

## **Fairhope Industrial Development Board Meeting Meeting Minutes**

**April 23, 2014 5:00pm**

The meeting of the Fairhope Industrial Development Board was called to order by Board President Bob Gentle at 5pm. In attendance were board members Bob Gentle, Carl Wegener, Hubert Hinote, Tommy Faust, and Mike Baugh. Jack Burrell, City Council liaison, was also in attendance. Mr. Gentle introduced the following guests and each shared their experience and expertise with the Board as follows:

### Lee Lawson, Director of the Baldwin County Economic Development Alliance(BCEDA)

Mr. Lawson shared the statutory purpose of Industrial Development Boards (IDBs) as established by the Alabama State Legislature in 1975. Functionally most boards have use their powers to provide tax abatements under that their legal authority to incent businesses to locate in a designated geographic locations. Some IDBs are more active in recruitment of business than others, but most function as needed for the tax abatement approval process.

BCEDA is funded by 120+ private and public entities, with 60% public/40% private currently making up the funding ratio. The organization has three full-time employees with an annual budget of \$500,000. They market Baldwin County to businesses that will provide skilled labor jobs (no retail.) BCEDA helped recruit Segers Aerospace to Fairhope as well as assisted with the opening of new offices of CPSI on Greeno Road.

Industries that Mr. Lawson's organization focuses on recruiting include advanced manufacturing, financial services, white collar, and aerospace. He shared that there is a need for Class A office space on the Easter Shore, but that a quasi-public/private venture would be required to make it economically viable due to competing office space offered by RSA in Mobile.

### Dan Bourbon, Fairhope resident and prospective Board member

Mr. Bourbon shared his background, having moved here several years ago after being heavily involved in the IDB for Holland, MI. He worked for General Motors Corporation for 22 years before joining an engineering firm for 18 years to finish his working career. The Holland IDB changed its name to more accurately reflect its mission which included the following three major objectives:

- 1) Recruit with a rifle, rather than a shotgun, approach to target the exact companies and industries that would benefit from relocating to Holland
- 2) Provide entrepreneurial support to new businesses to promote expansion in Holland
- 3) Assist in the growth and nourishment of existing business

Mr. Bourbon shared some examples of the success that the Holland IDB had over several years and provided insight into the processes that were put in place to accomplish those successes.

Mike Baugh provided his background in private industry through his company, United States Tool Group, and also his participation on the Boards of both the Airport Authority and the Industrial Development Board.

Bob Gentle clarified his view of the purpose of the IDB in two parts:

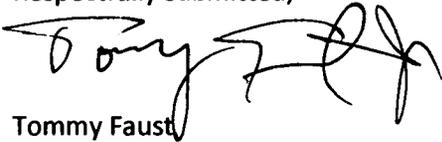
- 1) To partner with BCEDA whenever possible to recruit new, appropriate business to Fairhope
- 2) Brand the Fairhope IDB as an agent to promote and develop business in Fairhope

Tommy Faust provided a handout of Green Industries as designated by the federal government for future reference in business recruitment.

Minutes for the March meeting were presented for approval. Tommy Faust made a motion that the minutes be accepted as presented, and Mike Baugh seconded the motion. The minutes were unanimously approved. Bob Gentle requested that each Board member provide their vision of a strategic plan for the IDB and bring to the next meeting, which was set for Wednesday May 28 at 5pm at City Hall.

Upon unanimous approval, the meeting was adjourned at 6:31pm.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'Tommy Faust', written in a cursive style.

Tommy Faust