

MEETING MINUTES
ECONOMIC DEVELOPMENT CORPORATION
NOVEMBER 28, 2018 8:00 AM
FARMINGTON HILLS CITY HALL – VIEWPOINT ROOM
31555 W. ELEVEN MILE ROAD
FARMINGTON HILLS MI 48336

CALLED TO ORDER BY: CHAIRMAN ANHUT AT 8:00 AM.

MEMBERS PRESENT: ANHUT, BEIERMEISTER, CANTOR, ELLIOTT, HARTSOCK, LINDSEY-FEAGIN, MARTIN. MASSEY, SLAUGHTER, ZACHOS,

MEMBERS ABSENT: None

OTHERS PRESENT: Gary Mekjian, Assistant City Manager; Mark Stec, Farmington Hills City Planner; Samantha Seimer, Economic Development Director; Diane Holcomb, Assistant to John Anhut; Bert Baker, Haval

APPROVAL OF AGENDA:

- Chairman Anhut requested the following amendments to the Agenda
 - Chairman's report moved to item 5, prior to the discussion of Harrison High School

Motion by Cantor, support by Slaughter, to approve the agenda as amended.
Motion carried unanimously.

APPROVAL OF MINUTES – SEPTEMBER 28, 2018:

Motion by Hartsock support by Slaughter to approve the minutes as submitted.
Motion carried unanimously.

CHAIRMAN'S REPORT:

- Chairman Anhut stated that he continues to make cold calls and everything is in good order
- Chairman Anhut congratulated Sam Slaughter for having the number one Buick Dealership
- Chairman Anhut stated that Bill Hartsock's organization, Raymond James was recently named the top employer
- Chairman Anhut stated that he invited Mr. Bert Baker of Haval to join the EDC Meeting this morning. Mr. Baker was not in attendance at the time of the Chairman's report but was given an opportunity to speak upon his arrival to the meeting.

BUSINESS:

- Harrison High School – Incubator Space
 - Mr. Cantor reviewed a presentation about the potential to utilize the third floor of Harrison High School as an incubator space for new businesses. He stated that we have an organically placed opportunity with the closing of the High School to capitalize on a potential opportunity to organically grow businesses within the community. He stated that when businesses graduate from an incubator, they typically locate within a five mile radius.
 - Mr. Zachos asked if all industries are being considered for incubation, or if there is a specific focus on medical/chem./bio
 - Mayor Massey stated that all business sectors may be considered, however there is lab equipment already in place on the third floor.
 - Mr. Zachos proposed the idea for having an anchor tenant
 - Ms. Martin added that an anchor tenant may help to offset costs
 - Mr. Cantor added that the desire is to have consensus of the board to move forward with further developing a plan for the incubator space. This would include touring other local area incubators which could be potential opportunities for synergies and future partnerships.

- Mayor Massey added that the EDC is in a unique position to assist with grant opportunities. If the Board decides to further pursue its research, it could be presented at City Council Goals to be considered during budget. He added that operating costs were built into the Harrison model for activities.
- Mr. Cantor stated that the Board could then begin to develop a business plan.
 - Mayor Massey stated that a typical incubator retail model plans for a 6 – 18 month incubation period. However, for more technical businesses, an incubation period can last up to 7 years. This would most likely be the model for Harrison.
- Ms. Holcomb asked what will happen to the Costick Center
 - Mayor Massey stated that the Costick Center will remain, however it could potentially refocus its priorities to the 65+ population
- Mr. Hartsock added that it is important that we utilize a study to fully understand our capabilities and economics
 - Mayor Massey added that company needs will drive how many businesses can fit in the incubator space
- Mr. Stec stated that there is a potential to utilize trade schools to assist in the buildout work
 - Mr. Elliott added there is a life remodeled program in Detroit for assistance
- Mayor Massey suggested that the Board take a look at the presentation and generate a list of questions
- Mr. Elliott stated that there is a need for incubator spaces as many times landlords takes issue with putting money into a building for startups because of the associated risk.
- Chairman Anhut thanked Lew for his work

Motion by Slaughter, supported by Elliott, to adopt the Incubator Program as an Economic Development Corporation and prepare a report for City Council.

Motion carried unanimously

- Marshall Plan for Talent Development

- Mr. Beiermeister presented about the Marshall Plan for Talent Development, a source for school grants introduced by Governor Snyder under the Department of Talent and Economic Development. School Districts combine with local businesses and submit a proposal for consideration. There are three rounds of funding. 88 submissions were accepted for the first round. The second phase ends at the end of January and the third round of funding at the end of April.
- Grant applications must involve a local school district and local business. Discussion here was to determine if the EDC should explore Marshall Plan participation with Farmington Public Schools. (It is possible they are already involved.)
- If FPS is interested, the EDC could then work to help identify and enlist appropriate business partners.
- It is possible the EDC could be further involved in working with the parties should FPS and business partners see a need.
- Mr. Slaughter added that there are opportunities for incubator synergy to utilize some of the space and provide a talent pipeline for participating organizations for employees who have real world experiences. He added that he would like a few minutes on the next EDC meeting to discuss a new community foundation that could be utilized to help the incubator.
- Ms. Lindsey-Feagin added that many businesses want to train high school age students to involve them in their business community from a young age and grow talent from within.
- Mayor Massey reminded the Board that Clarenceville Schools and Walled Lake Schools serve Farmington Hills residents and could be interested if FPS has already participated or is not interested. Whether private schools are eligible needs to be reviewed.

Moved by Cantor, supported by Hartsock for the Farmington Hills Economic Development Corporation to take the next steps to talk to The City of Farmington and Farmington Public Schools for inclusion and submission to a subsequent phase of funding for the Marshall Plan for Talent Development.

Motion carried unanimously

CONTINUATION OF CHAIRMAN'S REORT

- Bert Baker, Haval
 - Mr. Baker thanked the city of Farmington Hills.
 - Haval is a US subsidiary of Chinese based automotive supplier Great Wall Motors. Great Wall Motors has over 1 million SUV's on the road in China and employs over 70,000 people.
 - Their headquarters is located 150 miles Southeast of Beijing.
 - When asked why Farmington Hills was selected for their Michigan Location, Mr. Baker stated that while he was not directly involved with the site selection process however, the metro Detroit area is known for being best in autonomous vehicles
 - Haval tests their connected technologies in China, but sets up the mockup of the test in Farmington Hills.
 - Ms. Lindsey-Feagin informed Mr. baker of the American Center for Mobility.

CONTINUATION OF BUSINESS

- The Connected Project
 - Mr. Beiermeister and Mr. Zachos gave an update about the scope of the connected project
 - The goal is to brand Farmington Hills as a connected city and become one of Oakland County's connected vehicle beta testing sites. The brand can also be used to market to the business community and help them see the value in the technology created within the community
 - Mr. Beiermeister added that the scope of the project continues to expand but there are three areas of importance: 1) PR; 2) Connected car beta testing; 3) long term partnership opportunities.
 - The goal is to not have any monetary contribution to the County's project with their private partner P3M

Motion by Cantor, support by Slaughter to continue with the connected project and work with Oakland County.
Motion carried unanimously

- Update for Mark Stec, City Planner:
 - Mr. Stec Reviewed projects from the previous Planning Commission meeting
 - The BMW dealership on Grand River is planning an expansion
 - There was a preliminary qualification for a property at 10 Mile and Orchard Lake for a cluster subdivision. The site is 19 acres and plans 20 detached single family homes and flood plain preservation.
 - Genopolis is requesting a rezoning and will have a Public Hearing in January
 - AJ Danbois along Grand River is adding a self-storage facility with has a public hearing on December 13th
 - Panera along 12 mile plans to move to an out lot by Kroger. This site is governed under a consent judgement and will need to go to City Council for approval
 - Chairman Anhut mentioned that Aldi has officially opened and Burlington and Party City will be moving forward in the same shopping center

COMMITTEE REPORTS:

- None

BOARD MEMBER'S COMMENTS:

- None

PUBLIC COMMENTS:

- Ms. Holcomb mentioned that chairman Anhut has been working on opinion pieces for the Farmington Observer that will be from his perspective, representing the EDC focusing on business retention in the community.

ADJOURNMENT:

- Chairman Anhut announced that the next meeting of the EDC will be January 16, 2019 at 8:00 AM

Chairman Anhut adjourned the meeting at 9:44 AM

Minutes drafted by: Samantha Seimer