

MEETING MINUTES
ECONOMIC DEVELOPMENT CORPORATION
DECEMBER 15, 2021, 8:00 AM

CALLED TO ORDER BY: The Economic Development Corporation Meeting was called to order by Chairman Cantor at 8:00 am.

MEMBERS PRESENT: Lew Cantor, Scott Elliott, Fritz Beiermeister, Sam Slaughter, T. R. Carr, Mark Brucki

MEMBERS ABSENT: William Hartsock, Mark Zachos

OTHERS PRESENT: Ken Massey, City Council Member/EDC Liaison, Samantha Seimer, AKT Peerless; Joe Valentine, Assistant City Manager; Cristia Brockway, Economic Development Director; Tim Dempsey, Public Sector Consultants; Brooke Smith, Public Sector Consultants; Eunice Jeffries, Oakland Community College;

APPROVAL OF AGENDA:

Chair Cantor requested to move agenda item 7.b.i. to 5.a. Ms. Seimer noted the importance of having quorum for agenda item 7.a.i. Mr. Massey suggested incorporating Chair Cantor's recommendation and then swapping agenda item 7 to agenda item 6 to be sure we discuss both the innovation center and appointment to the Innovation, Energy, and Environmental Sustainability Committee (IEESC)

Moved by Carr to approve the agenda as submitted, support by Elliott.

Yeas: CANTOR, ELLIOTT, BEIERMEISTER, SLAUGHTER, CARR,
BRUCKI
Nays: NONE
Absent: HARTSOCK, ZACHOS
Abstentions: NONE

MOTION CARRIED 6-0

APPROVAL OF MINUTES:

Motion by Elliott, support by Slaughter to approve the meeting minutes from November 7, 2021, and December 9, 2021, as submitted.

Yeas: CANTOR, ELLIOTT, BEIERMEISTER, SLAUGHTER, CARR,
BRUCKI
Nays: NONE
Absent: HARTSOCK, ZACHOS
Abstentions: NONE

MOTION CARRIED 6-0

CHAIRMAN'S REPORT:
Innovation Center Update:

- Mr. Beiermeister discussed the need to focus on a specific sector of the economy. He appreciated the tour of Michigan Life Science Innovation Center (MLSIC) that some members of the EDC toured yesterday.
- Mr. Slaughter echoed Mr. Beiermeister's statements about the tour of MLSIC and stated that the tour helped him understand the variety of businesses that are in the life-sciences industry. MLSIC cannot meet the market demand for space at their current facility.
- Mr. Elliott reiterated the statements of Mr. Beiermeister and Mr. Slaughter about the growing sector of life-sciences after the tour.
- Mr. Brucki discussed the conversation that the members yesterday met with Fred Earl who manages MLISC, and Fred Molnar, Senior VP of Entrepreneurship at the Michigan Economic Development Corporation (MEDC). Fred Earl is not an employee of the MEDC, he contracts with them and could be a coach for the EDC throughout the process.
- Spaces at MLSIC are mobile and can be reconfigured, half a bench starts at approximately \$600/month with an additional \$300/month for office. MLSIC is a BSL1.
- During the tour, staff noted that they are turning away approximately six businesses each week
- Mr. Elliott said that the space is clean, but not pristine.
- Chair Cantor asked about the equipment in the space. Mr. Brucki stated that the business must bring in the things that they need. MLSIC prefaced the conversation with the fact that the facility is a former Pfizer facility and had a lot of capabilities prior to the MEDC engaging in the center. Shared equipment did not work well for businesses in this center due to the high level of training that would be required to teach everyone to work on the shared equipment, and have staff available to assist.
- Mr. Slaughter stated that businesses are extremely collaborative within the center. For instance, when talking about equipment, the businesses share on their own terms, rather than having MSLIC be responsible for owning and maintaining the equipment. Mr. Beiermeister noted that there is also a vendor list and everyone seems to be very collaborative. Mr. Dempsey stated that the Van Kamp incubator uses the shared equipment model and reiterated that the Smart Zone networks are extremely collaborative.
- Mr. Massey stated that there is an academic model that can be successful in assisting the incubator.
- Mr. Slaughter discussed two of the large needs that were identified by entrepreneurs during the December 7 tour of The Hawk were business coaching and legal resources. He stated that this was also a theme that was discussed when touring MLSIC. He suggested an office for the future of the executive director, but also an office where a business coach, or individual can come and meet and engrain themselves in the incubator.
- Ms. Ware stated that this service can be offered to others who are not necessarily members of the innovation center, or utilizing the wet-lab space, and would help generate greater involvement from the community at the Hawk.
- Mr. Slaughter asked about financing options and considerations for the space currently, and if it was the intention to present that figure to Council in January. Mr. Dempsey said that he plans to lay

out the different funding opportunities that are available. He noted that it is favorable when there is local match for programs. The match is not uncommon.

- Mr. Zachos stated that the focus is a life-sciences, however being in Metro Detroit, we are leaving out a large industry sector and potential partners. He added that there is funding available for businesses that may be working on fuel cell development, mobility and future technologies.
- Mr. Slaughter added that in the conversations with MLSIC, the term “life-sciences” is very broad and automotive related research and technologies can be related to that industry. For example, fuel cell development that reduces the carbon footprint would be considered life-sciences. Mr. Beiermeister added that life-sciences is very encompassing.

Motion by Brucki to recommend Public Sector Consultants present the current Phase II Innovation Center Research to the Farmington Hills City Council at their Goals Setting Session on January 22, 2022, support by Slaughter.

Yeas: CANTOR, ELLIOTT, BEIERMEISTER, SLAUGHTER, CARR,
BRUCKI
Nays: NONE
Absent: HARTSOCK, ZACHOS
Abstentions: NONE

MOTION CARRIED 6-0

- Mr. Valentine gave some context to the structure of the Goals Setting Session. He stated that it is a public meeting and held on a Saturday, outside of the regular City Council meeting schedule. Mr. Massey added that it is scheduled from 9:00 AM to 12:00 PM, however time is dependent upon the topics. Mr. Valentine stated that he would reach out to Mr. Dempsey to discuss timing for the presentation

BUSINESS:

New Business

Appointment of an interested Economic Development Corporation (EDC) member to the newly established Innovation, Energy, and Environmental Sustainability Committee (IEESC) Mentorship Program

- Mr. Massey introduced the Innovation, Energy, and Environmental Sustainability Committee (IEESC). The request is to have a member of the EDC serve as a liaison to this committee.
- IEESC is a standalone commission in a joint effort with the City of Farmington. They are currently taking applications to serve on the committee. Within the resolution from Council there is a recommendation to have an EDC representative to participate and report on Economic Updates to the IEESC, and vice versa.
- There is a two-year sunset provision for the committee currently with the opportunity to extend.
- Mr. Zachos stated that he was on the original 2008 committee focused on green initiatives and volunteered to serve on the committee.

Motion by Carr, to recommend Mr. Zachos to serve as the EDC liaison to the IEESC for a two-year term, support by Beiermeister.

Yeas: CANTOR, ELLIOTT, BEIERMEISTER, SLAUGHTER, CARR,
BRUCKI
Nays: NONE
Absent: HARTSOCK, ZACHOS
Abstentions: NONE

MOTION CARRIED 6-0

Other:

- None.

REPORTS AND UPDATES:

Assistant City Manager

- Mr. Valentine stated that Council moved forward on Monday with a service agreement a vendor to do a structural and property condition assessment on the third floor of the Hawk.
- Mr. Cantor asked if it would be important to have a liaison to assist with the assessment. Mr. Valentine stated that there is coordination that will be involved but not a need for direct involvement.

City Council Liaison

- Mr. Massey thanked the EDC for their efforts on the innovation center and commitment to furthering the initiative.

COMMITTEE REPORTS:

- None.

BOARD MEMBER'S COMMENTS:

- Mr. Zachos discussed his planning of webcast, he would like to title the cast, Farmington Hills Connect. This is an opportunity to do a monthly web-cast within the community focused on business. There are two things Mr. Zachos said that next there needs to be a stage set, with an interview and interviewee. He needs a set, meaning a physical location, and a script for the interview.
- Mr. Beiermeister suggested that Mr. Zachos send Ms. Seimer a link to an interview that Mr. Zachos conducted previously and that it be placed in the meeting minutes for the EDC to review.
- Mr. Beiermeister stated that he would be able to secure space at The Hawk for the interview.
- Mr. Valentine noted that there is not city staff to necessarily dedicate to content creation for this initiative and cautioned that the video needs to be well laid out and scripted and planned out in advance. Mr. Cantor offered to assist in creating the content.

PUBLIC COMMENTS:

- Resident, Ms. Ware asked when the replacement to the EDC will be announced. Chair Cantor responded that it has not been made official, but it is anticipated that the Mayor will appoint Mr. Mark Brucki to the EDC Board.

ADJOURNMENT:

- The next meeting of the EDC is scheduled for the third Wednesday of the month, January 19, 2022 at 8:00 AM.

Motion by Slaughter, support by Zachos to adjourn the meeting at 9:20 AM

Yeas: CANTOR, ELLIOTT, BEIERMEISTER, SLAUGHTER, CARR,
Nays: NONE
Absent: HARTSOCK, ZACHOS, BRUCKI
Abstentions: NONE

MOTION CARRIED 5-0

Minutes drafted by: Samantha R. Seimer