



The Shopping District

Business Development Committee

January 28, 2021

Me21-00011921 members: Surnow (Chair), Hockman, Quintal, McKenzie

Staff: Brook

1. Welcome and Introductions

PRESENT: Surnow, Hockman, Quintal, McKenzie

ABSENT:

ADMINISTRATION: Brook

GUESTS: Cindy Ciura, CC Consulting

2. Retention and Growth

- a. Ciura updated the committee on seven potential deals she is currently fostering.
- b. Ciura shared her concern that new retailers are looking for landlords to include significant tenant improvements in their leases while many landlords are not interested in doing so. She said that this is making it difficult to close deals.
- c. The group discussed possibly holding a property owner/landlord roundtable.

3. Goals and Objectives

- a. See attachment

4. Pipeline Reports

- a. The Committee had in-depth discussions on the structure of the Pipeline Report and the presentation of the information. The committee decided to revamp the report to be able to show the important data in the form of a DashBoard report to the board. The DashBoard report will be presented to the board at the March meeting.

NEXT MEETING: February 25, 2021

2020-21 Budget: \$160,000

Remaining balance after February vouchers: \$114,346