



**Concord Township-City of Painesville  
Joint Economic Development District (JEDD)  
Board Meeting Minutes  
October 25, 2019  
8:00 AM**

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**I. Call to Order:**

The Concord Township-City of Painesville Joint Economic Development District (JEDD) Board met on Friday, October 25, 2019, at Concord Township Hall located at 7229 Ravenna Rd., Concord Township, Ohio. **Mr. Chris Galloway** called the meeting to order at 8:03 am.

**II. Roll Call:**

**Roll Call:** Painesville City Representative, **Mr. Doug Lewis**-YES; Business Representative, **Mr. Richard Frenchie**-YES; Concord Township Representative, **Mr. Morgan McIntosh**-YES; Painesville City Council Representative, **Ms. Christine Shoop**-YES; Lake County Auditor, Chairman of the Board, **Mr. Chris Galloway**-YES.

**Others in Attendance:** JEDD Legal Counsel, **Mr. Mike Lucas**, (Wiles & Richards); and JEDD Administrator, **Ms. Rita McMahon**

**III. Welcome New Board Member – Mr. Morgan R. McIntosh:**

- ❖ **Mr. Chris Galloway** stated because of the resignation of our newest judge, Mr. James O'Leary, Concord Township Board of Trustees appointed Mr. Morgan McIntosh to be the Concord Township Representative on the JEDD Board. Mr. McIntosh has served on Concord's Zoning Commission for ten years and is the owner of a successful manufacturing business. He is a Township resident that has been paying close attention to what the Township has been doing as a Board and as a community. A great choice by the Trustees to serve on the JEDD Board.
- ❖ **Mr. Morgan McIntosh** thanked the Concord Township Trustees for his JEDD Board appointment. It is an honor to be here. I have paid attention to the happenings of the development in Concord in the JEDD through my involvement on the Zoning Commission and just being involved as a resident of Concord. I am excited to be a part of something I believe is important as far as the future of Concord goes. Thank you for having me, and I look forward to serving.
- ❖ **Mr. Chris Galloway** stated Mr. Morgan McIntosh is on the JEDD Board because Mr. James O'Leary had to step down from the JEDD Board when he was appointed judge. Thank you Jim for your service to Concord Township, the City of Painesville, and the JEDD. Jim was our choice as a Chairman when the JEDD was formed. He was a good choice for the Board and provided a steady hand and leadership. We thank him for his time and effort with this Board and his ten years of service to this community as it relates to this economic development board. Best of luck in your new endeavor.
- ❖ **Mr. Mike Lucas** stated it was a pleasure working with Jim. He really did provide a steady hand as the Chairman of the JEDD Board.

**IV. Approval of Minutes:**

**Mr. Richard Frenchie** entertained a motion to approve the 7/12/19 meeting minutes. **Ms. Christine Shoop** seconded. **VOTE:** All in favor of approval (4 Ayes, **Mr. Morgan McIntosh** abstained).

**V. Board Member Correspondence:**

- ❖ **Mr. Mike Lucas** stated he provided a letter to Mr. Andy Rose regarding an overview of compatibility and a brief legal summary of the supporting law that would preclude Judge James O'Leary from continuing in his position as a member of the JEDD Board.
- ❖ **Mr. Chris Galloway** stated there is a press release, in the meeting packet, from Concord Township regarding the JEDD appointment of Mr. Morgan McIntosh.
- ❖ **Mr. Morgan McIntosh** confirmed the press did reach out to him.

**VI. Election of Board Treasurer – Vote:**

- ❖ **Mr. Chris Galloway** stated as a result of Mr. James O'Leary's resignation, the Board Treasurer position is vacant. I would recommend the position stay within the same seat because of logistics. Mr. McIntosh lives in the Township and has a flexible schedule where he can successfully fulfill the responsibilities of the Treasurer position.
- ❖ **Ms. Christine Shoop** entertained a motion to elect Mr. Morgan McIntosh as Treasurer of the JEDD Board. **Mr. Richard Frenchie** seconded. **VOTE:** All in favor of approval (5 Ayes).





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**VII. Department Reports:**

**A. FINANCE – Ms. Rita McMahon, JEDD Administrator**

**Revenue and Expense Worksheet:**

- ❖ **Mr. Chris Galloway** stated the Treasurer would normally give this report, but because Mr. McIntosh is just walking into this role, Ms. Rita McMahon will review the JEDD finances.
- ❖ **Ms. Rita McMahon** stated the revenue and expense worksheet has been updated to include October's distribution numbers. Our revenues are up over last year by about \$35,000.00. We currently have an ending balance of \$111,380.00. We have been good stewards of the revenue. There are no unusual expenses anticipated for the remainder of the year.
- ❖ **Ms. Rita McMahon** stated you also have the last three months (July, August and September) of monthly reports. There is nothing unusual on these reports other than standard expenses. We will be right in line with our budget. For Mr. McIntosh's benefit, the Treasurer normally reviews the bank reconciliation and signs on a regular basis rather than waiting for the next JEDD meeting.

**2019 Budget Adjustment:**

- ❖ **Ms. Rita McMahon** confirmed revenues are up as stated earlier. I have projected the revenues will exceed the million dollar mark. In your meeting packet is a revised 2019 year-end budget. This was revised after the October revenues were received, which were over \$116,000.00. October is a high month, normally our revenues are in the \$90's. Projected out until the end of the year, it appears we will be receiving approximately \$1,175,000.00 in revenues, which is about \$175,000.00 over the initial projected estimate. Also, our expenses will be slightly higher because of overhead costs of three percent we pay to regional income tax in addition to expensing the distributions to Painesville and Concord Township. To make sure our budget has enough leeway to cover future distributions, I am proposing an increase in the budget for expense purposes from \$1,012,840.00 to \$1,173,140.00. Our revenues will go up from \$1,080,000.00 to \$1,175,000.00. The \$80,000 was carryover from last year. The revised proposed 2019 year-end budget should cover all of our expenses.
- ❖ **Ms. Rita McMahon** stated Quail Developers has not signed the incentive grant agreement document. Several people have reached out to Mr. Todd Victor regarding signing the agreement. This item has been included in the expenses for the end of 2019. If he does not come in to sign, this expense has been included 2020's budget.
- ❖ **Mr. Chris Galloway** stated we will do everything we can to get it off the books this year.
- ❖ **Ms. Rita McMahon** confirmed the incentive grant is coming out of the Marketing/Economic Development line item. Per Mr. Lewis's request, the Marketing/Economic Development breakdown is on the proposed 2020 budget.
- ❖ **Mr. Doug Lewis** entertained a motion to approve the adjustment for the 2019 revised budget. **Ms. Christine Shoop** seconded. **VOTE:** All in favor of approval (5 Ayes).

**2020 JEDD Budget:**

- ❖ **Ms. Rita McMahon** stated the proposed 2020 budget mirrors 2019's budget. A brief summary was created showing items included in the 2019 revised budget and 2020 proposed budget. A brief review of the 2020 budget is as follows:
  - In the event we do not pay out Quail Developers this year, \$10,000.00 was brought forward to the 2020 budget
  - Budgeted to register three people to attend ICSC
  - Insurance premium of \$2,300.00
  - Raised revenue estimate to \$1,175,000.00
  - Marketing/Economic Development remains the same at \$50,000.00 but is suggesting \$20,000.00 be used for Marketing and \$30,000.00 for Incentives
  - Based on the proposed budget, expenses would be less than revenue enabling us to increase our carryover budget. Historically, we have never spent 100% of what is budgeted.
  - Travel is budgeted the same as in 2019
  - 2020 is not an audit year, but there is a place holder of \$500.00 should something come up
- ❖ **Mr. Doug Lewis** entertained a motion to approve the proposed 2020 JEDD Budget. **Ms. Christine Shoop** seconded. **Roll Call Vote:** **Mr. Doug Lewis-YES; Mr. Richard Frenchie-YES; Mr. Morgan McIntosh-YES; Ms. Christine Shoop-YES; Mr. Chris Galloway-YES.**

**B. ECONOMIC DEVELOPMENT COMMITTEE**

- ❖ **Ms. Christine Shoop** stated the Economic Development Committee does not have any new updates to report.





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**C. ICSC 2020**

- ❖ **Ms. Rita McMahon** stated there a few changes to ICSC 2020. Deal making begins Sunday, May 17 at 12:30 pm and ends on Tuesday, May 19 at 5:00 pm. In previous years, training sessions were on Sunday and deal making began on a Monday morning and went through Wednesday at noon.
- ❖ **Ms. Rita McMahon** stated the JEDD sent three people last year (Ms. Christine Shoop, Mr. Andy Rose and Ms. Rita McMahon) and The City of Painesville sent Mr. Doug Lewis. We had a very positive experience this year with good one-on-one conversations with developers and retailers. How many people does the JEDD want to send back next year? Do we still want to pay for three people?
- ❖ **Ms. Rita McMahon** stated Mr. Andy Rose, Ms. Cathy Biertman and herself attended the Ohio ICSC Conference. This conference was more broker related rather than developer related. We spent a lot of time talking to the brokers that are representing the businesses that we want to attract into the area. This conference was extremely positive but slightly different from the ICSC Conference in May. Because we still want to look for developers, I believe there is still value to go to ICSC in Vegas. We have opportunities to meet developers at ICSC in Las Vegas that we would not normally have otherwise in Ohio. As a Board, we have to decide which direction we want to go. Tied into that, how much more retail does Concord want the JEDD to encourage along the corridor? Do we potentially move toward looking at industrial since we potentially have several industrial parcels in the JEDD?
- ❖ **Mr. Morgan McIntosh** asked to be caught up to speed regarding seeking developers at the conference in Vegas versus more of the broker side at Ohio's conference.
- ❖ **Ms. Rita McMahon** stated developers would be the actual constructors, the owners of the project in which the retailers would go into. The brokers are typically real estate people looking for locations for businesses. Hotels are developers but work slightly different in that they use a franchise real estate entity that will come in and work with a local company to construct the building, but need to start at the corporate level for it to trickle down. We have had success with Holiday Inn Express and Home2 Suites about getting their local franchisee interested in this area. We had great conversations with Marriott at the last ICSC conference.
- ❖ **Mr. Doug Lewis** stated the JEDD should attend ICSC to have a presence. It shows we have an interest in attracting new development. It has paid off in the past as far as the hotels and other businesses brought into Concord. I agree that we need to focus on the industrial side, but first need to bring the industrial property into the JEDD.
- ❖ **Mr. Chris Galloway** stated he also agrees that we need to attend the ICSC Conference in 2020. We should budget for two to three people to attend. The JEDD still has important meetings to have again with hoteliers and developers. Businesses we targeted in the past are here, such as Drug Mart and Starbucks. The Town Center project is a function of many factors that we continue to explore. People are starting to be aware we are here.
- ❖ **Mr. Chris Galloway** remarked businesses will not come where there are no hotels, restaurants and services for their employees and people coming in for meetings. We have started this process and need to continue it, but to Ms. McMahon's point, it is time to shift some of our focus away from the ancillary support services we have been working on for so long to industrial. We have the infrastructure and services in place, so now how do we get industrial businesses to look at Concord.
- ❖ **Mr. Chris Galloway** stated when bringing in vacant parcels, we will not see an immediate return on cash flow but will see a payoff in the next decade as those parcels develop out. We still need support services to drive the industrial. It is symbiotic, you do not get one without the other. If we do not have the support services, hotels and restaurants, we do not get the businesses, however, the businesses also drive how many support services are actually brought in.
- ❖ **Ms. Rita McMahon** stated one of the benefits of going to ICSC is to attend the Ohio reception where we have the opportunity to talk to several developers. If the reception continues to be on Monday, we will probably end up staying three nights.
- ❖ **Ms. Rita McMahon** stated the early bird registration ends December 13, 2019 and is \$630.00 per person. Mr. Eric Risinger had value this year and helped us obtain contacts, which we now have, so it may not be necessary for the JEDD to pick up some of his expenses in 2020.
- ❖ **Mr. Chris Galloway** stated to register three people.
- ❖ **Ms. Rita McMahon** stated she will obtain an ICSC membership for Mr. Morgan McIntosh in addition to registering three people for ICSC and making hotel reservations. Please check your schedules, and we can decide who will attend ICSC at the January Board Meeting.

**VIII. Old Business:**

At this point in the meeting, the JEDD Board made the decision to move ahead on the agenda. The minutes reflect the order in which the meeting proceeded.





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**B. JEDD MEMBERSHIP RECRUITMENT**

- ❖ **Ms. Rita McMahon** stated we continue to have ongoing conversations with a number of businesses and property owners in the corridor. What we are seeing is that there is interest, but nobody is willing to pull the trigger at this point in time. When opportunities arise, Mr. Andy Rose and I present the benefits and incentives of the JEDD. My next goal is to send letters to vacant property owners to encourage JEDD membership.
- ❖ **Ms. Christine Shoop** asked if it would be feasible to do a marketing signing bonus.
- ❖ **Ms. Rita McMahon** stated the Economic Development Committee can meet to explore the idea of a marketing signing bonus.

**C. WEBSITE UPDATE**

- ❖ **Ms. Rita McMahon** stated the JEDD website was integrated into Concord Township's website. The photographs have been updated. We are working with a local professional photographer who has agreed to provide images at no cost, we just give photo credit on our site. The plan is to take seasonal photos of JEDD members and change them out.
- ❖ **Ms. Rita McMahon** stated the good thing about the website transition is that we have already made several updates to the JEDD pages, including adding Mr. Morgan McIntosh as a new Board Member.
- ❖ **Mr. Morgan McIntosh** stated he received a warning when searching Concord-Painesville JEDD. He was taken to the old domain and was not redirected to Concord Township's website.
- ❖ **Ms. Rita McMahon** stated we will follow up on that issue.

**IX. New Business:**

**A. RECORDS DISPOSAL APPROVAL - VOTE**

- ❖ **Ms. Rita McMahon** stated based on our current Records Retention Schedule, we are proposing to dispose old insurance policies, old agendas and Board agenda packets, 2013 financial accounting records and monthly reports, newspaper articles from 2014-2017 and general correspondence from 2007-2014; disposing paper version only and keeping an electronic version of proposed items to dispose.
- ❖ **Mr. Chris Galloway** entertained a motion to approve the JEDD Records Disposal Schedule. **Ms. Christine Shoop** moved for approval. **Mr. Richard Frenchie** seconded. **VOTE:** All in favor of approval (5 Ayes).

**B. ADMINISTRATOR CONTRACT / RESOLUTION 2019-02 - VOTE**

- ❖ **Mr. Chris Galloway** stated Ms. Rita McMahon has updated her previous agreement but has left everything status quo in terms of payment. This is a one-year agreement.
- ❖ **Mr. Chris Galloway** entertained a motion to approve Resolution 2019-02, A Resolution by the Board of Directors Authorizing the Concord Township-City of Painesville Joint Economic Development District to Enter into an Agreement to Renew the Appointment of Aislinn Consulting, LLC as its Administrator. **Ms. Christine Shoop** moved for approval. **Mr. Doug Lewis** seconded. **VOTE:** All in favor of approval (5 Ayes).

**C. INSURANCE RENEWAL - VOTE**

- ❖ **Ms. Rita McMahon** stated we have not received the 2020 insurance proposal, however, I have had a conversation with Love Insurance to maintain our current coverage levels. Verbally, Love Insurance has stated the premium will remain the same as this year. If the Board is inclined to use the same coverage as in 2019's Ohio Plan, she recommends a motion not to exceed \$2,300.00.
- ❖ **Mr. Chris Galloway** stated he does not have any reasons why we should change insurance plans.
- ❖ **Mr. Doug Lewis** moved for approval authorizing up to \$2,300.00 for the 2020 insurance plan proposal from Love Insurance. **Mr. Richard Frenchie** seconded. **VOTE:** All in favor of approval (5 Ayes).

**D. CHAMBER MEMBERSHIPS 2020**

- ❖ **Ms. Rita McMahon** stated that typically the Eastern Lake County Chamber of Commerce and Mentor Area Chamber of Commerce membership renewal comes through at the end of the year. Eastern Lake County 2020 renewal will be \$135.00 and Mentor Area Chamber is approximately \$150.00. Both items are in the budget.
- ❖ **Mr. Chris Galloway** asked the Board if there were any objections to renewing memberships with both Chamber of Commerces. The Board had no objection.





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**VIII. Old Business (Continued from Pages 3 & 4):**

**A. NEXTSITE PROPOSAL PRESENTATION BY CHARLES BRANCH**

- ❖ **Ms. Rita McMahon** introduced Mr. Charles Branch of NextSite, who joined the meeting by phone. Below are highlights of Mr. Branch's presentation (see presentation handout for more details):
  - In 2018, NextSite was strictly a retail consulting firm but currently have transitioned into a commercial development advisory firm. There is still a large focus on retail, but we have developers that are starting to diversify, and we can connect them with opportunities for residential, health care, hospitality, mixed use, senior living and assisted living.
  - The NextSite process: Research/Market analysis, identify realistic retail targets, marketing & recruiting and results.
  - Research/Market analysis is used to identify realistic targets. Understand the opportunities and work together to bring the opportunities to the community.
  - Once the opportunities are identified, through marketing and recruitment efforts, meet at various conferences, set up office meetings and teleconferences and email marketing to make entities aware of opportunities. The goal is to get results out of the information, research and opportunities presented.
  - Advanced Research: Use geofencing technology to pull market information. Geofencing gathers information based on a customer's daytime and nighttime cell phone locations as well as path to purchase (where customers are coming from to shop at a particular location).
  - Heat maps are also created from geofencing technology showing the customer journey and flow for a particular location. Data can be very detailed such as how many daily and annual visits, peak shop times, average length of stay, etc.
  - Regional trade areas are pulled from many areas to make sure an area is getting the most out of the customers coming to your market. From the trade area, defined demographics and market segmentation are identified.
  - Retail GAP/Leakage reports are generated to show how many people are leaving the area to shop (Mentor, Cleveland). Identifies establishments to recruit and locate in our area so consumers can shop locally.
  - Community Peer Analysis matches up Concord/Painesville's populations with other area communities throughout Ohio, Pennsylvania and Indiana (Midwest/Northeast market). From there, an Opportunity Target Analysis is created. NextSite has created an internal program using peer analysis and takes the locations of 400 retailers, restaurants and hotel concepts growing across the community to be used to show what is currently in the region to determine the markets that make sense to build our area.
  - NextSite provides GIS Mapping services providing retail landscape competition maps.
  - NextSite identifies focus properties and will work with our team to put together a marketing guide on properties where we want to see activity on the retail corridor.
  - A retail marketing brochure will be created that includes the retail GAP summary, employers, focus properties, demographics and a retail landscape map. Marketing brochures are taken to ICSC.
  - NextSite has had a lot of success working with the developer and tenant rep community. We have established relationships with developers/retailers and are able to connect the dots and streamline the process with developers/retailers that have successfully developed projects in other markets similar to yours. They are using our research, and approximately 60 developers have asked NextSite to reach out to them when hired by a new community.
  - NextSite has been extremely successful in southeast markets and intends to move their success in the northern region of the country. We have done a very good job at NextSite identifying and connecting opportunities to communities.
- ❖ **Mr. Chris Galloway** stated based on the presentation, NextSite is much like Buxton but takes the next step and is much more hands on in terms of helping their clients coordinate with potential developers and brands. We used Buxton for a number of years for access to their data and analytics.
- ❖ **Mr. Charles Branch** stated they do not want the data they provide to sit on a shelf. There is a process of taking the data/information and relaying it to the developers. We update our clients once a month so we are on the same page. It is also important that our clients keep us up-to-date on new available properties, new economic drivers, new studies, etc. to help us successfully recruit to your market and provide results.
- ❖ **Ms. Rita McMahon** stated individual data would be provided for both Concord Township and the City of Painesville separately.
- ❖ **Mr. Charles Branch** confirmed Concord Township and the City of Painesville would have their own separate basecamp accounts where research, analysis and updates will be loaded. There will probably be some duplication as far as members of the JEDD having access to both accounts, but we will maintain separate accounts for both markets so research is not combined.





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- ❖ **Ms. Rita McMahon** stated from the JEDD's perspective, we would have to discuss how this could potentially work from a financial standpoint. If this is an approach the JEDD wants to consider and to move forward with, the JEDD Board will need to discuss the success fee payments between Concord Township and Painesville.
- ❖ **Mr. Charles Branch** stated he appreciates the chance to present NextSite's services and would love to have the opportunity to work with the JEDD and bring success to the market. Please contact me if there are further questions, Ms. Rita McMahon has my contact information.
- ❖ **Mr. Charles Branch** left the meeting call at this point.
- ❖ **Ms. Rita McMahon** stated we met with NextSite in Columbus. She followed up with NextSite because the Buxton countywide proposal fell through. As a result, she thought it was a good idea to explore NextSite.
- ❖ **Ms. Rita McMahon** stated she likes the idea that NextSite will follow through and bring developers to the table and segment out Concord's and Painesville's data. Do we want the expense if we are not going to move forward with strong retail push. The strongest benefit could be the Town Center, the hospital site or Richmond Street. From my perspective, if we decide to move forward, we should use the success fee approach. It is something we will have to weigh out and decide whether we are willing to come up with the funds if there is success. The proposals can be found on the engagement letter.
- ❖ **Ms. Rita McMahon** stated we will direct NextSite as to what we want on our sites and what is permitted. The two entities need to have a collaborative goal.
- ❖ **Mr. Richard Frenchie** stated, to Mr. Doug Lewis' point, land availability acquisition in the JEDD should be a priority. Would NextSite be involved in the acquisition process or would they just bring developers once we have the appropriate property we want to develop.
- ❖ **Mr. Doug Lewis** stated NextSite is retail/commercial orientated. However, if we are able to develop the seven acres in Concord, depending what is on the first floor and if it looks something like Hudson, then that is somewhere NextSite could probably assist. They could not assist on the industrial side.
- ❖ **Mr. Chris Galloway** suggested the Board revisit this in January 2020 since we are working on our focus. In addition, the Board should consider discussing a strategic plan for the next 24-36 months at the January 2020 meeting.
- ❖ **Ms. Rita McMahon** stated coming up with a strategic plan is a good idea, particularly with a new Trustee Board and learning what their focus will be.
- ❖ **Mr. Doug Lewis** stated strike while the market is hot. It is very difficult to obtain retail and get entities to invest when the market is down (e.g. 2009-2010).
- ❖ **Ms. Cathy Bieterman** stated, on Mr. Doug Lewis' point, seeing the competition we are facing from around the area in Painesville, we would be very interested in getting something like this going. We would be aggressive in trying to work with the JEDD on what the contract looks like and how we may be able to invest. The difference between NextSite and Buxton is that we would have the ability to dive into the data deeper. The platform that NextSite uses is easy and very user-friendly, providing many advantages for the JEDD. From Painesville's viewpoint, it provides enough data for us to go after the key elements we are targeting.
- ❖ **Mr. Doug Lewis** stated the benefit to NextSite is that it tracks current spending, Buxton does not. The data tells you where consumers are going.
- ❖ **Ms. Cathy Bieterman** stated NextSite's peer communities data piece is very beneficial as well in comparing other areas.
- ❖ **Mr. Chris Galloway** stated those are excellent points, but he would like a deep dive on what we are planning to do in the next 24-36 months. I want to know how to execute it and decide if this is something that will work before signing a contract. We have seen how important the developer component is. If we do not get the developer in on the ground, the brand is irrelevant (i.e. Osborne site, Drug Mart). However, this has not created an instant explosion on Crile Road.
- ❖ **Ms. Rita McMahon** stated she has seen a slowdown in terms of entities desire to invest right now. During a conversation with a broker, from their standpoint, they expect to see this trend to continue until after the presidential election next year. 2020 will be more of a planning year. This would be good for where we are at.
- ❖ **Mr. Doug Lewis** stated companies are anticipating what is going to happen and planning for it. It is a good idea to talk developers now because they are looking at future sites. If things go the way they want, they will be ready to go after the election.
- ❖ **Ms. Rita McMahon** stated she will add NextSite and strategic planning to January's agenda.
- ❖ **Mr. Chris Galloway** stated the opinion of a local developer is that the Crile Road development will slow down for six to seven years. Other than getting a grocery store, the market is satisfied for now.
- ❖ **Mr. Doug Lewis** stated that opinion is probably true in regards to restaurants and things of that nature, but there is so leakage out of Concord that is negating other entities to come to the corridor.
- ❖ **Mr. Chris Galloway** stated it could be an office building or a Sheetz. That would quickly fill things in.
- ❖ **Mr. Doug Lewis** stated residents leave Concord to shop because it is not here. This is where the leakage comes in, such as Petvalu and Beerhead.





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- ❖ **Mr. Morgan McIntosh** stated look at what is on Crile Road, other than Starbucks and Chipotle, we are getting smaller scale types of businesses. The national entities are not seeing the density numbers they require.
- ❖ **Mr. Chris Galloway** stated, to Mr. Morgan McIntosh's point, we are not getting Pinecrest and Eaton Square stores in Concord. We do not have the density, but are close on income. We have learned through our studies that Concord residents do not like to spend their income. The residents have an opinion of what their spend is that does not match the analytics and data that we have.
- ❖ **Mr. Morgan McIntosh** stated that after talking to residents in Concord, there is a disparity between certain parts of Concord.
- ❖ **Mr. Doug Lewis** stated if we are able to create the Town Center concept, this is where we will attract those residents in addition to pulling from surrounding communities for that type of shopping experience.

**X. Executive Session for Purposes of Pending Litigation:**

- ❖ **Mr. Chris Galloway** entertained a motion to enter into Executive Session for purposes of pending litigation. **Ms. Christine Shoop** moved for approval; **Mr. Richard Frenchie** seconded. **ROLL CALL VOTE: Mr. Doug Lewis-YES, Mr. Richard Frenchie-YES, Mr. Morgan McIntosh-YES, Ms. Christine Shoop-YES, Mr. Chris Galloway-YES.**
- ❖ **Mr. Doug Lewis** entertained a motion to close Executive Session for purposes of pending litigation. **Ms. Christine Shoop** seconded. **ROLL CALL VOTE: Mr. Doug Lewis-YES, Mr. Richard Frenchie-YES, Mr. Morgan McIntosh-YES, Ms. Christine Shoop-YES, Mr. Chris Galloway-YES.**

**XI. Set 2020 Meeting Schedule:**

- ❖ **Ms. Rita McMahon** stated the JEDD Board traditionally meets on the second Friday of each month. The agenda reflects potential dates for 2020.
- ❖ **Mr. Chris Galloway** stated the 2020 JEDD Board meeting dates are set for January 10, 2020, April 17, 2020, July 10, 2020 and October 9, 2020.
- ❖ **Mr. Chris Galloway** stated today is Mr. Richard Frenchie's last meeting as a Board member. His term has expired. Richard has been on the JEDD Board from nearly the beginning and part of the first Board formulation, representing University Hospitals. He has been a great member of this Board in terms of professionalism, words or wisdom and experience. We appreciate everything you have put into the JEDD. Concord is not your hometown, but you have really adopted our community and put a lot of thought, time and effort into it in ways you did not have to do. From a standpoint as a resident and a former trustee, I cannot thank you enough for everything you were willing to do. Concord will have to replace Richard for the January 2020 meeting.
- ❖ **Mr. Richard Frenchie** stated he appreciates the opportunity. From the beginning, I was responsible for constructing the UH facility in Concord. It was a great experience to start with meeting with the Trustees and sharing our strategic plan and the evolution of that plan; strong support from Concord Township. We have come a long way in this past decade. It is great that the organization that I spent a lot of time with is positioned in Concord Township and is doing well and meeting the needs of the community. I thank Concord and Painesville, they are both special places. I extend my support to the JEDD in whatever capacity that may be useful. The JEDD Board has great chemistry. It has been a privilege to part of all of it, and I have enjoyed my experience.
- ❖ **Mr. Michael Lucas** stated he would like to thank Richard for his time serving as a JEDD Board member and thanked him for his fatherly wisdom.
- ❖ **Mr. Chris Galloway** stated Richard's presence at the JEDD meetings will be missed. We appreciate your willingness to continue to be involved on an informal capacity.
- ❖ **Mr. Richard Frenchie** stated the JEDD's selection will be to target quality people and the values of what we do here. Mr. Morgan McIntosh is a great addition and will bring a lot to the JEDD Board, as he already has to the community.

***The Board meeting was adjourned at 10:16 a.m.***



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October 25, 2019  
8:00 AM**

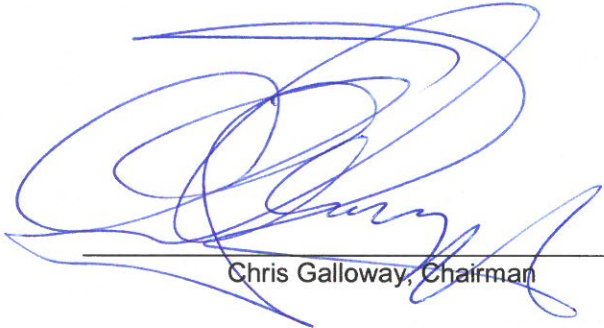
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**Calendar for 2020**

***Meeting(s) scheduled below are subject to change:***

January 10, 2020  
April 17, 2020  
July 10, 2020  
October 9, 2020

All meetings will begin at 8:00 am at the Concord Township Hall Meeting Room unless otherwise notified.

  
Chris Galloway, Chairman

  
Rita McMahon, JEDD Administrator