Board of Trustees
August 13, 2014
Meeting Minutes

I. Welcome
Margaret Valentine, Chair, opened the meeting.

II. Consent Agenda
A motion was made to approve the Consent Agenda which included; 1.) Minutes from the May 14, 2014 Board of Trustees meeting, 2.) Committee reports, and 3.) The current fundraising report 07/01/2014 through 08/05/2014. The motion received a second and approval was unanimous.

III. Financials
Howie Taragano, Chair of the Finance Committee, presented the Financial Report.

Cash Flow — Good news on several fronts; contributions and Research contracts are trending up and projections are looking favorable. That alone would be sufficient for cash flow needs but in addition to that the Center received a Straight A Grant for $386,000 over 6 years. An estimated $90,000 will be received in the first year.

The Finance Committee will still monitor cash flow projections at their quarterly meetings.

Balance Sheet and P&L — The Balance Sheet is in great shape and is as strong as last year with assets at $2.8M. Receivables are in excellent shape and there were no write-offs during this year. The change in net assets (AKA Net income) was a loss of $161K – below plan by $164K. The loss is attributable to a reduction in contributions ($206K) and contract research ($182K) offset by investment income ($139k) and proactive reductions taken by the Center staff.

The budget for FY2015 looks to be very achievable.

New Auditors — Our current auditors (JD Cloud) were recently acquired by Clark Schaefer Hackett which created a conflict of interest causing us to search for another auditor. One of the Board of Trustee members, Sean McGrory, is a Partner at Clark Schaefer Hackett.

The Finance Committee obtained proposals from Barnes Dennig and VonLehman and selected VonLehman as the Center’s new auditors. VonLehman is a firm with over 110 associates – 37 of which concentrate on the 250 Government and Not-for-Profit clients. VonLehman will meet with the Center’s team in early September to start the annual audit.
III. Scorecard

Julie Heath briefly commented on the 2014 Fourth Quarter Scorecard by noting that it is the same scorecard as the one given at the May Board of Trustees meeting with the exception of the updated budget numbers. She focused on the FY2015 August Staff report and the FY2015 August Scorecard.

1. Education Programs;
   StEp – the Center’s Young Professional Council has adopted StEP and are actively engaged in creating relationships for both volunteer and financial support. They have confirmed new business relationships with Dinsmore, Clark Shaefer Hackett, Johnson Investment and Paycor. Pending: Ft. Washington, Macy’s, Battelle Rippe & Kingston and P&G. Returning: Messer, Luxottica, BBB, Northside Bank, Bartlett and Asset Advisory Group.
   Julie thanked the YPs present for the passion and dedication they have brought to the StEp program in helping to make these professional connections. The Center also has a record number of school stores this year.

   Erin Harris, Director of StEp has been involved with creating Action Plans for each school to assess level of commitment and develop deeper relationships to engage schools and teachers in other Center programs. Reaching out to teacher and administrators may help discourage the loss of school participation when one of our “champion” teachers retires or leaves the school for another position.

2. SMG – the Center’s accountant, Sue Heilmayer, has now taken over the program and it is a good fit since she was already involved and familiar with SMG at the administrative level. Sue is now a UC employee.

3. Professional Development – the sponsored workshop model seems to be gaining ground and more credit has been sold. Success of these sponsored workshops is attributable directly to the stipend that is paid to the teachers – incentives work. Special thanks was extended to Board member, Terry Horan for the sponsorship that HORAN extended to a summer teacher training program. Other sponsors have been Fidelity, State Farm, PNC and Fifth Third Bank.

   The schedule for PD in FY 2015 will revolve around 4 themed “event” workshops: English/Language Arts, Social Studies, Math and Science. The focus will continue to highlight integration of economics and financial education into other subjects.
Julie asked the board members present if they knew of a location and/or guest speaker for the Math themed workshop. She also asked them to assist the Center in making connections to businesses that might sponsor other teacher workshops.

4. **Research** – the pipeline for research clients is becoming more robust with Brad Evans leading the way. The team received the Straight A Fund of $386k total over 6 years and there may be funding available for an additional round in the next year. Julie commended Director of Business development, Brad Evans, for his part in helping to fill the growing pipeline of research activity.

5. **Communications and Marketing** - Julie advised that Marketing and Communications Director, Jaclyn Smith, continues to make intentional connections between all of our programs, and providing and showing the value that our programs bring to each school student and teacher that participates in the Center’s programs, and each research client. She is doing a wonderful job of keeping the Center connected with social media as well.

**Staff** – The Center’s COO, Adrijana Kowatsch has been chosen by the Business Courier as one of this year’s “40 Under 40” award recipients. We have all known what an asset Adrijana is to the Economics Center—it’s wonderful that her contributions have been recognized more broadly.

**IV. Annual Award Luncheon Subcommittee report**

Brian Brockhoff, Co-Chair, of the subcommittee announced that the Center has secured Jeff Immelt, Chairman of the Board and CEO of General Electric (GE) as the Keynote speaker for the 2015 Annual Award Luncheon. The Center will be recognizing GE with the Economic Empowerment Award this year as well. The date for the luncheon will be set when GE finalizes their corporate calendar sometime in September. Special thanks was given to Mike Conaton for his support in contacting Mayor Cranley’s office to write a letter inviting Mr. Immelt to come to Cincinnati, accept an award from the Center and serve as the luncheon speaker.

The 2014 Annual Award Luncheon was very successful and the biggest fundraiser for the Center. The event gives the Center an opportunity to broaden their reach to the business community. The subcommittee asked that the board members make recommendations on what companies may be approached for top sponsorship. Please contact Adrijana Kowatsch with those contacts so that she may coordinate. Board members may also contact Adrijana if they are interested in joining this subcommittee who would be happy to add new members.
VI. Young Professionals Council (YP)
Catherine Miller of Bartlett & Co. and Justin Vanderglas of Clark Schaefer Hackett spoke on behalf of the Center’s Young Professionals Council. Catherine advised the board members that the YP’s have identified StEp as their main project piece and are committed to bringing in other YP’s from other companies to fully supply the StEp school stores with human resources and eventually with funding as well. They have a goal of providing human resources for 12 schools and have confirmed 5 companies with 7 pending. Justin was confident that they will have 12 companies confirmed by their deadline of August 31.

Julie announced that she will be hosting an after-work reception with the board members and the YPs at her home in late October to facilitate a mentorship program for the YPs.

VII. Governance & Nominating Committee Report
Co-Chair, Susan Zaunbrecher, reported that the Governance & Nominating Committee has been working on a number of items since forming in January including; reviewing board composition, onboarding process for new board members, and the nominations process.

At the board’s annual meeting in November the committee will present a slate of nominations for officers and new members, which have been approved by the Executive Committee. At that time they will also accept nominations from the floor. Board members who have recommendations prior to the annual meeting may contact Bill Neyer, Nominations coordinator, by email at bneyer@neyer.com.

Susan advised the board members that there will be an amendment to the Center’s Bylaws to update the nominations process and define the terms of officers and the make up of the Governance committee.

The Board of Trustee members should expect a self-evaluation survey before the Annual meeting.

VIII. Executive Session
Non-Board members and staff were dismissed for an Executive Session.
Vice Chair Chris Habel reports;
The Executive Session ended and the Board returned to regular session at which point there was a motion by Bill Robinson seconded by Crystal Faulkner that: the Center’s Legal Counsel be directed to pursue a settlement of the Ohio Ethics Commission matter as expeditiously as possible that includes (1) reimbursement of the attorney fees incurred by the Economic Center and Dr. Julie
Heath responding to the Ohio Ethics Commission, and (2) agreement from the University of Cincinnati to lift the hiring freeze imposed on the Economics Center, including but not limited to the hiring of a Development Director for the Economics Center. Discussion ensued after which the Vice Chair Chris Habel called for a vote and the motion passed unanimously with Chair, Margaret Valentine abstaining.

The meeting was adjourned.

**SAVE the DATE**

Please save the date for the 2014 Annual Board of Trustees meeting; Wednesday, November 5, 2014 at 12:00pm in the Economics Center, ROOM 259, 225 Calhoun Street Cincinnati OH 45219.