

## MEETING MINUTES - DRAFT

SPECIAL MEETING

NOVEMBER 20, 2015

### **SPECIAL JOINT MEETING OF THE GREENSBORO CITY COUNCIL, THE GUILFORD COUNTY COMMISSIONERS AND THE HIGH POINT CITY COUNCIL**

The Special Joint meeting of the Greensboro City Council, High Point City Council, and the Guilford County Board of Commissioners was called to order at 1:13 p.m. on the above date in the 3<sup>rd</sup> Floor Conference Room of the Branch Bank & Trust Building with the following members present:

**Present for the City of Greensboro:** Mayor Nancy Vaughan, Councilmember Marikay Abuzuaiter, Councilmember Mike Barber, Councilmember Jamal Fox, Councilmember Sharon Hightower, Councilmember Nancy Hoffmann, Councilmember Justin Outling, and Councilmember Tony Wilkins

Absent: Mayor Pro-Tem Yvonne Johnson

Also Present: Assistant City Manager Wesley Reid, City Attorney Tom Carruthers, and Deputy City Clerk Angela R. Lord

**Present for Guilford County:** Board of Commissioners Chair Hank Henning, Vice Chair Commissioner Jeff Phillips, Commissioner Carolyn Coleman, Commissioner Carlvena Foster, Commissioner Alan Branson, Commissioner Alan Perdue, Commissioner Justin Conrad, and Commissioner Ray Trapp

Absent: Commissioner Kay Cashion

Also Present: County Manager Marty Lawing, County Attorney Mark Payne and County Clerk Robin Keller

**Present for the City of High Point:** Mayor William Bencini, Councilmember Cynthia Davis, Councilmember Jeff Golden, Councilmember Christopher Williams, Councilmember Alyce Hill, Councilmember Jay Wagner, Councilmember James Davis, and Councilmember Jason Ewing

Absent: Councilmember Latimer Alexander

Also Present: City Manager Greg Demko, City Attorney Joann Caryle, City Clerk Lisa Verling and Deputy City Clerk Marie Smith

Also Present: Brent Christensen of the Greensboro Partnership and Lorren Hill of the High Point Economic Development Corporation

#### **1. Welcome and Call to Order**

Guilford County Board of Commissioners Chair Hank Henning called the meeting to order; spoke to a historic day; provided a brief history of the alliance; spoke to working collaboratively; providing one set of demographics; stated it was a honor to be present and to witness the Alliance moving forward; and spoke to building relationships.

## **2. Introductory Remarks**

Mayor Vaughan welcomed the High Point City Council; spoke to the long time discussions regarding the collaboration; thanked the Partnership for taking the issues to heart and making serious changes; voiced excitement for the resolution; spoke to marketing regionally; expressed her pleasure in getting to know members of the Guilford County Commissioners and the High Point City Council; referenced prior working relationships; and the end of dysfunctional efforts.

Mayor Bencini spoke to the long planning time; development of trust and cooperation among the three jurisdictions; voiced his pleasure in becoming familiar with the people of Greensboro and Guilford County; thanked County Attorney Marty Lawing for what he had invested into the project; stated Mr. Lawing had suggested the meeting among the three entities; and voiced appreciation for the contributions of Lorren Hill and Brent Christensen.

Mr. Henning outlined the procedure for the meeting; and recognized Mr. Lawing to provide a summary of the resolution.

## **3. Request Board and Councils to discuss and consider adoption of a joint resolution authorizing the establishment of the Guilford County Economic Development Alliance (GCEDA) between Guilford County, The City of High Point, The City of Greensboro, The Greensboro Partnership and the High Point Economic Development Corporation**

Mr. Lawing spoke to it being a great day; summarized and highlighted key points of the resolution; affirmed the primary goal was improving Economic Development (ED) in Guilford County; spoke to tax based jobs; potential investors looking for a united front; outlined the proposed structure; stated leadership as a key component; the leadership group would be accountable for ensuring a continued close working relationship; outlined the Business Advisory Council, how appointments would be made; stated ED marketing would be done jointly and approved by the group; spoke to the strategic plan; being proactive with site locations; stated the Greensboro Partnership (the Partnership) and High Point Economic Development Corporation (EDC) would share client information; outlined meeting requirements; spoke to annual investments; funding for research and joint marketing; the Partnership and EDC board's approval of the proposal; and stated all parties would sign the formal agreement when drafted.

## **4. Discussion**

Councilmember Hightower commented it was a banner day for Greensboro; referenced the three jurisdictions represented in the room; spoke to marketing for the East Greensboro area; previous collaborations between Greensboro and Guilford County; and expressed excitement to be part of the project.

Councilmember Abuzuaiter thanked everyone for their work on the project; stated it was a historic day; spoke to a project that would assist everyone; job creation; referenced the Family Justice Center; spoke to her hope for future collaborations; additional meetings between the jurisdictions; and voiced it was an honor to be a part of the project.

Councilmember Wilkins thanked everyone for the final product; and expressed it was the best he had seen.

Councilmember Outling referenced the Partnership slogan “Together We Thrive”; spoke to individual successes and struggles; and expressed excitement as together they all thrived.

Councilmember Barber spoke to the leadership; staff creating the opportunity; officials inspiring staff; and voiced pleasure to be a part of the event.

Councilmember Fox stated it was an honor and privilege to be there; ED was crucial in the region; spoke to daring to be different; referenced great partnerships; expressed thanks on behalf of his district; and thanked Guilford Technical Community College President Randy Parker and Workforce Development Director Lillian Plummer for their vision.

Councilmember Hoffmann commented that it was a good day for the cities and the county; spoke to a global economy; and stated acting together made them stronger.

Commissioner Conrad spoke to representing areas inside and outside of Greensboro; towns that would benefit from the project; and expressed hope for more things they could do together.

Commissioner Coleman spoke to a maximized relationship; stated the longest journey began with a first step; spoke to attracting citizens to Guilford County; to her long term servanthood on the Board; and voiced it was the first time seeing the two cities and the county coming together.

Commissioner Branson spoke to a great day for ED; referenced the economic downturn in 2007; voiced it was great to see everyone coming together to build a better Guilford County and to create jobs; spoke to what the future held; keeping young folks in the community; providing opportunities; and expressed thanks to everyone.

Commissioner Phillips conveyed he was excited about the opportunity for the county and the region; stated it was an honor to be a part of the process; spoke to regionally forward thinking; setting a new foundation; being a shining example for ED; and thanked everyone involved.

Commissioner Trapp spoke to the historic moment; stated the jurisdictions had not let politics get in the way of common sense; and spoke to the need to work collaboratively with Greensboro districts.

Commissioner Foster expressed pride in the High Point EDC; recognized Mr. Hill for his experience; stated ED meant something different for people she represented; that the Alliance would benefit everyone; and voiced appreciation to those involved.

Commissioner Purdue spoke to working with an organization where lines did not matter; recognized the leaders that brought the project together; spoke to representing areas of Greensboro and High Point; and commented it was a significant step forward.

Councilmember Williams echoed thanks that everyone else had expressed; stated he was fairly new to the Council; voiced being a part of the project was beyond his expectations; spoke to the hope for improvements in blighted areas; and referenced promised jobs.

Councilmember Ewing spoke to the historic day; a different playing field; excellent leadership; and expressed enthusiasm for the next phase.

Councilmember Golden spoke to time committed to the opportunity; the energy in the room; and voiced excitement about the future.

Councilmember Davis (Cynthia) thanked Greensboro and Guilford County; voiced support for her colleagues' statements; concerns with the Alliance; spoke to being responsible to constituents; and read into the record a prepared statement.

(A copy of the statement is filed in Exhibit Drawer X, Exhibit Number 34, which is hereby referred to and made a part of these minutes.)

Councilmember Hill stated it was a great day; spoke to taking ED to a new level; and stated the Alliance had potential for all involved.

Councilmember Wagner stated he was happy to be a part of history; voiced the importance for everyone that was present; spoke to a formal agreement; a shared vision; recognized Mr. Hill and Mr. Christensen; and expressed appreciation on behalf of his portion of High Point.

Councilmember Davis (James) spoke to previous relationships between the jurisdictions; referenced earlier meetings with Mayor Vaughan and Mayor Bencini; voiced his support in the project; and stated he would be voting in the affirmative.

## **5. Motion to Approve the Resolution**

City of Greensboro:

**Moved by Mayor Vaughan, seconded by Councilmember Barber to adopt the joint resolution authorizing the establishment of the Guilford County Economic Development Alliance (GCEDA) between Guilford County, The City of High Point, The City of Greensboro, The Greensboro Partnership and the High Point Economic Development Corporation. The motion carried unanimously by voice vote.**

Mayor Vaughan stated Mayor Pro-Tem Yvonne Johnson was out of town but that she was in support of the resolution.

City of High Point:

Mayor Bencini referenced Councilmember Davis (James) previously serving as Mayor, his contributions to the project; and requested Councilmember Davis move the resolution.

**Moved by Councilmember Davis, seconded by Councilmember Ewing to adopt the joint resolution authorizing the establishment of the Guilford County Economic Development Alliance (GCEDA) between Guilford County, The City of High Point, The City of Greensboro, The Greensboro Partnership and the High Point Economic Development Corporation. The motion carried by a 7 – 1 voice vote with Councilmember Davis (Cynthia) voting 'no'.**

Guilford County:

**Moved by Commissioner Phillips, seconded by Commissioner Trapp to adopt the joint resolution authorizing the establishment of the Guilford County Economic Development Alliance (GCEDA) between Guilford County, The City of High Point, The City of Greensboro, The Greensboro Partnership and the High Point Economic Development Corporation. The motion carried unanimously by a voice vote.**

**0372-15 A RESOLUTION SUPPORTING THE ESTABLISHMENT OF THE GUILFORD COUNTY ECONOMIC DEVELOPMENT ALLIANCE WHICH WOULD SERVE AS A COALITION BETWEEN GUILFORD COUNTY, THE CITY OF GREENSBORO, THE CITY OF HIGH POINT, THE GREENSBORO PARTNERSHIP AND THE HIGH POINT ECONOMIC DEVELOPMENT CORPORATION TO CONDUCT ECONOMIC DEVELOPMENT MATTERS IN A MORE UNIFIED MANNER**

WHEREAS, Guilford County, City of Greensboro and City of High Point officials believe that having one strong centralized economic development organization in Guilford County, to manage all aspects of economic development within the county and region, would be beneficial in creating a unified effort toward the recruitment of corporations interested in making capital investments and creating jobs in Guilford County; and

WHEREAS, Guilford County, the City of Greensboro, the City of High Point, the Greensboro Partnership and High Point Economic Development Corporations have reviewed various organizational structures for a centralized economic development organization for approximately one year; and

WHEREAS, significant progress has been made toward the goal of a centralized organization which would represent the entire county to include increased communication between the local governments regarding economic development and a much closer working relationship between the Greensboro Partnership and the High Point Economic Development Commission staffs; and

WHEREAS, all of the parties agree that the initial step in establishing a centralized economic development organization for Guilford County would be to establish a coalition known as the Guilford County Economic Development Alliance (GCEDA) and establish a structure under which all of the stakeholders could work in a coordinated and unified fashion on all economic development matters impacting the county and the region; and

WHEREAS, the Leadership Group of the Guilford County Economic Development Alliance will oversee the activities of the Greensboro Partnership and the High Point Economic Development Commission and will be accountable for making sure the two agencies work closely on marketing Guilford County and working closely on all economic development matters; and

WHEREAS, The GCEDA Leadership Group membership will be composed of the Chairman of the Guilford County Board of Commissioners, the Mayor of High Point, the Mayor of Greensboro, the Guilford County Manager, the High Point City Manager, the Greensboro City Manager, the Chairman of the HPEDC Board; with the Chairman of the GP Board and the presidents of the Greensboro Partnership and the High Point Economic Development Corporation serving as ex-officio members; and

WHEREAS, the Greensboro Partnership Board Chairman will chair the Leadership Group in odd numbered years and the Chairman of the High Point Economic Development Commission will serve as chair on even number years, with the Leadership Group meeting at least once per month; and

WHEREAS, The presidents of the two economic development organizations will alternate serving as the GCEDA Director with the President of the High Point Economic Development Commission serving as director in odd numbered years and the Greensboro Partnership President serving as director in even numbered years; and

WHEREAS, there will also be a 12 member Guilford County Business Advisory Council to give input and advice to the GCEDA Leadership Group and support the economic development efforts of the GCEDA, the HPEDC and the GP; and

WHEREAS, the GCED Advisory Council membership will include five (5) appointees by the Chairman of the Greensboro Partnership board of directors, five (5) appointees by the chairman of the HPEDC Board of Directors, the director of the Greensboro / High Point / Guilford County Workforce Development Board who shall chair the Advisory Council in even numbered years and the president of Guilford Technical Community College who shall serve as chair of the Advisory Council in odd numbered years; and

WHEREAS, it is the goal that all economic development marketing will be done jointly with the GP and the HPEDC with prior approval of the GCEDA Leadership Group, the GCEDA will also create an economic development strategic plan that will target industries that would likely have expansion projects within 1 to 3 years; and

WHEREAS, the GCEDA would be proactive in working with site location consultants and make strategic visits to corporations to familiarize them with Guilford County; and

WHEREAS, the Greensboro Partnership and the High Point Economic Development Corporation will share all client and prospect information and the Economic Development Partnership of North Carolina will be asked to direct any projects for Guilford County to the lead person of the GCEDA; and

WHEREAS, The presidents of the Greensboro Partnership and the High Point Economic Development Corporation will meet in person every other week and the economic development recruiting staffs for both organizations will meet at least every other month; and

WHEREAS, the GCEDA would have an annual budget of \$300,000 with each of the three local governments contributing \$100,000 to be used for joint marketing and to fund a staff person to conduct research for client proposals, collect data and work with local real estate professionals to maintain a data base of available buildings / sites for clients; and

WHEREAS, the presidents of HPEDC and GP will confidentially share information with the Leadership Group on all of the clients and prospects of GCEDA and with the senior staff and elected officials of the three local governing boards; and

WHEREAS, the respective Boards of HPEDC and GP have reviewed and approved the Guilford County Economic Development Alliance proposal and agree to be parties to an interlocal agreement outlining the structure and responsibility of the GCEDA Organization.

NOW, THEREFORE BE IT RESOLVED THAT, Guilford County, the City of Greensboro, the City of High Point, the Greensboro Partnership and the High Point Economic Development Commission agree that the Guilford County Economic Development Alliance should be established to coordinate and unify the economic development efforts in Guilford County and each organization intends to execute an interlocal agreement outlining the structure and responsibilities of the proposed GCEDA Organization.

Adopted this the 20<sup>th</sup> day of November, 2015.

(Signed) Nancy Vaughan, Mayor  
Greensboro City Council

(Signed) William “Bill” S. Bencini, Jr., Mayor  
High Point City Council

(Signed) Paul Henry “Hank” Henning, IV, Chairman  
Guilford County Board of Commissioners

Mayor Vaughan spoke to the dedication and contributions of City Manager Jim Westmoreland. Mayor Bencini and Commissioner Henning recognized Councilmember Latimer Alexander and Commissioner Kay Cashion that were unable to attend the meeting.

## **6. Adjourn**

**Moved by Councilmember Hightower, unanimously seconded by the group to adjourn the meeting. The motion carried by voice vote.**

The SPECIAL JOINT MEETING OF THE GREENSBORO CITY COUNCIL, THE GUILFORD COUNTY COMMISSIONERS AND THE HIGH POINT CITY COUNCIL adjourned at 1:57 p.m.

ANGELA R. LORD  
DEPUTY CITY CLERK

NANCY VAUGHAN  
MAYOR