

CITY OF STERLING HEIGHTS
LOCAL DEVELOPMENT FINANCE AUTHORITY
MINUTES OF THE SPECIAL MEETING
January 11, 2022 – 8:00 a.m.
6633 18 Mile Road, Sterling Heights, MI 48314
586-884-9322
VideoConference and TeleConference

Approved

Phil Hunsberger called the meeting to order at 8:01 a.m.

Pledge of Allegiance

Members present at roll call: Dr. Michael Balsamo, Bill Holbrook, Phil Hunsberger, Laurel Johnson, Steve Pomaville, Jeanne Schabath-Lewis, Howard Sizemore, Jill Tomyn

Members absent: Ellanore Evans, Josh Hundt, John Lettang, Robert Ljucovic, Dominic Patrus, Camille Silda

Also in attendance: Luke Bonner, CEO Bonner Advisory Group, Senior Economic Development Advisor – City of Sterling Heights; Jason Castor, City Development Director – City of Sterling Heights; Kathryn Quell, Management Services Specialist – City of Sterling Heights; April Boyle, Senior Advisor for Entrepreneurship and Innovation; Randall Hudak – Nordicom Technologies; Brandon Pizzati – Nordicom Technologies

Motion to Approve the Agenda

Moved by Pomaville, supported by Tomyn, to approve the agenda as presented.

Ayes: All

Nays: None

Motion carried.

Motion to Approve the CONSENT AGENDA as presented

Moved by Johnson, supported by Balsamo, to approve the Consent Agenda as presented.

A. To approve the minutes of the Special Meeting of November 30, 2021.

Ayes: All

Nays: None

Motion carried.

New Business

To consider The Strategic Planning Agreement between the City of Sterling Heights Local Development Finance Authority (LDFFA) and Strategiz, LLC, a consultancy concentrated on assisting organizations in strategic planning, operational coaching, focus group facilitation and executive coaching and leadership development.

Ms. Boyle stated that she has worked with Strategiz on various projects in the past. Ms. Boyle said that Strategiz is very thorough and their program is easy to follow. The timeline outlined in

the Scope of Work is a 3 – 4 month process. A core planning team will be consisting of April Boyle, Luke Bonner, Kathryn Quell, Vicky Rowinski, Stacy Ziarko and possibly a representative from the college. Mr. Pomaville inquired if Kathryn or Luke has met Becky Davenport or Al Herbach. Ms. Quell responded that no, she has not. Mr. Pomaville inquired if Ms. Davenport and Mr. Herbach’s bios or resumes could be sent to the Board and in future proposals, that information be included. Mr. Pomaville asked Ms. Boyle if there will be other firms that she will be contracting with for work as well. Ms. Boyle stated that yes, she anticipates there will be and this will be determined based on the strategic plan created by Strategiz. Mr. Hunsberger inquired if there is money in the budget for these expenses. Ms. Quell stated that, in the current fiscal year, we had budgeted \$450,000 for support services. With the termination of the Alchemist contract, there is \$431,000 remaining. Ms. Boyle’s contract is \$150,000, so a portion of the remaining money will be funding the Strategiz contract. Ms. Quell stated that the budget for the new fiscal year will be presented to the Board in February and will include anticipated spending in alignment with the plan from Strategiz.

Moved by Balsamo, supported by Johnson to approve the Strategic Planning Agreement between the City of Sterling Heights Local Development Finance Authority and Strategiz, LLC, in the amount of \$18,000.

Ayes: All

Nays: None

Motion carried.

To consider the Cloud Services Agreement between the City of Sterling Heights Local Development Finance Authority (LDFA) and Nordicom Technologies, Inc.

Ms. Quell stated that the existing contracts for IP phone support, Internet provider, and managed infrastructure support have all reached maturity. Ms. Quell said that she has been working with Randall Hudak, of Nordicom Technologies, and already the building has seen vast improvement in the areas of: internet connection, streamlined IT closet, tenant IT issues, setting up Velocity dedicated email, transferring the domain of the website, printing, and conference room enhancements. Ms. Quell presented a letter of support from Steve Deon, IT Director, City of Sterling Heights, stating full support of the proposed services for IP phones, internet and managed support services. Mr. Hudak has been working with the City’s IT department for over five years and is very familiar with the infrastructure and how it relates to Velocity. Mr. Hudak stated the improvements that have been made at Velocity and the developing vision of continuing to bring the building to its IT potential. Mr. Hudak has segmented the tenants. He is planning long term goals to modernize the conference rooms and the phone system is tied to Microsoft 365, allowing for advanced technology.

Moved by Schabath-Lewis, supported by Pomaville to approve the Cloud Services Agreement between the City of Sterling Heights Local Development Finance Authority (LDFA) and Nordicom Technologies, Inc..

Ayes: All

Nays: None

Motion carried.

To consider the Internet Agreement between the City of Sterling Heights Local Development Finance Authority (LDFA) and Windstream Enterprise.

Ms. Quell presented a spreadsheet of cost comparison with the three proposed Agreements for Cloud Service, Internet and Managed Services.

Moved by Pomaville, supported by Balsamo to approve the Internet Agreement between the City of Sterling Heights Local Development Finance Authority (LDFA) and Windstream Enterprise.

Ayes: All

Nays: None

Motion carried.

To consider the Managed Infrastructure Service Agreement between the City of Sterling Heights Local Development Finance Authority (LDFA) and Nordicom Technologies, Inc.

Ms. Quell stated that, since working with Randall from Nordicom Technologies, vast improvements have taken place. She said the response time and resolution time has been excellent. Ms. Quell stated that Randall has taken care of all work orders presented in a timely and professional manner.

Moved by Lewis, supported by Johnson to approve the Managed Infrastructure Service Agreement between the City of Sterling Heights Local Development Finance Authority (LDFA) and Nordicom Technologies, Inc.

Ayes: All

Nays: None

Motion carried.

Old Business

Ms. Quell stated that the tenant occupying space #2-I, known as UltraLevel, had a name change and will now be CloudSafe, with the same terms and Lease Agreement.

Public Comment

None

Adjournment

Moved by Balsamo, supported by Sizemore to adjourn.

Ayes: All

Nays: None

Motion carried.

The meeting adjourned at 8:30am