

Meeting agenda

December 14, 2023; 9-11 a.m.

<https://us06web.zoom.us/j/89582407474?pwd=OhbrN19Zi5lfozW5oQEOMmS2qxrw4J.1>

Meeting ID: 895 8240 7474

Passcode: 322179

1. 9 a.m. **Chair's call to order** (Matina Kolokotronis)
2. 9 a.m. **Approval of minutes** (Matina Kolokotronis) – **ACTION** Page 1
3. 9 a.m. **Governance** (Matina Kolokotronis) Page 3
 - a. Introductions
 - b. Appointment of new Directors – **ACTION**
 - c. Board of Directors meeting calendar
 - d. Financial update (Brian Conner)
 - i. October financials
 - e. Investor renewal updates
4. 9:30 a.m. **Chair's retreat** (Matina Kolokotronis) Page 8
Join us in Lake Tahoe the evening of Wednesday, June 12 – Friday, June 14 for the FY23/24 Greater Sacramento Economic Council's Chair's Retreat. Your vision and expertise are critical to setting GSEC's priorities for the coming years and beyond. We look forward to a productive event.
5. 9:35 a.m. **Economic outlook for 2024** (Jerry Nickelsburg) Page 9
Jerry Nickelsburg teaches economics in UCLA Anderson's MBA program, with a focus on business forecasting and international business economics. 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. Nickelsburg will be presenting on the economic outlook for 2024.
6. 9:50 a.m. **Paving the way for clean energy & transportation innovation in the region** (Orville Thomas) Page 10
Meet Orville Thomas, the California Mobility Center's new CEO who started his role in November. Orville comes to the CMC with over a decade of experience in clean transportation technology and government relations, most recently serving as State Policy Director for CALSTART. Orville will be talking more about the vision he has for the CMC and the region in future mobility.
7. 10:05 a.m. **The growth of Clutch** (Rachel Zillner)
Certified women business owned business services consulting firm, Clutch has grown its revenue from nearly \$340k in 2020 to \$15.2M at the end of last year. Clutch was founded in 2019 and employs nearly 200 people. Hear from GSEC Board Member and Co-Founder of Clutch, Rachel Zillner on the continued growth and impact the company is having in the region.
8. 10:10 a.m. **Q2 update + upcoming initiatives** (Troels Adrian)
Hear an update from GSEC's Executive Vice President, Troels Adrian on Q2 milestones. Looking ahead, GSEC is excited to discuss several key initiatives, including international market visits to Germany and South Korea.
9. 10:30 a.m. **Regional brand research findings** (Amber Williams)
At the June Chair's Retreat, the Board approved for GSEC to move forward with a new regional brand that would rally our regional community around a shared identity and build the region's reputation as an international destination for investment. Amber Williams, un/common President will be presenting the project's first phase results, which included holding focus groups, surveys, interviews and listening sessions from different audiences.

Adjournment