

**MINUTES**  
**EDC-VC EXECUTIVE COMMITTEE MEETING**

September 4, 2019

<b>Location:</b>	EDC-VC, 4001 Mission Oaks Blvd., Founder’s Room, Suite A-1, Camarillo, CA 93012
<b>Attendance:</b>	Haider Alawami– Economic Roundtable Representative, City of Thousand Oaks Nan Drake, <i>Vice Chair</i> – E.J. Harrison Industries Kelly Long – County of Ventura Carmen Ramirez, <i>Chair</i> – City of Oxnard Anthony Trembley – City of Camarillo Peter Zierhut, <i>Secretary/Treasurer</i> – Haas Automation
<b>Absent:</b>	Cheryl Heitmann – City of Ventura Harold Edwards – Limoneira Company Chris Meissner– Meissner Filtration Products
<b>Legal Counsel:</b>	Nancy Kierstyn Schreiner – Law Offices of Nancy Kierstyn Schreiner
<b>Guests:</b>	Maddie Long
<b>Staff:</b>	Marvin Boateng, Loan Officer Kelly Noble, Office Manager Bruce Stenslie, President/CEO
<b>Call to Order:</b>	3:36 p.m. Chair Carmen Ramirez thanked everyone for attending.
<b>Roll Call:</b>	Kelly Noble
<b>Amendment to the Agenda:</b>	None
<b>Public Comment:</b>	None
<b>Approval of Executive Committee Minutes</b>	<b>Executive Committee Meeting, July 10, 2019</b> Chair Ramirez requested a motion to approve the minutes from July 10, 2019 Executive Committee meeting. Tony Trembley moved to approve and file the minutes July 10, 2019 Executive Committee meeting. Kelly Long seconded the motion. All Executive Members listed in attendance in favor, motion carried.
<b>Administration</b>	<b>Update on Partnership with California Forward, the Governor’s Office of Business &amp; Economic Development and the California Economic Summit</b> Stenslie stated that CA Forward is the primary host and organizer of the CA Economic Summit established in 2012 as a year-round bipartisan effort fueled by business, equity, environmental and civic leaders from across the state. CSN has been a co-sponsor of the Summit since its inception.  The Summit’s purpose is to develop and drive a shared agenda to generate jobs and improve regional competitiveness. Focus issues include, but are not limited to,

workforce preparation, housing, water and energy, all with an eye for creating sustainable and resilient communities and broadly shared equity and opportunity.

This year's Summit is in Fresno, November 7 and 8. Several pre-summit activities are also scheduled for November 6. Registration, agenda and related information is available online at <https://caeconomy.org/>.

CA Forward and CSN are now being recognized by the Governor's Office of Business & Economic Development (GO Biz) as its civic partner in driving its work and agenda.

Designated as "Regions Rising Together," GO Biz and CA Forward are partners in an initiative focused on broadly shared prosperity throughout CA's diverse regions. The initial activity is to secure input and participation from leaders from throughout the state, toward forming more specific action plans to be shared and fleshed out at the Economic Summit in November. For more on Regions Rising Together.

We have arranged for Micah Weinberg, President/CEO of CA Forward to attend our September Board meeting, for a discussion on statewide and regional thinking and strategies for long-term economic prosperity. Today's discussion is to address our preparations for that meeting, and to fill in additional information about the emerging state/regional partnerships and opportunities.

#### **Release of New Report: Manufacturing Traders Along California's South Central Coast**

Stenslie advised the board of our current contribution to our partnership with the Port of Hueneme and World Trade Center is the report "Manufacturing Traders Along California's South-Central Coast, authored by Ray Bowman and Lokesh Dani, Xopolis: Urban Analytics.

A copy of the report is posted to our website under the Economic Strategy menu, at "Research."

The report seeks to answer the question, "are manufacturers that trade internationally qualitatively different from non-trade manufacturers?"

The report's findings include:

- Trade manufacturers tend to be older with more years-in-business, suggesting they may also have better survival rates than non-traders.
- Trade manufacturers tend to employ more workers and report higher annual sales on average than non-trade manufacturers of the same age.
- Since about 2017, trade manufacturers' year-over-year sales growth rate has declined sharply relative to that of the non-trade manufacturers.

The report is being circulated to business technical assistance partners across the country. Ray and Lokesh presented the paper—its methodology and findings—to a national conference and received extraordinarily positive feedback, from both academic and practitioner communities. Trade researchers at SBA are using the data and findings in their own work.

## **Annual Meeting Planning, for January 16, 2020**

Our EDC Annual Meeting is coming up on January 16, 2020. Planning topics for discussion include:

**Venue:** For the first 20 years we met at Spanish Hills. Last year we moved to Los Robles Greens in Thousand Oaks. We're interested in moving the event around to different cities, year-by-year, but the quality of the venue, ease of access, food options, A/V capacity, configuration and price all matter. We have not yet booked the location for 2020.

**Focus:** We are also open on the topic for discussion. The format for the meeting is very limiting in the time allotted for the main focus. For the longer view, in past years we've focused on the following:

- 2019 Business Resilience, Panel Discussion
- 2018 Entrepreneurship Ecosystem, Philip Auerswald
- 2017 Sustainable Water Solutions, Susan Mulligan and Mauricio Guardado; moderated by Matthew Fienup
- 2016 Agriculture Economy, Harold Edwards and Lon Hatamiya
- 2015 Economic Development: A Larger Conversation, Keynote by State Treasurer John Chiang
- 2014 Preschool to Professional, Keynote by Paul Orfalea, Panel with Amgen, Patagonia and Sage/ Corwin
- 2013 Health Care, Keynote by Yulun Wang, InTouch Health
- 2012 "Going Global," Keynote by Tavi Udrea, Haas Automation
- 2011 Small Business, Big Opportunity, Keynote by Bill Watkins
- 2010 Spotlight on Economic Recovery, Bill Watkins and Ashish Vaidya, CLU
- 2009 Where Is the Bottom and When Will it Turn Around? Ashish Vaidya and Somnath Basu, CLU
- 2008 Celebrating Accomplishments, Dan Dunmoyer, Deputy Chief of Staff to Governor Schwarzenegger
- 2007 State of the County Address, Johnny Johnston
- 2006 Ventura County and the National Economy, Chris Engle, AngelouEconomics

The Executive Committee discussed a few options for a topic and potential locations.

### **Membership Report**

As noted in prior months, we are actively recruiting new members, with a key consideration to fill vacancies relative to gaps in industry sector representation.

Our recruitment considerations include not only distribution and diversity by industry sector but also by region of the county, significance of the business and sector as well as the personal and professional characteristics of the individuals representing the industries and firms we recruit.

A review of our roster reveals several under-represented sectors:

- Wholesale and Retail Trade

- Real Estate and Development
- Health Services Sector
- Leisure and Hospitality
- Telecommunications
- Firms Highly Associated with Region’s Lifestyle Advantages

Several subsectors also remain high priorities, especially biotech and medical devices.

**President’s Report**

We are scheduled to hold our October 17 meeting at Meissner Filtration, at 3:30. We will follow up to inquire about interest for a facility tour, which would start at 2:30 or thereabout.

VCEDA has asked us to participate on their Christmas Party. There will be more information to come regarding this.

VCEDA has their BOC on October 31 at the Ventura County Office of Education Conference Center in Camarillo. The discussion will be on Workforce Development: Building Economic Vitality Through Education & Diversity.

We are currently discussing the EDC-VC medical renewal. Our current medical has a 14% renewal rate. We are looking into other options.

Under Clare’s direction, a disaster & prep guide will soon be available on our website. The SBA is pleased with the product and our work on the subject.

**New or Unfinished Business**

None

**Executive Committee Comments:**

None

**Adjournment**

At 5:02 pm. Chair Ramirez announced that the meeting is adjourned to October 2, 2019.

Minutes taken by Kelly Noble