



**Concord Township-City of Painesville
Joint Economic Development District (JEDD)
Board Meeting Minutes
December 13, 2024
8:00 AM**

I. Call to Order:

The Concord Township-City of Painesville Joint Economic Development District (JEDD) Board met on Friday, December 13, 2024, at Concord Township Hall located at 7229 Ravenna Rd., Concord Township, Ohio. **Mr. Chris Galloway** called the meeting to order at 8:10 am.

II. Roll Call:

Roll Call: Concord Township Representative, **Mr. Morgan McIntosh**-YES; Painesville District Employee Representative, **Mr. Doug Lewis**-YES; Business Representative, **Mr. Joe Popely**-YES; Painesville City Representative, **Ms. Christine Shoop**-ABSENT; 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)

III. Approval of JEDD Minutes:

- ❖ **Mr. Chris Galloway** entertained a motion to approve the September 13, 2024 JEDD Board Meeting Minutes as written. **Mr. Morgan McIntosh** moved for approval. **Mr. Doug Lewis** seconded. **VOTE:** All in favor of approval (4 Ayes).

IV. Board Member Business/Correspondence:

- ❖ **Mr. Morgan McIntosh** stated Rita McMahon and himself attended Retail Live! The conference was a lot of what is seen in Las Vegas, but condensed. Very Indiana centric. Perhaps Columbus RECON is a better choice.
- ❖ **Mr. Morgan McIntosh** stated a gentleman had an inquiry about Quail Hollow and would love to see the property turn into a community driven recreation center. Discussed finances with him and Rita McMahon emailed him the Silverlode report and what the owners want for the property. He had an idea to do some interesting and innovative things, however, we are waiting to hear back from him. In closing, to that point, I have asked Andy Rose to initiate a strategic planning process for Concord Township's comprehensive plan. The original comprehensive plan was completed in 2004 and updated in 2015. Having gone to RECON three times and Retail Live!, we have talked with a number of people, with respect to Quail Hollow, and they have asked us what do we want. Currently, the property is zoned for one thing. As far as I am concerned, it is a blank slate. There has to be a rezone unless someone wants to come in and keep it as a hotel. Because I do not want to narrow the focus, I am asking people to tell us what they are thinking. Mixed use is one idea. In addition, Spire was interested but have seemed to walk away for the time being. After this meeting, Rita McMahon, Andy Rose, Heather Freeman, and myself are going to meet to discuss a reboot to the strategic planning process to determine what that might look like and how we will construct that process. It would be nice to get community engagement next year. The biggest thing that has changed since last year is the availability of Quail Hollow as part of a development. When both comprehensive plans were done, Quail Hollow was a viable hotel and now it is not. We need to address that by getting more focused when we talk to with people. We are at a disadvantage because the previous plans are outdated. Concord is going to update the comprehensive plan next year.
- ❖ **Mr. Doug Lewis** stated projects are moving forward in the City of Painesville.
- ❖ **Mr. Joe Popely** stated he had nothing additional to add.

V. Department Reports:

A. FINANCE – Mr. Doug Lewis, Treasurer

Revenue and Expense Worksheet

- ❖ **Mr. Doug Lewis** stated 2024 to date, through December 9, 2024, the JEDD has received \$1,423,053 in tax receipts. That is an increase of \$145,229 over this time last year. We have exceeded the \$1,370,000 approved budget
- ❖ **Mr. Doug Lewis** stated the receipts to date are: JEDD \$102,331; Concord Township \$882,608; and Painesville \$294,202. However, not all of the \$1,423,053 has been distributed. Over \$96,000 has been withheld at various times this year with RITA. The most recent was over \$60,000 withheld in the month of November.



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V. Department Reports (Continued):

A. FINANCE – Mr. Doug Lewis, Treasurer (Continued)

Revenue and Expense Worksheet (Continued)

- ❖ **Mr. Doug Lewis** stated after a conference call with RITA, we were informed four companies were evaluated to determine if they should be paying JEDD income tax. They are: Concord Skilled Nursing Rehab; Cornerstone Home Lending; Ordnance Technology Service; and Wellclover Venture. We know Concord Skilled Nursing Rehab and Ordnance Technology are definitely in the JEDD and advised RITA. We have not been able to determine if the other two are located in the JEDD. A list of addresses and parcel numbers for paying JEDD members was sent to RITA. In the future, any new member's addresses will be sent to RITA and a letter sent to the business advising or reminding them that they must establish a RITA account and pay the tax.
- ❖ **Mr. Doug Lewis** stated that RITA indicated that when the audit is completed, the funds retained from those entities that should be paying will be forwarded to us if they are determined to be in the JEDD.
- ❖ **Mr. Joe Popely** asked if the entity is determined to be in the JEDD, is that retroactive?
- ❖ **Ms. Rita McMahon** stated it is retroactive and will go back three years. There have been a number of entities that RITA has found, and they work with RITA to update their records.
- ❖ **Mr. Morgan McIntosh** stated, in an attempt to get ahead of this issue, Rita McMahon and myself discussed the idea of creating a letter to let new entities know they are in the JEDD to point businesses in the right direction.
- ❖ **Mr. Chris Galloway** stated that is an administrative task that we should start doing.

STAR Ohio Investment Worksheet

- ❖ **Mr. Chris Galloway** stated the STAR Ohio investment is going great. We are getting good returns.

2024 JEDD Budget Adjustment - VOTE

- ❖ **Ms. Rita McMahon** stated we need to make adjustments on both the revenue side and the expenditure side. On the revenue side, we received more revenue than we originally budgeted due to STAR Ohio. Prior years interest was not included in the total receipts. The \$79,742 STAR Ohio adjustment includes \$75,000 transfer from this year into the account plus \$4,742 from last year's interest. Going forward, we will be up to date.
- ❖ **Ms. Rita McMahon** stated increased expected tax distribution from RITA and the State of Ohio by \$85,000 to cover our distributions to date. In addition, interest revenue was increased by \$2,125 to cover increased revenue as a result of the additional deposit to STAR Ohio. There is \$166,867 of additional revenue that we are projecting, with a total budget for 2024 of \$1,694,767.
- ❖ **Ms. Rita McMahon** stated in terms of expenses, we added \$1,000 to the legal line item to cover legal expenses associated with the JEDD v. Ames case.
- ❖ **Ms. Rita McMahon** stated overhead expenses are to RITA. So, the adjustments are considered expenses to the JEDD, until it becomes a revenue at a later point in time. Therefore, we have to account for that. As a result, there is a total of \$94,500 of additional expense there.
- ❖ **Ms. Rita McMahon** stated she received the 2025 insurance information. We will pay our 2025 insurance premium in 2024. Because we did not receive the 2024 insurance quote in 2023, the 2024 insurance premium was paid in 2024, so we will be making two insurance payments this year. An additional \$2,233 was added to the insurance line item to allow the JEDD to pay the 2025 premium this year.
- ❖ **Ms. Rita McMahon** stated the last two items are Concord Township and the City of Painesville distributions. The amounts are increased to reflect the additional revenue anticipated from income tax receipts. We consider the distributions to be expenses to the JEDD. The increase in the total expenses is \$230,593.
- ❖ **Ms. Rita McMahon** stated, if we spend everything in 2024, which we will not, we will still have more revenue than expenses.
- ❖ **Mr. Chris Galloway** stated the increased expenditures to Painesville (\$33,465) and Concord Township (\$100,395) includes funds not yet distributed to us by RITA.
- ❖ **Ms. Rita McMahon** stated yes, those numbers have been bumped in case the money is distributed by the end of the year. It is a factor of the \$1,455,000 that I had estimated.
- ❖ **Mr. Chris Galloway** entertained a motion to approve the 2024 JEDD Budget Adjustment as outlined, verbally and in writing, by our Administrator. **Mr. Joe Popely** moved for approval. **Mr. Morgan McIntosh** seconded. **VOTE:** All in favor of approval (4 Ayes).



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V. Department Reports (Continued):

A. FINANCE – Mr. Doug Lewis, Treasurer (Continued)

2025 JEDD Budget – VOTE

- ❖ **Ms. Rita McMahon** stated she used the 2024 year-end estimated numbers to project the 2025 budget. The green numbers in the last column of the worksheet are the proposed budget, revenue and expenditures for 2025. We are estimating the year-end balance in the fund for 2024 will be \$319,767 in assets between STAR Ohio and our bank account. The JEDD started the year with \$305,723 in assets. The balance increased by approximately 4% in receipts this year.
- ❖ **Ms. Rita McMahon** stated we are estimating income tax for 2025 to be \$1,500,000, which is up from \$1,431,707. We should make that number. It may be higher, but I want to be conservative.
- ❖ **Ms. Rita McMahon** stated she is estimating \$13,000 in interest from STAR Ohio, assuming we maintain the principal we have in there. If we add anything to this account, we will have to make an adjustment.
- ❖ **Ms. Rita McMahon** stated with everything we are carrying over we are estimating \$1,832,744 in assets coming in for 2025.
- ❖ **Ms. Rita McMahon** stated regarding expenditures, in 2025 we will carry over the \$8,000 from legal expenses to address the Ames court case.
- ❖ **Ms. Rita McMahon** stated, as we will discuss later in the meeting, NMS has agreed to a three-year contract. They have increased their monthly fee by \$12 (\$260 from \$248 per month), and they are adding a one-time charge of \$500 for each year to complete our financial statements. I calculated in that into the 2025 budget. In addition, we have an audit in 2025 and NMS will be doing a fair amount of work for that.
- ❖ **Ms. Rita McMahon** stated she has left the Administrative expense at the same amount as last year, however, would like to discuss the potential of an increase to her compensation. Particularly this year, because of the Quail property and several other projects, I have spent an exceptionally larger amount of time working on JEDD tasks. The times I come to Concord for meetings associated with the JEDD averages about nine hours a month. My rate is \$100 per hour for my services, and I am getting \$1,500 a month from the JEDD. Without any travel time, which is basically one hour each way, I am at \$900. Along with that, I spend a fair amount of time on the phone and handling operational tasks, which far exceeds the 15 hours or \$1500 a month I am currently getting compensated for. Based on the number of hours I spend on JEDD tasks, which averages 25-30 hours a month, I would like an increase of \$2200 a month.
- ❖ **Mr. Doug Lewis** suggested the Administrator rate be increased to \$2500 a month. She is doing the work and should get paid for it.
- ❖ **Mr. Morgan McIntosh** stated what we pay for financial services is phenomenally good. We are responsible with how we run this entity. I do not think spending an appropriate amount of money is irresponsible.
- ❖ **Ms. Rita McMahon** stated if the Administrator compensation increases to \$2,500 a month, that line item will have to change to \$30,000.
- ❖ **Ms. Rita McMahon** stated the past couple of years we have had Agreed Upon Procedures (AUP) audits, which are a smaller type of audit. However, in 2025 we are scheduled for a full audit, so I have budgeted \$6,000 for that.
- ❖ **Ms. Rita McMahon** stated the Overhead Expenses based on \$1.5 million for RITA would have been around \$45,000. However, I have added an additional \$15,000 to that line item in case they withhold some our resources until a later date. To compensate for that, I have increased the Overhead Expenses to \$60,000.
- ❖ **Ms. Rita McMahon** stated the Travel and Meeting line item and the Marketing and Economic Development line item both remain the same, at \$10,000 and \$90,000 respectively.
- ❖ **Ms. Rita McMahon** stated the Insurance line item was budgeted for \$3,500, \$300 for Office Expenses, \$1,500 for Dues, Subscriptions and Memberships, which covers basically ICSC dues and chamber memberships.
- ❖ **Ms. Rita McMahon** stated the total budget, \$1,539,550, will have to be increased by \$12,000 to compensate for the increase in the Administrator's salary. The revised total budget is \$1,551,550. This is still below our total amount of resources.
- ❖ **Ms. Rita McMahon** stated if the JEDD spends 100% of the budget, \$25,550 of the carryover will need to be used. Typically, the JEDD expenditures are 92%-95% of the budgeted amount. If the 2025 expenditures follow that trend, the expenditures will be less than the anticipated income tax revenue.
- ❖ **Mr. Chris Galloway** entertained a motion to amend the 2025 Budget, as outlined per our discussion, to increase the Administrative Expense line item to \$2,500 a month, changing the total annual cost to \$30,000. **Mr. Morgan McIntosh** made a motion to amend the 2025 Budget to increase the Administrative Expense line item to \$2,500 a month, changing the total annual cost to \$30,000. **Mr. Joe Popely** seconded. **VOTE:** All in favor (4 Ayes).



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V. Department Reports (Continued):

A. FINANCE – Mr. Doug Lewis, Treasurer (Continued)

2025 JEDD Budget – VOTE

- ❖ **Ms. Doug Lewis** made a motion to approve the 2025 Budget as amended. **Mr. Morgan McIntosh** seconded. **VOTE:** All in favor (4 Ayes). **ROLL CALL VOTE:** **Mr. Morgan McIntosh-YES, Mr. Doug Lewis-YES, Mr. Joe Popely-YES, Mr. Chris Galloway-YES.**

Expense Report/Retail Live! - VOTE

- ❖ **Ms. Rita McMahon** stated according to the JEDD Financial Policies in the Travel Policy section, food expenses for out-of-state travel must be approved by the Board. In addition, there is no indication for mileage reimbursement. Without mileage being specifically outlined in the Financial Policies, I am requesting the Board to authorize my Retail Live! expense report, which includes meals for Morgan McIntosh and I as well as round trip mileage at the current IRS standard mileage rate.
- ❖ **Mr. Doug Lewis** made a motion to approve the expense report for Retail Live! in Indianapolis, IN, which includes expenses for Rita McMahon and Morgan McIntosh, at a total of amount of \$545.50. **Mr. Joe Popely** seconded. **VOTE:** All in favor (4 Ayes).
- ❖ **Mr. Chris Galloway** stated let the record reflect the reimbursement is going only to Rita McMahon.
- ❖ **Ms. Rita McMahon** confirmed the expenses are for both Morgan McIntosh and herself.
- ❖ **Ms. Rita McMahon** stated the Financial Policies were updated in June 2023. Later in the meeting I will recommend a Financial Policies review.

B. ECONOMIC DEVELOPMENT COMMITTEE

Quail Hollow Project Update

- ❖ **Ms. Rita McMahon** stated Morgan McIntosh gave the Quail Hollow update in his remarks during the Board Member Business/Correspondence portion of this meeting.
- ❖ **Ms. Rita McMahon** stated it appears we are in a lull, probably due to the holidays. It is my understating the Quail Hollow owners are not available nor active at this time. We continue to have interest, but nothing is percolating.
- ❖ **Ms. Rita McMahon** reiterated that Spire has informed us that they are putting Quail Hollow on the back burner for now, however, they have not said if they are walking away 100%. Spire had a transition in their leadership, which is part of the reason it is on the back burner.
- ❖ **Ms. Rita McMahon** stated she continues to talk with people and made a good connection with a potential developer at Retail Forward in Columbus. They are still in the mix. It will be an ongoing process in 2025.
- ❖ **Mr. Morgan McIntosh** stated we had a short Zoom meeting with Spire and it seemed to me that their setback would only be less than 12 months, but more likely around three months.
- ❖ **Ms. Rita McMahon** stated anyone else who has talked to Quail Hollow owners is basically doing the same thing, which is taking a step back. When I asked the owners their current price, they still say \$6 million, however, they are willing to negotiate a better deal.
- ❖ **Mr. Chris Galloway** stated at some point you can remind the Quail Hollow owners that the Lake County Auditor drastically reduced the value of the property. If they are insistent the property is worth \$6 million, because they have repeatably provided documentation that is their belief, I can always adjust it back.
- ❖ **Ms. Rita McMahon** stated that is a good point.
- ❖ **Ms. Rita McMahon** stated she has advised Mr. Andrews (the U.S. Quail Hollow contact) the Township has adjusted the taxes. I would be happy to revisit the property value with them.
- ❖ **Mr. Chris Galloway** stated the Auditor has the ability to review a property at any time. It is not a standard practice, and I am not looking to do that. I believe our value is accurate.
- ❖ **Mr. Morgan McIntosh** stated the New Zealand owners indicated in August 2024 that they would like to get something done this year. Based on what we have done, they have had a strike in interest and have several conversations. Now, everything has gone cold and the year has come to an end.
- ❖ **Mr. Morgan McIntosh** stated he and Rita McMahon discussed it is not so much the land value, it is the cost of doing anything.
- ❖ **Mr. Joe Popely** asked if the Quail owners are compliant with their obligations to upkeep of the property?
- ❖ **Mr. Andy Rose** stated they are not compliant with their obligations to upkeep the property. The Fire Marshall is getting ready to access fines for violations because the building is unprotected.



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VI. Old Business:

A. JEDD MEMBERSHIP RECRUITMENT

- ❖ **Ms. Rita McMahon** stated we continue to have conversations with many people. Most recently, we had a conversation Ash Patel, Bucyrus Lodgings, regarding a hotel they would like to put on the old Chapin property. They are finishing up a project in Painesville. They indicated that by the end of the first quarter 2025, they should be in a position to re-engage with us relative to development in 2025. Home2 Suites and Tru and the hotel brands they want to build.
- ❖ **Ms. Rita McMahon** stated Sam Patel is moving forward with his hotel on Gold Court, which was the old Home2 Suites. He is re-engaging the Home2 Suites concept in that location. According to the conversations Andy Rose and myself had with Sam Patel, he is in the process of updating his building plans to the current building code so he can resubmit for a Home2 Suites in that location.
- ❖ **Mr. Andy Rose** stated he believes Hilton's position is the first one to the finish line gets the project.
- ❖ **Mr. Chris Galloway** stated Sam Patel has a huge head start with a buildable lot and plans started.
- ❖ **Ms. Rita McMahon** stated we continue to talk to some companies that have been looking at properties owned by Concord Real Estate Properties on Capital Parkway and Discovery Lane. They could be potential additions to the JEDD.
- ❖ **Mr. Morgan McIntosh** stated Todd Victor is slated to begin his project Spring 2025.
- ❖ **Ms. Heather Freeman** stated the Victor project was approved September 2024. In my conversation with Mr. Victor last week, he still has not received any headway with the City of Painesville regarding the water line easement that he needs on his property.
- ❖ **Ms. Rita McMahon** stated she has discussed the water line easement with Doug Lewis. At both Retail Live! and Retail Forward, we promoted Todd Victor's project and had some decent interest in those vacant spaces. We get much better reception when we have a location and a plan in hand to show people.
- ❖ **Mr. Chris Galloway** stated we still have a couple of vacancies in the Drug Mart plaza.
- ❖ **Ms. Rita McMahon** stated the Drug Mart plaza is not in the JEDD.
- ❖ **Mr. Doug Lewis** stated he has talked with Todd Victor and our law director. We need to get an easement for the existing water line that goes in and determine which line he is going to tap in to. He wants to tap in to the 10-12" main, which we will not allow him to do. It is just a matter of working out the details. I have asked Todd Victor to contact our Water Department, and to date he has not called them.

B. JEDD v. AMES *(This agenda item was discussed out of sequence due to the Law Director leaving the meeting early.)*

- ❖ **Mr. Mike Lucas** thanked the JEDD Board for providing responses and background information for this case. The documents we produced in response to their request has been sent to them. In terms of Board Members, I have identified Chris Galloway, Morgan McIntosh and Rita McMahon as our fact witnesses.
- ❖ **Mr. Mike Lucas** stated we are at the stage now where we are going to be filing motions back and forth for summary judgement. Nothing has been filed yet. Motions for summary judgement basically say there is no genuine issue of material fact.

C. RETAIL LIVE!/RETAIL FORWARD UPDATE

- ❖ **Ms. Rita McMahon** stated Morgan McIntosh and herself attended Retail Live! and she attended Retail Forward in Columbus with Christine Shoop and Susan Crotty from Painesville. One of the benefits of attending both events was receiving a book of contact information for the retailers at the Retail Forward event and a similar version, electronically, from Retail Live!. The Retail Forward event was much more Ohio centric than Retail Live! (which Morgan McIntosh had indicated was focused on Indianapolis). A lot of what we saw at both events were fast food restaurants, gas stations and lower end retailers.
- ❖ **Ms. Rita McMahon** stated we received a couple of leads from Retail Forward and am following up on those. In my opinion, Retail Forward was worth the time and effort and would attend in the future, however, I would not attend Retail Live! again.
- ❖ **Ms. Susan Crotty** stated she agrees with Rita McMahon's comments above. It is worth it to drive to Columbus just to get the contact book. However, would have liked to have seen a larger participation of different types of retailers. We made some good quality contacts without a big expense and travel time.
- ❖ **Ms. Rita McMahon** stated Bibibop is very interested in our area and have followed up with them and sent information on Todd Victor's property. I will continue to keep in contact with the regional site representative.



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VI. Old Business (Continued):

C. RETAIL LIVE!/RETAIL FORWARD UPDATE (Continued)

- ❖ **Mr. Chris Galloway** stated another location option could be by the future hotel near the Community Center, if they are willing to do their own out parcel and their own building.
- ❖ **Ms. Rita Mc Mahon** stated she filled out a survey for Retail Forward indicating the event was valuable.

VII. New Business:

A. INSURANCE RENEWAL – VOTE

- ❖ **Ms. Rita McMahon** stated she received the 2025 insurance quote from Public Entities Pool of Ohio (PEP) and emailed it to the Board for review. There is an increase over last year's premium. Our total cost last year was \$2,731 and the increase for 2025 is to \$2,953. The increases are primarily in property and general liability. General liability is a function of our budget. As long as our budget goes up in expenses, general liability will continue to go up as well.
- ❖ **Ms. Rita McMahon** stated there is a discrepancy on the insurance line item of the budget on how much we actually paid. In previous years, we received an insurance rebate in the form of a check. Last year, because the quote was so late, we received a credit. I would anticipate we would receive a rebate in the range of \$125.
- ❖ **Ms. Rita McMahon** recommended to the Board to approve the insurance renewal.
- ❖ **Mr. Chris Galloway** entertained a motion to approve the 2025 Public Entities Pool of Ohio Insurance Renewal in the amount of \$2,953. **Mr. Doug Lewis** moved for approval. **Mr. Joe Popely** seconded. **VOTE:** All in favor of approval (4 Ayes).

B. FINANCIAL SERVICES CONTRACT – VOTE

- ❖ **Ms. Rita McMahon** stated we have received an agreement from NMS for a three-year contract, at a fixed rate. The monthly fee is \$260 per month, which is a \$12 per month increase. There will also be an additional one-time fee per year to compile the annual financial report.
- ❖ **Ms. Rita McMahon** recommended to the Board to approve the NMS three-year agreement.
- ❖ **Mr. Doug Lewis** made a motion to approve the three-year agreement, January 1, 2025-December 31, 2027, with NMS. **Mr. Morgan McIntosh** seconded. **VOTE:** All in favor of approval (4 Ayes).

C. ADMINISTRATOR CONTRACT / RESOLUTION 2024-01 – VOTE

- ❖ **Mr. Doug Lewis** stated we need to fill in Article 2, 2.01 within the JEDD Administrator's agreement, adding the \$2,500 payable each month.
- ❖ **Mr. Morgan McIntosh** moved to approve Resolution 2024-01-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 and with the amount of \$2,500 payable each month per Article 2, 2.01 of the agreement. **Mr. Doug Lewis** seconded. **VOTE:** All in favor of approval (4 Ayes).
- ❖ **Ms. Rita McMahon** thanked the Board for their support.

D. FINANCIAL POLICY REVIEW – TRAVEL EXPENSES

- ❖ **Ms. Rita McMahon** stated within the Financial Policies, the Travel Policies total daily meals expenses are low (\$40 for in state). For out-of-state travel, the maximum daily meal reimbursement will be determined by the JEDD Board. If we authorize travel to ICSC, for example, I am requesting that part of that motion is to pay expenses, so we can make sure there is always an approval. Lastly, there is no discussion of mileage in the Policy. Recommending the Board review the Financial Policies, and I will bring back suggested changes to the March meeting.
- ❖ **Mr. Chris Galloway** suggested we add mileage on travel outside of Concord Township and/or the City of Painesville at the annual rate established by the IRS. How do you want to address meals?
- ❖ **Ms. Rita McMahon** stated we can leave the term *Meals* in the Policy but indicate the daily costs to be what is considered reasonable.
- ❖ **Mr. Chris Galloway** stated if we are going to have *Meals* in the Policy, we have to increase the numbers or change the language that allows us ultimate flexibility. However, I do not know how the Auditor will look upon us creating language that allows ultimate flexibility.
- ❖ **Ms. Rita McMahon** stated that is her concern as well. Maybe we add some parameters, a total expense not to exceed number, unless approved by the Board.
- ❖ **Mr. Chris Galloway** stated we pretty much have to double the current numbers. We can add language stating here are the numbers and/or a daily amount on meals.



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VII. New Business (Continued):

E. ICSC LAS VEGAS – MAY 18-20, 2025

- ❖ **Ms. Rita McMahon** stated the next ICSC event is May 18-20, 2025. The deadline for early registration is February 18, 2025 at \$850 per person.
- ❖ **Mr. Chris Galloway** suggested to send two people to ICSC.
- ❖ **Mr. Morgan McIntosh** stated going to talk to people in person is not necessarily a bad thing. What is the refund deadline if we decide not to attend?
- ❖ **Ms. Rita McMahon** stated the refund deadline is usually the end of April.
- ❖ **Mr. Morgan McIntosh** recommended to register two people and we still have wiggle room if we change our minds.
- ❖ **Mr. Morgan McIntosh** stated Rita McMahon and himself had a conversation about making a concerted effort to network with people locally. Maybe we can try this approach in early 2025 to see if we can accomplish some of that and save the idea of attending. If we do not have any success early on, we can still attend ICSC.
- ❖ **Ms. Rita McMahon** stated one of the good things about Retail Forward is that several Northeast Ohio retailers were there. We had a chance to talk in detail with some of them. Goodman, in particular, was one of the main sponsors for Retail Forward. We had good conversations with their representatives at Retail Forward.
- ❖ **Mr. Morgan McIntosh** stated we should attend Retail Forward again, and he would be interested in attending.
- ❖ **Ms. Rita McMahon** asked who should she register for ISCS? We can always change who we register if needed.
- ❖ **Mr. Chris Galloway** stated to pick two people for registering purposes. Two people are adequate.
- ❖ **Ms. Rita McMahon** stated she will register Morgan McIntosh and herself in January 2025. As we get closer, we can determine who will attend. The hotels usually do not open up until around February, so we have time on that.

VIII. Set 2025 Meeting Dates:

- ❖ **Mr. Chris Galloway** stated the 2025 JEDD Board meeting dates are set for: March 14, 2025, June 13, 2025, September 12, 2025 and December.
- ❖ **Mr. Morgan McIntosh** stated the March date could potentially be an issue for him and will advise.

The Board Meeting was adjourned at 9:43 a.m.

Meeting(s) scheduled below are subject to change:

March 14, 2025
June 13, 2025
September 12, 2025
December 12, 2025

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