

MINUTES OF THE
ECONOMIC DEVELOPMENT COMMITTEE MEETING

8:30 a.m.

January 27, 2017

Committee Chair, Mayor Genshaw brought the meeting to order with the following committee members present: Trisha Newcomer, Dan Henderson, Dolores Slatcher and Charles Anderson.

Trisha Newcomer presented Agenda Item #1, Discuss future expansion plans of Trinity Logistics – 50 Fallon Ave and potential jobs creation credit. Mrs. Newcomer stated that Mr. Doug Potvin was present today from Trinity Logistics.

Mrs. Newcomer stated that they have recently acquired the lands southwest of their property to do a future expansion. They plan to do their expansion to the northeast of their building. A little background information was given about the company. Their business started in 1979 and currently has about 300 members. They have five service centers with their main headquarters being here in Seaford and has almost 100 agent offices. In 2007 their business moved to Seaford, DE. The company has received numerous awards including the One of the Top Places to work in DE and National Great Place to Work.

The building expansion plans have been discussed which includes 20,000 square footage addition to the rear of the building to bring on some more individuals. The State and County have given some information to Trinity about some grant funding that they have available to help with their expansion. The County offers over a three year period they offer \$1,000 for every job created which is based on an annual audit.

Mrs. Newcomer explained that the City does have a reinvestment ordinance that has a job creation piece. In 2015, 55 jobs were created, 2016 there were 67 members added and in 2017 it is projected that 36 members will be added. Beyond that it is estimated to add 30-40 member a year.

It is being recommend to use the County structure and do \$200 for each new full time employee position that is created for a three year period based on an audit. Councilman Henderson asked what the projected was for year 2 and year 3. Mrs. Newcomer stated that it is projected for 60-70 for all over a three year period. Mr. Potvin added that they plan to add 15-20 per year at the Seaford location.

Mr. Anderson added that with this money the new employee's desk can be equipped and it does matter to Trinity. This incentive would be appreciated by them and would help their company out.

Mrs. Slatcher added that it is a symbol of what the City is putting into it and it promotes them to want to stay here.

Mayor Genshaw stated that it is important to support them. This is the type of business and people that we want to see and have here in the City.

City Manager Slatcher made a motion that the City of Seaford through the Economic Development division give \$200 per new job with the expectation that they grow 10-15 jobs per year over a three year period starting on July 1, 2017; measuring on a fiscal year and pay out as the County does.

Councilman Henderson asked if there would be room for all of the new positions in the current building. Mr. Potvin stated that they are currently working with an interior architect to see what space can be utilized in their current building. He feels that within 18 months that they will start the expansion process.

Councilman Henderson seconded the motion; motion so passed with all present voting in favor.

With no other business or questions, Mayor Genshaw adjourned the meeting at 8: a.m.

Tracy Torbert, Secretary