

MEETING MINUTES  
ECONOMIC DEVELOPMENT CORPORATION  
MARCH 11, 2020 8:00 AM  
FARMINGTON HILLS CITY HALL – VIEWPOINT ROOM  
31555 W. ELEVEN MILE ROAD  
FARMINGTON HILLS MI 48336

**CALLED TO ORDER BY:** CHAIRMAN CANTOR AT 8:04 AM

**MEMBERS PRESENT:** ANHUT, CANTOR, CARR, ELLIOTT, HARTSOCK, ZACHOS

**MEMBERS ABSENT:** BEIERMEISTER, LINDSEY-FEAGIN, SLAUGHTER

**OTHERS PRESENT:** Samantha Seimer, Economic Development Director; Gary Mekjian, Assistant City Manager; Ken Massey, City Council Member/EDC Liaison; Diane Holcomb, resident; John Landis, resident;

**APPROVAL OF AGENDA:**

Motion by Carr, support by Hartsock, to approve the agenda.

Motion carried unanimously.

**APPROVAL OF MINUTES – February 19, 2020:**

- Chairman Cantor noted two track changes under the Chairman’s Report that needed to be accepted. One in the first bullet point, and another in the sixth. Ms. Seimer noted the changes to the minutes.

Motion by Hartsock, support by Anhut to approve the minutes as amended.

Motion carried unanimously.

**CHAIRMAN’S REPORT:**

- Chairman Cantor introduced Mr. John Landis, a potential member of the EDC. Mr. Landis works in finance, and lives in Farmington Hills, he has experience in Economic Development from his time establishing the Livonia EDC.
- Mr. Landis spoke about his background and forty years of experience in finance.
- Chairman Cantor thanked Mr. Landis for his interest in the EDC and attending the meeting.
- Chairman Cantor extended gratitude for the support the EDC receives from the City Manager’s Office and City Council.
- Chairman Cantor and Ms. Seimer gave an update about a meeting they had with Oakland County Economic Development’s Small Business Center manager, Greg Doyle. Mr. Doyle spoke about his experience with Oakland County Incubators and has offered to help with the market feasibility study.

**BUSINESS:**

**a. New Business**

**a. Workforce Development Initiative**

- Ms. Seimer spoke to the EDC about a potential workforce development initiative that was briefly discussed at the February meeting.
- Mr. Hartsock mentioned that developing a workforce is a broad, two-sided topic; it could be helping jobseekers as well as employers. He added that the role of the EDC should focus on the employer. Mr. Anhut added that the EDC should not become a workforce agency. The Board agreed.
- Ms. Seimer mentioned that when the newsletter goes live, it could ask employers if they are interested in posting their vacant positions. There could be an area of the website dedicated to job postings. Mr. Massey mentioned that the process of job postings needs to be fair and equitable to all businesses.

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- Mr. Landis stated that he is the president of the Oakland County Schools Foundation and there are four technical career centers in the county that could tie into our workforce initiative. Chairman Cantor added that the 13<sup>th</sup> Year program may also be applicable to the initiative.

### **b. Old Business**

- Chairman Cantor followed up on meetings, events and involvement with other Farmington Hills Boards and Commissions including a meeting with a member of the Farmington Library Board, and the Children Youth and Families (CYF) Technical Career night. The CYF has potential for a liaison from the EDC to work together on future initiatives. Chairman Cantor added that the Technical Career night could also be something to tie into the School.
- Chairman Cantor stated that the Commission on Aging is still working towards furthering their Community for a Lifetime initiative.

## **COMMITTEE REPORTS:**

### **a. Hawk Incubator**

- Ms. Seimer informed the Board that Mr. Stumpf is scheduled to come into town for his initial visit Monday March 16, through Wednesday, March 18. A series of tours of incubator tours and stakeholder interviews are scheduled. Chairman Cantor will be out of town for the visit, therefore he has designated Mr. Carr to assist with Mr. Stumpf's visit.

### **b. Connected Farmington Hills**

- Mr. Zachos thanked Ms. Seimer for the survey reports and mentioned expanding the scope of the connected project with timelines, deliverables and reports. He asked the Board how cyber security fits in to the broader scope of the connected project; adding that cities are being hacked. He stated that perhaps Central Services could present to the board to talk about how Farmington Hills is protected and keeps up to date on technology.
- Ms. Seimer stated that she recently had a retention visit with a Farmington Hills company, Preferred Data Systems, who focuses on cyber security and works with the FBI on cyber forensics analysis for white collar crime. This could potentially be an educational series with assistance from the Chamber and the EDC. Ms. Seimer stated that cyber security is tied into business safety similar to public safety preparedness.
- Chairman Cantor stated that he is happy to get Central Services involved and Mr. Carr noted that Oakland University has an entire business unit dedicated to cyber security.

## **BOARD MEMBER'S COMMENTS:**

- Mr. Zachos asked if the EDC should prepare something about business recovery post the COVID-19 pandemic. The consensus of the Board at the time was to not provide further information until we have definitive plans from other partner agencies.
- Mr. Landis and Mr. Zachos both echoed concerns about how working from home can open a business up to susceptibility for hacking and other IT issues.
- Mr. Anhut recognized Mr. Elliott for selling the bank building in Farmington.
- Mr. Anhut asked if the Annual Report had been given to City Council yet. Ms. Seimer stated that City Council had not received the Economic Development Annual Report as of the date of the meeting.
- Mr. Elliott updated the Board about the Sarah Fisher site stating that it is under contract and currently going through architecture and engineering.

## **PUBLIC COMMENTS:**

- None.

## **ADJOURNMENT:**

- The next meeting of the EDC will be April 21, 2020 at 8:00 AM.

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Chairman Cantor adjourned the meeting at 9:12 AM

Minutes drafted by: Samantha Seimer