

COMBINED MEETING MINTUES OF
Community Improvement Corporation & Lake County Economic Development Center
 391 W. Washington Street
 Painesville, OH 44077

Attendees:

<i>CIC/LCEDC Reps:</i>	David Gilmer	Martin Kuula	Dale Langbehn	Pat Rositani
<i>CIC Reps:</i>	Michael Evangelista	Verne Horton	Connie Luhta	William Margalis
	Bob Shiner	Darrell Webster	Tom William	
<i>LCEDC Reps:</i>	John Crocker	Janice Lipscomb		

Others:

Jessie Duncan John Hawkins Catherine Haworth

Proxy's Returned:

<i>CIC/LCEDC Reps:</i>	Robert Aufuldish	Morris Beverage	Michael Patriarca	Gretchen Skok DiSanto
<i>CIC Reps:</i>	David Anderson	James Gills	Edward Podojil	William Reid
	Jerry Youngberg			
<i>LCEDC Reps:</i>	Ken Spence			

Absent:

<i>CIC/LCEDC Reps:</i>	Frank Ashton	James Hayer	Gary Kostura	Bryon Pike
	Frank Ragley	Neil Sawicki	Wally Siegel	
<i>CIC Reps:</i>	Lorraine Fende	Ken Lorenz	Lee Lydic	Greg Waina
<i>LCEDC Reps:</i>	Michael Davis	Rose Dziak	Doug Heiser	Janice Lipscomb
	Tim Posar	Jim Setele		

On November 9, 2004, CIC President, David Gilmer, called the combined meeting of the CIC Trustees and LCEDC Board of Advisors to order at 12:30 p.m.

APPROVAL OF MINUTES

Mr. Crocker moved to approve the minutes of the July 13th, 2004 combined LCEDC/CIC meeting and Mr. Langbehn seconded. The motion passed.

A. TREASURER'S REPORT

Mr. Patrick Rositani presented the treasurer's report for LCEDC and CIC. The financial supplements include the balance sheet as of October 31, 2004 and profit and loss previous year comparison January through October. Revenues are down ten percent compared to the same time period in 2003. Expenses are also down ten percent compared to the same time period last year. This is due to a grant program that has expired. Our net income is \$42,000 to date which is right on target with where we want to be.

Mr. Crocker moved to approve the treasurer's report. Mr. Langbehn seconded. The motion passed.

B. DIRECTOR'S REPORT

ENTERPRISE ZONE/SITE SELECTION

Willoughby Hills has been added to the enterprise zone. Site selection inquiries are increasing, another indication that the economy is picking up.

SBDC

The SBDC completed its 2004 fiscal year on September 30th with over 2000 hours of counseling. David Simerly will satisfy SBDC's 2005 training goals by working with the SBDC 2 days a week. Lake County's unemployment rate continues to drop. September's rate was 5.1, the same as the U.S. average but less than the 5.7 Ohio average.

SBA 504 LOAN PROGRAM

This program finished its 2004 fiscal year with twelve loans (\$4.7 million in debentures; \$13 million in projects) In just a year the program has doubled its loan volume. For fiscal year 2005 the program already approved 3 loans with 4 additional loans pending.

NORTHEAST OHIO PROCUREMENT TECHNICAL ASSISTANCE CENTER (NEOPTAC)

PTAC has been helping clients complete GSA schedules. GSA schedules eliminate the bidding process for projects. Levels of awards at all time high - \$20.9 million through three quarters. PTAC hosted the 2nd annual Veterans Conference on November 4th in Cleveland. Geneva's Nordic Air won a three year \$45 million contract under the guidance and counseling of the procurement department. PTAC and the LCEDC have asked the Ashtabula County Commissioners to resume cash support of the PTAC program since PTAC serves a multi-county area including Ashtabula.

INTERNATIONAL TRADE ASSISTANCE CENTER – (ITAC)

ITAC continues its Certificate Course in International Trade at Lakeland Community College and is also partnering with the World Trade Center.

Revolving Loan Fund (RLF)

The SBA application for \$94,000 in microenterprise funds has been received. The first loan was to Safe Harbor Child Care Enrichment Center in Fairport Harbor for \$5,000.

C. OTHER ISSUES

Membership

The Membership Drive has generated over \$71,000 to date. Our goal is to reach at least \$80,000 by the end of the year.

Custom Publishing

Custom Publishing has contacted the Center to do another Crain's pull-put. The pull-out will be published in March and will highlight Lake County. The last one was done 3 years ago and was a very successful Lake County advertising campaign. Since 2005 marks the 20th anniversary of the Center, the pull-out will be centered around that theme.

Third Frontier Internship Program

Lakeland and Lake Erie College students and area high tech employers are participating in this grant. We are approaching the end of the first year of funding. Second year grantees should be notified by December.

Lake County Opportunity Showcase

This minority business event took place on October 1st at Lakeland. Over 300 people attended. This long awaited event has captured the needs of the Hispanic community. The SBDC is currently working with the organized group HOLA to meet those needs.

D. OLD BUSINESS

No old business was discussed.

E. NEW BUSINESS

No new business was discussed.

F. ADJOURNMENT

Motion to adjourn meeting at 1:00 p.m. by Mr. Langbehn. Seconded by Mr. Evangelista. Motion passed. The next LCEDC meeting will be January 11, 2005 at Holden Conference Room at Lake Erie College at 7:30 a.m. The CIC annual meeting will be held in February at Hellriegels.

Respectfully submitted,

Jessie Duncan