



Regular Meeting

10: 00am Wednesday September 24, 2019 | FORA Offices, 920 2nd Ave., Suite A, Marina CA
93933

Zoom: <https://zoom.us/j/299282840>

MINUTES

1. Call to Order
 - a. 10:07am. JM, MM, ML, AM, KO, RU, DB
2. Acknowledgements, Announcements, and Correspondence
 - a. Startup Investment & Community Capital, Friday Sept 27 @ Embassy Suites
 - b. Association of Defense Communities, Mon Sept 30 & Tues Oct 1 @ Monterey Convention Center & FORA
 - c. Monterey Bay Economic Partnership State of the Region, Friday Oct 25 @ Monterey Hyatt
3. Approval of Draft Minutes (August 28, 2019)
 - a. **Motion: ML. 2nd MM. Unanimous.**
4. Treasurers Report
 - a. Balance: \$47,574.23 (as of 9/23/19)
 - b. Membership Dues
 - i. FY 19/20 Invoices sent. Payments starting to arrive.
 - ii. Noted: City of Seaside FY 18/19 still outstanding. KO stated payment imminent.
5. Business Items
 - a. OZ Investment Forum – 8:00am-12:30pm, Monday October 14, 2019 @ CSUMB City Center, Salinas
 - i. 8:20-8:30 Welcome, Mayor Joe Gunter
 - ii. 8:30-9:00 Mini-Keynote: Kunal Merchant or David Smith CALOZ.org
 1. State OZ Policy Status
 2. Statewide OZ Activity Insights
 - iii. 9:00-9:30 Panel: Ian Ross Moderator (?) OppSite Insights
 1. David Doolin, Petrovich, Pugh & Co
 2. Attorney(?)
 3. Banker(?)
 4. Developer(?)
 5. Community Foundation(?)
 - iv. 9:30-9:45 Break
 - v. 9:45-11:45 Zone Pitches
 1. Salinas

2. Seaside
3. Marina
4. King City
5. Santa Cruz
6. Santa Cruz County
7. San Benito?
8. Gilroy?
- vi. 11:45-12:00 Closing Comments
- vii. 12:30-1:30 Networking/Lunch
- viii. Budget
 1. NTE \$5k CCMT
 - a. Site: \$1421
 - b. Catering: \$3435
 2. Sponsorships so far \$2500
- ix. AV: CSUMB
 1. Consider independent videographer highlights & pitch videos (est ~\$3k)
 - a. *JM to bring back quote*
- x. Other items
- b. Consider [CALOZ.org membership](http://CALOZ.org/membership) \$1k/\$5k
 - i. *Tabled for future. JM followed up with email vote and unanimous approval to move ahead with \$1k membership option and \$1k speaking fee.*
- c. Consider MBEP SOTR Sponsorship \$1500
 - i. **Motion: JM. 2nd DB. Unanimous (MM abstained)**
- d. Consider Upcoming Event Schedule & Future Conference Attendance
 - i. ICSC Los Angeles, September 16-18, 2019 <https://www.icsc.com/attend-and-learn/events/details/western-conference-deal-making-2019>
 1. *Previously approved.*
 - ii. Other?
6. Other Items
 - a. *JM to send around FY18/19 Marketing Plan to begin thinking about FY 19/20 adjustments. Target adoption January 2020.*