



**Business Development Committee
May 30, 2019 at 8:30 AM
Birmingham City Hall**

Committee members: Sam Surnow (Chair), Steve Quintal, Jeff Hockman, Mike McKenzie

Staff: Ingrid Tighe, BSD Executive Director

- 1. Retention and growth**
 - a. Merchant Meeting recap
 - b. Gift Certificates
 - c. Parking incentive (Lyft and Uber)

- 2. Tenant recruitment process**
 - a. ICSC update
 - b. Marketing material
 - c. Broker round table recap
 - d. New Business Report
 - e. Pipeline report

- 3. Next meeting date**