

**ECONOMIC DEVELOPMENT CORPORATION
CITY OF FARMINGTON HILLS
31555 ELEVEN MILE ROAD
FARMINGTON HILLS, MI 48336
(248) 871-2417**

**SPECIAL MEETING
THE COMMUNITY ROOM
September 21, 2016 - 8:00 A.M.**

Minutes

1. Meeting Called To Order 8:56 a.m. by Chair Anhut
2. **Members Present:** Anhut, Beiermeister, Hartsock, Johnson, Zachos
Members Absent: Elliott, Gatewood, Sarafa, Massey
Others Present: Khalfani Stephens, Economic Development Director; Diane Holcomb
2. Approval of Agenda
3. Motion by Hartsock, second by Johnson to Approve Minutes of August 10, 2016
All ayes
Motion carried
4. Discussion of Development strategy:
Mr. Stephens presented the group with information on what communities of like size throughout the Midwest have done with their Economic Development programs as it related to the EDC. He noted that in Michigan there was a trend away from using the EDC at a municipal level, especially in Oakland County because it was mainly used for tax exempt bond financing and the County EDC was willing to do that for any qualifying company in the county. He also noted that in other states there was very heavy reliance on Tax Increment Financing to fund development activities.

Messrs. Beiermeister, Zachos, and Hartsock asked about very small businesses and what gaps existed in servicing them/ what are the needs of the business community that are not being adequately addressed by other programs/ organizations. Is there a need for a “Business Resource group” where companies can openly kick around idea about what they did to succeed and help one another with common issues?

Ms. Holcomb suggested that the board get input directly from the business community- both from businesses that have received assistance and those that have not. Mr. Johnson suggested that the board hear from two companies that have re-invested without incentives and two that have yet to re-invest at all. This should give the board a good perspective as to what is out there and what companies need to feel enough certainty to increase their investment.

Mr. Hartsock noted that retention efforts were a large portion of Economic Development and that attention needs to be paid to that detail as well.

Mr. Anhut asked what the pleasure of the board was for direction.

Mr. Stephens stated that the first order of business was to conduct the field study/ face to face meetings to determine the gaps, and then to surmise if the EDC can deliver adequate programs to address any identified gaps.

Mr. Zachos shared his DG group story and how the EDC and city staff made his business feel welcome.

Mr. Stephens was asked to coordinate the attendance of local small businesses to the next meeting to help identify gaps.

5. Chairman's Report

Mr. Anhut reported that Mike Sarafa announced his intentions to step down from the board. He also suggested Dave Boyer as a replacement.

6. New Business/Old Business

None

7. Committee Reports

None

8. Board Members' Comments

None

9. Public Comments

None

10. Adjournment

Motion by Anhut to adjourn

Second by Beiermeister

All ayes

Motion carried

Respectfully Submitted,

John W. Anhut

Chairman, Economic Development Corporation

NOTE: Anyone planning to attend the meeting who has need of special assistance under the Americans with Disabilities Act (ADA) is asked to contact the City Clerk's Office at 248-871-2410 at least two (2) business days prior to the meeting, wherein necessary arrangements/accommodations will be made. Thank you.