



**Concord Township-City of Painesville  
Joint Economic Development District (JEDD)  
Board Meeting Minutes  
March 11, 2022  
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, March 11, 2022, 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:** Business Representative, **Mr. Ray Sines**-YES; Painesville District Employee Representative, **Mr. Doug Lewis**-YES; Concord Township Representative, **Mr. Morgan McIntosh**-YES; Painesville City Representative, **Ms. Christine Shoop**-YES; Lake County Auditor, Chairman of the Board, **Mr. Chris Galloway**-YES.

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

**III. Approval of Minutes:**

- ❖ **Mr. Ray Sines** moved to approve the 12/10/2021 meeting minutes. **Mr. Doug Lewis** seconded.  
**VOTE:** All in favor of approval (5 Ayes).

**IV. Board Member Correspondence:**

- ❖ None

**V. Department Reports:**

**A. FINANCE – Mr. Morgan McIntosh, Treasurer**

- ❖ **Mr. Morgan McIntosh** stated the revenue and expenses worksheet for 2022 through February reflected the \$195,641, which is a little less than the \$235,088 last year. We will need an average of \$104,167 per month in 2022 to hit our budget of \$1.25 million. Discussed with Rita McMahon and the thought process is that we are not seeing any negative activity. In fact, there was a big deposit in early March, so it may just be a timing issue in payroll.
- ❖ **Mr. Morgan McIntosh** stated regarding the annual financial statement, we had a total tax receipt of \$1.2 million, which was a 9% increase over 2021 and 4% over 2019, so we are within budget. Our balance increased by \$45,000 last year.
- ❖ **Ms. Rita McMahon** stated she spoke with Andy Unetic relative to the numbers. We both agree it is probably just an early anomaly, getting scheduled with the reporting and the payroll cycles. By our next meeting we should have a good sense of where we are at. We should be very close to making our budget number.
- ❖ **Ms. Rita McMahon** stated all went well with the annual financial statement. It was submitted prior to the February 28, 2022 deadline. As Morgan McIntosh had indicated, it summarized what we did the previous year. We had a good year with very little expenses (total expenses were \$47,854). We have increased our carryover for 2022.

**B. ECONOMIC DEVELOPMENT COMMITTEE**

- ❖ **Ms. Rita McMahon** stated the Economic Development Committee has not met since the last JEDD Board meeting. Charles Branch of NextSite will be here the week of April 18<sup>th</sup>. I would like to schedule an Economic Development Committee meeting when he is in town to brainstorm with him about marketing and ICSC in addition to receiving project updates.
- ❖ The **Economic Development Committee** checked their schedules.
- ❖ **Ms. Rita McMahon** stated she will contact Charles Branch to set up a meeting the afternoon of April 19<sup>th</sup>.

**VI. Old Business:**

**A. JEDD MEMBERSHIP RECRUITMENT**

- ❖ **Ms. Rita McMahon** stated we continue to talk to the Marriott people. As we move into a post-COVID era, things seem to be looking better on that. We have not had any additional conversations with the Geauga business. We have had some conversations with Concord and the developer regarding the potential development at the seven-acre site. The developer has decided they want to wait and look at some other options before they move forward.





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**A. JEDD MEMBERSHIP RECRUITMENT (Continued)**

- ❖ **Ms. Rita McMahon** stated Sheetz has agreed to join the JEDD. We should have an application from them and the property owner within the next couple of months.

**B. ICSC 2022**

- ❖ **Ms. Rita McMahon** stated we registered people two years ago when the conference got canceled. We left the fees paid on an account with ICSC. The people registered to go were Chris Galloway, Doug Lewis and Morgan McIntosh. All three were re-registered and the money on our account was used. The registration cost has increased, therefore, the amount of money on the account did not cover the entire registration. If the three of you are representing the JEDD, we are set. If not, I'd like to make the changes with ICSC soon. We have hotel reservations at Treasure Island.
- ❖ **Mr. Doug Lewis** stated Cathy Biertman is going for the City of Painesville because Christine Shoop cannot attend.
- ❖ **The Board** discussed attendees and it was decided to keep attendees as is.
- ❖ **Ms. Rita McMahon** stated she spoke with Cathy Biertman and she will handle her own registration and hotel reservation.
- ❖ **Mr. Chris Galloway** asked Rita McMahon if she would be available to attend.
- ❖ **Ms. Rita McMahon** stated she is available to attend.
- ❖ **Mr. Doug Lewis** stated he thinks Rita McMahon should attend.
- ❖ **Mr. Chris Galloway** agreed with Doug Lewis.
- ❖ **Ms. Rita McMahon** stated she will register herself for the conference.
- ❖ **Ms. Rita McMahon** stated the plan is to fly to Las Vegas on Sunday. Hotel reservations are for Sunday and Monday nights. The conference technically opens on Sunday with their educational sessions and the marketplace opens on Monday, which is where we would have all of our meetings. It runs through Tuesday afternoon. The thought was to fly out later on Tuesday.
- ❖ **Ms. Rita McMahon** stated everyone has to make their own plane reservations. Keep your receipts.
- ❖ **Ms. Rita McMahon** stated she need to make appointments with various entities. Other than the typical things we have gone after in the past, is there something different or new that the JEDD would be looking for this year? I had a conversation with Charles Branch yesterday and he is making some appointments on our behalf and will also help us make appointments. He also indicated that NextSite will have a booth at ICSC, and we are welcome to use their booth space for appointments. Charles Branch is willing to attend meetings with us if we want him to.
- ❖ **Ms. Rita McMahon** stated the feedback she has received from ICSC is that they believe the conference will be big but not as big as it has been traditionally. The convention center has been expanded so the layout will be more spread out this year. Also, to attend the conference, attendees must be vaccinated so bring your vaccination card.
- ❖ **Ms. Rita McMahon** stated we have a fairly significant health presence within the JEDD District. Is this an area you want to explore at ICSC?
- ❖ **Mr. Chris Galloway** stated that the Board should think about who we want to approach within the next month. The Marriott should be approached and would like to meet with Jackson Taylor as well. The healthcare segment is interesting and one that we have never really pursued. We should probably put a focus on the developers and senior living.
- ❖ **Ms. Rita McMahon** stated she wants the Economic Development Committee to discuss the literature we will be taking to ICSC. We may have a different focus than what we have had in the past.
- ❖ **Mr. Chris Galloway** stated the Quail Hollow Resort has to be a priority to get it out of its current status and get the property redeveloped.
- ❖ **Mr. Doug Lewis** stated the Economic Development Committee should meet prior to meeting with Charles Branch in April.
- ❖ **Ms. Rita McMahon** stated Charles Branch has been working with a couple of developers from Chicago that are interested in this area. He is hoping to bring them to the area before ICSC. If they are going to be at ICSC, we can potentially have a follow-up meeting with them.
- ❖ **Ms. Rita McMahon** stated Morgan McIntosh's ICSC membership has been renewed. The membership structure has changed. Associate membership fee has increased to \$125 from \$50. Andy Rose is the next membership to be renewed. Christine Shoop, Doug Lewis and myself will be renewed in August, and Chris Galloway and Ray Sines are due in September. That equates to about \$800 for membership renewals. We budgeted \$1,000 under membership and dues, so we will have a budget adjustment at the end of the year to cover the additional memberships for the Chambers of Commerce.
- ❖ **Ms. Rita McMahon** stated Cathy Biertman is listed under the JEDD's membership account but has been paying separately for her own membership through the City of Painesville. Her renewal is in August, and I have given her that information.





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**C. NEXTSITE REPORTS**

- ❖ **Ms. Rita McMahon** stated NextSite is working on a report tracking Lucky's. They wanted several months of activity before preparing the report. Some of the data used to generate the reports is managed and handled in Ukraine so information is coming in slower than usual. NextSite is making contingency plans on where their data will come from and how its compiled. Hopefully the Lucky's report will be available prior to the Economic Development Committee meeting for review and discussion.
- ❖ **Mr. Morgan McIntosh** stated Lucky's received a liquor license.
- ❖ **Mr. Andy Rose** stated when the state grants an entity a liquor license, it must be up and running within 90 days. Lucky's is ready to move their plan into action.

**D. STEVEN DOUGLAS CORP. AND ENDLESS DISCOVERY HOLDINGS UPDATE**

- ❖ **Ms. Rita McMahon** stated the Steven Douglas Corp. and Endless Discovery Holdings is the business that is going in at Discovery and Capital Parkway. They have acquired an additional parcel (9 acres) for further expansions on the property. There will be additional agreements that will have to be made with Steven Douglas Corp. and Endless Holdings. We will be sending information to Concord's Trustees and to the City of Painesville in the near future. The revised agreement will reflect the additional acreage. It is possible we may need a special meeting with this Board after approvals. We are still working on logistics.
- ❖ **Ms. Rita McMahon** stated in this instance, the sooner it is approved, the better. They are getting ready for construction, and we would want to collect our income tax on construction dollars as well.
- ❖ **Mr. Andy Rose** stated parallel to the settlement agreement, Concord Township and the County have to modify the CRA to reflect the additional acreage.

**VII. New Business:**

- ❖ No new business but **Mr. Chris Galloway** opened the floor to the Board for discussion.
- ❖ **Mr. Morgan McIntosh** stated there is a crazy amount of interest in car washes in Concord Township.
- ❖ **Mr. Andy Rose** stated he and Heather Freeman were in a meeting with a company that wants to build a car wash and there is another company that wants to build a car wash 2.8 miles away. Sheetz will have a car wash as well in addition to the one already located at Shell.
- ❖ **Chris Galloway** stated there are huge traffic counts on SR 44 and I-90.
- ❖ **Mr. Morgan McIntosh** stated there is pros and cons to everything. We do not have anything in front of us currently. We will see how it all shakes out and how it effects this Board and the JEDD District.
- ❖ **Mr. Ray Sines** stated the University/Lake Health merger is going well with no complaints. Cynthia Moore-Hardy, Lake Health COO, is retiring, so we will appoint a new COO in tune with Lake County.
- ❖ **Mr. Chris Galloway** asked if we could get a meeting set up with Rita McMahon and the new COO to discuss the remaining property that is not in the JEDD.
- ❖ **Mr. Ray Sines** confirmed a meeting could be set up with the correct person and/or the new COO.
- ❖ **Ms. Rita McMahon** stated JEDD incentives are based on job creation, so we could potentially offer incentives.

**VIII. Executive Session for Purposes of Pending Litigation and Economic Development:**

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

**Ms. Christine Shoop** moved to adjourn the March 11, 2022 Board meeting. **Mr. Doug Lewis** seconded. **VOTE: All in favor of approval (5 Ayes).**

The Board Meeting was adjourned at 9:35 a.m.



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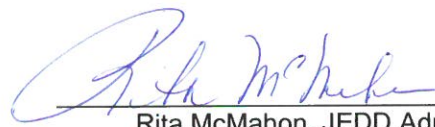
**Calendar for 2022**

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

June 10, 2022  
September 9, 2022  
December 9, 2022

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

  
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Doug Lewis, Vice-Chairman

  
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Rita McMahon, JEDD Administrator