

**City of Sault Ste. Marie  
ECONOMIC DEVELOPMENT CORPORATION  
Minutes of the Board of Directors Meeting  
November 14, 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                Dr. Rachael McCoy  
    Jim Devaprasad            Doug Welton

Members Absent:                    Steve Glezen    Kelley Bunker

Staff Present:                        Jeff Holt            Tracey Laitinen

Also Present:                        Jeff Hagan, EUP Regional Planning & Development  
    Tony Haller, Sault Area Chamber of Commerce  
    Oliver Turner, City Manager  
    Josh Billington, SBDC  
    Claudia Weiler, Old Mission Bank  
    Cathie Chenoweth, Old Mission Bank  
    Lee Brown, Superior Insurance  
    Denise Brummett, Superior Insurance

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

None

**4. Matters presented by the Public**

Haller reminded the group that Business After 5 was this Thursday at Leisa Mansfield's State Farm Insurance Agency. Mansfield has partnered with United Way to purchase turkeys for families in need this holiday season. Haller also reminded the group about the availability of Chamber bucks noting that \$50,000 will be allocated in our community and it is a great business boost during the holidays.

Worley congratulated Laitinen on her recent Exemplary Customer Service Award by the City and thanked her for her service at the EDC.

**5. Approval of Minutes**

It was moved by Dasho, supported by Welton to accept the October 17, 2017 minutes. The motion carried unanimously.

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

Profit & Loss, Balance Sheet and Check Detail were submitted. Welton inquired on how the audit was going to which Holt replied it went smoothly and the presentation by Anderson Tackman would be at our next board meeting.

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

**7. Special Presentation by Old Mission Bank**

Chenoweth, CFO of OMB and Weiler, Regional Branch Manager were both introduced and provided a handout. Discussion started when Laitinen reached out for a single CD rate quote and then Chenoweth asked about full service banking needs. Chenoweth explained the rules and regulation for units of government and the benefits of having liquid funds earning more interest when pooled. The Finance Committee agreed to meet in early December to review all the details.

**8. Finance Committee**

Holt noted that the committee would need to schedule meetings to start preparing for the future budget cycle. Current members are Welton, Glezen and Veum. McCoy asked to join. Laitinen will send out a poll to schedule a meeting in early December to review OMB's proposal and start initial budget preparations. Turner noted that the City is on a 2-year budget cycle in order to analyze trends.

**9. 2018 Meeting Schedule**

Laitinen attached the 2018 meeting schedule for EDC, TIFA III, BRA, Airport and LDFA.

**10. Events**

Laitinen reviewed the attached media coverage including the Manufacturing Summit in UP Business Today, blog coverage in Sault News of Wise Owl Computers, Holt's monthly newsletter coverage in Sault News, and great coverage by Nick Nolan of our Manufacturing Summit in the Sault News. Laitinen reflected on the recent PTAC workshop last week noting that 5 were in attendance and the final of the 4 part series is to be held on December 6<sup>th</sup> at 9am. Several in attendance were at the Chamber's Economic Luncheon and saluted Haller for a great event with almost 150 in attendance. Laitinen noted that after an upcoming December report of the Soo Locks, the EDC will know more about working with the U.S. Army Corps on the March Industry Day. Laitinen, Holt and Hagan have been working with MEDC to bring a Pure Michigan Business Connect to the Sault and PMBC staffers are vetting venues over this winter for a potential large event in April 2018. Worley explained the procurement process and noted that this is being utilized more with additional exposure.

**11. Projects**

Holt updated the group on the Air Industrial Park lots and the future aerial footage to be captured in order to better market a sale. Holt also noted that the final Sky Magazine ad was included in the packet and will run along with Upper Peninsula content in the December 2017 issue. Laitinen reported that magazines will be distributed soon and the EDC has 50 copies on order.

**12. Director's Report**

**AIR AMBULANCE:** The service is up and running. The initial results have been positive, and operations seem to be running smoothly.

**POTENTIAL NEW BUSINESS (S):** We have two potential business opportunities, one is a Cyber Security Company and one is a Dept of Defense Contractor with local roots.

**AMAZON:** The Amazon RFP has been replied to, and many folks have seen EDC coverage on 9&10. Information gathered will be useful for other upcoming opportunities. Billington and Holt have an upcoming meeting regarding Amazon's subsidiary businesses. Holt thanked the Sault Ontario EDC for their partnership on this endeavor.

CANNELTON SITE: MDEQ is close to approving the Super Fund site, leaving only EPA approval. Turner noted that there has been a lot of change at the EPA and that the MDEQ seems to be on board with clearing this property, but even if things did progress speedily it would be at least 18 months out. Holt provided that d-listing does not necessarily mean that the site will be clean and that some areas will be laid out for recreation, manufacturing, etc.... Holt recently met with Ryan Londrigan of the DEQ and they went to see the property and discussed potential funding for redevelopment.

REISS: Continued talks with the owners of this site (former Coal Dock) and have provided them with drone footage of the property.

BROWNFIELD WORKSHOP: Holt attended and found it beneficial. R&B Electronics was featured as a successful project site.

LANSING VISIT – GOV SNYDER: Holt met with state officials last week with the primary topic being the Rural Prosperity Initiative. This program provides funding for many projects, including the Transportation Study and EDC funding assistance. Our goal was to keep this initiative working for us, perhaps under Executive Order. Hagan thanked Holt for attending and noted that RPI regions had not met since initially formed and this was an opportunity to discuss what was and wasn't working and collaborate to form an RPI regional database.

MEDA CONFERENCE: Future workshop in Lansing. Topics include Commercial Rehab Act-Best Practices, MEDC Programs (job creation and commercial dev.), Rating and Preparing Business Sites, and Small Business-Big Threat.

DECEMBER AUDIT: A presentation will be offered at our December 12<sup>th</sup> meeting.

Worley inquired on the progress with Family Fare and Kmart. Holt reported that the Family Fare lease fell through and that he is currently working with the legal firm to fill the Kmart building.

**13. Other Matters**

Dasho reported that the Cloverland board held a meeting yesterday and met with Lake Superior State University President Mitchell on redoing the aquatics research lab. This \$500,000 investment will include upgrades in order to align the facility with the research that LSSU wants to carry out. With this investment, Cloverland will receive their West end land back. Dasho noted that they continue to work with the City on the Center for Freshwater Research in Alford Park.

- 14.** It was moved by Veum, supported by McCoy to adjourn the meeting at 1:13 pm. The motion carried unanimously.

  
Dan Dasho, Secretary