

# North East Spokane

## Public Development Authority

**December 9, 2016**

12:00 PM – 4:00 PM (adjourned at 3:10 pm)

### Minutes – Approved

#### Attendance

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**NEPDA Members present:** Nicole Hydzik, Craig Riley, Joe Tortorelli, Laura McAloon, Richard Burris

**Staff present:** Melissa Owen

**Consultants present:** none

**Guests present:** Cheryl Stewart (prospective NEPDA Board Member), Stan Key (GSI), Mike Malsam (Spokane Public Schools)

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12:00 pm to 12:05 pm **Welcome and Introductions** – around the room introduction followed approval of November minutes.

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#### Discussion Items:

12:05 pm to 12:10 pm **Approval of November 2016 Minutes** motion by Richard Burris, M/S by Craig Riley, all in favor.

#### 12:10 pm to 12:30 pm **Meet & Greet – Cheryl Stewart**

Cheryl is the Executive Director of Inland Northwest AGC association of commercial contractors – she has been with association for 15 years. Cheryl engaged in Keep Spokane Moving (completion of north Spokane corridor) and is now being considered for the vacant NEPDA board position for business representative.

#### 12:30 pm to 12:50 pm **Partnership Building – Stan Key, Greater Spokane Inc. (GSI)**

GSI is a regional organization. Stan is with the Economic Development Department of GSI. His primary role is recruitment and retention of manufacturing, distribution, and logistics entities. Most of Stan's work is with companies that are already here. Stan meets with 170-180 local businesses each year. Weekly Stan reaches out to 20 businesses that he's targeted for this area (Spokane Region). He generally looks to site smaller business versus larger corporations (those between 10 and 500 employees). GSI utilizes pamphlets and sends out a quarterly newsletter to nationwide site selectors

While Stan's clients make the decision about where they want to locate, he does bring sites forward to clients based on their identified needs (Process – find out what their needs are including building or land type and size, work force and supply chain needs, etc.). GSI includes available sites within the identified area and/or meeting specified needs. Additionally, GSI works with their partners (e.g. City of Spokane, Avista, etc.) to provide all available the incentives.

Infrastructure is the second most important criteria to the businesses with which Stan works: Workforce is the number one criteria. Disadvantages for Hillyard/The YARD include its past reputation (even when this does not

reflect the current climate), derelict housing/properties, and missing infrastructure like unpaved roads. Prospective companies question who is going to pay for the necessary infrastructure upgrades. In addition to infrastructure, enticing new investment includes the need to look at how we improve and expand housing in that area. Stan sees opportunity to build upon the business that is already located in The YARD and identified the area's designation as a Community Empowerment Zone (CEZ) as a positive characteristic for new and expanding manufacturing. The CEZ designation affords companies savings on sales tax for construction of facilities.

Trends in manufacturing – there is a higher level of skill necessary for today's manufacturers. In addition to necessary skills, employers are looking to hire those who can come to work on-time and pass a drug test. Good machinists or welders can have their pick of jobs in the Spokane Region.

The NEPDA should seek a sustainable funding source in order to be really effective. A good example of an effective PDA is Pike's Market – they have leases come in from businesses leasing their spaces.

1:00 pm to 2:30 pm **Workshop**

THE YARD INFRASTRUCTURE NEED AND COST SUMMARY (Anthony Carollo request) Melissa provided summary of findings from the 2016 Infrastructure needs analysis as the more detailed and refined infrastructure priorities and associated costs are not yet available as part of the current EPA Area-wide Plan.

YARD TIF DISTRICT (Anthony Carollo Request) Melissa provided an update on potential revenue from a YARD TIF district and provided a process outline and timeline for implementing a YARD TIF district.

4 QUESTIONS WORKSHOP EXERCISE

*2017 NEPDA Priorities*

#1 – Marketing

Celebrate even the small wins and develop a more dynamic YARD/NEPDA web/communications presence to ensure that the YARD and PDA is top of mind and to get the community excited about what is happening in The YARD. In 2017 the NEPDA aspires to advocate for the community, get the community excited, and educate the community at large. Communications and talking points need to address three distinct stakeholder groups – Government, Business, and the community. The NEPDA should also look to build and leverage relationships with those who have advocated for the NSC.

JANUARY MEETING – meet with Rick Romero re PDA funding and Louis Meuler re: LINK process and specifically industrial design standards for heavy industry. Laura McAloon to reach out to Rick Romero and Richard Burris will contact Louis Meuler.

3:10 pm **Meeting Adjourned**