



MINUTES
EDC-VC BOARD OF DIRECTORS MEETING
March 15, 2018

- Location:** 4001 Mission Oaks Boulevard, Camarillo 93012
- Attendance:** Al Adam – City of Thousand Oaks
Dee Dee Cavanaugh – City of Simi Valley
Gary Cushing – Chambers of Commerce Alliance
Victor Dollar – VCLA (liaison)
Nan Drake – E.J. Harrison Industries
Amy Fonzo – California Resources Corporation
Greg Gillespie – Ventura County Community College District
Kelly Long – County of Ventura
Nancy Mayerson – Mayerson Marketing & Public Relations
Chris Meissner, Vice Chair – Meissner Filtration Products
Jim Scanlon – Arthur J. Gallagher and Co.
Sandy Smith – VCEDA
Cam Spencer – Port of Hueneme/Oxnard Harbor District
Sim Tang-Paradis – City National Bank
Tony Trembley – City of Camarillo
Ysabel Trinidad – California State University Channel Islands
John Zaragoza – County of Ventura
- Absent:** Haider Alawami – City of Thousand Oaks, Liaison, ED Managers Roundtable
Gerhard Apfelthaler – California Lutheran University
Will Berg – City of Port Hueneme
Henry Dubroff – Pacific Coast Business Times
Cheryl Heitmann, Chair – City of Ventura
Harold Edwards – Limoneira Company
Ron Galaviz – Lead Builders, Inc.
Roseann Mikos – City of Moorpark
Susan Mulligan – Calleguas Municipal Water District (liaison)
John Procter – City of Santa Paula
Carmen Ramirez – City of Oxnard
Alex Schneider – The Trade Desk
Laurel Shockley – Southern California Edison
Cari Shore – Rabobank
Tony Skinner – IBEW Local #952
Trace Stevenson – AeroVironment, Inc.
William Weirick – City of Ojai
Peter Zierhut – Haas Automation
- Legal Counsel:** Nancy Kierstyn Schreiner, Law Offices of Nancy Kierstyn Schreiner
- Staff:** Shalene Hayman, Controller
Kelly Noble, Office Manager
Bruce Stenslie, President/CEO

Guests: Vanessa Bechtel, VCCF
Sean Bhardwaj, Pharos/Aspire
Jess Solorzano, County of Ventura
Paul Stamper, County of Ventura
Eric Went, Matter Labs
Bryan Went, Matter Labs

Call to Order: Chair Chris Meissner called the meeting to order at 4:18 p.m. Meissner Thanked everyone for attending.

Roll Call: Kelly Noble

Amendment to the Agenda: None

Public Comment: None

Minutes: Meissner asked if there were any comments on the February 15, 2018 minutes. With none, Meissner requested a motion to approve the minutes from the February 15, 2018 meeting. Al Adams moved to approve and file the minutes from the February 15, 2018 meeting. Kelly Long seconded the motion. Board members listed in attendance in favor, motion carried.

Financial Report: **February 2018 Financials**
Shalene Hayman reviewed the financials from February 2018 explaining that these are draft financials. Hayman stated that with the move, the mail is a bit slow so there are a few bank statements missing in these financials.

Meissner asked if there were any questions. There was a discussion about considering interest bearing accounts for a share of cash on hand. Staff will explore the option, still considering our need for liquidity. Meissner requested a motion to approve and file the February 2018 Financials. John Zaragoza motioned to approve and file the February 2018 Financials. Al Adam seconded the motion. All board members listed in attendance in favor, motion carried.

Administration **Consideration of a \$60,000 Grant Agreement with the Morgan Family Foundation, for the Term February 1 – December 3, 2018, and a Contract for Career Education Program Development with the Ventura County Community College District, for the Term April 1 – November 30, 2018. Recommendation to Approve.**

Stenslie stated that as previously reported, EDC-VC has for over the last four years served as one of 15 members of the California Stewardship Network. The Network is self-governing, though essentially sustained through funding provided by the Morgan Family Foundation.

The purpose of the network is to encourage innovative thinking, regional and statewide collaboration and exchange of ideas intended to address the state’s economic, environmental and social challenges and opportunities.

A primary interest of the Stewardship Network is to look at these major California challenges from a “triple bottom line” perspective, that is, in consideration of the Economy, Social Equity and Environmental Balance.

In each of the last several years, the Morgan Family Foundation has provided funding

to each of the Network partners. Our projects have been the development of our regional Comprehensive Economic Development Strategy, an analysis of economic opportunity in local food processing and food systems, support for local work on developing market-based groundwater trading, and, this past year, developing a business resource guide for accessing career training.

Stenslie added that while prior to 2017, each Network partner had wide latitude in developing local projects, starting in 2017 the Foundation and Network set a priority for concentrating on advancing the priorities of the California Economic Summit. In 2017 the directed priorities were on contributing to the goal of “one million more skilled workers,” specifically by strengthening relationships between workforce and community colleges. That priority has been extended into 2018

Stenslie noted that in keeping with the Foundation’s guidelines, an estimated \$45,000 of the grant is dedicated to the workforce/community college component, with up to \$15,000 to be used for continuing CSN engagement, including attendance at statewide meetings and the support of two “steward leaders” identified in the region, to participate with others from around the state, toward building a new generation of civic entrepreneurs.

As part of our participation in the Network, on June 28-29 we will be hosting a network “exchange” in Ventura, with some 50 attendees, with a focused discussion on workforce issues and solutions for California’s regions.

We have been informed by the Morgan Family Foundation that our project is approved for funding. The Executive Committee authorized approval of the agreement at its meeting on March 8. We are in discussions with the Community College District to finalize an agreement for their role in implementing this year’s project, anticipating an April 1 start date.

Meissner requested a motion that the Board ratify approval of a \$60,000 grant agreement, for the term February 1, 2018 through December 3, 2018, with the Morgan Family Foundation, for continuing participation in the California Stewardship Network and to support a project intended to help improve Ventura County career education outcomes.

As well as delegate authority to the President/CEO, subject to legal review, to execute an agreement with the Ventura County Community College District, Division of Workforce and Economic Development, for up to \$35,000, for the term April 1, 2018 through November 30, 2018, for implementation of a project to improve the connection of the District’s Strong Workforce and other career education resources to local industry engagement and demand, relative to curriculum priorities and student learning outcomes.

Tony Trembley motioned to ratify approval of a \$60,000 grant agreement, for the term February 1, 2018 through December 3, 2018, with the Morgan Family Foundation, for continuing participation in the California Stewardship Network and to support a project intended to help improve Ventura County career education outcomes.

As well as delegate authority to the President/CEO, subject to legal review, to execute an agreement with the Ventura County Community College District, Division of Workforce and Economic Development, for up to \$35,000, for the term April 1, 2018 through November 30, 2018, for implementation of a project to improve the connection of the District’s Strong Workforce and other career education resources to local industry engagement and demand, relative to curriculum priorities and student learning outcomes.

Dee Dee Cavanaugh seconded the motion. All board members listed in attendance in favor, motion carried.

Update on Thomas Fire Disaster Assistance

Stenslie stated that for a short summary, our outreach, networking and business technical assistance activity is led by Clare Briglio, who we brought on as staff just for this effort. Funding for the position was secured through our partnership with the SBA and the Governor's Office of Business and Economic Development.

Also as previously reported, we have secured dedicated disaster recovery loan capital from two sources:

- Gene Haas Foundation, \$200,000
- Pacific Western Bank, \$250,000

The primary option for borrowing for impacted businesses is through the SBA. Our funds are complementary, for gap financing or for the occasional circumstance for which SBA or other funds aren't optimally aligned.

President's Report

Stenslie noted that we are in the 2nd year of a 2 year grant. We participated in a statewide broadband consortium meeting in San Francisco on March 6. While we have significant concerns over the direction of California legislation adopted last year—that lowers minimum standards for deployment—we are encouraged by the CPUC's introduction of new, very detailed local mapping resources, displaying telco-provided broadband speeds by census tract. Our priority for the region remains the leveraging of resources to improve regional capacity on the high end so that we are better enabled to compete in the global economy, though we now also have better resources to help improve low end speeds throughout the region.

Committee/Liaison Reports:

VCEDA

Sandy Smith stated that VCEDA is beyond alive and well. We had a retreat focused on manufacturing, startups and entrepreneurship with Chris Meissner being a speaker. The BOC is focusing on Technology. We are hiring a Community Partnerships Director.

Economic Developers Roundtable

No new report.

Ventura County Lodging Association

Victor Dollar mentioned that Hospitality has, in many ways, benefitted from the Thomas Fires, as there has been a demand for rooms. That gain of course, is offset by the losses, but the activity in the hotels is appreciated and the hoteliers are more than pleased to help support the community in need.

Calleguas Municipal Water District

No new report.

Presentation: Report on Office Move, Enhanced Partnerships for Business Technical Assistance, Acceleration and

Bruce briefly spoke about the partnerships with VCCF, Matter Labs and Pharos/Aspire, explaining that we are trying to create an integrated network of services for businesses in Ventura County. Stenslie introduced Vanessa Bechtel, President/CEO of VCCF.

Vanessa provided an overview of the work, status and purpose of the Foundation. She is thrilled that the EDC-VC, Matter-Labs and Pharos are all in the building.

**Entrepreneurship:
Ventura County
Community
Foundation, The
Pharos Center for
Innovation, Aspire3
and Matter-Labs**

Bruce and Vanessa introduced Bryan and Erick Went, Co-founders of Matter Labs, and Sean Bhardwaj, founder of Aspire.

**New or Unfinished
Business:**

None

**Board Member
Comments:**

On the theme of entrepreneurship, Chris Meissner mentioned that some of our members and partners were able to tour Reiter earlier today, witnessing and learning about innovation in the Farm sector.

Adjournment:

Meeting adjourned at 5:328 p.m. to April 19, 2018, 4:00 PM, Conference Room 4001 Mission Oaks Boulevard, Camarillo 93012.