

**GRAND JUNCTION
CITY COUNCIL ADDITIONAL WORKSHOP
SUMMARY**

June 14, 2004

The City Council of the City of Grand Junction, Colorado met on Monday, June 14, 2004 at 11:44 a.m. at the Whitman School, 248 S. 4th Street to discuss workshop items. Those present were Councilmembers Harry Butler, Cindy Enos-Martinez, Dennis Kirtland, Bill McCurry, Gregg Palmer and President of the Council Bruce Hill. Absent was Councilmember Jim Spehar.

Also present besides staff was Mesa County Commissioner Tillman Bishop.

Summaries and action on the following topics:

1. **ECONOMIC DEVELOPMENT PARTNERS PRESENT THE BUSINESS VISITATION PROGRAM:** Thea Chase, Ann Driggers and Ric Gibson representing the Economic Development Partners (ED Partners) were present. Ms. Driggers explained the purpose of ED Partners is to address issues affecting the economy, and to strategize. They have identified local business as a priority, specifically retention and expansion of local businesses. They are proposing a Business Visitation Program whereby companies at risk will be identified and their needs targeted such as expansion opportunities, assistance and education needed and to form relationships. They are proposing a pilot program using a state-owned software package, hiring a coordinator and they proposed a budget for this program. They asked Council for \$15,000 in financial assistance and for City representation/participation. The Chamber is offering assistance by providing office space. City Manager Kelly Arnold suggested that the new Assistant to the City Manager Sheryl Trent be the City's staff person.

Action summary: City Council agreed to assist in the pilot program and will fund their portion out of the Economic Development Fund. City Councilmembers will participate on survey/interview teams in the Business Visitation Program.

2. **ACTION BINDERY PROPOSAL FOR CITY-OWNED PROPERTY AT BLUE HERON:** City Manager Kelly Arnold reviewed the history of the property being discussed and introduced the CEO of Action Bindery, Grady Busse.

Mr. Busse advised that Action Bindery makes school planners and ships over 750,000 to all 50 states. They are trying to attain 11% of the market

share of this product. Mr. Busse said that he has looked at other parcels that will accommodate his new building (his business has been in the Incubator and has outgrown that facility) and other parcels are less expensive but this location will create a positive environment for his employees. He wants a workplace where his employees can excel. He staffs up for four months of the year and pays bonuses at the end of the four months for good performance. He asked that Council consider an \$80,000 business expansion incentive as well as consider discounting the price of the land. Mr. Busse is planning to expand into other markets to have a year-round work force.

The land was donated to the City from the Prinster family for the purpose of economic development. No additional restrictions were placed on the deed.

Action summary: City Council discussed several options but decided that they would donate the land to Industrial Development Inc. (IDI) and allow that entity and the EDP to negotiate the terms, with the bottom line being that Action Bindery would take possession of the property with no monetary consideration, with a reversion clause if Action Bindery does not stay on the property. That will be the total contribution from the City, there will be no additional cash incentive.

The meeting adjourned at 12:44 p.m.