

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

MINUTES

**Attendees:**

<i>CIC/LCEDC</i>	Frank Ashton	David Gilmer	Gary Kostura	Martin Kuula
<i>Reps:</i>	Dale Langbehn	Frank Ragley	Pat Rositani	Gretchen Skok DiSanto
<i>CIC Reps:</i>	Verne Horton	Ken Lorenz	Connie Luhta	William Margalis
	Bob Shiner	Darrell Webster	Tom Williams	
<i>LCEDC Reps:</i>	John Crocker	Janice Lipscomb	Ken Spence	

**Others:**

Jessie Duncan	John Hawkins	Catherine Haworth
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**Proxy's Returned:**

<i>CIC/LCEDC</i>	Robert Aufuldish	Morris Beverage	Michael Patriarca
<i>Reps:</i>	David Anderson	James Gills	William Reid
<i>LCEDC Reps:</i>	Michael Davis		

**Absent:**

<i>CIC/LCEDC</i>	Martin Gareau	James Hayer	Bryon Pike	Neil Sawicki
<i>Reps:</i>	Walt Siegel	George Spinner		
<i>CIC Reps:</i>	Michael Evangelista	Lorraine Fende	Lee Lydic	Edward Podojil
	Greg Waina	Jerry Youngberg		
<i>LCEDC Reps:</i>	Rose Dziac	Tim Posar	Jim Setele	

On July 13, 2004, CIC President, David Gilmer, called the combined meeting of the CIC Trustees and LCEDC Board of Advisors to order at 12:10 p.m.

**APPROVAL OF MINUTES**

Mr. Langbehn moved to approve the minutes of the May 11, 2004 LCEDC meeting and Mr. Kostura seconded. The motion passed. Mr. Shiner moved to approve the minutes of the April 15, 2004 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 June 30, 2004, profit and loss previous year comparison January through June with 2004 budget and the 2003 audit. SBA revenues are up due to an increase in activity. The organization has been maintaining a cash balance of \$492,000. From a cash standpoint, the organization broke-even last year. The year prior we had a \$30,000 deficit. The audit was clean, there were no findings or compliances issues. The audit management summary is on page 16 of the audit.

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

**B. DIRECTOR'S REPORT**

**ENTERPRISE ZONE/SITE SELECTION**

The maximum length available for tax abatement has been increased to 15 years. The application Wickliffe was reviewing has been denied. The e-Synchronist program has been implemented. E-synchronist is a retention and expansion effort using software to gather, organize, analyze and report company information, giving community decision-makers invaluable insight into the dynamics of the local economy.

**SBDC**

The SBDC just completed its third quarter with 647 counseling hours. David Simerly will be contributing 2 days weekly to SBDC training such as NxLevel and E-vantage starting in September. The Urban League SBDC in Cleveland has opened. They will be serving Cuyahoga County.

**SBA 504 LOAN PROGRAM**

Eleven loans have been approved to date by the Lake County Small Business Assistance Corp (LCSBAC).

**NORTHEAST OHIO PROCUREMENT TECHNICAL ASSISTANCE CENTER (NEOPTAC)**

PTAC has 421 active clients; 114 of those in Lake County. 35 companies have won contracts totaling \$8.5 million. Lake County companies received \$2.4 million of that total. Kaeper Machine in Lake County was awarded a \$970,000 contract from U.S. Army. PTAC continues its community outreach, making presentations at the Veterans Administration Resource Council, SCORE, Minority Contractors Business Assistant Program, NASA Technology Showcase, Congressman LaTourette's Procurement Networking Event, COSE/NEO Microenterprise Network Resource Central and the All Ohio Trade Fair.

**INTERNATIONAL TRADE ASSISTANCE CENTER – (ITAC)**

ITAC continues working with the World Trade Center of Cleveland on the 2004 World Trade Conference being held July 28-30. This conference will run concurrently with the International Children's Games and Cultural Festival (July 29-Aug. 2). The certificate course in International Business will be offered again at Lakeland in September. Mr. Simerly had 145 counseling hours for the quarter.

**Revolving Loan Fund (RLF)**

The RLF has been awarded \$94,000 from the SBA and \$25,000 in CDBG funds. The new loan amount will increase from \$10,000 to \$20,000. The rate is 6.24% for this quarter.

**C. OTHER ISSUES**

**Team NEO**

In June, a tri-county meeting was held to discuss the involvement of Geauga and Ashtabula counties possibly joining forces with Lake, creating one seat on Team NEO. Geauga is not interested in joining Team NEO while Ashtabula is still evaluating its advantages and disadvantages. If the two counties decide not to join, Ms. Haworth hopes that Team NEO accepts whatever amount Lake County can raise. Currently, Lake County has raised \$50,000.

**Membership**

The Membership Drive has generated \$65,000 to date, which is \$5,000 more than last year at this time.

### **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 20<sup>th</sup> anniversary of the Center, the pull-out will be centered around that theme.

### **CIC Website**

The Lake County website now has the CIC link on it. Check it out at [www.lakecountyohio.org](http://www.lakecountyohio.org) and click on Community Improvement Corporation.

### **Counsel Invoice**

Mr. Shiner made a motion to approve the \$1,012.50 counsel invoice. Mr. Kostura seconded. The motion passed.

### **D. OLD BUSINESS**

No old business was discussed.

### **E. NEW BUSINESS**

Members welcomed Mr. Ken Spence of Huntington Bank to the board.

### **F. ADJOURNMENT**

Motion to adjourn meeting at 12:36 p.m. by Mr. Langbehn. Seconded by Mr. Kostura. Motion passed. The next combined meeting will be on Tuesday, November 9, 2004 at Noon. The next LCEDC board meeting will be on Tuesday, September 14, 2004 at 7:30 a.m. in Holden at Lake Erie College.

Respectfully submitted,

Jessie Duncan