

**MEETING OF THE  
DULUTH ECONOMIC DEVELOPMENT AUTHORITY  
Wednesday, March 22 - 5:15 p.m.  
COUNCIL CHAMBERS, THIRD FLOOR CITY HALL**

**MINUTES**

**Call To Order:** The March 22, 2017 meeting of DEDA was called to order by President McShane at 5:17 p.m.

**Present:** Matt Cartier, Craig Chilcote, Zack Filipovich, Tim McShane, Barb Russ

**Others Present:** Joan Christensen, Jason Hale, Heather Rand, Peter Passi, Sandy Hoff, Alex Guiliani, Ingrid Hornibrook, Deb DeLuca

**Absent:** Nancy Aronson Norr, Elissa Hansen

**PUBLIC TO ADDRESS THE COMMISSION**

**PUBLIC HEARINGS**

1. **RESOLUTION 17D-08: RESOLUTION AUTHORIZING OPTION AGREEMENT WITH THE HOFF-GIULIANI DEVELOPMENT TEAM FOR THE DEVELOPMENT OF LOT D**

No public comment.

**APPROVAL OF MINUTES:** Vote to approve the March 1, 2017 minutes: Unanimous Chilcote/Filipovich (5-0)

**NEW BUSINESS**

**APPROVAL OF CASH TRANSACTIONS – February 01, 2017 – February 28, 2017**

Rand went over the ETOR transaction regarding the Northwest Iron parking lot and the agreement DEDA has had regarding this lot in the past and the potential for it to change going forward.

**Vote to approve cash transactions:** Unanimous Filipovich/Chilcote (5-0)

**PRESENTATION: DULUTH SEAWAY PORT AUTHORITY DEVELOPMENT STRATEGY by DEB DELUCA, GOVERNMENT & ENVIRONMENTAL AFFAIRS DIRECTOR**

Government & Environmental Affairs Director, Deborah DeLuca, presented on the future of the Duluth Seaway Port Authority and the economic impact the organization

has on Duluth. DeLuca highlighted that the reason for this investment is to attract more manufacturing and related job creation to Duluth.

## **RESOLUTIONS FOR APPROVAL**

### **1. RESOLUTION 17D-08: RESOLUTION AUTHORIZING OPTION AGREEMENT WITH THE HOFF-GIULIANI DEVELOPMENT TEAM FOR THE DEVELOPMENT OF LOT D**

**Staff:** Rand explained how a formal RFP was issued publically, the developer criteria used to guide proposal creation, the process the screening committee went through to evaluate and score the proposals, and how recommendation was unanimous to select the Hoff Giuliani Development Team. Rand said the Option Agreement protects DEDA and ensures progress with five performance milestones to meet. Rand recommended the commission approve this Option Agreement.

Sandy Hoff of Hoff Giuliani Team expressed their excitement to enhance the downtown area with the Lot D opportunity and highlighted strategies of the Hoff Giuliani Team they have assembled for this project.

#### **Discussion:**

**Vote to Approve Resolution 17D-08:** Passed Unanimously (Filipovich/Russ 5-0)

## **DISCUSSION**

### **DIRECTOR'S REPORT**

#### **a. MAXFIELD HOUSING STUDY**

Rand reported on the different types of housing the study indicates will be in demand in downtown Duluth and how the data helps to guide DEDA, the City administration, and real estate developers when prioritizing redevelopment opportunities.

#### **b. NORSHOR THEATRE PROJECT PROGRESS UPDATE**

Rand gave an update on the status of the project and indicated that the project is 50% complete and on schedule for December completion.

**ADJOURNMENT:** President McShane adjourned the March 22, 2017 meeting of the DEDA at 6:15 p.m.

Respectfully submitted



Heather Rand  
Executive Director

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