCATION

Located at the City of Woodland's "Southern Gateway" at CR 25A and SR 113 near UC Davis and Sacramento International Airport

MIXED USE PLAN

- 350-acre mixed-use community anchored by a research & technology business park
- 1,600 Residential units – executive and workforce housing opportunities
- Engaging campus style Business Park, Light Industrial, Commercial and Village Center
- 23 acres of public parks, open space and walking/cycling paths and connected greenbelt trails

WOODLAND RESEARCH PARK

A LIVE/WORK COMMUNITY

Northern California's agricultural innovation is anchored by the cutting-edge research and development at UC Davis – the nation's premier agricultural research institution.

....Coming 2022

Woodland Research Park, a 350-acre project just seven miles from UC Davis, offers the opportunity for established companies and startups focusing on agriculture innovation to expand or put down roots in Northern California's agriculture and food science epicenter.





WOODLAND RESEARCH & TECHNOLOGY PARK

A Live/Work Community



Global Food & Ag Innovation Grows Here



Coming 2021

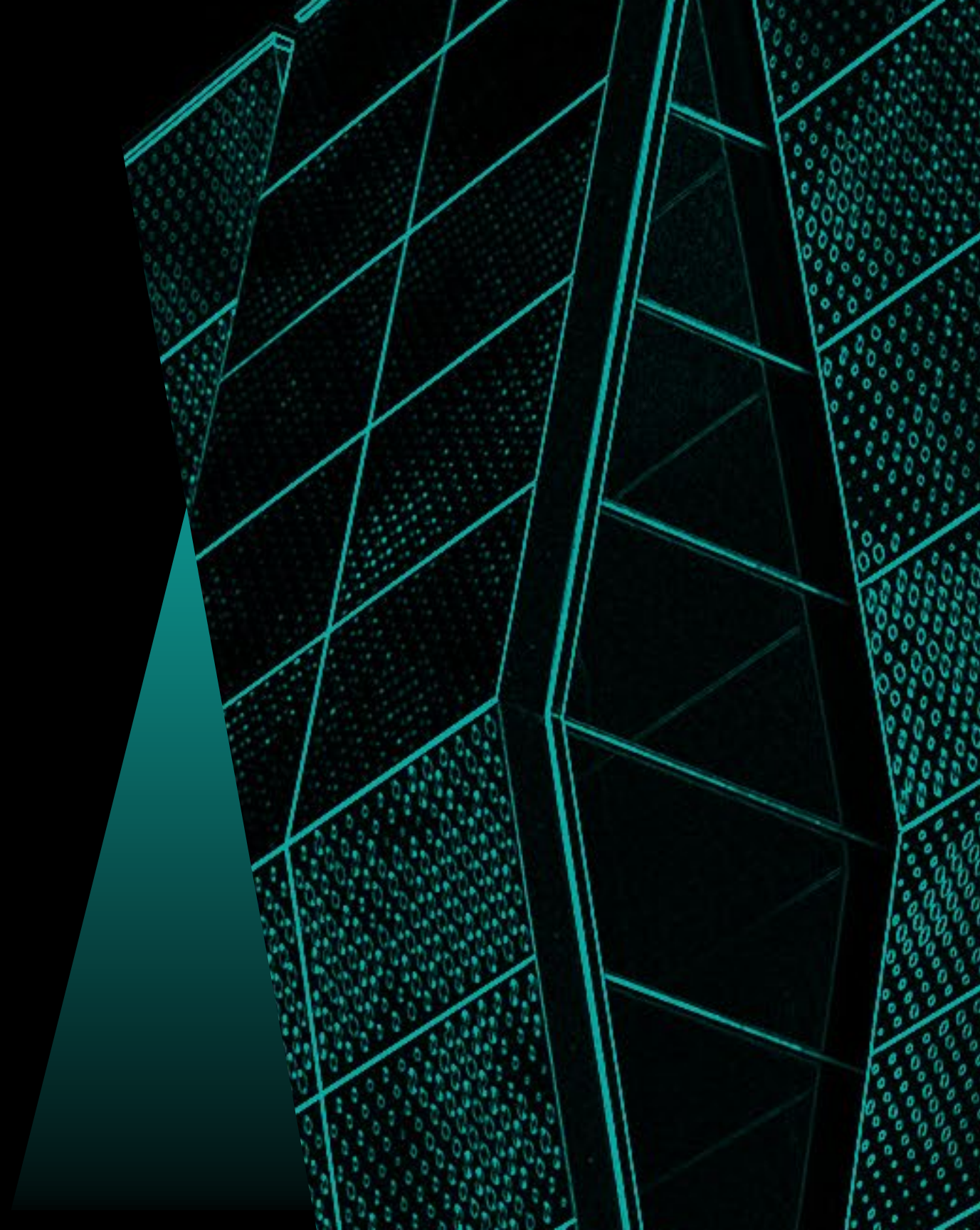
woodlandresearchpark.org



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Board of Directors discussion



Thank you

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