

## MEETING MINUTES

### EVC Industry Cluster Roundtable

May 16, 2018

12:00 – 1:30 PM

Cannon - 1050 Southwood Drive

### MEETING OBJECTIVES

1. Convene industry clusters
2. Discuss current economic conditions and EVC areas of focus
3. Gather input from industry members about key sector issues and possible solutions (to share with Economic Consultant team, Industry, EVC Board, Workforce Development Task Force and Congressman Carbajal)
4. Review and amend cluster member list

### DISCUSSION

1. **Introductions**
2. **Regional Economic Planning for Diablo Closure Update**
  - a. Background
  - b. Economic Planning Project Overview
  - c. Legislation Status
3. **Summary of Industry Cluster Key Issues and Solutions Discussion (detailed recap on page 3)**
  - a. What issues or challenges is your industry currently facing?  
KEY THEMES:
    - i. Talent attraction & training (underlying cost of living/housing issue)
    - ii. Access to capital/commercial funding
    - iii. “Elevating” our region’s profile or name
    - iv. Need for Jobs Ecosystem (awareness, visibility, power in numbers)
  - b. What solutions could relieve these issues?
    - i. Elevating our regional profile for companies and workforce by:
      1. Mapping industry related businesses via LinkedIn (EVC & SLO PARTNERS)
      2. Aggregating job postings/demonstrate critical mass (EVC & SLO PARTNERS)
    - ii. Improve ease of access to our region (air, auto, lodging) (EVC & SLO CAL/COG)
    - iii. Continue workforce housing focus, policies and education (EVC & BD&C)

### Attendees

#### EVC

Michael Manchak  
Loreli Cappel

#### Industry Cluster Members

Ken Dalebout – Dignity Health  
Mark Lisa – Tenet Health  
Jerry Cutini – Revasum  
Ty Safreno – Trust Automation  
Lori Keller – Martin Resorts  
Alex Minicucci – Relentless  
Kyle Wiens - iFixit  
Lenny Grant – RRM Design  
Brad Brechwald – Wallace Group  
Kristian Emerich - Solarponics

#### Workforce Devel. Task Force

Dawn Boulanger – WDB  
Tammy Aguilera – WDB  
Sarah Hayter – WDB  
Mike Specchierla – COE  
Dane Weeks – COE  
Gayla Jurevich – Cuesta  
John Cascamo – Cuesta

iv. Continue to develop and train workforce (EVC & SLO PARTNERS)

#### 4. Discussion of Additional Cluster Representatives (10 min)

- a. Attendees provided comments in hard copy to be integrated into EVC contact database of industry who will be included in future cluster correspondence

#### ACTION:

1. EVC to share meeting input and key points with:
  - Economic Consultant team for Planning Project for Diablo Closure
  - Industry,
  - EVC Board,
  - Workforce Development Task Force,
  - Congressman Carbajal
2. EVC to work with local partners (listed above) to identify solutions and tools that can be accomplished as regional partners.
3. EVC to revise industry cluster member/contact list per meeting input

#### Detailed summary of Industry Cluster Key Issues and Solutions Discussion

Indicates common themes across multiple industries:



#### KNOWLEDGE & INNOVATION

##### Issues:

1. Need for high speed fiber optic: High cost and low availability
2. **Talent:** Local design talent pool
3. Small Ecosystem: **Low profile/visibility and awareness**, few like-minded companies
4. **Access to Capital**



#### UNIQUELY SLO COUNTY

##### Issues:

1. **Brand Awareness**
2. **Lack of affordable/skilled labor**
3. No drivers for mid-week/off season demand: Conference center, conventions
4. Transportation/**Access to Region**
5. Shared Economy: Evolution of home sharing/lack of taxation/impact on lodging sector, need for consistent 24 hour Uber/lyft accessibility
6. **Lack of Workforce Housing:** close to business
7. Increasing Homelessness: negatively impacting visitor experience
8. Increasing min wage laws: impact on tourism industry and small bus.

### **Solutions (and partner agencies):**

- Access: Road improvements and increased Air Service Development (Visit SLOCal)
- Shared Economy: Collection on all Airbnb transactions in County (Visit SLOCal)
- Workforce: Meeting with Santa Maria to discuss labor shed (Visit SLOCal)
- Homelessness: Working with City of SLO on resolution (Visit SLOCal)
- Minimum Wage Laws: Work with lawmakers to control increases as they have large negative impact on our area's tourism and ag industry (Lawmakers)



### **ADVANCED MANUFACTURING**

#### **Issues:**

1. **Talent**
2. **Capital/Lending Process**
3. **Heightened Awareness of Region and Industry**
4. **Access to Region**
5. Immigration Laws: limiting labor pool for industry
6. Tariffs
7. **Facilities:** Building space in SLO proper
8. Infrastructure



### **HEALTH SERVICES**

#### **Issues:**

1. **Talent/Recruitment:** Need for higher level expertise
2. **Cost of Living/Housing:** Can't compete with other regions
3. Cost of Insurance



### **ENERGY**

#### **Issues:**

1. Energy Supply
2. Energy Storage: Licensing requirements
3. Solar Saturation: 4 or more cities are at 50% solarized
4. **Talent**
5. **Commercial Funding/Capital:** Need Small/Medium banks to receive funding and those are being consumed by larger banks)



### **BUILDING DESIGN & CONSTRUCTION**

#### **Issues:**

1. **Housing:** Inventory in general
2. **Infrastructure**
3. Resources: Land zoning and water
4. Entitlement Process: Nimbyism, Public review process/structure
5. Economics: cost of building and labor
6. Zoning: Restrictive