



**Concord Township-City of Painesville  
Joint Economic Development District (JEDD)  
Board Meeting Minutes  
September 9, 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, September 9, 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; Painesville City Representative, **Ms. Christine Shoop**-YES; Lake County Auditor, Chairman of the Board, **Mr. Chris Galloway**-YES; Concord Township Representative, **Mr. Morgan McIntosh**-NO (not present).

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

**III. Approval of Minutes:**

- ❖ **Mr. Ray Sines** moved to approve the June 10, 2022 meeting minutes. **Ms. Christine Shoop** seconded. **VOTE:** All in favor of approval (4 Ayes).

**IV. Board Member Correspondence:**

- ❖ None

**V. Department Reports:**

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

- ❖ **Ms. Rita McMahon** provided the Treasurer's report in Mr. McIntosh's absence. She stated the Revenue and Expense worksheet shows we are continuing to receive a decent amount of revenue. Through August, the total JEDD income tax revenue has been over \$873,000. At this time last year, it was \$809,000, so we are up about 8% over the previous year. Concord has received just over \$585,000, the City of Painesville approximately \$195,000 and the JEDD has received almost \$64,000 through the end of August. If we keep on this pace we should exceed our budget, which is \$1.25 million. Usually we see a slight decline in November and December.
- ❖ **Ms. Rita McMahon** stated our expenditures are in line. We have paid all the expenses associated with ICSC. Besides ICSC expenses, the JEDD pays for my services and NMS's services.
- ❖ **Ms. Rita McMahon** stated we received a notice from Fifth Third Bank stating they are changing some of the details in our account. For example, they will charge a fee if we do not maintain certain balances. The JEDD account far exceeds those balances.
- ❖ **Ms. Rita McMahon** stated under state law, the JEDD is allowed to invest some its money. We may want to consider this option within the next couple of fiscal years as we continue to grow. For example, invest a percentage of money into a CD or something that could make us a little more money. We may want to discuss this further when we talk about our budget in December.
- ❖ **Mr. Chris Galloway** stated based on our rising balance, it will definitely be an interesting conversation to have at the end of the year.
- ❖ **Ms. Rita McMahon** stated we need to keep incentives in mind as we grow and add more members.
- ❖ **Ms. Rita McMahon** stated at the last JEDD meeting, I discussed issues with getting information from our bank account and identifying me, as the Administrator, to communicate with Fifth Third to access our bank account information. Resolution 2022-02 authorizes me to be a signatory on the JEDD bank account for purposes of accessing bank information and documents but subject to specific limitations and restrictions, such as, I would not be authorized to sign JEDD checks.
- ❖ **Mr. Doug Lewis** made a motion to approve Resolution 2022-02 authorizing Rita C. McMahon, Administrator of the Concord Township-City of Painesville Joint Economic Development District, to be added to the existing signatories authorized to operate the currently established JEDD checking account with Fifth Third Bank. **Ms. Christine Shoop** seconded. **VOTE:** All in favor of approval (4 Ayes).

**B. ECONOMIC DEVELOPMENT COMMITTEE**

- ❖ **Ms. Rita McMahon** stated the Economic Development Committee has not met since the last Board meeting.





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**VI. Old Business:**

**A. JEDD MEMBERSHIP RECRUITMENT**

- ❖ **Ms. Rita McMahon** stated we have received a petition to add two additional parcels to the JEDD, one on Gold Court and one on Crile Road. They are owned by IN9 Group. The parcel on Crile Road is the one that is going to have the car wash and ice cream store. In conversations with the owners, they are looking more at a single standing restaurant or something of that nature for the Gold Court property. The JEDD could help them market that because it seems to be a very desirable element in our marketplace.
- ❖ **Ms. Rita McMahon** stated we have two petitions out for property owners on Auburn Road. We expect at least one of those will come back as a positive signed petition. If that is the case, we are considering to ask the City and the Township to bring in additional properties. We are talking to a number of people and advising them to join the JEDD. If they sign the petition, great, if not, we may bring them in anyway. We are hopeful that we will be requesting public hearings, before the end of the year, from City Council and from the Township Trustees to expand the JEDD to add three to five new parcels.
- ❖ **Ms. Christine Shoop** asked, for those property owners that do not want to sign the petition to become JEDD members, can they look at the legal situation we have now?
- ❖ **Ms. Rita McMahon** stated, 1. Yes, if they are aware of it, and 2. I do not know that they have the financial wherewithal to take it that route. We will see.
- ❖ **Ms. Rita McMahon** stated we are taking the step this time to talk with the property owners in advance, which we did not do with the last petitions, explaining the benefits of being in the JEDD as well as giving them options and the opportunity to participate. The incentives are raising positive comments and feedback from the property owners.
- ❖ **Ms. Rita McMahon** stated the NextSite documentation has been an excellent tool when we meet with property owners. This is information most property owners cannot buy for themselves and would get for free if they become members.
- ❖ **Ms. Rita McMahon** stated we are still having very positive feedback from some developers that NextSite matched us with at ICSC. Two developers are actively looking and trying to cut deals with properties that are in the JEDD. They are very interested to invest in this District. Both developers are commercially oriented.
- ❖ **Ms. Rita McMahon** stated she will keep the Board informed about the petitions.
- ❖ **Mr. Mike Lucas** stated he would like to supplement the comment made by the Administrator regarding not reaching out to the parties involved in the current litigation. The reason we did not have a somewhat of a significant interaction regarding the benefits of the JEDD and the desire to have them included in the JEDD is because it was made very clear right from the start, not only from the parties themselves, but from their two legal counsels who are representing them in litigation, that they wanted no part of the JEDD. So, we put them into the JEDD as a practical matter. There would not have been any benefit to earlier communication on the previous case identified by the Administrator.

**B. ICSC 2023 – REGISTRATION**

- ❖ **Ms. Rita McMahon** stated ICSC sent out a notification that if we register early, within a certain time frame, we could get 2022 pricing for the 2023 conference. In anticipation of us continuing to attend ICSC, I registered Chris Galloway, Christine Shoop and myself. We can always change the people as we get closer to the conference. The price did jump fairly significantly from 2019 to 2022. After corresponding with Chris, it seemed appropriate to secure a few spots at the 2022 pricing.
- ❖ **Ms. Rita McMahon** stated the hotel information will not be released until February 2023.

**C. NEXTSITE REPORTS**

- ❖ **Ms. Rita McMahon** stated the most recent NextSite reports have been included in your meeting packet. The TriPoint report showed a dip from December 2021-May 2022. There was a reporting glitch, so a revised report for TriPoint has been provided in your packet. The visiting trend for TriPoint is going up. An interesting point regarding TriPoint is they show pre and post locations. Lucky's Market is showing up on the post locations. People are going to Lucky's after their hospital visit as well as a number of local restaurants on the post visit to TriPoint, which is a positive.
- ❖ **Mr. Ray Sines** asked how this information was determined.
- ❖ **Ms. Rita McMahon** answered the information is gathered from credit card and cell phone usage.
- ❖ **Ms. Rita McMahon** stated there is also drive time data included in the packet. That is truly more indicative of where people come from. Also, on the leakage and gap analysis we still have fairly significant gaps on a number of various business categories. This means there is market availability here. We have some surpluses, but mostly we still have gaps. That is a good sign for anyone that is looking at this area.





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**C. NEXTSITE REPORTS (Continued)**

- ❖ **Ms. Rita McMahon** stated the spending patterns within the 5, 10, and 15 mile radius show us what is key to people in this marketplace.
- ❖ **Ms. Rita McMahon** stated we will be approving the 2023 budget at the December 2022 JEDD Board meeting. Our NextSite contract will be expiring in July 2023. Based off of conversations with NextSite, the cost will be about the same, which is \$15,000/year for a three-year contract (\$45,000 over three years). From a budgeting standpoint, would this Board like to continue to use NextSite's services?
- ❖ **The JEDD Board** stated they would like Rita McMahon to obtain a proposal from NextSite and add this line item to the 2023 JEDD budget.
- ❖ **Ms. Rita McMahon** stated the information received from NextSite has been extremely valuable.
- ❖ **Mr. Doug Lewis** stated Cathy Bieterman thinks the data is the most beneficial. However, the assistance we received in recruiting has been non-existent.

**VII. New Business:**

- ❖ **None**
- ❖ The Board discussed the following:
  - ❖ **Mr. Chris Galloway** stated, speaking of TriPoint (under NextSite Reports), how is the merger going with UH?
  - ❖ **Mr. Ray Sines** stated all hospitals are currently bleeding money. You are going to see some changes at TriPoint. They are in the process of skimming and shuffling resources. It is a time where contract nurses are being utilized all the time at \$150 an hour. Nurses have figured out that they are better off going to the contract companies. It is a real problem, and the issue is being looked at on the state and federal levels on how to address this situation.
  - ❖ **Ms. Rita McMahon** stated three UH emergency rooms in the Cuyahoga County area have been closed for the same reason (personnel issues).
  - ❖ **Mr. Chris Galloway** stated Madison keeps asking when their emergency room is coming back.
  - ❖ **Mr. Ray Sines** stated, in his opinion, the Madison emergency room is not coming back.
  - ❖ **Mr. Doug Lewis** stated Cathy Bieterman resigned, after 17 years, from Painesville. She is now the new Economic Development Director for the City of Beachwood.

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

- ❖ **Ms. Christine Shoop** moved to enter into Executive Session for purposes of pending litigation and economic development. **Mr. Doug Lewis** seconded. **ROLL CALL VOTE: Mr. Ray Sines-YES; Mr. Doug Lewis-YES; Ms. Christine Shoop-YES; Mr. Chris Galloway-YES**
- ❖ **Ms. Christine Shoop** moved to close Executive Session for purposes of pending litigation and economic development. **Mr. Ray Sines** seconded. **VOTE: All in favor of approval (4 Ayes).**

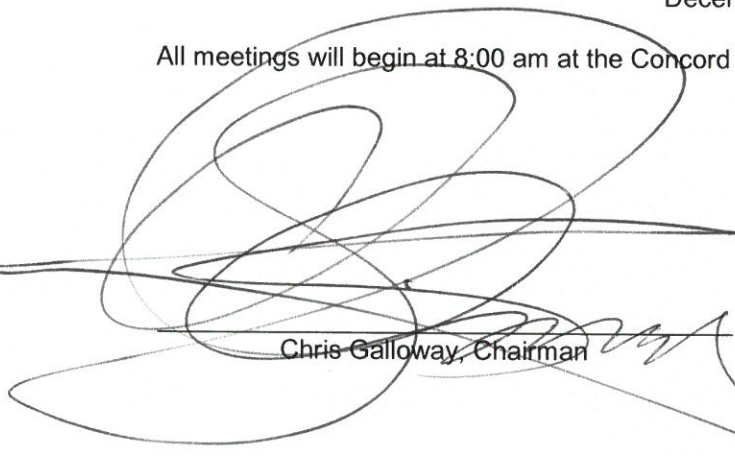
**Ms. Doug Lewis** moved to adjourn the September 9, 2022 Board meeting. **Mr. Ray Sines** seconded. **VOTE: All in favor of approval (4 Ayes).**

The Board Meeting was adjourned at 9:20 a.m.

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

December 9, 2022

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