



**Concord Township-City of Painesville  
Joint Economic Development District (JEDD)  
Board Meeting Minutes  
March 15, 2024  
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 15, 2024, at Concord Township Hall located at 7229 Ravenna Rd., Concord Township, Ohio. **Mr. Chris Galloway** called the meeting to order at 8:05 am.

**II. Roll Call:**

**Roll Call:** Concord Township Representative, **Mr. Morgan McIntosh**-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; Business Representative, Vacant.

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

**III. Approval of JEDD Minutes:**

- ❖ **Mr. Morgan McIntosh** moved to approve the December 8, 2023 JEDD board meeting minutes. **Ms. Christine Shoop** seconded. **VOTE:** All in favor of approval (4 Ayes).
- ❖ **Ms. Christine Shoop** moved to approve the January 26, 2024 special JEDD board meeting minutes. **Mr. Doug Lewis** seconded. **VOTE:** All in favor of approval (4 Ayes).
- ❖ **Mr. Doug Lewis** moved to approve the January 31, 2024 special JEDD board meeting minutes. **Ms. Christine Shoop** seconded. **VOTE:** All in favor of approval (4 Ayes).

**IV. Board Member Business/Correspondence:**

- ❖ **Ms. Christine Shoop** stated she has nothing to report.
- ❖ **Mr. Morgan McIntosh** stated Rita McMahon and himself met with Silverlode for a kickoff meeting and a tour of Quail Hollow hotel. Mr. Victor is going through the zoning process regarding the Hunting Lake project he is trying to get off the ground. In addition, we are actively trying to recruit a new JEDD board member. We have three potential people we are considering.
- ❖ **Mr. Doug Lewis** stated there is a lot going on in the City of Painesville.
- ❖ **Mr. Chris Galloway** stated he has nothing to report as it relates to the JEDD.
- ❖ **Ms. Rita McMahon** stated the insurance invoice was received after January 1, 2024. The total cost for our insurance went up slightly. They provided a member distribution which was deducted from our invoice rather than receiving the distribution as a separate check (like last year). The reason for the late invoice was because this was the year they had to get a renewal on their reinsurance. PEP received a rate from their then current entity for renewal on reinsurance, which was a 25% increase. They went out to bid, but it took them through the end of 2023 to get a bid with only a 10% increase, which is what they were anticipating. During that time, Andy Leach confirmed our insurance would not lapse if payment was not received by January 1, 2024. Our insurance coverage is the same with the exception of an increase in cyber.
- ❖ **Ms. Rita McMahon** stated Nick Leach, insurance coordinator for this region, told her about the \$1,000 PEP grant and recommended the JEDD to apply for it. If the grant could be tied to the JEDD, we will most likely receive the grant. She talked to Andy Rose to see if there is something that Concord is doing that we could connect to the JEDD in some way to either pay in full or offset a cost. We could also use it for anything in the JEDD corridor that would affect our insurance. Looking for suggestions from the Board.
- ❖ **The Board** suggested several ideas.
- ❖ **Ms. Rita McMahon** stated she will compile options and present them to the Board.

**V. Department Reports:**

**A. FINANCE – Mr. Doug Lewis, Treasurer**

**Revenue and Expense Worksheet**

- ❖ **Mr. Doug Lewis** stated through March 6, 2024 the total receipts were \$321,821.97. We are \$88,181.91 ahead of this time last year. The breakdown of revenue received by each entity is JEDD \$24,973.72, Painesville \$71,398.47, Concord Township \$215,398.40. As Rita McMahon mentioned, we did receive a PEP rebate of \$294.



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**V. Department Reports (Continued):**

**A. FINANCE – Mr. Doug Lewis, Treasurer**

**STAR Ohio Investment**

- ❖ **Mr. Doug Lewis** stated the STAR Ohio investment interest for 2023 was \$4,719.
- ❖ **Mr. Chris Galloway** asked Rita McMahon if we have a threshold in mind for 2024 at what dollar point we may want to start to move more money into the STAR Ohio investment?
- ❖ **Ms. Rita McMahon** stated about half of our money is in STAR and the other half is in our bank account. She recommended to revisit this in June to see where we are at in terms of revenues coming in. Based on the first couple of months this year, we may be below the \$1.37 number we predicted. Usually April, May and June are high months. If we have cash on hand well above \$150,000, then I would recommend we take some of that and move it over to STAR.
- ❖ **Mr. Chris Galloway** stated we will add the STAR Ohio investment review to the June agenda.

**2023 Annual Financial Statement**

- ❖ **Mr. Doug Lewis** stated NMS has prepared the 2023 JEDD Annual Financial Statement. The year end 2023 income tax revenue was \$1,277,825. The budget was \$1,370,000, which was 6.7% below budget but slightly higher than our year end estimate of \$1,258,000. Even though it was less than budgeted, it was still the highest year to date in income tax receipts. Total receipts for 2023 were \$1,282,838. The JEDD total revenue for 2023 was \$99,220.97, expenses were \$69,059, and the net for the year was \$35,175. The total JEDD resources at the end of 2023 (carryover) is \$305,723 (as seen on page four of the Financial Statement). We ended the year below the budget in both revenue and expenditures.

**Additional Financial Discussion**

- ❖ **Mr. Chris Galloway** asked if we talked with RITA regarding capturing construction site labor.
- ❖ **Ms. Rita McMahon** stated she has been working with Bill Parkinson on the RITA issue, and he is having RITA do some audits for us. We have picked up Marous (car wash), Sheetz and SDC.
- ❖ **Ms. Rita McMahon** stated she has sent RITA and Sheetz property owners notifications regarding obtaining construction site labor. As a result of the notifications, we have had three people join and will begin sending in their portion of taxes.
- ❖ **Ms. Christine Shoop** asked if the JEDD can go back to RITA to ask them if they can fix this for us.
- ❖ **Ms. Rita McMahon** stated she is working on it and is working closely with Bill Parkinson to get the reports and information we need to make sure that everyone that needs to pay is paying. Going forward, RITA is doing employee withholding. RITA has a list of all the businesses within the JEDD.
- ❖ **Ms. Rita McMahon** stated one of the things she was thinking of doing relative to new business in the JEDD, is to send a form letter to contractors stating they are part of the JEDD and what they owe. We have not done that to date, but because of the lull of activity on some of the larger projects this is something I need to start doing on a regular basis. From a policy standpoint, I will begin working on this. Determining who and who did not pay in 2023 is one of the things that I identify as being critical to making sure we get the amount of resources we are entitled to.
- ❖ **Mr. Chris Galloway** stated we had this struggle with the hospital construction site, however, with a lot of work, we did receive most of the taxes.

**B. ECONOMIC DEVELOPMENT COMMITTEE**

**Quail Hollow Project Update – Kickoff Meeting and Tour**

- ❖ **Mr. Morgan McIntosh** stated the Silverlode kickoff meeting was constructive, and we met their project team. Last week, we did a walking tour of the Quail Hollow's property, which was quite enlightening. A lot of water coming off the golf course is affecting the back of the property, which is going under the building, creating sink holes under the conference center and parking lot. Other than the facility being in a bit of disrepair (roof, burst pipes, etc.), the overall structure is in pretty good shape. If you take out the lower portion of the conference center, it is my understanding, other than general upkeep and renovation, the big structural, high dollar items are the water damage problem and the cooling towers on the east end of the property. It was interesting because I expected the facility to be in worse condition than it is, but it is a ship that keeps sinking faster and faster due to lack of upkeep.
- ❖ **Mr. Morgan McIntosh** stated the current owners are in a severe financial position. The owners are trying to sell the property for a price that will cover their debt acquisition (\$5,000,000+). Quail Hollow is not the only property they are having financial struggles with.
- ❖ **Ms. Christine Shoop** stated from an insurance perspective, earth movement and sink hole issues are considered maintenance, and they clearly will be able to prove that this is a lack of repair.



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**V. Department Reports (Continued):**

**B. ECONOMIC DEVELOPMENT COMMITTEE**

**Quail Hollow Project Update – Kickoff Meeting and Tour**

- ❖ **Mr. Morgan McIntosh** stated he spoke to another economic development representative as well as a local developer and asked the question if you put someone in a minority ownership position and give them an equity stake so that once the property recoups value, there is an earn out for them where they can be made whole at the end. I was told, yes, there are ways to do that. The JEDD could potentially coach a similar type of deal.
- ❖ **Mr. Morgan McIntosh** stated he would suggest their bad position could be a win for us because it is either continue to lose money or we come in with a path of redemption. They are not creating a path on their own and nothing they are doing is making it marketable for them to get the deal they desire. So that puts us in a good spot to help drive and get something done.
- ❖ **Ms. Rita McMahon** stated Silverlode has talked to John Andrews, who is the U.S. representative of the Quail Hollow property owners. He was fairly negative about the ability to redevelop or reuse the property. The only request he has received from anyone looking at the property has been to convert it to multi-family development. Their current asking price for the property is \$7,000,000, which is their starting point. This is one of 12 properties they have acquired at the same time in the U.S. They currently own six of those properties now. Of the six, two are operational and the other four are pretty much in the same condition as Quail Hollow. John Andrew's job is to sell the remaining properties. The idea was they were buying marginal properties that needed some reinvestment. When the pandemic hit, some of this went out the window.
- ❖ **Ms. Rita McMahon** stated Silverlode is doing two things: 1. They are contacting the county club people to find out what their opinion is of the property and what they would like to see at that location. 2. They are also reaching out to their development contacts to find out their view as well. Additionally, Silverlode had GBX (their structural representatives) attend the Quail Hollow tour.
- ❖ **Ms. Rita McMahon** stated we are shooting to have a follow up meeting with Silverlode on April 12, 2024.
- ❖ **Ms. Rita McMahon** stated we signed a contract with Silverlode for \$40,000 at \$10,000 a month. Their invoices will include a summary of work completed. They will not receive their final payment until we have a public meeting and receive the final report.
- ❖ **Mr. Morgan McIntosh** stated there was an article in the *News-Herald* regarding the Silverlode deal. The fact that we are jumping in to do something about Quail Hollow is favorable and proactive.
- ❖ **Ms. Rita McMahon** stated there was also a mention of Quail Hollow in a *Crain's* article, stating how the Township and the JEDD are taking a proactive approach to decide the best use for this property. The Quail Hollow situation is not unique to Concord Township.
- ❖ **Ms. Rita McMahon** stated she anticipates Silverlode will have a good feel of where they are at by the April meeting. We will then have to decide on when to do a public meeting and presentation on the findings.

**VI. Old Business:**

**A. JEDD MEMBERSHIP RECRUITMENT**

- ❖ **Ms. Rita McMahon** stated we received updated NextSite reports, which are in your packets. We have been tracking two entities, the old Lake Health property (which is now UH) and Crile Crossings. NextSite is still gathering the data on the leakage report (how much the demand is versus what the actual spend is in an area) I requested. Basically, things have rebounded well, and we are where we want to be in terms of activity.
- ❖ **Ms. Rita McMahon** stated Charles Branch attended Retail Live in Orlando, Florida and indicated a number of restaurants have expressed interest in coming to our region. Charles Branch met with a developer that is interested in the opportunities in the Concord-Painesville area and is going to work to get the developer in touch with us.
- ❖ **Mr. Chris Galloway** stated their interest level may be the hotel project. There are a lot of risks for a new restaurant in an area that is not currently here, but if they are positioned next to a hotel with guaranteed traffic, it creates a baseline for a new brand in this area.
- ❖ **Ms. Rita McMahon** stated Charles Branch is still in contact with STNL, Otis and GPK, all the people we met with at ICSC last year.
- ❖ **Ms. Rita McMahon** stated NextSite will not have a booth at ICSC this year but still plan to coordinate meetings for us. If we set up meetings and there is no place to meet, we will probably meet at the Goodman booth because they are still linked to Goodman.
- ❖ **Mr. Chris Galloway** asked if there is an update on the Jackson Taylor property on the corner of Capital Parkway and Crile Road?



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**VI. Old Business (Continued):**

**A. JEDD MEMBERSHIP RECRUITMENT**

- ❖ **Ms. Heather Freeman** stated there has been a recent conversation with Jackson Taylor property owners and they are still interested in adding a small retail strip center on the property. They are having issues with a company to the south.
- ❖ **Ms. Christine Shoop** asked what area does the 3-mile radius encompass? Does the radius begin in the center of Concord Township?
- ❖ **Ms. Rita McMahon** stated if you put a pin in about where Crile Crossing is located, which is basically the middle of the JEDD area, the radius is three miles from that point. The 3-mile radius pretty much covers most of Concord. The 5-mile radius takes in Mentor, Painesville and Chardon. The 10-mile radius basically takes in Willoughby to Madison and south to Chardon.
- ❖ **Ms. Rita McMahon** stated she will ask NextSite for a report on Lucky's numbers.
- ❖ **Mr. Chris Galloway** stated Lucky's appears to be steady.
- ❖ **Mr. Morgan McIntosh** stated he goes to Lucky's three to four times a week. As opposed to one to two years ago, every isle has someone in it and is waiting to check out more than in the past.
- ❖ **Mr. Andy Rose** stated the last time he spoke with the owners, they are trying to encourage people to do a full shop instead of specialty shopping. The product line is slowly shifting and changing as a result of that goal.
- ❖ **Mr. Chris Galloway** stated, to Andy Rose's point, there is a sign in Lucky's that states they have all the national brands.

**B. ICSC 2024 – MAY 19-21, 2024**

- ❖ **Ms. Rita McMahon** stated we currently have two people registered. As of yesterday, there are 13,897 people registered for ICSC. My guess is the conference will be similar in size to last year, which was just over 20,000 people. Only the South and Central Halls will be open again this year.
- ❖ **Ms. Rita McMahon** stated the approach NextSite is taking regarding not getting a booth this year seems to be more prevalent. In terms of retail entities, the booth attendance is down quite a bit. ICSC is still pushing hard for entities to purchase booth space, which is not common at this point in time.
- ❖ **Ms. Rita McMahon** stated Debbie Powell and herself will begin setting up appointments with Marriott, Casto, possibly Orange Theory. If there are other entities you would like us to set up appointments with, please let me know.
- ❖ **Mr. Chris Galloway** stated he will go through his contacts. He would like to put a real effort to the Quail Hollow site (developers and hotel chains).
- ❖ **Mr. Morgan McIntosh** stated the whole point of going is to connect with developers since there will not be many retailers there.
- ❖ **Mr. Chris Galloway** asked if we wanted to talk about Concord's 7-acre site. Sheetz and SDC are both in that vicinity, and the area is starting to percolate again.
- ❖ **Ms. Rita McMahon** stated we would take literature focused on 7-acre site and Quail Hollow as the primary focus. If ready, would like to take information on Todd Victor's property.
- ❖ **Mr. Chris Galloway** recommended to take concept information for Todd Victor's property. We should also focus on Gold Court. In addition, we should have follow-up conversations with Marriott as well.
- ❖ **Ms. Rita McMahon** stated after the ICSC conference last year, she followed up with Marriott. We will put together a customized packet for Marriott to bring to ICSC this year. We will also put information together for the property at the corner of Capital Parkway and Auburn, where the old granite company was. Our focus on the literature we will take to ICSC this year will be more site specific.
- ❖ **Mr. Chris Galloway** stated meetings regarding our 7 acres, the previous granite company property (3 acres), Todd Victor property and Quail Hollow are existing opportunities. If we can connect with someone who does restaurant development for the new hotel, we could discuss the potential out parcel restaurant opportunity.
- ❖ **Mr. Doug Lewis** stated it is really the relationship with the developers.
- ❖ **Mr. Chris Galloway** stated we have been told from our last visit, post COVID, developers are about small developments (10 acres and under). We have a plethora of those types of opportunities.
- ❖ **Ms. Heather Freeman** confirmed the hotel on Auburn Road did submit a schematic site plan.
- ❖ **Mr. Doug Lewis** suggested meeting with the brokers to get their opinion of what they think will go in here. Then they connect with a developer to determine what type of structures are preferred. They will come if the structures are in place.
- ❖ **Ms. Rita McMahon** stated we should continue to connect with those three or four developers interested in the available parcels.
- ❖ **Mr. Chris Galloway** stated we need to continue to be our own advocate, reminding them of what we have to offer. You do not get anywhere unless the effort is put in.



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**VI. Old Business (Continued):**

**B. ICSC 2024 – MAY 19-21, 2024**

- ❖ **Mr. Morgan McIntosh** stated in his experience, it takes going to ICSC about five times to get a business into Concord.
- ❖ **Ms. Christine Shoop** asked if ICSC is promoting their regional conferences?
- ❖ **Ms. Rita McMahon** stated according to the ICSC website, they are doing ICSC Local, which are one day events. In my discussions with Charles Branch regarding Retail Live, those types of events are places to talk to retailers. Not only are the retailers there, but the brokers for the region are there as well. Retail Live events are probably a better connection and hold more regional events. I believe ICSC is becoming more of a development deal making event and Retail Live is becoming more of the end user deal making event.
- ❖ **Mr. Chris Galloway** stated if ICSC continues to be a smaller event, at some point ICSC should consider some of the new spaces in the area to make it more compact, rather than having it so spread out.

**VII. Executive Session for the Purpose of Economic Development:**

- ❖ Executive Session was not held for the purpose of economic development.

**VIII. Special Meeting – April 12, 2024?:**

- ❖ **Ms. Rita McMahon** asked the JEDD Board if they want a special meeting on April 12, 2024. We are also meeting with Silverlode at 10:00 am that same day and could meet before if needed.
- ❖ **Mr. Chris Galloway** stated this date was set as a place holder in case there were any ICSC items that needed to be discussed and/or approved prior to the June JEDD Board meeting.
- ❖ **Ms. Rita McMahon** stated having the ICSC discussion we just had and developing a direction, was what I needed to get things going. At this point, I do not need a meeting for ICSC and there is nothing else that would be critical before we go to ICSC.
- ❖ **Mr. Chris Galloway** stated no special meeting is required.

**Board Discussion:**

- ❖ **Mr. Chris Galloway** entertained a motion from a JEDD Board member to authorize Rita McMahon to process reimbursements for the May 2024 ICSC trip as they are presented. **Ms. Christine Shoop** made a motion to authorize Rita McMahon to process reimbursements for the May 2024 ICSC trip as they are presented. **Mr. Morgan McIntosh** seconded. **VOTE:** All in favor of approval (4 Ayes)

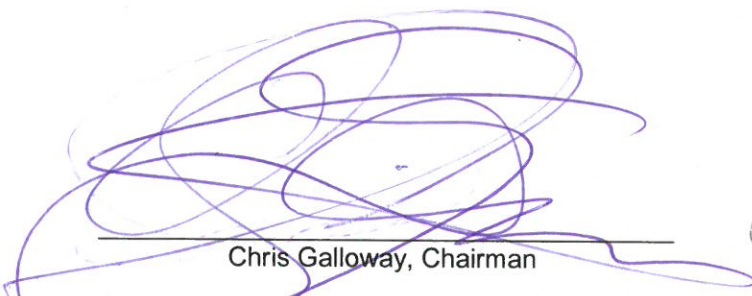
**Mr. Doug Lewis** moved to adjourn the March 15, 2024 JEDD Board Meeting. **Ms. Christine Shoop** seconded. **VOTE:** All in favor of approval (4 Ayes).

The Board Meeting was adjourned at 9:39 a.m.

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

June 14, 2024  
September 13, 2024  
December 13, 2024

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