

Scheduled Meeting of Board of Directors

Vanguard University
Costa Mesa, California
and Virtual by Zoom Meeting

November 13, 2025



Our Mission Statement

The Orange County Business Council represents and promotes the business community, working with government and academia, **to enhance Orange County's economic development and prosperity in order to preserve a high quality of life.**

Foundational Basis

- **We must grow our economy to preserve and enhance the quality of life we enjoy in Orange County**
 - Retraction and no-growth strategies are not viable options
 - Involves private sector, public sector, non-profits
 - Opportunity for ALL segments of Orange County
- **Private capital provides the basis for economic prosperity**
 - Public policy must provide the optimal environment to inspire private investment
 - Tax revenue and non-profit fundraising are dependent upon private sector
- **Everything centers around economic development**

OCBC Business Model

Investors & Sponsors

Strategic Partners



BizPAC

Coalition Partners

Organization

Board Leadership

- Chair
 - Larry Chung (SoCal Edison)
- Chair Elect
 - Nicole Suydam (Goodwill OC)
- Treasurer
 - Payman Roshan (Kaiser)
- Immediate Past Chair
 - Rebecca Hall (Idea Hall)

Key Updates & Priorities

- Meeting with Governor
- Financials
- Investor Growth & Collections
- MedTech Cluster Strategy
- Foreign Direct Investment
- Government Affairs
- AP Business Education Project
- Events

Financial Highlights

- Projected 2025 Financials (Exhibits E & F)
 - Revenue at \$3,911,959 compared to budget of \$3,711,000
 - Total Expenses at \$3,836,642 compared to budget of \$3,709,562
 - Net Loss of **(\$18,983)** compared to budgeted income of \$1,438
 - Supplemented by \$172,536 in Employee Retention Credits
 - Offset by **\$296,874** in Receivables Write-offs
 - Balance sheet remains strong with no debt and \$882,046 in Cash & Reserves
- Improved efficiencies in Accounting Functions
 - Use of technology
 - Proper Accounting Standards now in place
 - Consistency and reducing mistakes

Revenue Growth Strategies

- Renewals – goal of 95% retention
 - Consistent outreach and communication (GrowthZone)
 - Personalization of invoices linking to investor’s priorities
- Prospects – goal of \$259,045 in new investments
 - Targeted industry approach
 - Market awareness
 - Speaking opportunities (Community Indicators Report)
 - Board and Investor Referrals
 - Tracking system (consistent follow-up)
 - Being direct, consistent and persistent (we have a lot to sell!)

MedTech Cluster Strategy

- Partnership with Octane – goal to increase startup activity
 - Priorities for OCBC are New Investors & Economic Development
- Two organizational dinners held October (K&L Gates) & January (OCBC)
- Strategic meeting pending for late February / early March (30 firms)
- Five key priorities with measurable outcomes:
 - Accelerate innovation in OC's core industries
 - Expand Capital Access across all stages
 - Provided Talented & Ready Workforce
 - Manage Policy and Infrastructure
 - Develop Brand Awareness

Foreign Direct Investment

- Kick-off Meeting held Jan. 23
 - 25 attendees, supportive of the effort
- Initiative's Focus:
 - Governance
 - \$2,000 contribution to OC Education & Research Institute (Contribution can be split from OCBC membership)
 - Meeting cadence, chair, consultant
 - Open to all OCBC members (\$2,000 of dues go to OCERI)
 - Choose OC Web Site
 - FDI tool kit
 - Next Meeting March 6

Government Affairs

- Priorities for 2026
 - Advocacy Trip, Legislative Day, Targeted Fly-in Trips
- Legislative and Policy Updates
 - PAGA / SB 130 (Wiener): Dead
 - BACA Ballot Initiative
 - Monitoring potential ballot language
 - Assessing business community impacts
 - CalChamber will provide a presentation to GAC meeting
- Government Affairs Committee
 - 2026 Speaker Lineup
 - Board recommendations on future speakers or topics

Preparing Tomorrow's Workforce

- High school graduates need greater workforce readiness and business education
- \$20,000 grant, with an opportunity to request more
- Aligning with standing workforce committee:
 - Presentation and tours of "middle skills" occupations
 - Requesting employers include business-oriented occupations, and not just technical
- [Employer Convening with OC Pathways and College Board \(Feb 25\)](#)
 - Connect with K-12 and community college leaders shaping local pathways
 - Choose a simple way to engage those partners to build tomorrow's workforce
 - Convening is followed by OC Pathways Showcase where employers can learn how Orange County Programs care preparing students.

Events

- Event Strategy
 - Quality, Mission-Based Events over Quantity
 - Previously: 18-22 small – large events
 - Challenges: Sponsor and event attendance fatigue, rushed, events to have events and not necessarily in pursuit of OCBC Mission, break-even budget
 - Currently: 6 solid, impactful, high revenue generating, medium – large events
 - Supplemented by OCBC Connections
 - Annual Dinner Installation Logistics

February 26	Annual Dinner	July 21	Legislative Day
March 23/24	Sacramento Advocacy	September 16	First Responders
May 6	Health Care Forum	October 22	Economic Forecast (CSF)

OCBC Connections Update:

COMPLETED:

- Prop 36

PENDING:

- OC Pathways
- AHAP Program
- Charter Schools
- Air Mobility
- Electricity Modernization, Reliability and Affordability
- Other ideas from Board Members?

Exclusive Meeting with Governor Newsom

- Delivery of Jobs First Report
- Press Conference
 - Brett Wall, Medtronic
 - Jeff Ball, OCBC
 - Stuart Knox, Secretary Labor
 - Dee Dee Myers, GoBiz
 - Cottie Petrie-Norris, Assembly Member
 - Gavin Newsom, Governor
- Request to Keynote at Innovation Week
- OCBC Social Media and Promotion

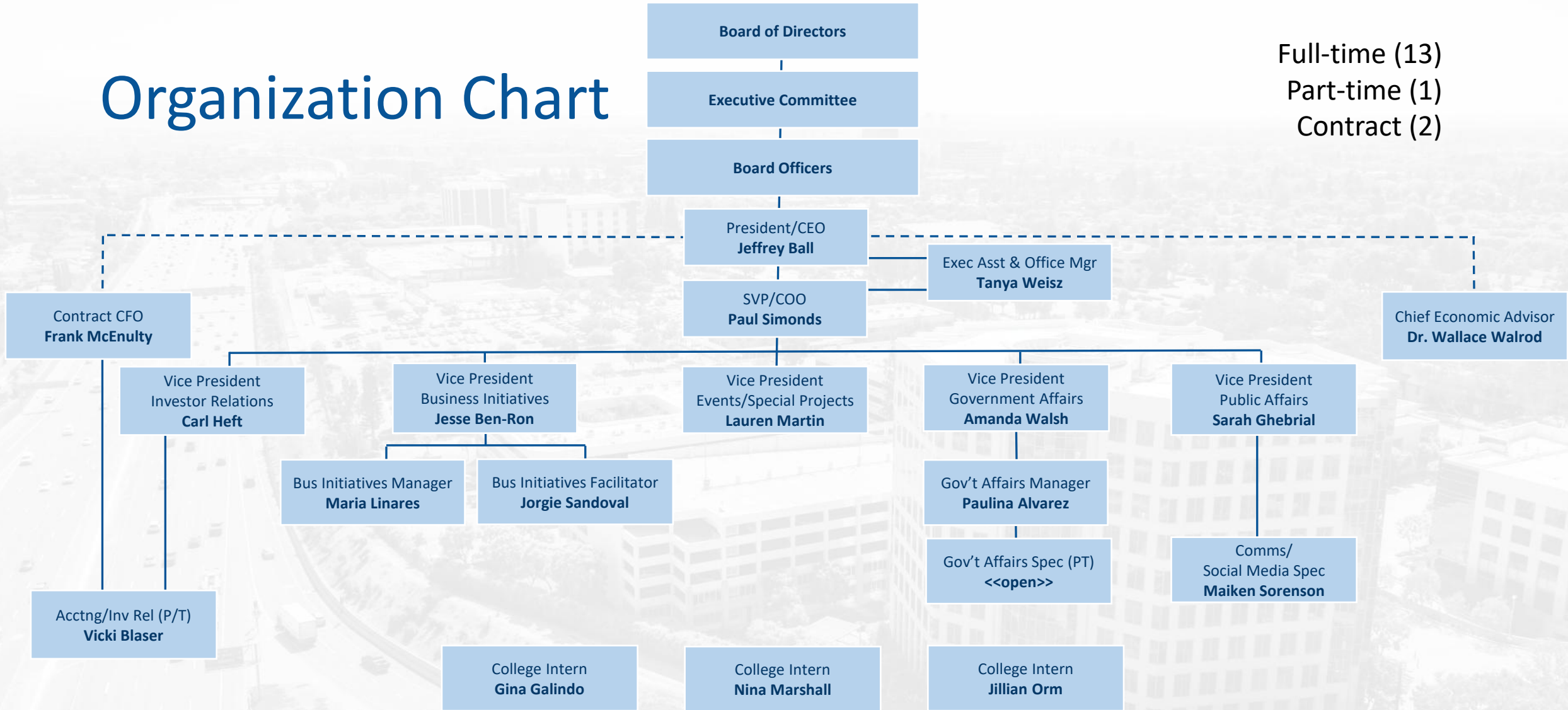


Other 2026 Priorities

- Catalyst Completion & Continuation
- Public Affairs Strategy
- Committee Priorities & Engagement
- BizPAC Fundraising
- GrowthZone Implementation
- Accounting Improvements
- Further Operating Efficiencies

Organization Chart

Full-time (13)
Part-time (1)
Contract (2)



Thank you
for your
Leadership
&
Support!

