

**City of Sault Ste. Marie  
ECONOMIC DEVELOPMENT CORPORATION  
Minutes of the Board of Directors Meeting  
September 19, 2017**

**1. Call to Order**

Chair Worley called the meeting to order with the time being 12:05 p.m.

**2. Roll Call**

Members Present:

Dan Dasho	Tom Veum
Bob Mattson	Gwen Worley
Doug Welton	Kelley Bunker Jim Devaprasad

Members Absent:

Steve Glezen	Dr. Rachael McCoy
--------------	-------------------

Staff Present:

Jeff Holt	Tracey Laitinen	Alex Robinson
-----------	-----------------	---------------

Also Present:

Jeff Hagan, EUP Regional Planning & Development  
Tony Haller, Sault Area Chamber of Commerce  
Ray Bauer, City Commission Liaison  
Tom Ewing, President Chippewa Co. EDC  
Maria Brown, Superior Insurance Agency  
Denise Brummett, Superior Insurance Agency

It was moved by Dasho, supported by Welton to excuse those that were absent. The motion carried unanimously.

**3. Agenda: Changes, Additions, or Deletions**

Holt asked to change 10b. from Gov't contractors to the US Army Corps of Engineers.

**4. Matters presented by the Public**

Haller reminded the group that Business After 5 was this Thursday at Century 21. Haller also said that marketing would be forthcoming on the October 25<sup>th</sup> Economic Luncheon with speakers LSSU President Dr. Mitchell and from InvestUP Bob Mahaney.

Ewing reminded the group about the CC EDC's 40<sup>th</sup> anniversary celebration of the air force on 9.30.17. There will be a public open house with a 5k run on the runway, food and static displays in the morning and then in the afternoon they are having past board members out and will be renaming a street and conference room after their supporters.

Hagan reported that on September 28 Sault Ste. Marie will be hosting a joint meeting of the State of Michigan Logistics and Supply Chain Commission (<http://www.michiganbusiness.org/commission-for-logistics-and-supply-chain-collaboration/>) and the Governor's Port Advisory Committee ([http://www.michigan.gov/snyder/0,4668,7-277-57738\\_57679\\_57726-396613--,00.html](http://www.michigan.gov/snyder/0,4668,7-277-57738_57679_57726-396613--,00.html)).

Hagan also updated the group on the new Workforce Services Manager for Upward- Denise Hillier. Denise will oversee Chippewa, Luce, Mackinac and Schoolcraft counties. Worley asked that she be invited to a future EDC meeting.

**5. Approval of Minutes**

It was moved by Mattson, supported by Bunker to accept the August 8, 2017 minutes. The motion carried unanimously.

**6. Approval of Financial Report & Check Detail**

Profit & Loss, Balance Sheet and Check Detail were submitted.

It was moved by Welton, supported by Dasho to accept the financial report as presented. The motion carried unanimously.

**7. Approval of funds for Delta Sky advertising (Dec 2017 issue)**

Co-op Rates: ½ Page: \$7K (lower priced since advertisers will share a page)

\$20,000 has been allocated in the Air Industrial Park Research & Marketing fund and this project would advertise both the EDC and the municipal airport. Currently no funds have been expended and the full \$20,000 is available. The airport and EDC will both be represented.

It was moved by Devaprasad, supported by Veum to approve \$7,000 for Delta Sky advertising as presented. The motion carried unanimously.

**8. Events**

Holt summarized the past events noting that the STTF Training went well and had 10 attendees. Past recipients of funds include Precision Edge and AMI. Worley noted that this program works well to train existing employees. Hagan noted that 2016 had a record number of applicants and that funding was based on receiving a quality application.

PTAC was here for the 1<sup>st</sup> of 4 sessions with 8 attendees. Future workshops will be held:

Oct 18-Marketing your business to the government

Nov 8-Responding to Federal Government opportunities

Dec 6-Federal acquisition regulations, understanding the basics

LSSU Sim Lab held an open house during Healthcare Simulation Week. With the help of the EDC they were able to host 50+ students, professors and the public. We look forward to an even larger event next year.

The Manufacturers Alliance networking lunch relaunch is being held tomorrow from Noon-1pm at the Smartzone. So far we have 5 companies signed up. We will meet again in January 2018.

Don't forget about the Airport Open House & Movie in a Hangar night on Friday, Sept. 29<sup>th</sup> at 6pm. Partners include Soo Pilots, US Coast Guard, City Police and Fire Depts and US Customs & Border Patrol. Tickets are just \$5 through the CVB online or at the door.

The Soo Pilots Fall Color Tour has been cancelled.

Please join us on October 3<sup>rd</sup> for our manufacturing event. Speakers will focus on professional trades and labor. Please RSVP this week if you haven't yet.

## 9. **Projects**

Holt reviewed the PowerPoint presentation noting that the project was also presented at last night's City Commission meeting and also to the Airport Board. Pilot feedback has been positive.

Holt noted progress in meeting with CREAD but at the last meeting at the end of August the committee felt that any revenue generated from the Air Industrial Park land sales should go into the City's Land Sale fund. Holt supported the idea that a portion of the funds be earmarked for economic development. Worley inquired about what entities can use the Land Sale funds to which Bauer confirmed that any City Department can utilize them. Bauer also noted that the Brownfield funds being utilized for the demolition of the 2 homes does not create an economic impact. Holt further supported the idea that a percentage of the revenue from the vacant lots should go back into economic development.

Laitinen reported that 35 concierge packets were prepared for the September 28<sup>th</sup> transportation meeting. This is a great opportunity to showcase our community. Holt gave an update on a retail developer that will be coming to the area and utilizing this program.

Current capital improvement project updates were included in the packet. Next on the list are the airport terminal renovation and incubator office renovation.

Holt reported on the USCG vinyl program and that the EDC and the DDA had worked closely together to implement the USCG Vinyl Program. 274 letters have been mailed to local businesses seeking interest. As of August 28<sup>th</sup>, 64 businesses responded that would like to participate in the program, and 38 of those 64 are willing to offer a discount/promotion.

## 10. **Director Holt's Report**

Robinson provided a 5 minute website demo with the new relaunch.

Holt reported on his recent trips and meetings including;

- Cannelton/Freeport McMoran progress on meeting with the owners, EPA and DEQ.
- Reiss Coal Dock – met w family and discussed future opportunities
- MI Economic Developers Assoc. – trip to Holland, will present more info at future meeting
- Sault Ontario/Chinese delegate meeting led to 1 contact that toured the Smartzone
- USACE – continued planning on spring 2018 event to become better prepared as a community for the future lock project

## 11. **Other Matters**

Welton inquired on the air ambulance to which Holt noted the new lease for temporary community hangar and office space while the company researches the feasibility of building a hangar.

Discussion was had regarding the addition of the auto parts store on the business spur. It was noted that a new Chicago style pizzeria is moving into the Soo Motors building at the intersection of Ashmun and Easterday. Mr. Arbic's new cabinetry business is going up on 3 Mile Road and will be a showplace, warehouse and manufacturing space.

Bunker noted that he, Welton and Worley will be absent for the EDC Board meeting to be held on October 10<sup>th</sup>.

**12. Adjournment**

It was moved by Bunker, supported by Veum to adjourn the meeting at 1:05 pm. The motion carried unanimously.



---

Dan DASHO, Secretary