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ALL AFFILIATES MEETING JUNE 22 AND 23, 2014

LEVERAGING AN ADVISORY COUNCIL

**ACE MENTOR PROGRAM OF CLEVELAND
JUNE 23, 2014**



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Pilot Team 2008





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2014 Teams





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ACE Cleveland Affiliate

John Hay Juniors

Seven teams

John Hay Seniors

40+ mentor organizations

James Rhodes

60+ volunteers

New Tech East

125 students

New Tech West

Max Hayes

Collinwood

Proven Success
in Cleveland

150+ ACE graduates

More than \$300,000 in scholarships distributed



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Tom Laird
Gilbane Building Company
Board Chair



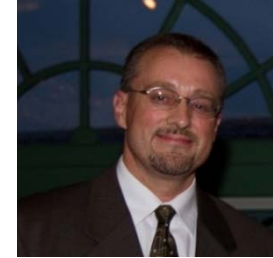
Eric Gordon
Cleveland Metropolitan
School District
Vice Chair



Pat Sweeney
Thompson & Hine, LLC
Treasurer



Kenneth Hale
Cuyahoga Community
College
Secretary



Crandall Miller
University Hospitals



Chris Ronayne
University Circle, Inc.



Sandra English
Cleveland State University



Glen Shumate
Construction Employers
Association



John Sanner
Regency Construction
Services, Inc.



Tari Rivera
Regency Construction
Services, Inc.



Beth Bilek-Golias
Kent State University



Jason Jones
Turner Construction Co.



Mark Rader
Oswald Companies



Lynn Bayer
ThenDesign
Architecture, Ltd



Chris Smith
ThenDesign
Architecture, Ltd



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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



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Board Maturity Matrix

| Characteristics | Maturity Levels | | | |
|------------------------------------|---|---|--|---|
| | Level 1 | Level 2 | Level 3 | Level 4 |
| Student Participation | Students recruited through school coordination. | Student participation through program reputation and affiliate receives student feedback on program and overall experience. | Current and past students involved in program promotion and new student recruitment. | Affiliate maintains relationship with student alumni. Student alumni are engaged in all affiliate activities. |
| Community Support | Affiliate has minimal community support only through relationships of mentors and mentoring firms. | Affiliate has some community support from connected organizations. | Affiliate receives support and recognition from various community organizations. | Affiliate is supported and recognized throughout the community for accomplishments and service to students. |
| Financial Management/Health | Affiliate has member responsible for actions to set up financial independence, management and health. | Affiliate has filed Articles of Incorporation, IRS Employer Identification Number and taken significant action to become financially independent. | Affiliate has a financial plan in place and approved by board. Annual independent financial review is conducted. | Affiliate has a safe investment strategy for funds held against future obligations with a reserve fund of at least one year's operating expenses established. |

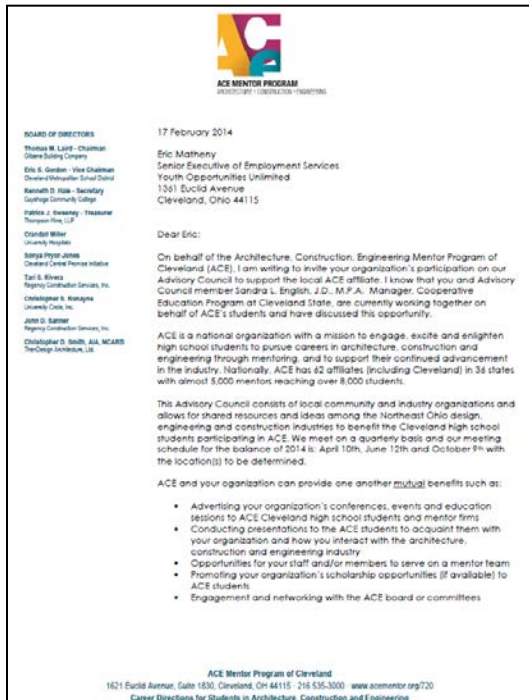
*“In 2013 Cleveland was **Level 1** – set goal to be **Level 4!**”*



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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!”



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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*



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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

“Find mutual benefits among partners”



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Engaging Our University Partners

Four college representatives served on the Scholarship Dinner reactor panel





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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**



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Maximizing Scholarship Dollars



**University
Hospitals**





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College Now
Greater Cleveland

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



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College Now
Greater Cleveland

National College Access Network

www.collegeaccess.org





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Q & A



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Executive Director of College Pathways

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Courtney Behm

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