

FINANCE AND ECONOMIC DEVELOPMENT COMMITTEE

JUNE 27, 2016

The meeting was called to order at 6:00 p.m. by Chairman Jim Matuszak. Committee members present were John Kevern, Jim Matuszak and Tim McCarthy. Also present were Dave Creps, Finance Director, Tim Fisher, Deputy Finance Director, and Steve Bronder, Income Tax Commissioner.

ECONOMIC DEVELOPMENT

Glenn Grisdale, the city's economic development consultant, was present with Justin D'Appolonia of Total Fleet Solutions. Total Fleet Solutions is a provider of turnkey fleet management services for Fortune 1000 companies including large manufacturing and distribution companies. The company is currently located in Holland, Ohio and is looking to relocate this fall. It is looking at sites in Perrysburg, Maumee and Monclova Township. The company has identified Levis Commons as a prospective new location.

Mr. Grisdale stated that the company is requesting a jobs grant to help offset the costs that would be incurred with establishing a new corporate headquarters in Perrysburg. The company will be staffed by approximately 35 full-time employees with a combined annual payroll of \$4.2 million dollars. If approved for the grant, then the company would be eligible for an annual refund of \$20,000 for a period of five years. Mr. Matuszak asked what the majority of the 35 employees do on a daily basis. Mr. D'Appolonia said that two-thirds of them are sales and they have a number of data entry employees. He said the application states that they will add two employees a year, which is in his opinion a conservative view of job growth, and will probably be more. Mr. Kevern asked how long they have been in business, and Mr. D'Appolonia said since 2001. Mr. Matuszak asked what percentage of their net profits would be apportioned to Perrysburg, and Mr. D'Appolonia said it would be 100% as it currently is in Holland. The Committee agreed 3-0 to recommend approval of the jobs grant for Total Fleet Solutions.

FINANCE DIRECTOR'S REPORT

The Committee reviewed expenditures over \$5,000 for the month of May. There were questions about the Pack Rat, Code Red, Reveille, and the Predictive Index Testing. Mr. McCarthy said that he will bring up the Predictive Index Testing at the Personnel Committee meeting to see if this service is still worth renewing.

Mr. Creps reported that the balance in the health insurance fund at May 31st was \$476,436.00 which is down slightly from April, however it has been holding fairly steady the last three months.

CERTIFICATE OF ESTIMATED REVENUES

Mr. Creps stated that this is basically a housekeeping measure that we do every year. He explained that we predict the revenue for the next year and then Wood County uses it to generate a certificate of estimated revenues which is its estimate of how much our real estate tax revenue will be that year from the county. This process minimizes the possibility of any budgetary surprises on the revenue side. Mr. Matuszak asked if there

were any significant variances between the estimated and actual numbers from this same process last year that need to be taken into consideration this year. Mr. Creps said there were not. The Committee discussed the figures for a few funds were calculated and agreed 3-0 to recommend approval.

INSURANCE RENEWAL

Mr. Creps stated that two proposals were received for the city's property and liability insurance. He said that the low bid of \$142,517 was from Hylant Administrative Services. The bid received from Huntington, Inc. was in excess of \$149,000. Mr. Creps said that the administration discussed their dissatisfaction with Hylant at length, but believed it to be in our best interest, and are recommending, that we stay with Hylant. Mr. Matuszak asked what the administration's issues were with Hylant. Mr. Creps said that there were some issues with Bicentennial events and with the Boat Club building. Mr. Matuszak asked if the two companies are comparably rated and Mr. Creps said they are. Mr. Kevern asked Mr. Creps if he is happy with Hylant and Mr. Creps said that he has had no issues. The Committee agreed 3-0 to recommend approval of a contract with Hylant Administrative Services for the City's property and liability insurance. Mr. Matuszak added that he is not happy with the way Hylant handled the Boat Club, but if Mr. Creps is satisfied with the day-to-day coverage and handling, he will support this recommendation. Mr. McCarthy added that Hylant was asked to react to situations by phone, very quickly and under unusual circumstances.

TAX COMMISSIONER'S REPORT

Mr. Bronder reported that for the month of May the Tax Division collected a little over a million dollars which is up 19% from the same month last year. Mr. Bronder said that he believes this is due to a timing issue with more employers submitting withholding on a monthly basis versus a quarterly basis. Mr. Bronder said year to date collections are over \$9.4 million and are up 8% over the first five months of 2015.

OTHER BUSINESS

The Committee had a discussion regarding food trucks. Mr. Matuszak stated that he met with the law director and she said that any action taken by city council should focus on the safety and welfare of the citizens. Mr. Matuszak said that most of the people that have contacted him about the food trucks are looking for economic protection and he is not sure he agrees with government getting involved for that purpose. There was discussion regarding other communities issuing temporary permits for food trucks and ice cream trucks. Mr. Matuszak said that he will work with Ms. Henderson and bring a proposal back to the Committee.

There being no further business, the meeting adjourned at 7:21 p.m.

Respectfully submitted,

Jim Matuszak, Chairman

Finance and Economic Development Committee

Next meeting: Monday, July 25, 2016 at 5:00 p.m.