

**MINUTES  
CITY OF FARMINGTON HILLS  
ECONOMIC DEVELOPMENT CORPORATION  
March 19, 2014 – Regular Meeting**

**NO QUORUM**

A quorum was not met; so the Economic Development Corporation of the City of Farmington Hills held an informal discussion on Wednesday, March 19, 2014, in the Community Room at City Hall. Chairman Anhut was present and the informal discussion began at 8:11 a.m.

Members present: Anhut, Elliott, Hartsock, and Marcellino

Members absent: Brock, Gatewood, Jacknow, Manduzzi and Sarafa

Also present: Ms. Madhu Oberoi

**INFORMAL DISCUSSION**

Chair Anhut spoke about several things, including:

- John Ginopolis was recently honored at a Gala event; it was well-attended, and he said the Ginopolis Restaurant has overcome many challenges since their recent fire on-site;
- The Farmington Hills Police Department was recognized as one of the top five cities in the state for superb security;
- Ms. Oberoi was filling in for Ms. Cappola;
- Amerisure in Farmington Hills recently received the AM Best bond rating approval;
- McGlinch received an award for best shingling contractor in the country;
- The water tower at the DPW has received awards and accolades;
- Cold calls continue, and the Chair said he was determined to assemble the small business round table group; they currently have 10 members, with plans to begin in May

Speaker Jeff Jorge was present, Executive Partner of GDP | Global Development Partners. Mr. Jorge spoke to the Economic Development Corporation regarding his background and involvement in the business community. He noted that he was on the board at Automation Alley.

Mr. Jorge said GDP | Global Development Partners was a global consultancy group that delivers breakthrough growth strategy formulation, execution and turnkey international market entry support to companies in multiple industry sectors and foreign markets – with particular emphasis in the Americas and fast-growing emerging economies, such as Brazil and Mexico. GDP’s proven methodology enables companies to capture market growth – internationally and domestically – with reduced risks, improved outcomes, and shortened time-frames. He said their clients span an eclectic mix of established corporations and start-ups, along with deep mindfulness for social responsibility, and he and his team help accelerate the growth of their clients by unlocking latent potential to capture sustainable market growth while benefiting people, planet and profits.

Mr. Jorge spoke in detail about how to get local companies over various hurdles that prevent them from becoming involved with exporting their goods and services.

Discussion took place regarding the idea of Economic Development Corporation hosting a group of local companies who may be interested in expanding into the world of global export; and how GDP range of services and consulting can help to identify partners for this 'international trade arm'. The timeframe of May was discussed.

Mr. Jorge stated that this business gathering could be independent of GDP; but that his company was available to provide information regarding resources to help local companies interested in export, as well as assist companies in other countries become established in the U.S.

The group agreed it could be an effective branding type of event in helping local businesses in the support they would need for exporting.

Discussion took place about the increase in the real estate market; expansion efforts at Botsford Hospital and CEMS; and the stock market.

Ms. Oberoi gave a brief description of her background as an urban planner, her work with the City of Lincoln Park and Pontiac; and her recent assistance to the City of Farmington Hills.

Chair Anhut said the next Economic Development Corporation meeting was scheduled for April 16, 2014.

The informal discussion ended at 9:02 a.m.

Respectfully submitted,

City Manager Steve Brock  
Secretary, Economic Development Corporation