LEVERAGING AN ADVISORY COUNCIL

ACE MENTOR PROGRAM OF CLEVELAND
JUNE 23, 2014
2014 Teams
ACE Cleveland Affiliate

John Hay Juniors
John Hay Seniors
James Rhodes
New Tech East
New Tech West
Max Hayes
Collinwood

Seven teams
40+ mentor organizations
60+ volunteers
125 students

Proven Success in Cleveland

150+ ACE graduates
More than $300,000 in scholarships distributed
Identifying A Need

- $400,000 investment from University Hospitals through 2018
- **Rapid** team growth expectation of *1 new team per year*
- Lack of connection with industry organizations and the **community**
Board Maturity Matrix

<table>
<thead>
<tr>
<th>Characteristics</th>
<th><strong>Maturity Levels</strong></th>
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</thead>
<tbody>
<tr>
<td></td>
<td><strong>Level 1</strong></td>
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<tr>
<td>Student Participation</td>
<td>Students recruited through school coordination.</td>
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<tr>
<td>Community Support</td>
<td>Affiliate has minimal community support only through relationships of mentors and mentoring firms.</td>
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<tr>
<td>Financial Management/Health</td>
<td>Affiliate has member responsible for actions to set up financial independence, management and health.</td>
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“In 2013 Cleveland was Level 1 – set goal to be Level 4!”
How Did We Do It?

- Board committee for community outreach
- Developed concept of advisory council
  - Brainstorm session with ACE national rep to create council objectives
- Targeted key industry contacts with ACE Board relationships
  - Public agencies and owners
  - Universities
  - Industry associations
- Introduction letter
- Personal follow-up calls
- Scheduled first meeting
- Hold quarterly meetings

“Champions on the board were key to start up!”
Supporting Advisory Council Members

- American Institute of Architects (AIA)*
- American Society of Civil Engineers (ASCE)*
- Building Owners and Managers Association (BOMA)*
- Construction Employer’s Association/Associated General Contractors (AGC)*
- Cuyahoga Community College
- City of Cleveland
- Cleveland Engineering Society
- Cleveland Hopkins International Airport
- Cleveland Public Power
- Cleveland State University
- Construction Real Estate Women (CREW)*
- Kent State University
- National Association of Industrial and Office Properties (NAIOP)*
- National Association of Women in Construction (NAWIC)*
- Northeast Ohio Regional Sewer District
- Northern Ohio Society of Healthcare Engineering (ASHE)*
- Society for Marketing Professional Services (SMPS)*
- VIP Restoration
- Wire-Net

* National Organizations who know ACE
## Leveraging the Council

### Program Support
- Meeting Location Space
- Grant Applications
- Scholarship Support
- Communication to Members
- Partnership Opportunities
- Public Speaking Engagements
- Mentor Recruitment

### Student Learning Opportunities
- Mock Interviews
- Leadership Programs
- Job Shadowing
- Co-Ops and Internships
- Career Development
- Site Tours
- College Education Support
  - Assistance with College Aps
  - Portfolio/Resume Review

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"Find mutual benefits among partners"
Engaging Our University Partners

Four college representatives served on the Scholarship Dinner reactor panel
Accomplishments

• $1,000 Grant from the Dominion Foundation paying for two attendees at the All Affiliate Conference!

• Final project financial support from Cleveland State University

• $750 donation from CREW

• Executed Garrett Morgan Grant Program

• Chairs for the annual Golf Outing and the Communications Committee

• Advisory Council members became Team Captains
Maximizing Scholarship Dollars

University Hospitals

Cuyahoga Community College

Kent State University

Cleveland State University

The University of Akron
College Now Greater Cleveland

- Distribute funds directly to schools
- Provide high school advisors
- Scholarship application web hosting
- Scholarship selection assistance
- Matching scholarship winners with ACE Mentors in college
- Alumni retention
- Third party validation of selection process led to a $20,000 annual donation from the Cleveland Foundation for an architecture student

Service Fees:
15% of scholarships under $3,000
$500 per award if the scholarship exceeds $3,000
National College Access Network

www.collegeaccess.org
Q & A

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