

BOARD OF DIRECTORS

Friday, April 26th, 2019

8:30 a.m. – 10:30 a.m.

Vice Chair Patrick Joyce presiding

Grant Thornton

255 S 5th St, Minneapolis, MN 55402

AGENDA

- | | |
|--|---------------|
| 1. Call to Order (Patrick Joyce) | 8:30 |
| 2. Introductions (Patrick Joyce) | 8:30 – 8:35 |
| 3. Approval of Meeting Minutes (Patrick Joyce) * | 8:35 – 8:40 |
| • February 15 th , 2019 | |
| 4. Financial Update (Ed Foppe) | 8:40 – 8:50 |
| 5. Government Affairs Update (John Dukich) | 8:50 – 9:00 |
| 6. Interim President's Priority (Lisa Schlosser) | 9:00 – 9:20 |
| • TechTalent | |
| • Spring Conference | |
| • MVC | |
| • Bids & Bytes | |
| 7. Tekne - Award Categories (Lisa Schlosser) | 9:20 – 9:30 |
| • Lifetime Achievement Award | |
| 8. President Search Update – Ballinger Leafblad | 9:30 – 9:50 |
| • Marcia Ballinger, Bob Schoenbaum | |
| 9. Guest Presentation- Center for Economic Inclusion | 9:50 – 10:25 |
| • Twanna Black, Founder & CEO | |
| 10. Other Business (All) | 10:25 – 10:30 |
| 11. Adjourn | 10:30 |

*Denotes item with Board Action

Next MHTA Board Meeting:
June 21st, 2019

UPCOMING EVENTS:

Upcoming Events Listing

2019

April

30 Women Leading in Technology

May

3 MHTA Executive Committee Meeting

9 Spring Conference

June

11 CIO Forum

14 MHTA Executive Committee Meeting

21 MHTA Board of Directors Meeting

July

12 MHTA Executive Committee Meeting

August

16 MHTA Executive Committee Meeting

20 Women Leading in Technology

September

13 MHTA Board of Directors Meeting

20 CIO Forum

25 Bids & Bytes

October

11 MHTA Board of Directors Meeting

22 Women Leading in Technology

November

14 CIO Forum

20 Tekne

December

6 MHTA Board of Directors Meeting

10 CIO Panel

Board of Directors Minutes
Vice Chair Patrick Joyce presiding
8:30 am to 10:30 am
Friday, February 15th, 2019

Unisys
3199 Pilot Knob Road, St. Paul, MN 55121

Present: Kevin Boeckenstedt, Doug Carnival, Trent Clausen, Jacquelyn Crowhurst, Todd Hauschildt, Karen Hudson, Patrick Joyce, Harlan Kragt, Jake Krings, Rick Krueger, Sandy Lee, Chuck Lefebvre, Mac Lewis, Joy Lindsay, Barry Mason, Tyler Middleton, Rakhi Purohit, Chris Rence, Lisa Schlosser, Vinicius (Vinny) Silva, Scott Singer, Dee Thibodeau, Paul Weirtz **Absent:** Jill Farrington, Amy Fisher, Ed Foppe, David Frazee, Jay Heath, Bob Hirsch, Sridhar Koneru, Michael Lacey, Paul Mattia, David Minkinen, Cy Morton, Samuel Prabhakar, Matt Reck, Pat Ryan, Ken Voss **Staff:** Lonni Ranallo

1. Call to Order

Patrick Joyce called the meeting to order.

2. Introductions

3. Approval of December 7th, 2018 Meeting Minutes

Dee Thibodeau moved to approve the December 7th meeting minutes, Ty Middleton seconded the motion, the motion carried and the minutes were approved.

4. Financial Update

Lisa Schlosser gave a financial update and presented the 2019 budget. Lisa walked through the main income area's of membership, events and STEM, she then reviewed expenses. Currently net income for 2018 is at -\$76K, with a 2019 budget set to net \$1,400. Discussion took place around main income areas and marketing on the expense side. It was stated that the fee for the Presidents search is not included in the 2019 budget.

Patrick Joyce made a motion to approve the 2019 budget, Chuck Lefebvre seconded the motion, the motion carried and the 2019 budget was approved.

5. MHTA Board of Directors

Patrick Joyce stated that Barry Mason will be leaving the board, and he presented Matt Bailey of IBM to replace him on the MHTA Board of Directors. The Executive Committee recommends Matt Bailey of IBM to the Board of Directors.

Patrick Joyce made a motion to approve to the MHTA Board of Directors Matt Bailey of IBM. Harlan Kragt and Karen Hudson seconded the motion, the motion carried and Matt Bailey was elected to the MHTA Board of Directors.

6. Interim President's Priority

Lisa Schlosser gave an update on the Legislative Reception and upcoming events: ACE Leadership, Spring Conference, and the TechTalent event.

7. Event Update – Tech Talent

Mac Lewis gave a presentation on workforce development, and an overview of the topics and solutions that will be covered in the TechTalent event. Mac reviewed the agenda and speakers.

8. MHTA Next President & CEO

Lisa Schlosser, and Pat Joyce announced that ballinger|leafblad will be conducting the search for MHTA's next President & CEO. They reviewed the timeline and the process that was completed for choosing ballinger|leafblad.

9. Breakout Session – 3 Questions

The MHTA Board of Directors was broken out into three separate groups to discuss three questions pertaining to traits necessary in the next President & CEO.

10. Breakout Session Review

Each group presented to the full board the results of the discussions.

11. Other Business

Lisa Schlosser thanked the Board for allowing her to be the interim President. Lisa thanked the Board for all of their engagement and help.

12. Adjourn

Karen Hudson made a motion to adjourn the meeting, Ty Middleton seconded the motion, the motion carried and the meeting was adjourned.

MHTA P&L vs Budget Jan-March 2019

	Jan - Mar 19	YTD Budget	Annual Budget	\$ Over Budget
Total Membership	343,048	401,787	565,000	(58,739)
Total Promotion / Events	86,717	96,818	302,331	(10,101)
Total STEM Programs	114,733	101,403	457,604	13,330
Sub Total	544,498	600,007	1,324,935	(55,510)
Operate MHTA & Public Policy	335,908	329,974	1,323,551	5,934
Net Income	208,589	270,033	1,384	(61,444)

	Jan - Mar 19	YTD Budget	Annual Budget	\$ Over Budget
Income				
Total Membership	343,048	401,787	565,000	(58,739)
Total Promotion / Events	145,877	171,403	728,025	(25,525)
Total STEM Programs	192,064	198,970	1,683,142	(6,906)
Total Other Income*Sales & Marketing	12,098	11,600	18,000	498
Total Income	693,088	783,759	2,994,167	(90,672)
Expense				
Total Administration	48,828	47,384	187,557	1,443
Total 5000 · Association Staffing	281,265	276,465	1,086,395	4,800
Total 5400 · Sales & Marketing	6,414	6,225	21,600	189
Total Promotion / Event Expenses	59,160	74,585	425,694	(15,425)
Total STEM Program expense	77,331	97,567	1,225,538	(20,236)
Total Public Policy	11,500	11,500	46,000	0
* Total Expense	484,498	513,726	2,992,783	(29,228)
Net Income	208,589	270,033	1,384	(61,444)

* Includes Search Firm Expense (B&L) unbudgeted 18,333

MHTA TechTalent | Final Dashboard

Event Date: February 28, 2019

Registered: 182

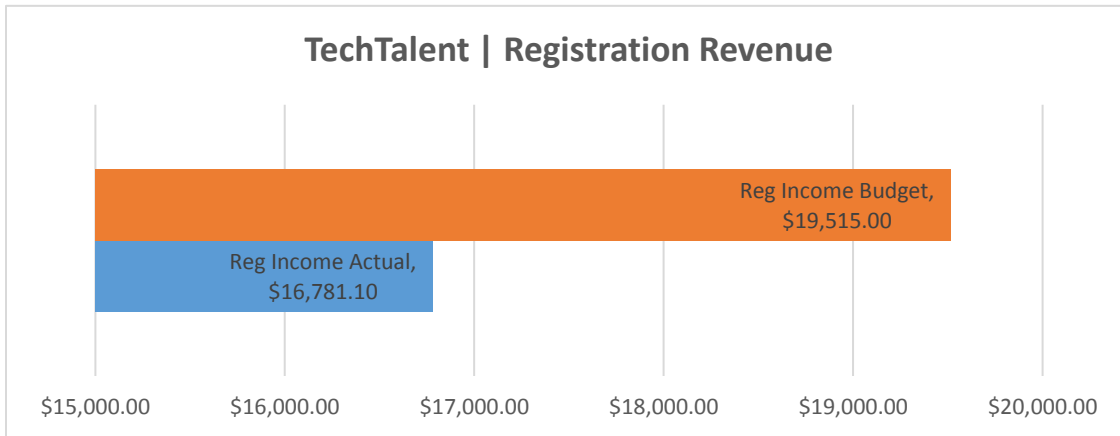
Registration Goal: 185

Attendees On-Site: 169

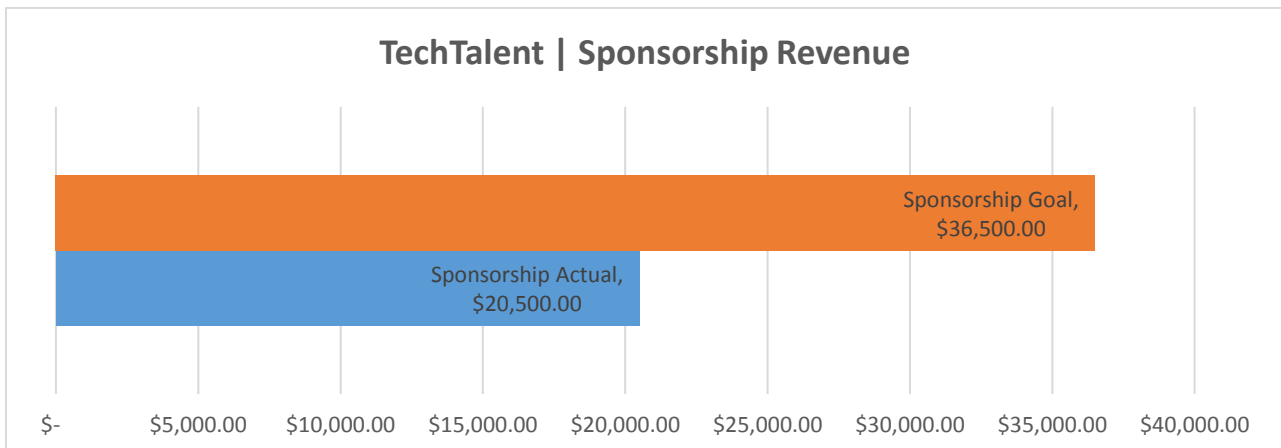
No Shows: 17

Walk-Ins: 7

Reg Income Actual	Reg Income Budget	Reg Income Delta
\$ 16,781.10	\$ 19,515.00	\$ (2,733.90)



Sponsorship Actual	Sponsorship Goal	Sponsorship Delta
\$ 20,500.00	\$ 36,500.00	\$ (16,000.00)



Sponsors		
Level	Company	Price
Exhibitor	The Software Guild	\$1,000
Exhibitor	Creating IT Futures Foundation	\$1,000
Exhibitor	Keyot	\$1,000
Exhibitor	York Solutions	\$1,250
Exhibitor	Kinetic Data	\$1,250
Exhibitor	Executive Education, Carlson School of Management	\$1,000
Bronze	DEED	\$5,000
Bronze	Dahl Consulting	\$5,000
Bronze	Apprenti	\$4,000
Bronze	Carlson School of Management	\$0
TOTAL		\$20,500

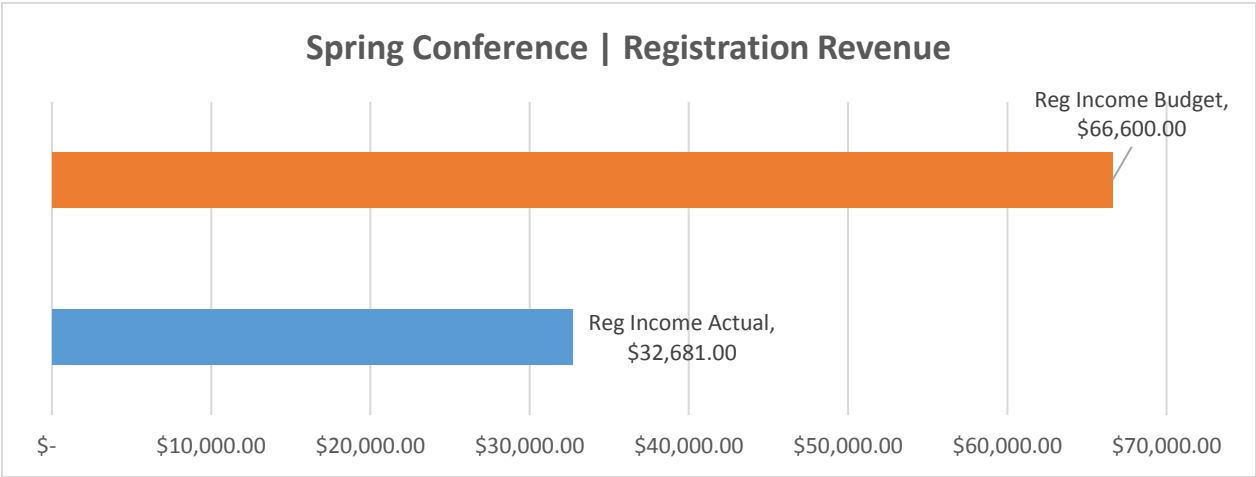
MHTA Annual Spring Conference

Event Date: May 9, 2019

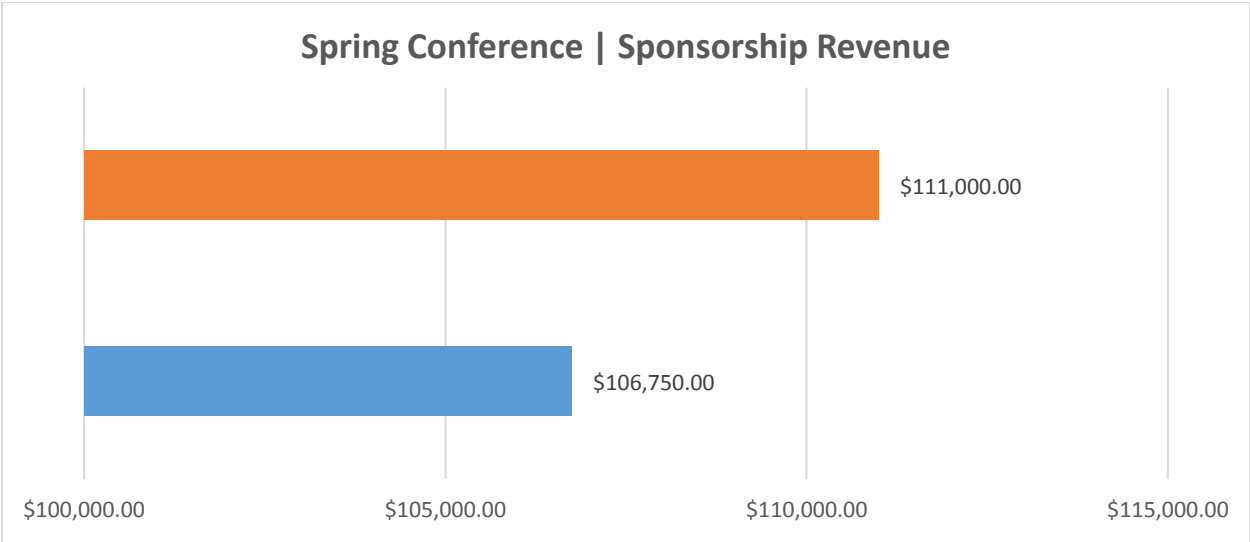
Registered: 297

Registration Goal: 500

Reg Income Actual	Reg Income Budget	Reg Income Delta
\$32,681.00	\$ 66,600.00	\$ (33,919.00)



Sponsorship Actual	Sponsorship Goal	Sponsorship Delta
\$ 106,750.00	\$ 111,000.00	\$ (4,250.00)



Sponsors			
Level	Company	Price	Notes
Platinum	Optum	\$15,000	
Platinum	Seagate	\$15,000	
Platinum	Thomson Reuters	\$15,000	
Gold	RSM	\$10,000	
Silver, VIP Dinner	Robins Kaplan LLP	\$7,500	
Bronze, App	Virteva	\$0	Trade Agreement
Bronze, CIO Bkfst	Microsoft	\$3,500	
Bronze, Closing Reception	Slack	\$6,250	
Bronze, Lunch	Arayka	\$5,000	
Bronze, Program Guide	Dahl Consulting	\$5,000	
Bronze, Refreshment	Ecolab	\$5,000	
Bronze	DataStax	\$5,000	
Exhibitor	Associated Benefits & Risk Consulting	\$1,000	
Exhibitor	Carlson Executive Education	\$1,000	
Exhibitor	Creating IT Futures Foundation	\$1,000	
Exhibitor	Daugherty Business Solutions	\$1,000	
Exhibitor	Evocent Leadership Development	\$1,000	
Exhibitor	Holbrook & Associates	\$1,250	
Exhibitor	Horizontal Integration	\$1,250	
Exhibitor	Paragon IT Professionals	\$1,000	
Exhibitor	PCs for People	\$1,000	
Exhibitor	Randstad Professionals	\$1,000	
Exhibitor	St. Cloud State University	\$1,000	
Exhibitor	Target	\$1,000	
Exhibitor	Technological Leadership Institute	\$1,000	
Exhibitor	University of St. Thomas	\$1,000	
Printing	Unisys	\$0	Trade Agreement
TOTAL		\$106,750	

Minnesota Venture Conference P&L History

MHTA Purchases MVC 2014 (\$200,000)

	2014	2015	2016	2017	2018	2019 Budget
Sponsorships	90,000	92,500	62,500	18,625	11,000	22,500
registrants	67,082	54,865	51,619	51,385	37,610	48,535
Total Income	\$ 157,082	\$ 147,365	\$ 114,119	\$ 70,010	\$ 48,610	\$ 71,035
Expense	\$ 51,578	\$ 54,428	\$ 40,878	\$ 39,346	\$ 44,882	\$ 54,675
Net	\$ 105,504	\$ 92,937	\$ 73,240	\$ 30,664	\$ 3,728	\$ 16,360
# attendees	314	260	256	210	194	225



Proposed 2019 Tekne Award Categories

Grouped into three themes

4/24/19

CREATING A VIBRANT TECH COMMUNITY

2018 Award Category	2019 Proposed Award Category
Community Impact	Community Impact
STEM Workforce Development	STEM Workforce Development
Science & Technology Startup	Science & Technology Startup
IT Solutions Consulting	--

TECHNOLOGY ADVANCEMENT

Cybersecurity	Digital Ethics, Security & Privacy
Emerging Technologies	Advanced Technologies (AI, ML, Analytics, AR/VR, Autonomous things)
--	NextGen Computing (Cloud, Edge, SaaS, Tools & Apps)
Software, Established Companies	--
Software, Small & Growing Companies	--
Building Design & Infrastructure	Smart Spaces (Cities, workplaces, factories, homes. Can include IoT, networks)
Advanced Manufacturing	Industry 4.0 (Manufacturing, robotics)
--	Supply Chain Technology (Blockchain, logistics, ecommerce)

DISTINGUISHED ACHIEVEMENT in a LEADING INDUSTRY

Biotech	BioTech
Clean Tech/Energy	CleanTech
Food/Ag Tech	AgTech
Health IT	--
Medical Device	MedTech
--	EdTech
--	FinTech
--	GovTech
--	InsureTech

Other Awards:

- Public Policy
- Lifetime Achievement



MHTA Tekne Awards | Lifetime Achievement Criteria

Qualifiers

- Must be living
- Does not currently serve on the MHTA Board of Directors

Experience

- 15 years of measurable impact in Minnesota and 25 years of documented accomplishments
- Experience in the tech industry

Impact

- Significant impact on a large number of individuals or organizations through instruction, leadership, service, advocacy, and/or research
- Influence has made an enduring and profound difference in the community
- Exceptional leadership, service and passion for excellence
- Highly regarded as an exceptional mentor and role model
- Positively influenced technology on a state, national, or international level

Process

- May be nominated by any individual, committee, or organization (self-nominations not accepted)
 - Includes current MHTA Board of Directors
- Final selection confirmed by current MHTA President & CEO



President & CEO Skills and Attributes

- Visionary/Strategist
 - Creates a compelling vision and growth strategy
- Track Record of Innovation and Growth
 - Successful execution of strategy
- Entrepreneurial Mindset
 - Roll up sleeves, wear a lot of hats, "player/coach"
- External Facing
 - Polished public speaker/ambassador, able to articulate and sell MHTA value proposition
- Leader of People
 - Demonstrated skills leading, managing, mentoring, developing and retaining staff
- Collaborative Relationship Builder
 - Builds community and creates potential for strategic partnerships
- Government Relations/Advocacy (Experience or Ability)
- Networked in Business Community
- Industry Knowledge Not Required but Extremely Helpful

MHTA President & CEO Search Timeline

Date	Activity	Individuals Involved
January 2019	Search Proposal Presented	B L
February 2019	Search Proposal Accepted	MHTA
Week of Feb. 4, 18, 25	Kickoff, Discovery Meetings, Conversations	B L, MHTA
February 4-20	Research	B L
February 18	Draft Position Profile Completed	B L
February 29	Position Profile Reviewed and Approved	B L, MHTA
March 4	Candidate Outreach Begins	B L
March 4-May 18	Candidate Outreach & Assessment, Weekly Updates	B L
As Requested	Progress Report for Board, Staff	B L
May 20-24	B L Assembles President/CEO Candidate List and shares with Search Committee via online portal	B L
May 29	Candidate Presentation to Search Committee	B L, MHTA
June 4 & 7	Search Committee First Interviews	B L, MHTA
June 12	Search Committee Second Interviews	B L, MHTA
Week of June 18	Final Interviews, if needed Background and Reference Checking	B L, MHTA
Week of June 25	Offer Letter Prepared Offer Extended and Accepted	B L, MHTA
TBD	Final Board Approval	MHTA
July/August 2019	New President & CEO Begins	All
July 2019-July 2020	New President & CEO On-Boarding	B L

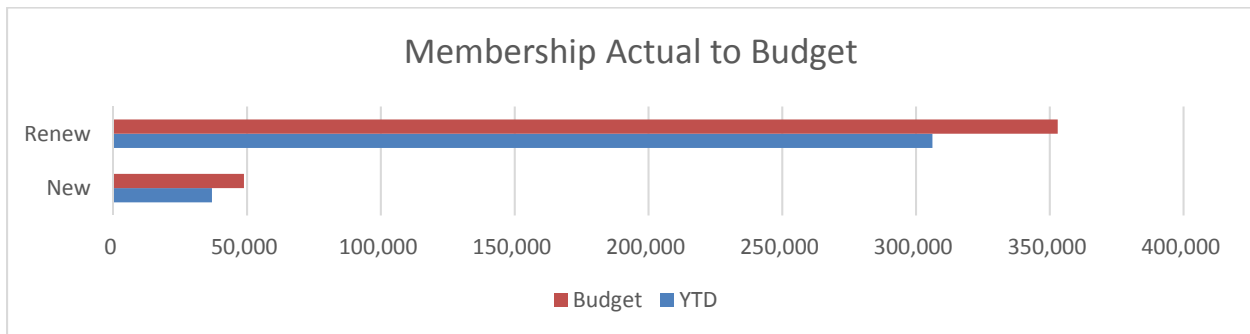


MHTA STAFF REPORT

April 2019

New MEMBERSHIP <http://www.mhta.org/about/members>

Ideate Consulting	Trinet
Protocol 46	IT-X
Randstad Professionals	DataStax



Renewals

Current budget target: 352,977
 Renewal PTG: 306,156

New Membership

New membership budget: 75,000
 New membership PTG: 39,892

Notes

April Renewals will see a major bump, as \$44,550 has come in in the last couple weeks. Securian has agreed in principal to join, and will send a contingent to Spring Conference. They will likely join at the \$12,500 level.

Membership Initiatives

- The 2019 Membership Strategic Plan has been written and is available upon request. Stated goals are to achieve budget goals for new and renewing members by focusing on Data processes and engagement.
- New Membership targets have been developed and sorted into categories below. Campaigns have been built to communicate to these groups, which will be supported by targeted outreach from the Membership Director, Membership Committee, and CEO.
 - Former members
 - Top Targets
 - SciTechsperience Companies
 - SBIR Companies
- Conversations are ongoing with 21 companies which represent 98,800 in potential membership dues. Meetings have been scheduled with Polaris and Werner Electric, help needed to schedule with CH Robinson and CHS. Top tier members continue to be a top priority for scheduling meetings.
- Data work is ongoing in the Former member campaign, as we work to address transience issues with former primary contacts. Confirmation work leads to:

- Communication with contacts that are still at the same company
- Research on new companies of primary contacts who have left
- Research on possible new contacts at former member companies

OUTREACH & EVENTS

ACE:

- 24 participants are currently in the 2019 class (goal of 25 – reduced from 30)
- Third session is April 23rd at the Carlson School of Management. Speakers include Deb Broberg - Executive Director of RealTime Talent, Harlan Kragt – MHTA Board Member, and Heidi Larson – CIO, Optum Workers’ Compensation, UnitedHealth Group
- Lisa Schlosser will lead the third session

WLIT – Tue, April 30 – Metropolitan Ballroom

Program: Using Artificial Intelligence to Optimize your LinkedIn Brand, Influence, and Thought Leadership
 Presenter: Anne Pryor

192 registered as of April 22 (1 week to go). Goal is 210. Attainment likely.

Sponsors:

- Annual sponsor goal attained (4)
- Event sponsor: Thomson Reuters and Baker Tilly (2). Need 1-2 more.

MHTA Annual Spring Conference– Thu, May 9 - Marriott Northwest, Brooklyn Park

- Sponsorship goal \$96k + Exhibitor goal \$15k = \$111k. To date \$106,750. 96% attainment
- Registration
 - Registration goal 500 people. 297 registered thru April 22. 59% attainment.
 - Registration income goal \$66,600. To date \$32,681. 49% attainment
 - Offering 15% discount for 5 or more registrations
- Content
 - Morning keynote: Michael Ljung, Accenture
 - 16 Workshops; 4 choices per session, including 1 technical in each of the 4 workshop time slots.
 - Closing session executive panel, moderated by Lisa Schlosser:
 Robin Brown, CIO & Grp Business Relationship Mgr/North America Protein, Cargill
 John Morris, CTO, Seagate
 Rachel Whitcomb, VP Supply Chain, Target
 - Hands on demos include VR by REM5, Edina Green Machine robotics team, and a return by VSI Labs to test drive their autonomous research vehicle.
- Prize drawing of \$500 Best Buy gift card at close of day. Visit 10 or more exhibits to qualify.
- Marketing. A heavy promotional plan is underway with the contracted help of Katie Walter.

CIO Forum – Tues, 6/11/19

Topic: Role of IT in Change Management

22 registered to date

Host ECMC Group

Speakers:

- Rahoul Ghose, CIO, ECMC Group
- Jeff Kubacki, VP & CIO, Winnebago Industries
- Tim Thull, SVP & CIO, Medica Health Plans

CIO Forum sponsorships for 2019 are sold out

Sponsors for this quarter: Computex and Clientek

SciTechsperience Internship Program

- We hope to place 390 interns this year; to date we have 207 placements; this puts us at 27 ahead of last year at this time.
- SciTechsperience staff are working with John Dukich on the legislative strategy to seek renewed funding for the next two years. Our original request is no longer viable (\$3.46M over two years to place 825 interns) in either legislative chamber. However, the Senate bill has an appropriation of \$3M for 700 interns, and includes the proposed increase in the employer reimbursement (from \$2,500 to \$3,000). We recently testified in the Senate Jobs committee, and were joined by VSI Labs and one of their interns who is now a fulltime employee. The House bill has taken a different approach, setting aside a lump sum of money at DEED that several nonprofits would submit grant proposals for in order to access the funding. The two chambers will need to work out a compromise in conference committee. We strongly favor the Senate version of the bill!
- Most of our work now centers on making the final push for companies to apply to the program and hire an intern. This has involved making hundreds of phone calls to past company participants, emails to current participants, attending local events, and running some additional advertising on air, through DEED and a few other places. We also created a document for employers that shares information on how to be a “power user” of the program, providing search tips and other advice on how to use the program and the website’s database.
- Student applications are still coming in, although the majority of recruiting events are complete. A webinar for students on how to best utilize the program is in coming up later this month.
- The development of the SciTech Champions program is nearly complete. The program is designed to entice those who are the program’s biggest fans to help us promote the program to others. Implex created some mockups for us to review, and the full development of the page is now underway.
- Once the hiring season wraps up in late May, we’ll begin planning summer site visits. A few visits are taking place this spring as well. Last summer we did more than 80 visits; this year we may scale that back a bit.

MNSBIR {www.mhta.org/mnsbir}

Bringing early stage technology to the marketplace through federal R&D investments.

Programmatic

Prepared and submitted SBA FAST Qtr 2 Report. Met or exceeded goals.

Updating print materials, website and other collateral with expert support from



Outreach

3/6/2019	U of M OTC Hours/BAG Meeting	U of M
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3/12/2019	U of M Discovery Launchpad Open House	U of M
3/15/2019	SBIR Hours	Rochester
3/20/2019	Minne Inno's State of Innovation	St. Paul
3/21/2019	AURI Board Meeting Presentation	St. Paul
3/28/2019	AURI New Uses Forum 2019	St. Louis Park
4/16/2019	Design for Medical Devices Conference - SBIR/STTR Funding Session	U of M
4/16/2019	International Conference on Business Incubators	Minneapolis
4/17/2019	Defense Alliance Roundtable	St. Paul
4/18/2019	SADBOC Annual Conference	St. Louis Park

Education and Training

Federal Agency	Date	Attendees
National Science Foundation	3/19/2019	9
Department of Health and Human Services	4/23/2019	12

Coaching and Mentoring

Report Summary	Q1	Q2
Number of Unique Clients	86	90
New Clients	8	4

Each quarter is mutually exclusive. Many clients are assisted from one quarter to the next quarter.

SBIR/STTR Award Metrics	Total	Oct/Nov/Dec	Jan/Feb/Mar
Number of SBIR/STTR Phase I proposals submitted by clients	11	9	2
Total Phase I funding requested by clients	\$2,536,793	\$1,649,814	\$886,979
Number of SBIR/STTR Phase I proposals won by clients	1	0	1
Total Phase I award funding won by clients (\$)	\$289,064	\$0	\$289,064
Number of SBIR/STTR Phase II proposals submitted by clients	2	0	2
Total Phase II funding requested by clients	\$1,249,532	\$0	\$1,249,532
Number of SBIR/STTR Phase II proposals won by clients	3	1	2
Total Phase II award funding won by clients	\$2,207,821	\$750,000	\$1,457,821

Client Success Stories

Chromatic 3D Materials – SBIR Phase II, National Science Foundation, \$749,999, Novel Dynamic Elastomer System for Additive Manufacturing; this SBIR Phase II project will create a material, printer, and software system for printing a novel set of flexible, durable materials for additive manufacturing technologies.

Activated Research Corporation – SBIR Phase II, National Science Foundation, \$707,821, Universal carbon detector for liquid phase chemical detection of organic molecules

PUBLIC POLICY

With just over five weeks to go in the legislative session, House and Senate committees have begun introducing their omnibus bills. Of note: \$3 million in funding for SciTechsperience is included in the Senate Jobs Committee's omnibus bill; in the House Jobs Committee's omnibus bill, SciTechsperience is included in a group of programs eligible to compete for competitive grant funding from the Department of Employment and Economic Development. The House omnibus jobs bill also includes provisions that would require internet service providers who enter into a contract with a state agency to abide by net neutrality principles; it also includes the Governor's Minnesota Innovation Collaborative, which is a set of programs aimed at supporting entrepreneurship in Minnesota (this includes a state matching grant program for companies that receive SBIR/STTR funding).

The omnibus bills from the House and Senate Rural/Greater Minnesota committees include funding for the state's Border-to-Border Broadband Development Grant Program—the House's bill includes \$70 million over the FY2020-21 biennium; the Senate's bill includes \$30 million in FY2020.

The House's omnibus tax bill includes \$10 million/year in funding for the Angel Investment tax credit, until 2021; the bill also includes changes to Minnesota's data center sales tax exemption. The Senate will be releasing its tax bill this week.

We have testified a number of times on all of these issues over the course of the session.

OPERATIONS & FINANCIAL

The first quarter of financials are showing a net income of 227K vs a budget of 270K, so we are running 43K behind plan. Membership is behind plan by \$59K. Events that happened in the first quarter were ACE, the Legislative event, WLIT, and TechTalent. ACE and the Legislative event came in very close to plan, WLIT sponsorships are running behind by 4K, and TechTalent income came in \$18K behind plan. STEM programs, SBIR and Scitech running to plan, just some timing differences which are expected. Overall expenses running close to plan. The unbudgeted expense for the president search will be reflected in the recorded financials, below net income. To date \$18K has been paid out. Currently audit prep has been completed and the auditors are in the office this week doing their fieldwork.