

**Brunswick County Economic Development Advisory Commission Meeting  
December 8, 2015, 9:00 AM at Island Café, Brunswick County Government Complex**

In Attendance:

Commission Members:

1. Allen Bryant
2. Gary Lesh
3. Jerry Helms
4. Richard Kopp
5. James McKoy
6. Shelbourn Stevens
7. Shannon Viera
8. Karen Sphar
9. Claude Pope
10. Dana Fisher
11. Ann Hardy
12. Michael DiTullo
13. Kimberly Gamlin
14. Jerry Pierce
15. Cynthia Cumbie
16. Les Tubb

Others:

1. Jessica Swencki
2. Kelly Stuart
3. Tyler Newman
4. Ron Johnson
5. Steve Stone
6. Frank Williams
7. Amanda Hutcheson

County Manager Ann Hardy welcomed all and called the meeting to order at 9:10 AM. She introduced Brunswick County Economic Development Director Michael DiTullo. Mr. DiTullo thanked all for attending and underscored the importance of the commission to provide input, feedback and recommendations as we seek to promote business/industrial growth and job creation in the county. He articulated his background and experience, his confidence and enthusiasm for Brunswick County and then previewed the meeting packet which included: agenda, amendment of July 20 resolution to create Economic Development Advisory Commission, By-Laws, Director status report, and recent marketing-outreach activities.

The first item on agenda was nomination/election of officers. Richard Kopp was nominated to serve as Chair for one year term and Allen Bryant nominated Vice-Chair for one year. No other nominations were presented as motion carried unanimously. Ann Hardy appointed Michael DiTullo, Secretary. Chairman Kopp thanked all for their confidence, then moved to third agenda

item, By-Laws review. Mr. DiTullo underscored By-Laws are a framework to build on and can be amended and/or changed as we move forward.

Mr. Kopp called on Director DiTullo to present his status report update regarding his first four weeks in Brunswick County. His report was emailed to the Commissioners prior to the meeting and was included in the agenda packet as well. He highlighted his activities and more than 50 appointments....6 developer/broker meetings, 8 municipal visits, meeting with department heads, strategic partners, existing industry visits, corporate executive meetings, speaking engagements, attraction/prospect activity, ED Foundation Board meeting and media interviews. He mentioned recent BCED marketing outreach initiatives and referred to 2-page write-up in packet written by Kelly Stuart.

In summary and conclusion, Mr. DiTullo reiterated the real estate centric philosophy for ED that he advocates and the critical requirement of workforce development, customized training and talent attraction. He accentuated the need for an objective, outside analysis...a "scorecard", to quantify the county's assets and challenges, industry clusters, workforce needs, marketing opportunities, infrastructure development or shortfalls and other "mission critical" criteria for successful corporate attraction and job creation. This would greatly contribute to the development an informed, relevant Action Plan.

Next on the agenda was 2016 goal setting discussion. The members contributed valuable insights regarding; the need for enhanced political clout from NC state delegation, county and state incentive policy, Wilmington Port capital investment and expansion, relationship building with strategic partners, need for a unified voice, small business needs, education and workforce development, among others. It was suggested that we invite our state delegation to the next meeting on January 12, 2016 and Wilmington Ports to the February session. All agreed that we would meet monthly on the second Tuesday at 8:30 AM. Meetings will be held in the second story conference room at the county administration building. Meetings will also move to various locations from time to time with the January 12 session to be hosted by BCC in the conference room of the new incubator at the Leland Center.

Meeting was adjourned at 10:20 AM