MEETING MINUTES
BUSINESS & WORKFORCE DEVELOPMENT COMMITTEE

DATE: Tuesday, November 20, 2018
CALLED BY: Brian Andersen and Brian Dozer
LOCATION: Greater Irvine Chamber of Commerce
36 Executive Park, Ste. 100
Irvine, CA 92614

I. OPENING
• Meeting called to Order at 4:02 p.m., by Co-chair, Brian Andersen.

II. INTRODUCTIONS
Chairs welcome everyone to the meeting, and the Mission Statement is read. Each attendee is acknowledged and introduced.

III. NEW BUSINESS
• A Letter From Our Community
An urgent letter was forwarded from Dr. Sean Boulton, Newport Harbor Principal, reminding us of the importance of community and the impact a single person can make on the life of a student, a family member, a friend. “We must reach the point where, if our sons and daughters don’t live a perfect young adult experience, it is not the end of the world. . .it is simply an opportunity to lift the sails and head in another direction.” Please take the time to read it, it is attached.

• BOR Results & Winners

<table>
<thead>
<tr>
<th>Business Performance</th>
<th>of 95 answers</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Well Exceeded</td>
<td>31</td>
<td>0.33</td>
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<tr>
<td>Exceeded</td>
<td>22</td>
<td>0.23</td>
</tr>
<tr>
<td>Met</td>
<td>33</td>
<td>0.35</td>
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<table>
<thead>
<tr>
<th>Challenges to Growth</th>
<th>of 59 Answers</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Sales</td>
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<tr>
<td>Taxes</td>
<td>17</td>
<td>0.29</td>
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<tr>
<td>Regulations</td>
<td>13</td>
<td>0.22</td>
</tr>
<tr>
<td>Talent Attraction</td>
<td>11</td>
<td>0.19</td>
</tr>
<tr>
<td>Competition</td>
<td>10</td>
<td>0.17</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>10</td>
<td>0.17</td>
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<table>
<thead>
<tr>
<th>Assistance from Chamber</th>
<th>of 58</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Network/Connect</td>
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<tr>
<td>Cust making opps</td>
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<tr>
<td>Trade/Export opps</td>
<td>15</td>
<td>0.26</td>
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<tr>
<td>Workshops/Education</td>
<td>14</td>
<td>0.24</td>
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TEAM Winners
Team 12 – Vivian Atkinson / Rina Durfee = most surveys submitted – total 24
Team 3 – Kornelija Numic/Rodrigo Dominguez = most usable surveys submitted – 12 total

Random Drawing Winners:
2 tickets to a future Networker’s Luncheon – David Girty & David Stassel
2 tickets to the World Trade Week Breakfast & Forum, May 16, 2019 – Willie Pyle & Janice Grace
2 tickets to the Celebrate Irvine, featuring Mayor Don Wagner, June 28, 2019 – Arlene Laucis, Gayle Moro, Bruce Greenberg

IV. TASK FORCE REPORTS
• Business Outreach – Update provided by Pepper Russell.
  Special thanks to our terrific and dedicated BOR Task Force Leaders Brian Montes, Jeaninne Arrington and Thomas Lotts. Last month’s event was a great success and we truly appreciate your enthusiastic recruiting efforts. Also thank you to our Ambassadors who stepped up and helped us gather this vital information.

  We have already locked in the date for the Spring, 2019 BOR on Wednesday, April 24. Planning for the event starts with securing our Task Force Leaders and team, identifying the target area and opening the registration log. If you would like to be a part of the Task Force, please drop Pepper Russell an email or call her at 949) 502-4129.

• Career Edge – Update provided by Dr. Cathleen Greiner.
  The second session of our 2018-2019 workshop series will occur on Saturday, February 2, 2019. Guest instructor Dr. Brian Dozer, Director, Irvine Metro Campus Webster University, and one of our Committee Co-chairs. He will be teaching Practical Critical Thinking & Problem Solving. The workshop will take place here at the Chamber from 8:30 a.m. to 1:00 p.m. There are currently 18 students registered for the event.

• Ethics Forum – Brian Dozer provided an update.
  Last year’s micro-pilot project was refined and adjusted to fit a once weekly lunchtime format for a group of students at Irvine High School. Brian Dozer has held 2 sessions already, these weekly meetings will continue through the end of January, 2019. The first meeting logged 28 students, the second had 25 students due to other class assignments. Updates will continue as sessions progress.

  The final step will be for a group of the students to present their final projects and outcomes here at the Chamber at the February 19, 2019 Business & Workforce Development Committee meeting.
• **Financial Forum** – Brian Dozer provided an update. The proposed Financial Literacy project format has been submitted to the IUSD through Dr. Keith Tuominen, for approval and participation. The proposed program will allow us to introduce crucial financial knowledge components, i.e., how to keep a budget, open a bank account, balance a checkbook, and the keys to saving and spending responsibly. The goal is to implement the program in the Spring semester, 2019.

• **Job Discovery Day** – Jessica Yip provided an update. The event is scheduled for Tuesday, February 5, 2019. Several companies we worked with last year have committed to hosting our students again, and we are exploring new opportunities suggested by chamber members. We are also looking for sponsors for lunch for the students and would appreciate any referrals.

• **Domestic Business Attraction** – Linda DiMario provided an update. We continue to identify Northern California Life Science and Information Technology companies to target for value propositioning and marketing efforts. We are looking for growing companies, currently in Series “B,” phase, specifically in medical technology or pharma. The project will begin in earnest in first quarter, 2019.

• **Start Up Intercept Research Project** – Linda DiMario provided a report. We are working in partnership with Horizon Research to do actual intercept interviews of start-up companies to learn: “What motivates people to start companies?” “What was their purpose in starting the company?” Is the purpose to invent an item so the company can be acquired by a larger company? Are they looking to start an actual working/producing company for the long term?

We also want to learn a) why are they leaving; b) what resources they can use; c) what would be sufficient incentives to stay.

• **Special Session Task Force** – Update provided by Linda DiMario. Kathy Johnson, Christopher Bissonnette, Keith Tuominen and J.S. Coke have kindly volunteered to be part of this new Task Force. A meeting for the Task Force has been scheduled and we will have a report at next month’s meeting.

V. **CHAIRS’ COMMENTS AND DISCUSSION** – None.

VI. **ADJOURNMENT**
The meeting was adjourned at 5:03 p.m., by Co-chair Brian Andersen.

Minutes recorded by Pepper Russell.

Next Meeting:
December 18, 2018
4:00 pm – 5:00 pm
Greater Irvine Chamber of Commerce
36 Executive Park, Ste. 100 Irvine, CA 92614