MINUTES

Present:
Dr. Gari Browning, President/Superintendent
Dr. Rakesh Sharma, Chair
Julie Zhu, Vice Chair
Brad Hatton, Secretary
Steve Cho, Treasurer
Lou Willett, Legal Counsel
Sue Dzedzic
Sylvia Jimenez
Jennifer Toy Harrison
Shirley Sisk
Gloria Villasana Fuerniss

Ex-Officio Present:
Binh Q. Nguyen, Executive Director, Foundation
Greg Bonaccorsi, Trustee
Vivien Larsen, Trustee

Staff Present:
Farhad Sabit, Executive Director, Business Services
Donna Payne, Grant and Foundation Accountant
Thomas Hsu, Foundation Specialist
Vanessa Bocog, Administrative Assistant

Not Present:
Christopher Brown
Teresa Cox, Trustee
Al Huezo
Jean Louie Willett
Wing Lam
Anita Pirrone
Sam Sepah
Dr. Jim Wright, Finance Chair

A. CALL TO ORDER/INTRODUCTIONS
Chair, Dr. Rakesh Sharma called the meeting to order at 11:38am.

B. APPROVAL OF MINUTES
B.1 Approval of Minutes of Full Board Meeting of Tuesday, December 12, 2017. The Board reviewed the Full Board Meeting Minutes of Tuesday, December 12, 2017. Shirley Sisk moved to approve the minutes, Sylvia Jimenez seconded. Ayes: Bonaccorsi, Browning, Cho, Dziedzic, Hatton, Jimenez, Larsen, Nguyen, Sharma, Sisk, Willett, Zhu (12), Noes: (0), Abstain: Villasana Fuerniss (1) motion passed.

C. AGENDA MODIFICATIONS
There were no agenda modifications.

D. COMMUNICATIONS FROM THE PUBLIC
No communication from the public.

E. FOUNDATION CHAIR REPORT
Chair, Dr. Sharma reported that Binh Nguyen will be presenting on the Capital Campaign and Ohlone Scholarships. He noted that any Capital Campaign resources the Board can provide will help.

F. COLLEGE PRESIDENT REPORT
Dr. Gari Browning reported on the progress of the Frontage Property and the Academic Core. She began with the Academic Core, noting an early November finish date. The College hopes to begin classes in Spring 2019 with move in taking place during winter break. In attempts to save funds, the College may reuse furniture from the Fremont portables.
Dr. Browning continued her report with the Frontage Property progress. She noted that the College has an agreement with Steelwave. The plan includes 258 rental units, one bedroom and two bedroom and small shops.

Dr. Browning added that a new funding formula has been presented which would result in the college receiving less funding from the state. With the new formula in place, the College would need its own income stream.

Jennifer Toy Harrison arrived at 11:47am.

G. FINANCE COMMITTEE REPORTS
Rakesh Sharma introduced Board Treasurer, Steve Cho. Steve Cho reported on Pepsi Foundation Scholarship funds and the Foundation Endowment Spending Policy progress.

For the past three years, the Foundation had not received the Pepsi Foundation fund distribution that was to be allocated toward scholarships. The Business Service Office will be sending a $6,000 check to make up for those three years. Going forward, the Foundation will receive $2,000 per year per the original agreement.

The Finance Committee is working to create an endowment spending policy to help spend the funds the endowments have accumulated. Once a policy is created, the Finance Committee will share it with the Board.

H. EXECUTIVE DIRECTOR REPORT
Rakesh Sharma introduced Binh Nguyen. Binh Nguyen reported that the Foundation has been working on the Capital Campaign and the Scholarship awarding process. He noted that the Foundation opened the scholarship application portal earlier this year to allow students more time to apply. He also noted that Sue Dziedzic was a panelist on the Ohlone Promise Student Q&A panel. She reported back that she really enjoyed the positive energy and thought it was wonderful. Binh mentioned that there will be other panels soon and that the Foundation will reach out for more guest speakers.

Binh concluded his report with the Spring Career Fair which is coming up on April 18 and 19. He noted that it will be the first ever two-day event in hopes to accommodate all students. The goal this spring will be to reach $50,000 in employer sponsorships.

I. ACTION ITEMS

I.1.a Foundation Form 990 Report
Farhad Sabit reported that Gilbert Associates prepared the Foundation Form 990 Report, a required tax return that the Foundation must complete annually.

I.2 Acceptance of In-Kind Donations
Dr. Sharma presented the in-kind donations for approval. Jennifer Toy Harrison moved to accept the in-kind donations, Shirley Sisk seconded. Ayes: Bonaccorsi, Browning, Cho,
Dziedzic, Hatton, Jimenez, Larsen, Nguyen, Sharma, Sisk, Toy Harrison, Villasana Fuerniss, Willett, Zhu (14), Noes: (0), Abstain: (0) motion passed.

1.3 Statement of Understanding
Dr. Sharma presented the Ohlone College Board Member Statement of Understanding. He noted that Lou Willett reviewed it along with the Executive Committee.

Shirley Sisk moved to accept the Statement of Understanding, Sylvia Jimenez seconded.
Ayes: Bonaccorsi, Browning, Cho, Dziedzic, Hatton, Jimenez, Larsen, Nguyen, Sharma, Sisk, Toy Harrison, Villasana Fuerniss, Willett, Zhu (14), Noes: (0), Abstain: (0) motion passed.

J. PRESENTATION
J.1 Capital Campaign Plan Update
Rakesh Sharma introduced Binh to present on the Capital Campaign progress. Binh presented his PowerPoint to the board. He noted that the Capital Campaign is to raise money for furniture, fixtures, and equipment (FF&E) for the three new buildings; the Science Center, the Learning Commons and the Arts Building. The goal will be to raise $2.5 million. Binh mentioned that the Capital Campaign is being approached from three different angles, 1. Corporate Engagement, 2. Alumni, Community, and Small Donors, and 3. Grant Applications.

J.2 Capital Campaign Breakout Session
Binh introduced Thomas Hsu to go over the Capital Campaign Breakout Session. Thomas asked the Board to break up into groups and begin discussing the prompt on the worksheet.

Prompt: The Foundation has come up with a sample “Elevator Speech”. After having reviewed the tips for an Elevator Speech please read the sample speech listed below and draft out your own.

Labor shortage is now one of the two biggest bottlenecks for Bay Area economic growth. I’m trying to make a difference by serving on the Ohlone College Foundation Board. Ohlone College trains over 16,000 students a year. That’s tomorrow’s workforce, and it’s making a huge impact on our economy. And they’re doing a wonderful job - Ohlone’s one of the top California community colleges for awarding degrees and certificates, and they’re in the top five for transfer to four-year institutions. Ohlone’s been working to expand their campus to accommodate this growth. They’ll be opening a new Science Center, Arts Building, and Learning Commons in 2019. They’re beautiful buildings that brings the latest technology for the students. It’s a modern learning environment that designed to encourage them to stay, study, and collaborate.

After the session Brad Hatton shared that he finds it very powerful to meet with potential donors rather than simply sending them a mailer. He then went on to share his elevator speech. He noted that he structured his speech in a way of presenting the topic, then allowing the potential donor to respond, then providing them with a key fact to take away.

Gloria Villasana Fuerniss shared that it might be a good idea to try taking a different angle with larger companies that won’t necessarily donate one large amount. For example, we could ask Tesla to donate $5 per car sold or Starbucks, $1 per coffee sold.

Steve Cho added that another approach could be to utilize alumni and campus community by asking for smaller contributions. Some cannot donate thousands, so this approach could be to
ask for about $10 each. If the Foundation were to reach 200,000 people that contributed $10 each a lot of progress will be made.

K. BOARD COMMENTS

L. NEXT MEETING
Wednesday, June 6, 2018, 11:30 am – 1:00 pm, Fremont Campus, SS7101

M. ADJOURNMENT
Dr. Sharma adjourned the meeting at 1:09pm.

Respectfully submitted,

Brad Hatton, Secretary

Pursuant to Government Code 54957.5: Supplemental materials distributed less than 72 hours before this meeting, to a majority of the Foundation Board will be made available for public inspection at this meeting and at the Foundation’s Office located in Bldg. 20, room 203, 43600 Mission Blvd., Fremont, CA 94539, during normal business hours. Materials prepared by Foundation staff and distributed during the meeting are available for public inspection at the meeting or after the meeting if prepared by some other person. Documents related to closed session items or are exempt from disclosure will not be made available for public inspection.