



*Advancing Excellence and Inclusiveness in Local Government*

**Agenda**  
**February 3, 2023**  
**9:00 am PT/noon ET**

**Board of Directors**

**Samantha Tavares**  
*President*

**Bob Harrison**  
*President-Elect*

**Raymond Gonzales**  
*Immediate Past  
President*

**Marcus Steele**  
*Vice President  
for Membership*

**Ramiro Inguanzo**  
*Vice President for  
Professional Development*

**Gricelda Estrada**  
*Vice President for  
Career Advancement*

**At-Large Directors:**

**Carlos Baia**  
*Past ICMA Board  
Member*

**Noel Bernal**

**Mariana Bojorquez**

**Raoul Lavin**

**Alejandra Lopez**

**Ramón Pérez-Goizueta**

**Matt Rivera**

**Ramiro Salazar**

**Hazel Wetherford**

**Board Liaisons**

**Victor Cardenas**  
*ICMA Liaison*

**Gabe Rodriguez**  
*NACA Liaison*

**Orlando Cruz**  
*MissionSquare  
Retirement Liaison*

**A. Call to Order/Roll Call/Welcome**

**B. APPROVAL: Consent Agenda – Receive and Approve**

1. Board Meeting Summary January 6, 2023\*
2. Board Meeting Attendance Report for 2023/2022\*
3. Financial Reports January 2023\*

**C. DISCUSSION/APPROVAL:**

1. Discuss and Approve the 2023 Biennial Conference Joel Valdez Process\*
2. Discuss and Approve the 2022 and 2023 Baker Tilly Services Contract Augmentation\*

**D. DISCUSSION:**

1. Review and Discuss the 2023 LGHN Committee Work Plans\*
2. Presentation of Corporate Sponsorships
  - a. Sustaining Sponsorship and Membership Campaign Outreach\*
  - b. Biennial Conference Sponsorship Update\*
3. After Action Discussion Summary Regarding the Oregon Chapter Termination\*

**E. Informational Items**

1. LGHN Awards Dinner at ICMA in Austin, TX on October 1, 2023 – Samantha Tavares
2. McKinsey and Company Leadership Academy/Program – Matt Rivera

**F. Future Board Meeting Agenda Items**

1. Review LGHN Committee Workplans – March 2023
2. Updated Government Finance Officers Association (GFOA) Affiliate Agreement 2023 and 2024 – March 2023
3. Affiliate Agreement with the Illinois LGHN Chapter – TBD

**G. Adjournment & Future Meeting Dates**

1. Friday, March 3, 2023 – LGHN Board Meeting
2. Friday, April 7, 2023 – LGHN Board Meeting
3. *April 26-30, 2023 – NFBPA Annual Forum, Minneapolis, MN (Samantha Tavares presenting)*
4. May 5, 2023 – LGHN Board Meeting
5. *May 21-24, 2023 – GFOA Annual Conference, Portland, OR (Karen Davis to attend)*
6. June 2, 2023 – LGHN Board Meeting
7. July 7, 2023 – LGHN Board Meeting
8. August 4, 2023 – LGHN Board Meeting
9. September 8, 2023 - LGHN Board Meeting

\*Supporting documents included

10. *October 1, 2023 – LGHN Awards Dinner at the ICMA Conference, Austin, TX*
11. *October 1-4, 2023 – ICMA Annual Conference, Austin, TX*
12. *October 6, 2023 - LGHN Board Meeting*
13. *November 1, 2023 – LGHN Board of Directors' Annual Retreat*
14. *November 2-3, 2023 – LGHN Biennial Conference, Orlando, FL*
15. *December 1, 2023 - LGHN Board Meeting*
16. *January 5, 2024 - LGHN Board Meeting*
17. *February 2, 2024 - LGHN Board Meeting*



## Board Meeting Summary of January 6, 2023

**Board Members in Attendance:** Samantha Tavares (President), Mariana Bojorquez, Raoul Lavin, Ramiro Salazar, Marcus Steele, Matt Rivera, Gricelda Estrada, Carlos Baia, Bob Harrison (President-Elect), Noel Bernal, Alejandra Lopez, Gabriel Rodriguez, and Victor Cardenas

**Board Members Absent:** Raymond Gonzales (Past-President), Ramiro Inguanzo, Gricelda Estrada and Ramón Pérez Goizueta

**LGHN Staff:** Christine Butterfield and Karen Davis

### 1) Call to Order/Roll Call/Welcome

Samantha called the meeting to order at 9:03 am PT.

### 2) APPROVAL: Consent Agenda – Receive and Approve

- a. Board Annual Retreat Report of November 5, 2022\*
- b. Board Meeting Attendance Report for 2022/2021\*
- c. Financial Reports January 2023\*
- d. Board virtual approval of the December 2, 2022, board meeting agenda items including:
  - i. Affiliate Agreement with the Florida LGHN Chapter
  - ii. Discuss and Approve LGHN Two Year Budget CY 2023 and 2024 Fee Increases
    - i. *Individual Membership* Fee Increase from \$100 to \$175 per year.
    - ii. *Job Posting* Fee Increase from \$100 to \$250 per posting for 30 days
  - iii. Review and Approve the LGHN Two Year Budget CY 2023 and 2024

Samantha Tavares asked the board members to raise specific questions related to the consent agenda items. Staff review the rate increases approved by the board in a virtual vote following the December board meeting due to lack of quorum.

Noel Bernal motioned to approve.  
Raoul Lavin seconded.  
Unanimous approval

### 3) DISCUSSION/APPROVAL:

- a. Discuss and Approve the Affiliate Agreement with the Juntos Colorado Chapter\*

Bob Harrison motioned to approve.  
Carlos Baia seconded.  
Unanimous approval

- b. Discuss and Approve the Affiliate Agreement with the Central Texas Chapter\*

Matt Rivera motioned to approve.

Bob Harrison seconded.

Unanimous approval

c. Discuss and Approve LGHN Bylaws and Board Commitments\*

Samantha Tavares asked for board comments. None were offered and she asked that any questions or comments be directed to staff. Karen Davis clarified that following approval of the bylaws; members would be provided a thirty-day review and comment timeframe.

Noel Bernal motioned to approve.

Alejandra Lopez seconded.

Unanimous approval

**4) DISCUSSION:**

a. Board Members Presentation of New Corporate Contacts for Sustaining Sponsorship and Membership Campaign Outreach

Staff provided an update on corporate sponsorships and requests board member contacts to improve outreach.

b. Chapter Termination Letter and LGHN Acknowledgement December 2022

Carlos Baia requested that the board receive a summary of services and support staff provided to the chapter, newly formed in 2022. Matt Rivera offered to lead and “after-action-review” to summarize lessons learned and identify potential improvements. Other board members that asked to join the review included Bob Harrison, Samantha Tavares and Marcus Steele.

**5) Informational Items**

a. N/A

**6) Future Board Meeting Agenda Items**

a. Affiliate Agreement with the Illinois LGHN Chapter

b. Baker Tilly (Formerly Management Partners) Contract Amendment – February 2023

c. Review LGHN Committee Workplans – February 2023

Samantha adjourned the meeting at 10:10 am PT.



## 2022 and 2023 Board of Directors Meeting Attendance Summary

Name	Workshop 1/22	2/22	3/22	4/22	5/22	6/22	7/22	8/22	9/22	ICMA	10/22	LGHN Annual Meeting	Retreat 11/22
Raymond Gonzales	Present	Absent	Present	Absent	Absent	Present	Present	Absent	Absent		Present		Absent
Samantha Tavares	Present	Absent	Present	Present	Present	Present	Present	Present	Absent	X	Present	X	Present
Rolando Fernandez	Present	Present	Present	Present	Present	Present	Present	Present	Present		Present		Absent
Bob Harrison	Present	Absent	Present	Present	Present	Absent		Absent	Present		Present		Present
Ramiro Inguanzo	Present	Present	Present	Present	Present	Present	Present	Present	Present		Present		Present
Gricelda Estrada	Present	Present	Absent	NFBPA	Absent	Absent	Present	Present	Present		Present	X	Present
Carlos Baia	Present	Present	Present	Present	Absent	Absent	Present	Present	Present		Transition	X	Present
Noel Bernal	Present	NFBPA	Present	Present	Absent	Present	Transition	Transition	Present	X	Present	X	Present
Mariana Bojorquez	Absent	Present	Present	Present	Present	Present	Present	Present	Absent		Absent	X	Present
Alejandra Lopez						Present	Present	Present	Present	X	Present	X	Present
Raoul Lavin	Present	Present	Absent	Present	Present	Florida CMA	Present	Present	Absent	X	Present	X	Present
Ramón Pérez-Goizueta	Present	Absent	Present	Absent	Present	Present	Present	Absent	Absent		Absent		Absent
Ramiro Salazar	Absent	Present	Absent	Absent	Absent	Present	Present	Present	Present		Present		Absent
Marcus Steele	Absent	Present	Present	Present	Present	Absent	Absent	Present	Present	X	Present	X	Present
Matt Rivera	Present	Present	Present	Absent	Present	Present	Present	Present	Present	X	Present	X	Present
Hazel Wetherford										X			
Victor Cardenas	Present	Present	Present	Present	Present	Present	Present	Present	Present	X	Absent		Absent
Gabriel Rodriguez	Present	Present	Present	Present	Present	Present	Present	Present	Present	X	Absent	X	Present

**Local Government Hispanic Network**  
**Account Listing**  
**January 31, 2023**

<b>Account</b>	<b>Balance Total</b>
10000 · US Bank - checking	92,865.69
10000 · US Bank - checking:Conference Cash AHLN	6,639.28
10000 · US Bank - checking:Florida Chapter	3,007.97
10000 · US Bank - checking:Frances Gonzalez Scholarship	15,670.76
10000 · US Bank - checking:Joel Valdez	428.03
10000 · US Bank - checking:LGHN Conference	0.00
10000 · US Bank - checking:Operating Cash	43,774.30
10000 · US Bank - checking:Operating Reserves	23,345.35



**TO: LGHN Board of Directors**

**RE: Joel D. Valdez Award**

**DATE: February 3, 2023**

Joel Valdez, the only Hispanic city manager of a city with a population larger than 100,000 in the 1970s, along with other Hispanic managers across the country initiated the endeavor that resulted in what became LGHN. The Joel D. Valdez Award is given at the LGHN biennial conference. The award was first presented in 2016 at the Austin conference. It was awarded in 2016, 2017, 2018 and 2021. After 2018, the committee moved to only awarding it at the biennial conference. Awardees include,

- Tony Ojeda (2016)
- Alex Briseno (2017)
- Rolando Bono (2017)
- Severo Esquivel (2018) – deceased.
- Frances Gonzalez (2021)

In addition to the awardees, the committee includes Ruben Mendoza, who was the first staff member for the network when it was established as part of the grant to ICMA from the Housing and Urban Development Department in the late 1970s. The committee also includes LGHN board representation, specifically the President and President-Elect.

Ruben Mendoza is recommending that the committee structure be amended to be comprised of past awardees now that there are enough people to participate on the committee. This would address the situation where potential awardees would also be committee members if all founding members are included. LGHN would continue to have board representation on the committee and the board can decide if they want to continue with the two representatives or revise the participation to one representative.

Attached is the previously board approved nominating process including the proposed changes to the committee structure.

# **Joel D. Valdez Award**

## **International-Local Government Hispanic Network**

### **Background**

The Joel D. Valdez Award is given to a local government manager who is retired from the profession, has a minimum of 25 years of local government experience, and made an outstanding contribution to furthering Hispanics in the local government management profession. The award is not given to recognize years of service in local government. Rather, it recognizes a manager whose service in his or her community or communities has been judged by peers as strong or exceptional, and who has made major contributions advancing Hispanics in local government and serving communities with significant Hispanic populations. The award is not given annually and will be given at a national conference/event.

Specific career activities focused on advancing Hispanics to be considered include:

- A consistent pattern of leadership in regional, state, and national management associations
- A pattern of support to peers, colleagues, and young people entering the profession as a mentor, counselor, or “sage”
- A history of developing and implementing innovative programs and sharing and disseminating these through writing, participation on conference sessions, or direct assistance through a one-on-one peer assistance program
- Teaching, lecturing, and/or supervising interns through an undergraduate or graduate public administration program over an extended period of time
- Development of a special area of expertise that has been exhibited and recognized, both within the community and by peers.

In summary, the individual has to have made a lasting impact on the community and the profession advancing Hispanics and serving Hispanic populations in local government.

### **Eligibility**

- A nomination for the Joel D. Valdez Award may be made by a Legacy Committee committee consisting of founding members of previous awardees, IHN and representative(s) of the IHN-LGHN board of directors.
- Nominees must be retired from professional management and have served in a local government position for a minimum of 25 years.

### **Making a Nomination**

- The nominating committee shall consist of six founding members of IHN previous Joel D. Valdez awardees, the IHN-LGHN president and IHN-LGHN president-elect. Recipients of the award shall be added to subsequent nominating committees.

## AGREEMENT

THIS AGREEMENT is made and entered into this 3rd day of February 2023, by and between the Local Government Hispanic Network, a non-profit 501(c) (3) Corporation (hereinafter referred to as "LGHN"), and Baker Tilly, formerly Management Partners, Inc.

## RECITALS

WHEREAS, LGHN wishes to contract for a variety of administrative and executive director services without incurring the costs associated with directly employing such an individual, and

WHEREAS, Baker Tilly is a consulting firm which includes staff expertise in executive director and support functions, as well as an established administrative support infrastructure; and

WHEREAS, LGHN desires to engage Baker Tilly to render certain management support and administrative functions on an as needed basis and consistent with resources available to the LGHN to support these functions, and Baker Tilly is willing to provide such services as such resources are available, and

WHEREAS, it is the intent of LGHN and Baker Tilly to create a partnership collaboration, with Baker Tilly committing to become fully familiar with all relevant aspects of LGHN operations so as to enable it to provide services in a timely manner and at minimum cost;

NOW THEREFORE, in consideration of the premises and mutual obligations herein, the parties hereto do mutually agree as follows:

1. **Scope of services.** Baker Tilly shall perform the management support services (hereinafter referred to as the "services"), as outlined below, in a satisfactory and proper manner in accordance with direction provided by the LGHN President and Executive Committee, and available LGHN resources.

### **1.1. Strategic Support**

Baker Tilly will provide professional staff assistance to implement elements of the LGHN strategic plan. **Services provided include:**

- 1.1.1. Board of Directors' agenda preparation, minutes and other materials for Board meetings including the annual retreat/meeting
- 1.1.2. **Financial Stability.** Baker Tilly will work with LGHN to raise 100% of the annual operating budget and develop an appropriate reserve fund of approximately three months of operating costs. It will recommend specific strategies for achieving financial objectives, along with a budget, schedule, and milestones. Baker Tilly will assist with developing a fundraising strategy and outreach to potential sponsors and may recommend a request for qualifications/request for proposals process for securing the services of a professional fundraiser to be funded by a sharing of campaign proceeds.

- 1.1.3. **Membership Growth.** Baker Tilly's services in this area will include in negotiating affiliation agreements, formalizing, and expanding the LGHN chapters membership program, and broadening the membership throughout the United States and Latin American countries. While membership growth is critical to the organization, Baker Tilly will focus first on financial stability and those elements of membership growth that will enhance the financial position of LGHN.

## **1.2. Membership Services**

Baker Tilly will provide professional staff assistance to provide membership services. Baker Tilly will provide the following services:

- 1.2.1. Registering annual memberships and collecting dues
- 1.2.2. Maintaining an accurate and up-to-date membership database
- 1.2.3. Distributing mass emails to the membership to keep them informed of LGHN affairs
- 1.2.4. Responding to member requests for information/assistance
- 1.2.5. Responding to requests for information from prospective members

## **1.3. Administrative Support**

Baker Tilly will provide professional staff assistance to administer LGHN business affairs. Specifically, Baker Tilly will provide the following services:

- 1.3.1. Provide a dedicated phone line and email address for LGHN business. The phone line will be staffed during regular business hours (EST) and email will be returned daily.
- 1.3.2. Provide a dedicated mailing address for LGHN business.
- 1.3.3. Organizational record keeping
- 1.3.4. Tax reporting and completion of tax returns, at LGHN expense in addition to this contract. Audited financial statements are outside this contract.
- 1.3.5. Accounts payable and receivable services
- 1.3.6. Utilization of Baker Tilly offices for LGHN meetings
- 1.3.7. Board of Directors' agenda preparation, minutes and other materials for Board meetings including the annual retreat/meeting

## **1.4. Other Services**

Baker Tilly will provide professional staff assistance for program services. Specifically, Baker Tilly will provide the following services:

- 1.4.1. Support to committees to achieve LGHN priorities and goals.
- 1.4.2. Support to LGHN for national conferences and regional meetings; staff costs and division of proceeds may vary and shall be discussed with the local planning committee
- 1.4.3. Support to LGHN for professional development, webinars and online training  
LGHN conference planning
- 1.4.4. Committee support
- 1.4.5. Regional LGHN events
- 1.4.6. Affiliate events
- 1.4.7. ICMA annual conference and other events

2. **Time of Performance.** Services of Baker Tilly shall be completed in accordance with the description above. Hours utilized to provide services shall be allocated to support the services described above.

These services shall be for the 2022 calendar year. The same recurring services shall be provided automatically for calendar year 2023, in addition to the LGHN Biennial Conference, unless either party requests that this agreement be reopened for amendments or updates.

- 3. Compensation and Method of Payment.** Baker Tilly will invoice LGHN for services rendered monthly. The total amount of payment in accordance with this agreement shall not exceed the cumulative amount of \$370,000 for calendar years 2022 and 2023 excluding expenses. Hourly rates for the personnel assigned by Baker Tilly for this project are as follows:

<b>Baker Tilly</b>	<i>Actual Hourly Rates</i>	<b>2022 LGHN Discounted Hourly Rates</b>	<b>2023 LGHN Discounted Hourly Rates</b>
<b>Senior Manager</b>	\$220	\$125	\$140
<b>Senior Management Analyst</b>	\$170	\$85	\$95
<b>Administrative Services Manager</b>	\$110	\$60	\$75
<b>Office Assistant</b>	\$60	\$33	\$45

These rates represent a discount with respect to Baker Tilly’s normal hourly rates and LGHN agrees to keep these rates confidential. Baker Tilly may employ the services of other staff to minimize costs to LGHN.

Expenses incurred under this contract shall be reimbursed based on the following schedule:

Cost of materials and supplies	At actual cost
Cost of mailings and publications	At actual cost
Professional services contracts and special services	At actual cost
Travel, memberships and other professional expenses	At actual cost
Cost of equipment or allocation of equipment costs	None
Cost of insurances and other coverage required to perform the services solicited	None; appropriate insurance, including professional error and omissions, is included in the hourly rates above
Overhead charges or pass-through costs if applicable	None

- 4. Sponsorship.** Baker Tilly shall be a sponsor as a result of the discounted rates provided to LGHN and support the organization at the Platinum (or highest level of support) level. Baker Tilly will be recognized at national, regional and annual events and on the LGHN website.
- 5. Independent Baker Tilly.** Neither Baker Tilly nor its employees are considered to be employees of the LGHN, for any purpose whatsoever. Baker Tilly is an independent contractor in the performance of the services herein described.

6. **Personnel.** Baker Tilly represents that it has, or will secure at its own expense, all personnel required in performing the services required under this Agreement. Such personnel shall not be employees of or have any contractual relationships with the LGHN. All the services required hereunder will be performed by Baker Tilly or under its supervision and all personnel engaged in the work shall be fully qualified and shall be authorized or permitted under state and local law to perform such services.
7. **Discrimination Prohibited.** In performing the services required hereunder, Baker Tilly shall not discriminate against any person on the basis of race, color, religion, sex, national origin or ancestry, sexual orientation, age, physical handicap, or disability as defined in the American With Disabilities Act of 1990, as now enacted or hereafter amended.
8. **Diversity, Equity and Inclusion.** Baker Tilly maintains a diversity, equity and belonging (DIBS) program that reflects its commitment, culture and corporate values. As such, Baker Tilly is dedicated to advancing diversity equity, and inclusion within the firm and for the local governments we serve. We are devoted to social justice in public policy development, local government service delivery and governance.
9. **Reports and Information.** At such times and in such forms as LGHN may require, there shall be furnished to LGHN such statements, records, reports, data and information, as LGHN may request pertaining to matters covered by this Agreement. Unless authorized by LGHN, Baker Tilly will not release any information concerning the project, including any reports or other documents prepared pursuant to this Agreement, until such release is authorized by LGHN.
10. **Establishment and Maintenance of Records.** Records shall be maintained by Baker Tilly in accordance with applicable law and requirements prescribed by LGHN with respect to all matters covered by this Agreement. Except as otherwise authorized by LGHN, such records shall be maintained for a period of three (3) years after receipt of final payment under this Agreement. Although Baker Tilly does prepare audited financial statements for clients, this is not included in the list of services for LGHN.
11. **Assignability.** Baker Tilly shall not assign any interest in this Agreement and shall not transfer any interest in this Agreement (whether by assignment or novation), without the prior written consent of LGHN thereto.
12. **Annual Contract Performance Review.** The Board will conduct a performance review of the services provided by Baker Tilly to LGHN.
13. **Termination for Convenience of LGHN.** LGHN may terminate this Agreement at any time by giving at least 90 days' notice in writing to Baker Tilly. If terminated by LGHN as provided herein, Baker Tilly will be paid for the services actually performed to the time of termination.
14. **Construction and Severability.** If any part of this Agreement is held to be invalid or unenforceable, such holding will not affect the validity or enforceability of any other part of this Agreement so long as the remainder of the Agreement is reasonably capable of completion.
15. **Entire Agreement.** This Agreement contains the entire agreement of the parties and supersedes any and all other agreements or understandings, oral or written, whether previous to the execution hereof or contemporaneous herewith.

16. **Applicable Law.** This Agreement shall be governed by and construed and enforced in accordance with the laws of the State of Ohio, and the laws, rules and regulations of the LGHN.

**IN WITNESS WHEREOF**, LGHN and Baker Tilly have executed this Agreement as of the date first above written.

**Local Government Hispanic Network**

**Baker Tilly**

\_\_\_\_\_  
Samantha Tavares  
LGHN President

\_\_\_\_\_  
Carol Jacobs, Managing Director, Baker Tilly

February 3, 2023  
\_\_\_\_\_  
Date



## Committee Work Plan and Updates Board of Director's Meeting

LGHN Committee Work Plans for 2022 and 2023	Board Discussion 1/8/22	Updated 1/31/23
<p><b>A. Executive Committee Chair – Samantha Tavares</b> – <i>Staff support from Christine</i></p> <ol style="list-style-type: none"> <li>1. LGHN values and process to confirm alignment by third-party contractors.</li> <li>2. Explore partnerships with other organizations and build relationships</li> <li>3. Better define relationships with and opportunities for participating in programs offered by LGHN affiliates (NFBPA, I-NAPA, NACA, GFOA). <b>UNDERWAY</b></li> <li>4. Create master calendar of affiliate activities. <b>UNDERWAY</b></li> <li>5. Review terms of ICMA affiliate agreement and establish expectations of ICMA. <b>UNDERWAY</b></li> <li>6. Set time and develop agenda for leadership meeting with ICMA.</li> <li>7. Update Board commitment forms. <b>COMPLETE</b></li> <li>8. Recommendations for <i>emerging leaders award</i></li> </ol>	<ul style="list-style-type: none"> <li>• Review and update values and mission statement (at the fall 2022 Board retreat)</li> <li>• Better define LGHN relationship with affiliates and invite the presidents of each organization and establish a regular meeting to catalyze collaborative efforts (Bob, Ray, and Ramiro)</li> <li>• Create a plan including key messages to meet with ICMA leaders spring 2022 and at the conference 9/17-22/22</li> <li>• Collaborate with ICMA to create master calendar.</li> <li>• Victor will work with the ICMA Board regarding commitments to LGHN.</li> <li>• Review the Board commitments 2/22 meeting</li> </ul>	<ul style="list-style-type: none"> <li>• N/A</li> </ul>

LGHN Committee Work Plans for 2022 and 2023	Board Discussion 1/8/22	Updated 1/31/23
<ul style="list-style-type: none"> <li>• <b>Regular meeting: As needed basis</b></li> </ul> <p><b>B. 2023 Biennial Conference Planning Committee (with Professional Development Committee) Chairs – Carlos Baia, Raoul Lavin and Ramiro Inguanzo – Staff support from Christine/Karen</b></p> <ol style="list-style-type: none"> <li>1. Negotiate new training programs with SGR. <b>UNDERWAY</b></li> <li>2. Identify topics for 2023 webinars. <b>COMPLETE</b></li> <li>3. Reach out to LGHN chapters to assist with regional in-person training and networking sessions. <b>COMPLETE</b></li> <li>4. Identify affiliate events that will include LGHN sponsored sessions. <b>COMPLETE/UNDERWAY</b></li> </ol> <ul style="list-style-type: none"> <li>• <b>Regular meeting time: Fourth Thursday every month transitioning to every other week in February.</b></li> <li>i. <b>PDC Conference Planning Subcommittee.</b> Finalize 2023 LGHN Conference location, dates and recruit a “host” committee. Review conference planning responsibilities and establish working schedule for the planning process. Recruit LGHN members to assist and serve on the conference planning committee. Identify potential sponsors for 2023 conference.</li> </ul>		<ol style="list-style-type: none"> <li>1. 2023 webinar and program scheduled developed with the assistance of the chapters on 1/10/23.</li> <li>2. In 2023, the Professional Development Committee will suspend its standing meeting and join the Biennial Conference Committee to assist with the program development for the meeting in Orlando November 2023.</li> <li>3. Biennial Conference - Orlando, FL, and span 11/1/23 – 11/4/23. Fund raising underway. (Wednesday through Saturday) <u>Themes</u> <b>Connect, collaborate, ...succeed!</b> <u>Tracks and Sessions</u> <b>Expanding borders</b> Smash the “glass ceiling.” Leadership lessons and ethics Regionalism best practices Identity issues and related topics International session – one concurrent in each time block IBTS AECOM <b>Grow your community culture.</b> Community engagement Civility and crucial community conversations (ethics) What is stopping YOU?</li> </ol>

LGHN Committee Work Plans for 2022 and 2023	Board Discussion 1/8/22	Updated 1/31/23
		<p>Cultivating your organization’s talent: succession planning  Promote Hispanic Heritage in your community and organization.  Building community inclusivity  <b>When diversity is under attack, what is next?</b>  Discuss and present LGHN’s DEI policy and explore how communities are navigating state law compliance  TBD  <b>Innovate and reinvent!</b>  Sustainability  IBTS, AECOM (transport drones)  Affordable housing – new approaches (LIFT/purpose-built communities in Orlando – <i>site visit</i>)  SMART cities (panel)  Personal professional development and innovating/reinventing ourselves – encore opportunities ASU/ICMA/NFBPA</p> <p>4. Conference sponsor brochure completed in December 2022. Staff emailed sixty-five potential sponsors through January. Follow-up emails underway through February. Committee members in the process of reviewing sponsor list and will make recommendations to staff in February.</p>
<p><b>C. Career Advancement Committee Chair (and Vice President for Career Development) – Gricelda Estrada – <i>Staff support from Christine</i></b></p> <ol style="list-style-type: none"> <li>Kick off revised Madrinas y Padrinos coaching program. <b>COMPLETE/UNDERWAY</b></li> </ol>	<ul style="list-style-type: none"> <li>Successful launch of new structured mentorship program. More about program results summer 2022. Likely grow the toolbox to support the program.</li> </ul>	<ol style="list-style-type: none"> <li>Survey sent to participants the week of 8/29. Results available in November 2022.</li> <li>Program kickoff February/March 2023</li> </ol>

LGHN Committee Work Plans for 2022 and 2023	Board Discussion 1/8/22	Updated 1/31/23
<ol style="list-style-type: none"> <li>2. Create strategy for youth/student engagement.</li> <li>3. Outreach to executive search firms for assistance with interview skills, resume writing, etc. <b>COMPLETE/UNDERWAY</b></li> <li>4. Foster university partnerships (John J College, NY; Maxwell School; ICMA Fellows; University of San Francisco and Monica Hudson)</li> <li>5. Engage more Board members to serve as mentors. <b>COMPLETE/UNDERWAY</b></li> </ol> <ul style="list-style-type: none"> <li>• <b>Regular meeting time: As needed basis</b></li> </ul>	<ul style="list-style-type: none"> <li>• Consider offering professional assessment tools through the Madrinasy Padrinos program (and Matt, Noel, Victor, and Carlos volunteered to assist)</li> <li>• Create similar structured program for youth through 2022. Set up meeting with youth and universities to build a pipeline of new professionals</li> </ul>	
<p><b>D. Membership Committee Chair and Vice Chair – Bob Harrison and Marcus Steele – Staff support from Karen</b></p> <ol style="list-style-type: none"> <li>1. Kick off joint membership drive with ICMA. <ol style="list-style-type: none"> <li>a. Target membership outreach to Hispanic City managers</li> <li>b. Target membership outreach to state associations to establish partnerships</li> </ol> </li> <li>2. Track membership growth and report regularly to the LGHN board</li> <li>3. Work with NACA to increase County membership.</li> <li>4. Pursue new regional chapters and set priorities for 2023. (See tools on the LGHN website.)</li> </ol>	<ul style="list-style-type: none"> <li>• Working with ICMA on joint membership drive to recruit new members to LGHN.</li> <li>• Collaborating with local government state chapters has been an effective method to build membership (and NACA)</li> <li>• Building regional chapters where we have advocates. Targets include Chicago, CO/NM (Matt), Washington (Bob), Florida (Raoul/Ramiro), Columbus, OH, Miami/Dade, and future conference locations, etc.</li> <li>• Matt asked to join the committee.</li> <li>• Each chapter should appoint a member to the Chapters Advisory Subcommittee</li> </ul>	<ul style="list-style-type: none"> <li>• Regular chapters meetings scheduled for 2023. Key task of the group will be to offer improvements to the chapter tool kit. Staff will also assist chapters with the process to develop webpage through LGHN’s i4a system.</li> <li>• LGHN subcommittee discussion and proposing improvements to the chapter onboarding process following Oregon chapter termination.</li> <li>• LGHN is working to identify potential sponsors to support chapter start-up costs.</li> </ul> <p><u>Formation Targeted in 2023</u></p>

LGHN Committee Work Plans for 2022 and 2023	Board Discussion 1/8/22	Updated 1/31/23
<ul style="list-style-type: none"> <li>• <b>Regular meeting time: Second Friday of the month at 8:30 am PT</b></li> <li>I. <b>Chapters Advisory Subcommittee Chair – Marcus Steele.</b> Establish advisory committee in conjunction with LGHN chapter representatives. Develop plan to engage chapters on an ongoing basis. Create a chapter recognition program. <b>Regular meeting time: Every other month on the third Friday at 8:30 am PT</b></li> </ul>		<ol style="list-style-type: none"> <li>1. Illinois Chapter: Leaders conducted strategic planning session in early January. Bylaws pending submission to the LGHN board.</li> <li>2. Washington Chapter: Finalize bylaws and supporting documents. Formation committee meeting to review materials.</li> <li>3. Western Michigan Chapter: Grand Rapids leadership interested in expanding to statewide chapter and working with Jane Bais DiSessa to assist.</li> <li>4. New Mexico Chapter: Pending next steps.</li> <li>5. California Chapter(s): Considering multiple chapters. First chapter to focus on NorCal in both the East Bay and South Bay. Also working with MMANC and MMASC to coordinate programs and potentially use their geographic areas as a model for LGHN.</li> </ol>
<p><b>E. Marketing and Communications Committee Co-Chairs – TBD – Staff support from Christine and Senior Management Analyst</b></p> <ol style="list-style-type: none"> <li>1. Develop/improve social media plan.</li> <li>2. Develop communications and marketing strategy and branding.</li> </ol>	<ul style="list-style-type: none"> <li>• Social media communications are an opportunity that we can grow.</li> <li>• Invite members with communications skills join and lead the committee (Bob to invite mentee from City of Reno)</li> </ul>	<ol style="list-style-type: none"> <li>1. Committee preparing strategic communications draft for in 2023 <i>pending sustaining funding.</i></li> <li>2. Survey being developed and administered spring 2023 to gather input from members about</li> </ol>

LGHN Committee Work Plans for 2022 and 2023	Board Discussion 1/8/22	Updated 1/31/23
3. Assist with organizing posted/recorded webinars and training sessions. 4. Social media tracking (Latino leadership institute offers a good model/Denver University) 5. Update the LGHN website. <ul style="list-style-type: none"> <li>• <b>Regular meeting time: TBD</b></li> </ul>	<ul style="list-style-type: none"> <li>• Include co-chair in the call for committees.</li> <li>• Tap youth/MPA students/university partnerships for interns to assist</li> </ul>	<p>how best to communicate and share LGHN information.</p>
<b>F. Scholarships and Fund Development Committee Chair - TBD</b> – <i>Staff support from Karen and Christine as needed</i> <ol style="list-style-type: none"> <li>1. Discuss funding assistance from ICMA.</li> <li>2. Review LGHN value statement (focus on ROI) for potential sponsors and market DEI expertise/resources</li> <li>3. Update sponsor packet with sponsorship options (options include voting membership, review affiliate practices, programming, conference presentations)</li> <li>4. Develop strategy (using the LGHN financial forecast 2022-2025) for sponsor outreach</li> <li>5. Establish working group of retired LGHN members to assist with the “ask”</li> </ol>	<ul style="list-style-type: none"> <li>• Develop a flexible fund development strategy/policy to dedicate and expend dollars to an array of LGHN activities (scholarships, operations, conference/programming, marketing/social media, etc.)</li> <li>• Develop sponsor’s value statement (Noel to join)</li> <li>• Consider creating an endowment policy and/or benchmark.</li> <li>• Reach out to state associations to grow the endowment/fund development/marketing</li> <li>• Board commitments include donating to the LGHN scholarship fund</li> </ul>	<ol style="list-style-type: none"> <li>1. Sustaining corporate membership campaign underway August through December 2022. Follow-up emails sent in January.</li> <li>2. Sponsorship outreach underway for the conference through February 2023.</li> </ol>
<b>G. International Committee Chair - Noel Bernal</b> – <i>Staff support Christine</i> <ol style="list-style-type: none"> <li>1. Develop structure for training programs. <b>COMPLETE</b></li> <li>2. Adapt training materials from ICMA credentialing program (adapt program</li> </ol>	<ul style="list-style-type: none"> <li>• Programming will kick off with Puerto Rico in partnership with ICMA.</li> <li>• LGHN members will be surveyed to participate and must speak Spanish</li> <li>• April 2022 Puerto Rico Conference will include two LGHN Board</li> </ul>	<ol style="list-style-type: none"> <li>1. International Committee to augment current staff budget and implement training. The training may include webinars, mentoring one-on-one and include training partners.</li> </ol>

LGHN Committee Work Plans for 2022 and 2023	Board Discussion 1/8/22	Updated 1/31/23
<p>to meet the needs of early to mid-career development professionals) <b>PAUSED</b></p> <ol style="list-style-type: none"> <li>3. Short-term: Use PowerPoint format to adapt and translate training modules</li> <li>4. Long-term: Complete translations of the ICMA materials that were identified for Puerto Rico</li> <li>5. Invite LGHN members to create case studies in line with the training structure.</li> <li>6. Market the training opportunities               <ol style="list-style-type: none"> <li>a. Outreach to potential trainers from LGHN membership and survey administered in 2022 (<i>must be Spanish speakers</i>)</li> <li>b. Market to Puerto Rican jurisdictions</li> </ol> </li> <li>7. Administer/conduct training.</li> <li>8. Finalize “certification” process.               <ul style="list-style-type: none"> <li>• <b>Regular meeting time: TBD</b></li> </ul> </li> </ol>	<p>members and included in 2022 budget</p>	<ol style="list-style-type: none"> <li>2. Next, reschedule standing meeting day and time to discuss strategic priorities for the committee in 2023.</li> </ol>
<p><b>F. Nominations Committee – Chair and committee appointed by the President - Staff support from Karen and Christine</b></p> <ol style="list-style-type: none"> <li>1. Email members regarding interest in serving and recommendations – 30 days required (<i>May/June</i>)</li> <li>2. Close member submittals – <i>June</i></li> <li>3. Review submittals and conduct interviews (<i>June/July</i>)</li> </ol>	<ul style="list-style-type: none"> <li>• Include on the April Board meeting agenda</li> </ul>	

LGHN Committee Work Plans for 2022 and 2023	Board Discussion 1/8/22	Updated 1/31/23
<ol style="list-style-type: none"> <li>4. Board approval at the <i>July or August</i> board meeting</li> <li>5. Issue ballots – 15 days minimum for voting, at least 30 days before the annual meeting (<i>August</i>)</li> <li>6. Close ballots – typically 30 days (<i>September</i>)</li> <li>7. Annual membership meeting (<i>October</i>)</li> </ol> <ul style="list-style-type: none"> <li>• <b>Meeting times determined by bylaws and date of annual membership meeting</b></li> </ul>		



**2022 and 2023 Corporate Sponsorship Proposed Outreach Contacts, LGHN Board and Timeframe**

- Our interest is to make initial contact with these corporate sponsors
- We invite Board members to identify contacts each may have with these corporations and others
- Board members will participate in the initial ‘meet and greet’ meetings and LGHN staff will manage the “ask” and sponsorship logistics
- We ask each Board to share at least one potential corporate sponsor and participate in one initial meeting with staff in the 2022 outreach campaign

**Updated January 31, 2023**

Corporate Outreach and Contact	LGHN Participants	Meeting Date and Time	Corporate Response and Notes	Status
<b>State Farm</b>	<ul style="list-style-type: none"> <li>• Carlos Baia</li> <li>• Samantha Tavares</li> </ul>	June	<a href="https://www.statefarm.com/about-us/corporate-responsibility/marketing-sponsorships">https://www.statefarm.com/about-us/corporate-responsibility/marketing-sponsorships</a> <b>NEED CONTACT</b>	
<b>United Health Care</b>	<ul style="list-style-type: none"> <li>• Ray Gonzales</li> <li>• Karen</li> </ul>		<a href="mailto:eric_palmquist@uhc.com">eric_palmquist@uhc.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Amazon</b>	<ul style="list-style-type: none"> <li>• Karen</li> </ul>	No for 2022, will reconsider in 2023 – follow up in January	Morris Saunders, Brittany <a href="mailto:saunbrit@amazon.com">saunbrit@amazon.com</a> 303.589.8181 <b>Goff, Hans <a href="mailto:goffhans@amazon.com">goffhans@amazon.com</a></b> <b>Email returned 1/18/23</b>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Kaiser Permanente</b>	<ul style="list-style-type: none"> <li>• Samantha Tavares</li> <li>• Ramiro Inguanzo</li> </ul>		<b>NEED CONTACT</b>	
<b>Wells Fargo</b>	<ul style="list-style-type: none"> <li>• Alex Lopez</li> </ul>	Email won't go through	Barbara Ankamah Buford - <a href="mailto:barbara.ankamahbuford@wellsfargo.com">barbara.ankamahbuford@wellsfargo.com</a> Vice President - Social Impact and Sustainability	



Corporate Outreach and Contact	LGHN Participants	Meeting Date and Time	Corporate Response and Notes	Status
	<ul style="list-style-type: none"> <li>Rolando Fernandez</li> </ul>		Former City of San Antonio employee; very familiar with primarily Latino communities	
<b>Library Systems of America</b>	<ul style="list-style-type: none"> <li>Ramiro Salazar</li> <li>Other</li> </ul>			
<b>AMERESCO</b>	<ul style="list-style-type: none"> <li>Karen Davis</li> <li>Noel Bernal</li> </ul>	No for 2022; will resubmit for 2023. Follow up in January. Assisting with outreach to PAE (eng. Co.)	<a href="mailto:gglynn@ameresco.com">gglynn@ameresco.com</a> <a href="mailto:eporras@ameresco.com">eporras@ameresco.com</a> .	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>AECOM</b>	<ul style="list-style-type: none"> <li>Karen Davis</li> </ul>	No response in 2022	<a href="mailto:James.chong@aecom.com">James.chong@aecom.com</a> (from Puerto Rico conference)	
<b>Coke</b>	<ul style="list-style-type: none"> <li>Raoul Lavin</li> <li>Noel Bernal</li> </ul>		<a href="https://www.coca-colacompany.com/faqs/what-type-of-grants-or-requests-does-coca-cola-provide">https://www.coca-colacompany.com/faqs/what-type-of-grants-or-requests-does-coca-cola-provide</a> <b>NEED CONTACT</b>	
<b>Pepsi</b>	<ul style="list-style-type: none"> <li>Marcus Steele</li> <li>Rolando Fernandez</li> </ul>		<a href="https://www.gopepsind.com/donations">https://www.gopepsind.com/donations</a>  <b>NEED CONTACT</b>	
<b>Toyota North America</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> </ul>	1/19 - forwarded for further consideration	Luisa Casso - <a href="mailto:Luisa.casso@toyota.com">Luisa.casso@toyota.com</a> Corporate Communications Manager <a href="https://www.toyota.com/usa/community/articles/community_grants_tmna">https://www.toyota.com/usa/community/articles/community_grants_tmna</a>	Sent 12/8 2 <sup>nd</sup> email 1/18/23
<b>Truist</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> </ul>		Juan Solis - <a href="mailto:Juan.solis@truist.com">Juan.solis@truist.com</a> Community Development Manager Former city council member from San Antonio; very active in the community and supportive of Latino efforts	Sent 12/8 2 <sup>nd</sup> email 1/18/23



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<b>Bank of America</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> <li></li> </ul>		Jennifer Cantu - <a href="mailto:Jennifer.l.cantu@bofa.com">Jennifer.l.cantu@bofa.com</a> Market Manager, Community Engagement	Sent 12/8 2 <sup>nd</sup> email 1/18/23
<b>Accenture Federal Services</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> <li></li> </ul>		Jennifer Lange - <a href="mailto:Jennifer.s.lange@accenturefederal.com">Jennifer.s.lange@accenturefederal.com</a> Managing Director Ben Peavy - <a href="mailto:Benjamin.a.peavy@accenturefederal.com">Benjamin.a.peavy@accenturefederal.com</a> Chief Information Officer	Sent 12/8 2 <sup>nd</sup> email 1/18/23
<b>WellMed (a subsidiary of United Healthcare)</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> <li></li> </ul>	They serve have clinic in many predominantly Latino communities. Strong connect to senior services and resources.	<a href="https://www.wellmedcharitablefoundation.org/charitable-giving/grants/">https://www.wellmedcharitablefoundation.org/charitable-giving/grants/</a>	There grant application window is closed, but we might want to consider applying in future cycles.
<b>AT&amp;T</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> </ul>	1/18 – requested a meeting	JD Salinas - <a href="mailto:JDSalinas@att.com">JDSalinas@att.com</a> External and Legislative Affairs Vice President I believe they have a closed funding request submission process, but a letter to JD might help explain LGHN purpose and get an invitation to apply for funding.	Sent 12/8 2 <sup>nd</sup> email 1/18/23
<b>Valero</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> </ul>		Seymour Battle - <a href="mailto:Seymour.battle@valero.com">Seymour.battle@valero.com</a> Senior Vice President, Communications and Public Relations	Sent 12/8 2 <sup>nd</sup> email 1/18/23
<b>USAA</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> </ul>		Laura Cabanilla - Laura <a href="mailto:Cabanilla@usaa.com">Cabanilla@usaa.com</a> Corporate Responsibility Director	Sent 12/14 2 <sup>nd</sup> email 1/18/23
<b>Freese and Nichols</b>	<ul style="list-style-type: none"> <li>Alejandra Lopez</li> </ul>		Wendy Shabay - briefly met her at ICMA this year, but they do a lot of work for Texas communities <a href="mailto:Wendy.Shabay@freese.com">Wendy.Shabay@freese.com</a>	Sent 12/8



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	<ul style="list-style-type: none"> <li></li> </ul>			2 <sup>nd</sup> email 1/18/23
<b>Tripepi Smith</b>	<ul style="list-style-type: none"> <li>Hazel Wetherford</li> </ul>		<a href="mailto:Ryder@tripepismith.com">Ryder@tripepismith.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>NRG Energy</b>	<ul style="list-style-type: none"> <li>Samantha Tavares</li> <li>Other</li> </ul>		NEED CONTACT	
<b>Proctor and Gamble</b>	<ul style="list-style-type: none"> <li>Management Partners</li> <li>Other</li> </ul>		<a href="https://pgsupplier.com/send-your-profile">https://pgsupplier.com/send-your-profile</a> NEED CONTACT	
<b>ESRI</b>	<ul style="list-style-type: none"> <li>Karen Davis</li> <li>Other</li> </ul>		Coordinate with ICMA NEED CONTACT	
<b>Ford</b>	<ul style="list-style-type: none"> <li>Victor Cardenas</li> <li>Other</li> </ul>		NEED CONTACT	
<b>Allstate</b>	<ul style="list-style-type: none"> <li>Marianna</li> <li>Other</li> </ul>		NEED CONTACT	
<b>Nike</b>	<ul style="list-style-type: none"> <li>Bob Harrison</li> <li>Other</li> </ul>		<a href="https://purpose.nike.com/ncif">https://purpose.nike.com/ncif</a> NEED CONTACT	
<b>Intel</b>	<ul style="list-style-type: none"> <li>Bob Harrison</li> <li>Other</li> </ul>		NEED CONTACT	
<b>Johnson Controls</b>	<ul style="list-style-type: none"> <li>Bob Harrison</li> <li>Raoul Lavin</li> </ul>	Expressed interest at FCCMA conf, will contact for conference.	Jesse Wright <a href="mailto:jesse.brooks.wright@jci.com">jesse.brooks.wright@jci.com</a> 305-215-9737	



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Paymentus	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Annah Burns 704-806-3110 9/30 call with Annah and she requested new email to <a href="mailto:aburns@paymentus.com">aburns@paymentus.com</a> and she will share with corporate reps	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
Ernst & Young	<ul style="list-style-type: none"> <li>Karen</li> <li>Samantha</li> </ul>	No, but will contact for conference sponsorship	GFOA Contact <a href="mailto:kathy.farrell@ey.com">kathy.farrell@ey.com</a> Kathy Farrell 212-773-9731 Ed Zuercher <a href="mailto:Ed.Zuercher@ey.com">Ed.Zuercher@ey.com</a>	
Segal	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact <a href="mailto:jspears@segalco.com">jspears@segalco.com</a> Jason Spears 312-984-8596	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
Loop Capital Markets LLC	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact <a href="mailto:clarence.bourne@loopcapital.com">clarence.bourne@loopcapital.com</a> Clarence Bourne 312-356-5009	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
Open Gov	<ul style="list-style-type: none"> <li>Karen</li> </ul>		ICMA Contact <a href="mailto:janice.kim@opengov.com">janice.kim@opengov.com</a> GFOA Contact <a href="mailto:cspiel@opengov.com">cspiel@opengov.com</a> Christine Spiel 215/946-1880	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
Bob Murray Associates	<ul style="list-style-type: none"> <li>Karen</li> </ul>	No response	<a href="mailto:valeriep@bobmurrayassoc.com">valeriep@bobmurrayassoc.com</a> Valerie Phillips 916-784-9080	
Peckham & McKenney	<ul style="list-style-type: none"> <li>Karen</li> </ul>		<a href="mailto:tony@peckhamandmckenney.com">tony@peckhamandmckenney.com</a> Will likely give \$500 to scholarship fund	Will donate \$500 to scholarship fund



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<b>Novak Consulting Group</b>	• Karen	Declined	<a href="mailto:inovak@thenovakconsultinggroup.com">inovak@thenovakconsultinggroup.com</a> Julia Novak 513-221-0500	
<b>CPS HR Consulting</b>	• Karen	No response	<a href="mailto:masher@cpsshr.us">masher@cpsshr.us</a> <a href="mailto:pderby@cpsshr.us">pderby@cpsshr.us</a> Pamela Derby, Manager/ Executive Recruiter 916-471-3126	
<b>Teri Black Recruiting</b>	• Karen	7/24 & 8/8 follow up emails VM 8/22	<a href="mailto:teri@tbcrecruiting.com">teri@tbcrecruiting.com</a> Teri Black 424-296-3111	Donated \$1,000 in 2022
<b>Ralph Andersen</b>	• Karen	No response	<a href="mailto:heather@ralphandersen.com">heather@ralphandersen.com</a> Heather Renschler 916.630.4900 ext.118 <a href="mailto:robert@ralphandersen.com">robert@ralphandersen.com</a> Robert Burg 916.630.4900 ext.116	
<b>US Bank</b>	• Karen/Christine		GFOA Contact <a href="mailto:emily.stuckmayer@usbank.com">emily.stuckmayer@usbank.com</a> Emily Stuckmayer 612/973-0428	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Key Bank</b>	• Karen/Christine	No response	GFOA Contact T Palmer 510/332-1908 <a href="mailto:t@jet.events">t@jet.events</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Bank of America</b>	• Karen/Christine	Bad number	GFOA Contact Jeremy Cohn 646/743-0866 <a href="mailto:jeremy.cohn@bofa.com">jeremy.cohn@bofa.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Alvarez &amp; Marsal Public</b>	• Karen/Christine	Met 10/16. Requested revised	GFOA Contact Nancy Zielke 913/548-6245 <a href="mailto:nzielke@alvarezandmarsal.com">nzielke@alvarezandmarsal.com</a>	Revised proposal sent 12/7



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<b>Sector Services LLC</b>		proposal for consideration in Jan/Feb		2 <sup>nd</sup> email 1/18/23
<b>Blaylock Van LLC</b>	• Karen/Christine	<i>Bad email</i>	GFOA Contact Alice Livingston 510/208-6101 <a href="mailto:alivingston@bru-lk.com">alivingston@bru-lk.com</a>	
<b>VISA</b>	• Karen/Christine		GFOA Contact Orson Morgan 404/201-0062 <a href="mailto:ormorgan@visa.com">ormorgan@visa.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Workday</b>	• Karen/Christine	<i>Bad email</i>	GFOA Contact Ashley Bobcast 916/276-8079 <a href="mailto:ashley.bocast@workday.com">ashley.bocast@workday.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>JP Morgan</b>	• Karen/Christine		GFOA Contact Chris Kim 212/272-4731 <a href="mailto:christopher.kim@jpmorgan.com">christopher.kim@jpmorgan.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Bronner Group</b>	• Karen/Christine		GFOA Contact Marilyn Katzin 312/759-5101 <a href="mailto:mkatzin@bronnergroup.com">mkatzin@bronnergroup.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Carr, Riggs &amp; Ingram</b>	• Karen/Christine	<i>Bad number</i>	GFOA Contact Anna Strong 629/208-7110 <a href="mailto:astrong@cricpa.com">astrong@cricpa.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Chandler Asset Management</b>	• Karen/Christine		GFOA Contact Gabrielle Eacock 858/546-3737 (she) <a href="mailto:geacock@chandlerasset.com">geacock@chandlerasset.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23



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NETWORK**

Corporate Outreach and Contact	LGHN Participants	Meeting Date and Time	Corporate Response and Notes	Status
<b>Deloitte &amp; Touche</b>	• Karen/Christine	<i>Bad number</i>	GFOA Contact Allen Trousdale 312/529-6218 <a href="mailto:atruesdell@deloitte.com">atruesdell@deloitte.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Invoice Cloud</b>	• Karen/Christine	<i>Bad number</i>	GFOA Contact Kelsey Carlin 781/353-2855 <a href="mailto:kcarlin@invoicecloud.com">kcarlin@invoicecloud.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Ivalua</b>	• Karen/Christine	<i>No number</i>	GFOA Contact Surman Raju (no phone listed) <a href="mailto:vdv@ivalua.com">vdv@ivalua.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>LSL</b>	• Karen/Christine		GFOA Contact Jill Zozula 714/672-0022 <a href="mailto:jill.zozula@lslcpas.com">jill.zozula@lslcpas.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Moody's</b>	• Karen/Christine		GFOA Contact Stacy Osborne 212/553-2790 <a href="mailto:stacy.osborne@moodys.com">stacy.osborne@moodys.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Patillo, Brown &amp; Hill LLP</b>	• Karen/Christine	1/19 – responded they are reviewing	GFOA Contact Lindsay Meadors 254/772-4901 <a href="mailto:lindsay.meadors@pbhcpa.com">lindsay.meadors@pbhcpa.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>PayIt</b>	• Karen/Christine		GFOA Contact Valeri Tate 801/310-6636 <a href="mailto:vtate@payitgov.com">vtate@payitgov.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Paymerang</b>	• Karen/Christine		GFOA Contact Bianca Naidoo 571/451-8116	Sent 12/7/22



Corporate Outreach and Contact	LGHN Participants	Meeting Date and Time	Corporate Response and Notes	Status
			<a href="mailto:bnaidoo@paymerang.com">bnaidoo@paymerang.com</a>	2 <sup>nd</sup> email 1/18/23
<b>PFM Financial Advisors</b>	• Karen/Christine	<i>Bad email.</i>	GFOA Contact Saman Agheebrahim 804/405-9309 <a href="mailto:saghaebrahim@paymerang.com">saghaebrahim@paymerang.com</a>	Sent 12/7/22 <sup>nd</sup> email 1/18/23
<b>The Reporting Solution</b>	• Karen/Christine		GFOA Contact Tami Boal 906/273-2880 <a href="mailto:tboal@thereportingsolution.com">tboal@thereportingsolution.com</a>	Sent 12/7/22
<b>SAP Concur</b>	• Karen/Christine		GFOA Contact Brandi Weden 425/590-5326 <a href="mailto:brandi.weden@sap.com">brandi.weden@sap.com</a> Emily King 703/288 6212 <a href="mailto:Emily.king@sap.com">Emily.king@sap.com</a>	Sent 12/7/22 <sup>nd</sup> email 1/18/23
<b>Optimere CivicPlus</b>	• Karen/Christine	1/19 – not at this time	<del>Marcus Smith, Marketing Events Representative, 919 200 6157,</del> <a href="mailto:marcus.smith@optimere.com">marcus.smith@optimere.com</a> Brittany Colby <a href="mailto:Brittany.colby@civicplus.com">Brittany.colby@civicplus.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>ECivis</b>	• Karen/Christine	New contact	Stefan Burden, Director of Sales 626 204 5365, <a href="mailto:sbaerg@ecivis.com">sbaerg@ecivis.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Salesforce</b>	• Karen/Christine		TYLER ALBRIGHT, MBA Sales Development Representative, Salesforce, <a href="mailto:tyler.albright@salesforce.com">tyler.albright@salesforce.com</a> Direct: (312) 237-4353	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>TIAA</b>	• Karen/Christine		Turner, Laura <a href="mailto:Laura.Turner@tiaa.org">Laura.Turner@tiaa.org</a> Griesser, William <a href="mailto:WGriesser@tiaa.org">WGriesser@tiaa.org</a> (Orlando Cruz provided contact)	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23



LOCAL GOVERNMENT  
**HISPANIC  
NETWORK**

Corporate Outreach and Contact	LGHN Participants	Meeting Date and Time	Corporate Response and Notes	Status
<b>SentinelOne</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Michelle Patterson 214/682-8284 <a href="mailto:michelle.patterson@sentinelone.com">michelle.patterson@sentinelone.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>TruGov (a division of TruEd)</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Shardai Williams 951/329-0405 <a href="mailto:swilliams@truedconsulting.com">swilliams@truedconsulting.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Weaver</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact John Rio 972/448-6904 <a href="mailto:john.rio@weaver.com">john.rio@weaver.com</a>	Sent 12/7/22 <sup>nd</sup> email 1/18/23
<b>Civic Initiatives LLC</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Christina Semeraro 786/390-2426 <a href="mailto:csemeraro@civicinitiatives.com">csemeraro@civicinitiatives.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Meeder Public Funds</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Jason Headings 614/760-2111 <a href="mailto:jheadings@meederinvestment.com">jheadings@meederinvestment.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Sierra-Cedar</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Brian Christenson 678/256-2112 <a href="mailto:brian.christenson@sierra-cedar.com">brian.christenson@sierra-cedar.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Springbrook Software</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Lynn Wolting 503/446-3575 <a href="mailto:lynn.wolting@sprbrk.com">lynn.wolting@sprbrk.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>BS&amp;A</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Kevin Schafer 517/881-6445	Sent 12/7/22



LOCAL GOVERNMENT  
**HISPANIC  
NETWORK**

Corporate Outreach and Contact	LGHN Participants	Meeting Date and Time	Corporate Response and Notes	Status
			<a href="mailto:kschafer@bsasoftware.com">kschafer@bsasoftware.com</a>	2 <sup>nd</sup> email 1/18/23
<b>PARS</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Maira Zepeda 949/250-1252 <a href="mailto:mzepeda@pars.org">mzepeda@pars.org</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Third Line</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact David Osborn 918/770-1735 <a href="mailto:dosborn@thirdline.io">dosborn@thirdline.io</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Central Square Technologies</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Jamie Pagels 407/304-3856 <a href="mailto:jamie.pagels@centralsquare.com">jamie.pagels@centralsquare.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Clear Gov</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Andrew Stevenson 508/494-1489 <a href="mailto:astevenson@cleargov.com">astevenson@cleargov.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>Allovue, Inc.</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact Shanard Starke 410-302-3409 <a href="mailto:shanard.starke@allovue.com">shanard.starke@allovue.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>GovOS</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>		GFOA Contact David Tran 407/694-0543 <a href="mailto:david.tran@govos.com">david.tran@govos.com</a>	Sent 12/7/22 2 <sup>nd</sup> email 1/18/23
<b>BOK Financial/Bank of Texas</b>	<ul style="list-style-type: none"> <li>Karen/ Frances</li> </ul>	Email undeliverable 12/7/22	GFOA Contact Abby Fuerst (no phone number) <a href="mailto:afuerst@vladimirjones.com">afuerst@vladimirjones.com</a>	



Corporate Outreach and Contact	LGHN Participants	Meeting Date and Time	Corporate Response and Notes	Status
<b>Florida Public Utilities</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>	Will reconnect to ask support for Florida chapter	Ramiro "RJ" Sicre <a href="mailto:rsicre@fpuc.com">rsicre@fpuc.com</a> 561-601-6311	Sent 12/7/22
<b>LSN Partners</b>	<ul style="list-style-type: none"> <li>Karen</li> </ul>	Will reconnect to ask support for Florida chapter	Pratima Raju <a href="mailto:praju@LSNpartners.com">praju@LSNpartners.com</a> 513-289-4464	

The following were contacted by ICMA on behalf of HGHN:

Company	Contact Information	Status/Notes
Cigna	Lori Steinberg <a href="mailto:Lori.Steinberg@Cigna.com">Lori.Steinberg@Cigna.com</a>	Intro 1/18
Polco	Chanté Martin <a href="mailto:chante.mitchell@polco.us">chante.mitchell@polco.us</a>	Intro 1/18; 1/27 requested/sent conference sponsor brochure
ResourceX	Erik Fabian <a href="mailto:efabian@resourcex.net">efabian@resourcex.net</a>	Intro 1/18
ADS	Brian King <a href="mailto:Brian.King@adspipe.com">Brian.King@adspipe.com</a> Josh Herchl <a href="mailto:Josh.Herchl@adspipe.com">Josh.Herchl@adspipe.com</a>	Intro 1/23; requested meeting 2/9
CPSM	Thomas Wiczorek <a href="mailto:twiczorek@cpsm.us">twiczorek@cpsm.us</a>	Intro 1/18



OpenGov	Matt Singer <a href="mailto:msinger@opengov.com">msinger@opengov.com</a> Christine Spiel <a href="mailto:cspiel@opengov.com">cspiel@opengov.com</a>	Intro 1/23
The Ferguson Group	Kristi More <a href="mailto:kmore@tfgnet.com">kmore@tfgnet.com</a> Jennifer Imo <a href="mailto:JImo@tfgnet.com">JImo@tfgnet.com</a> Roger Gwinn <a href="mailto:rgwinn@tfgnet.com">rgwinn@tfgnet.com</a> Alexandra Yiannoutsos <a href="mailto:AYiannoutsos@tfgnet.com">AYiannoutsos@tfgnet.com</a>	Intro 1/23
Harvard Kennedy School	Woods-Gauthier, Taylor <a href="mailto:taylor_woods-gauthier@hks.harvard.edu">taylor_woods-gauthier@hks.harvard.edu</a>	Intro 1/23
Diligent Community	Andrea Walsh <a href="mailto:awalsh@diligent.com">awalsh@diligent.com</a>	Intro 1/23

## 2023 LGHN Conference Sponsor Outreach

Company/Contact	FCCMA Sponsor	Status
ABM Hector Samario <a href="mailto:Hector.samario@abm.com">Hector.samario@abm.com</a> 386-302-3081	Platinum	Sent 12/20 & 1/30
AECOM Technical Services, Inc. Ronald Cavalieri <a href="mailto:Ronald.cavalieri@aecom.com">Ronald.cavalieri@aecom.com</a> 239-989-2575	Platinum	Sent 12/20 & 1/30
AGG Restoration Specialists Cliff Ullman <a href="mailto:cliff@aggrestoration.com">cliff@aggrestoration.com</a> 941-256-1056	Gold	Sent 12/20 & 1/30
Ameresco Kalvin Kwan <a href="mailto:results@altclaim.com">results@altclaim.com</a> 407-595-5488	Platinum	Sent 12/20 & 1/30
American Structure Point Kent Moore <a href="mailto:kmoore@structurepoint.com">kmoore@structurepoint.com</a> 813-579-5841	Gold	Sent 12/20 & 1/30
Armis Andrew Sampson <a href="mailto:Andrew.sampson@armis.com">Andrew.sampson@armis.com</a> 863-267-1090	Gold	Sent 12/20 & 1/30
AshBritt Jackie Ryan <a href="mailto:response@ashbritt.com">response@ashbritt.com</a> 954-725-6992	Platinum	Sent 12/20 & 1/30
Avail Strategies, LLC Heath Beach <a href="mailto:heathb@availstrategies.com">heathb@availstrategies.com</a> 904-210-9993	Gold	Sent 12/20 & 1/30 1/30 - declined
Ballator Insurance Group Michele Jones <a href="mailto:Michele_jones@wrmlc.com">Michele_jones@wrmlc.com</a> 321-800-5295	Silver	Sent 12/20 & 1/30
BCA, Inc. Richard Snyder <a href="mailto:rsnyder@burgesschambers.com">rsnyder@burgesschambers.com</a> 407-247-2543	Gold	Sent 12/20 & 1/30

The Benecon Group Claudia Burchstead <a href="mailto:cburchstead@benecon.com">cburchstead@benecon.com</a> 717-475-9009	Platinum	Sent 12/20 & 1/30 1/30 undeliverable
Black Mountain Software, Inc. Todd Shock <a href="mailto:sales@blackmountainsoftware.com">sales@blackmountainsoftware.com</a> 800-353-8829 ext. 3	Silver	Sent 12/20 & 1/30
The Boring Company Brian Gettinger <a href="mailto:Brian.gettinger@boringcompany.com">Brian.gettinger@boringcompany.com</a> 913-220-8806	Gold	Sent 12/20 & 1/30
Brown & Brown Tori Reedy <a href="mailto:Tori.reedy@bbrown.com">Tori.reedy@bbrown.com</a> 386-239-4043	Signature	Sent 12/20 & 1/30
BS&A Software Steve Rennell <a href="mailto:srrennell@bsasoftware.com">srrennell@bsasoftware.com</a> 855-272-7638	Silver	Sent 12/20 & 1/30
Business Flare, LLC. Kevin Crowder <a href="mailto:kevin@businessflare.com">kevin@businessflare.com</a> 305-281-2279	Platinum	Sent 12/12/undeliverable
Carr, Riggs, & Ingram, LLC Christine M. Thompson <a href="mailto:cthompson@cricpa.com">cthompson@cricpa.com</a> 407-756-7656	Diamond	Sent 12/20 & 1/30
Charles Abbot Associates, Inc. Sarah Ellington <a href="mailto:sarahellington@caa.inc">sarahellington@caa.inc</a> 855-272-7638	Platinum	Sent 12/20 & 1/30
Clarity Value, Inc. Cristian Robiou <a href="mailto:crobiou@clarityvalue.co">crobiou@clarityvalue.co</a> 305-934-1402	Gold	Sent 12/20 & 1/30
Colliers International Ken Krasnow <a href="mailto:Ken.krasnow@colliers.com">Ken.krasnow@colliers.com</a> 914-589-5321	Gold	Sent 12/20 – requested list of Florida LGHN members, told them we were renewing and would send Jan/Feb
Comcast Business Michelle Lara <a href="mailto:Michelle_lara2@comcast.com">Michelle_lara2@comcast.com</a> 954-214-4723	Platinum	Sent 12/20/undeliverable

CORE Construction Tara Moses <a href="mailto:taramoses@coreconstruction.com">taramoses@coreconstruction.com</a> 941-323-5977	Gold	Sent 12/20 & 1/30
DRC Emergency Services, LLC Kristy Fuentes <a href="mailto:kfuentes@drcusa.com">kfuentes@drcusa.com</a> 888-721-4372	Gold	Sent 12/20 & 1/30
E2L Real Estate Solutions, LLC Mark Hefferin <a href="mailto:markhefferin@e2lholdings.com">markhefferin@e2lholdings.com</a> 407-840-1470	Diamond	Undeliverable
ENGIE N. A. Joseph Repole <a href="mailto:Joseph.repole@engie.com">Joseph.repole@engie.com</a> 386-506-6231	Diamond	Sent 12/20 & 1/30
Enterprise Fleet Management Don Duckworth <a href="mailto:Don.duckworth@efleets.com">Don.duckworth@efleets.com</a> 813-857-7451	Gold	Sent 12/20 & 1/30
Everside Health Shannon Mason <a href="mailto:Shannon.mason@eversidehealth.com">Shannon.mason@eversidehealth.com</a> 321-417-1369	Gold	Sent 12/20 & 1/30
Florida Development Finance Corp. Bill Spivey <a href="mailto:bspivey@fdcbonds.com">bspivey@fdcbonds.com</a> 407-712-6355	Platinum	Sent 12/20 & 1/30
Florida Municipal Insurance Trust Mike Morrill <a href="mailto:mmorrill@flcities.com">mmorrill@flcities.com</a> 407-425-9142	Diamond	Sent 12/20 & 1/30
Florida Resiliency Energy District Ryan Bartkus <a href="mailto:rbartkus@fdcbonds.com">rbartkus@fdcbonds.com</a> 407-712-6353	Gold	Sent 12/20 & 1/30
FORTA Roger Linde <a href="mailto:info@fortacorp.com">info@fortacorp.com</a> 724-458-5221	Platinum	Sent 12/20 & 1/30
FortiFi Financial Chris Peterson <a href="mailto:chris@fortifi.com">chris@fortifi.com</a> 858-616-7500	Gold	Sent 12/20 & 1/30

Gehring Group Anna Maria Studley <a href="mailto:annamarie.studley@gehringgroup.com">annamarie.studley@gehringgroup.com</a> 954-448-8543	Gold	Sent 1/30
GOVT PROS John Blackledge <a href="mailto:john@blackledgeenterprises.com">john@blackledgeenterprises.com</a> 321-403-1242	Silver	Sent 1/30
Granicus Bruce McCaskill <a href="mailto:bruce.mccaskill@granicus.com">bruce.mccaskill@granicus.com</a> 843-999-1023	Platinum	Sent 1/30
Green Mills Group Oscar Sol <a href="mailto:osol@greenmillsgroup.com">osol@greenmillsgroup.com</a> 305-898-2188	Gold	Sent 1/30
GSG, an Anser Company Robert E. Sheets <a href="mailto:rsheets@govserv.com">rsheets@govserv.com</a> 850-681-3717	Diamond	Sent 1/30
The Haskell Company Ken Boeser <a href="mailto:Kenneth.boeser@haskell.com">Kenneth.boeser@haskell.com</a> 904-357-4250	Gold	Sent 1/30
Hilltop Securities, Inc. Mark Galvin <a href="mailto:Mark.galvin@hilltopsecurities.com">Mark.galvin@hilltopsecurities.com</a> 407-426-9611	Gold	Sent 1/30
Inframark Robert Koncar <a href="mailto:Bob.koncar@inframark.com">Bob.koncar@inframark.com</a> 904-940-6044 ext. 40591	Gold	Sent 1/30
InterDev Jennifer Braithwaite <a href="mailto:jbraithwaite@interdev.com">jbraithwaite@interdev.com</a> 678-414-3356	Silver	Sent 1/30
Johnson Controls Jesse B. Wright <a href="mailto:Jesse.brooks.wright@jci.com">Jesse.brooks.wright@jci.com</a> 305-215-9737	Diamond	Sent 1/30
Larson Consulting Services Jeff Larson <a href="mailto:jl Larson@larsonconsults.com">jl Larson@larsonconsults.com</a> 407-496-1579	Gold	Sent 1/30

Mauldin & Jenkins David Roberts <a href="mailto:droberts@mjcpa.com">droberts@mjcpa.com</a> 770-955-8600	Gold	Sent 1/30
MissionSquare Retirement Angela Mencia <a href="mailto:amencia@missionsq.org">amencia@missionsq.org</a> 202-816-9322	Diamond	Loop in Orlando Cruz
My Health Onsite Brian Branham <a href="mailto:bbranham@myhealthsite.com">bbranham@myhealthsite.com</a> 321-221-0658	Silver	Sent 1/30 1/31 undeliverable
My Life My Power International Daniel K. Puder <a href="mailto:dp@mylifemypower.org">dp@mylifemypower.org</a> 408-529-3356	Gold	Sent 1/30
MyTrustMe.com, LLC Roni Gannon <a href="mailto:ronigannon@mytrustme.com">ronigannon@mytrustme.com</a> 646-223-0931	Gold	Sent 1/30
National Water Main Cleaning Co. James Lounsbery <a href="mailto:jim@nwmcc.com">jim@nwmcc.com</a> 201-206-8236	Platinum	Sent 1/30
Nationwide Financial Services Roland Wilson <a href="mailto:wilsor8@nationwide.com">wilsor8@nationwide.com</a> 678-294-4926	Platinum	Sent 1/30
OpenGov Patrick Vargas <a href="mailto:pvargos@opengov.com">pvargos@opengov.com</a> 708-990-6435	Silver	Sent 1/30
Optimere Marcus Smith <a href="mailto:marcus.smith@optimere.com">marcus.smith@optimere.com</a> 919-200-6157	Silver	Sent 1/30
PGAL Samuel Ferreri <a href="mailto:sferreri@pgal.com">sferreri@pgal.com</a> 561-988-4002	Gold	Sent 1/30
PMA Financial Network, LLC Lisa Nusko <a href="mailto:lnusko@pmanetwork.com">lnusko@pmanetwork.com</a> 630-677-0418	Gold	Sent 1/30

Polco Matt Fulton <a href="mailto:matful@polco.us">matful@polco.us</a> 651-242-2422	Gold	Sent 1/30
ProAct, Inc. David Steigerwalt <a href="mailto:davidsteigerwalt@proactrx.com">davidsteigerwalt@proactrx.com</a> 407-810-2429	Platinum	Sent 1/30/undeliverable
RDK Truck Sales Richard Kemner <a href="mailto:inquiries@rdk.com">inquiries@rdk.com</a> 813-241-0711	Gold	Sent 1/30
Renew Financial Jennifer Rojo Suarez <a href="mailto:irojosuarez@renewfinancial.com">irojosuarez@renewfinancial.com</a> 305-915-1801	Gold	Sent 1/30
Retail Strategies Sarah Beth Thornton <a href="mailto:sthornton@retailstrategies.com">sthornton@retailstrategies.com</a> 205-209-4592	Gold	Sent 1/30
RTS Water Solutions Cabell Curran <a href="mailto:ccurran@envocore.com">ccurran@envocore.com</a>	Gold	Sent 1/30
Salesforce Blair Byrnes <a href="mailto:bbyrnes@salesforce.com">bbyrnes@salesforce.com</a> 954-410-8326	Gold	Sent 1/30
Schneider Electric Madalena DeWitt <a href="mailto:Madalena.dewitt@se.com">Madalena.dewitt@se.com</a> 205-542-5946	Silver	Sent 1/30
Siemens Industry Bryan Reardon <a href="mailto:Bryan.reardon@siemens.com">Bryan.reardon@siemens.com</a> 727-512-2220	Gold	Sent 1/30
The Southern Group Laura Boehmer <a href="mailto:boehmer@thesoutherngroup.com">boehmer@thesoutherngroup.com</a> 727-686-0924	Gold	Sent 1/30
Trane Technologies, Inc. Gary H. Kreisler <a href="mailto:Gary.kreisler@tranetechnologoes.com">Gary.kreisler@tranetechnologoes.com</a> 407-920-1441	Gold	Sent 1/30/undeliverable

US Water Services Corporation Craig Bliss <a href="mailto:cbliss@uswatercorp.net">cbliss@uswatercorp.net</a> 727-389-7698	Gold	Sent 1/30
Weidner Law Matthew D. Weidner <a href="mailto:weidner@mattweidnerlaw.com">weidner@mattweidnerlaw.com</a> 727-954-8752	Diamond	Sent 1/30
Woodard & Curran Scott Shannon <a href="mailto:sshannon@woodardcurran.com">sshannon@woodardcurran.com</a> 407-580-1707	Gold	Sent 1/30
Ygrene Energy Fund Brent Anderson <a href="mailto:bent.anderson@ygrene.com">bent.anderson@ygrene.com</a> 941-232-8854	Platinum	Sent 1/30/udeliverable
Zencity Lee Feldman <a href="mailto:leefeldman@zencity.io">leefeldman@zencity.io</a> 954-999-2115	Gold	Alt. email <a href="mailto:toposcrat@gmail.com">toposcrat@gmail.com</a> Past ICMA Contacted for sustaining sponsorship
Tupperware Cherisse Stover, Senior Manager, Tupperware Brands <a href="mailto:CherisseStover@tupperware.com">CherisseStover@tupperware.com</a> 407-978-1553		Sent 1/31
Purposeful Communities, Atlanta Potential sponsor for proposed “Lift Orlando” conference tour		TBD – need contact information



## **A. Staff Notes and Chronology of Engagement, Support and Services to Oregon Latinos in Local Government from January 2022 through December 2022**

### **1. Karen's Notes**

- a. Martha Bennet served as the champion of the chapters in 2021.
- b. Attended board of directors' meetings: 1/10, 2/14, 3/14, 4/11, 5/9, 6/13, 7/11, 8/8. I did not attend after August because of our budget concerns but I did ask them to let me know if they needed my assistance.
- c. Attended their "café con leche" quarterly meeting 5/12. I didn't get any notices after that, but I know they continued to meet.
- d. Quarterly chapters meetings: 1/21, 4/15, 10/21. Maricela was invited to all these meetings and Ambar and Ann Ober were added in October.
- e. One-on-one with Maricela 8/31 to help her better understand how they could be more involved in LGHN.
- f. Attended their board retreat on 7/23 and spent an hour+ discussing how they could be more involved with LGHN. This is where the dues discussion first came up. I was not invited to participate in the discussions the rest of the day. They had a follow-up retreat on 12/7 and was told I didn't need to attend.
- g. Maricela was added to the conference planning committee in August and has been on the distribution since.
- h. September board retreat, LGHN invited to join the meeting and acute nature of the chapter's concern about dues. Staff prepared a list of benefits of membership for the chapter board.

- i. They attended the LGHN annual membership meeting. Jasmine approached LGHN board members and expressed concern about the chapter board.
- j. Jasmine and Claudia were invited to the discussion on 11/29.

## 2. Jeri's notes

- a. We have sent 43 emails to the membership since we started with the new software mid-June. First one went out 6/20. There were emails sent with the prior system before that date, but I can't get the stats on those.
- b. OLLG first sent a check in February and then again in June. They sent 138 member names from about 34 jurisdictions.
- c. Three to four jurisdictions have renewed for 2023.

## B. After-Action-Questions and Discussion on January 31, 2023, at 1:30 pm PT/4:30 pm ET

Attendees: Matt Rivera, Marcus Steele, Samantha Tavares, Karen Davis and Christine Butterfield

1. What have been/are the **high points/successes** in the relationship with OLLG?
  - a. Champion led the chapter development process.
  - b. Connection to chapter was with a person/professional.
  - c. Initial forming chapter demonstrated connections and belonging.
2. Where did we observe **challenges/impediments**?
  - a. Too much emphasis on a couple of forming champions.
  - b. Value versus expectations
  - c. Chapter may have been seeking more direct services from LGHN – specific and concrete assistance.
3. What actions would allow LGHN to **transform the challenges/impediments**?
  - a. Maintain chapter leadership contact and require annual written notification of leaders, accomplishment and goals

- b. Provide chapters with more access to the board and assign a board member to serve as a coach to assist new chapters
- c. Add narrative in the affiliate agreement template with concrete assistance from LGHN to chapters and chapter performance expectations to LGHN
- d. Update the affiliate agreement with specific support from LGHN and share augmented “starter kit” (and guest speakers)
- e. Improve the description of the value proposition and related information (include chapter successes, trainings and events)
- f. Collaborate with partners to provide more programming and information (see NFBPA)
- g. Follow through with the chapters’ meeting discussion first quarter 2023 of *what can be done to improve the chapter tool kit* including basic FAQs on meeting management, holding events, *what happens when your chapter is struggling*
- h. Secure chapter representation on the board
- i. Establish a standing board agenda item on the emerging, formed and existing chapters.
- j. Prior to webpage creation, offer landing page for chapters.