



Business Development Committee Report

Meeting Date: 4/26/2022

151 Martin Street,

Birmingham, MI 48009

248-530-1200

ALLINBirmingham.com

Members in Attendance: Steve Quintal

Members Absent: Jeff Hockman, Sam Surnow, Mike McKenzie

Staff Present: Sean Kammer

1. Welcome and introductions
2. Public comment- none
3. Retail Recruiter Contract

Executive Director presented the retail recruiter contract for review. Committee member provided feedback relating to changing business retention, advising adding a bonus for non-target retail categories, and advising caution relating to asking for rent rate due to confidentiality consideration. Committee advised that 'approximate rental rate' substitute. National, regional, and local retailers should all be defined in the contract.

Meeting adjourned at 9:15 a.m.

NEXT MEETING: Tuesday, May 17, 2022 at 8:30 a.m.

2021-22 Budget: \$100,000

Remaining balance after May vouchers: \$2,758