

**JOINT MEETING OF THE EL SEGUNDO CITY COUNCIL  
AND ECONOMIC DEVELOPMENT ADVISORY COUNCIL  
September 21st, 2016 Meeting Minutes**

**A. CALL TO ORDER**

Interim Vice Chair Sandy Jacobs called to order the Joint Meeting of the El Segundo City Council and Economic Development Advisory Council at 4:33 p.m. on Wednesday September 21st, 2016 at Millennium Space Systems, 2265 E. El Segundo Blvd., El Segundo, CA 90245.

**B. ROLL CALL**

The following Economic Development Advisory Council members were present:

- Sandy Jacobs (Vice Chair)
- Richard Lundquist
- Michael Mothner
- Gary Horwitz
- Lily Craig
- Lance Ralls
- Bob Healey
- Neal Perkey
- Alex Abad
- Shar Franklin
- Rob Croxall
- Spencer Bauer

The following Economic Development Advisory Council members were absent:

- Morris Chernick
- Rob Croxall
- Vandad Espahbodi
- Al Keahi (Chair)

The following El Segundo City Council members were present:

- Mayor Suzanne Fuentes
- Mayor Pro Tem Drew Boyles
- Mike Dugan
- Carol Pirsztuk
- Dr. Don Brann

The following staff members were present:

- Greg Carpenter, City Manager
- Barbara Voss, ED Manager

**C. Welcome**

- Welcome and Overview (Vincent Deno, Chief Operating Officer, Millennium Space Systems)

**D. PRESENTATIONS**

Chris Cagle, South Bay Workforce Investment Board – South Bay Business Portal

- The South Bay Business Portal ([southbaybusiness.org](http://southbaybusiness.org)) is an economic development tool to help South Bay cities manage commercial real estate inventory and assist with site search.
- Provided a walkthrough of the web-site.

**E. APPROVAL OF MINUTES**

B. Gray motioned to approve the minutes of the July 20th, 2016 meeting. A. Abad, seconded, unanimous approval.

## **F. UNFINISHED BUSINESS**

- Centennial Committee Update. (L. Craig)
  - L. Craig reported that the committee has scheduled a series of events for the year. M. Petit provided an update to City Council. There is a centennial website in progress – [elsegundo100.org](http://elsegundo100.org). The committee is looking for sponsors.
  - The Centennial Committee has selected merchandise that will be available for sale.
  - The Centennial Committee will present to EDAC at the November meeting.
- Discussion and update on 2016 Champions of Business Celebration.
  - Event is sold out.
- PSM Marketing Update (D. Martin, PSM)
  - 100% of cost of the Champions of Business Celebration is covered through sponsors.
  - SOAR featured Kevin Demoff
  - New Champions of Business video will debut at event
  - BisNow will hold their quarterly conference in El Segundo in May 2017.
  - Laker event generated strong media coverage.
  - Champions of Business –Easy Reader is running a three story series on the Champions of Business.
  - Surpassed 100@100.
  - A. Abad announced that South Bay Digs will start covering El Segundo. El Segundo will be the only city in the South Bay to have its own section.
- Discussion and possible action to identify third party presenter(s) and/or host(s) to discuss/show economic development initiatives and industry and business trends.
  - B. Voss announced that the December EDAC meeting will be held at Karl Storz.
  - C. Pirsztuk recommended PK4 and CenterCal for future meetings.
- Discussion and possible action to form an EDAC Member nominating committee, particularly in the areas of financial institutions, retail centers, aerospace, and technology/software. (A. Keahi) No update. Deferred to October brainstorming session.
- Discussion of sub-committee formation and responsibilities. (A. Keahi) No update. Deferred to October brainstorming session.

## **G. NEW BUSINESS**

- Discussion and possible action to hold an EDAC strategic planning session on October 19<sup>th</sup> from 11AM-2PM in lieu of the October EDAC meeting. (B.Voss)
  - The 19<sup>th</sup> won't work for many EDAC members, B. Voss will select an alternative date.

## **H. REPORTS**

1. Economic Development Manager Report (B. Voss) –
  - EDAC was recognized by the El Segundo Chamber with the Community Betterment award.

- City Council approved \$240,000 from T.O.T. to go towards destination marketing.
  - New Businesses - eSalon moving to 1910 E. Grand. DTI services moving to 101 Sepulveda.
  - D. Boyles suggested welcome to El Segundo quarterly events.
2. New businesses to El Segundo and tracking towards 100 new businesses by 100th anniversary goal. Update – 103 new businesses to date.
- M. Mothner suggested that the city monitor businesses leaving the community.
  - D. Boyles suggested possibly requiring a deposit from businesses that would be returned when the business leaves the community.
  - G. Horowitz announced that Kite Pharma has expanded at 2383 Utah campus.
  - Trisonic and 2040 Mariposa both sold for over \$400 psf.
  - JustFab continues to grow and look for more space.

#### **I. PUBLIC COMMUNICATIONS**

- B. Turnbull ESPD has developed an active shooter flyer to raise awareness about available resources and training services.
- G. Carpenter announced that Northrop Grumman is in escrow to sell the northern twenty one acres of their property.

#### **J. CITY COUNCIL MEMBER/ EDAC/ COMMENTS**

The meeting adjourned at 6:05 PM.

#### **K. ADJOURNMENT**

PASSED ON THIS 21st DAY September, 2016.