



Michigan Municipal Services Authority  
PO BOX 12012, LANSING MI 48901-2012

**AUTHORITY BOARD  
SPECIAL MEETING**

Wednesday, March 11, 2020 9:00 am

Capital View Building  
Constitution Room – 9th Floor  
201 Townsend Street  
Lansing, MI 48933

**MINUTES**

Proposed Minutes       Approved

MEETING TYPE:     Regular                       Special

**I. Call to Order**

The meeting was called to order at 9:10 AM.

**II. Roll Call**

Executive Committee Member Attendance:

	<b>PRESENT</b>	<b>ABSENT</b>
Kelli Scott, Chairperson	X	
James Cambridge, Secretary		X
Eric DeLong, Treasurer	X	
Phil Bertolini, Member	X	
Jessica Moy, Member	X	
Dominick Pallone, Member	X	
Doug Smith, Member	X	

\*Participated via teleconference.

Other attendees:

- Steven Liedel, Dykema
- Shea Charles, MMSA
- Kristen Delaney, MMSA

### **III. Approval of Agenda**

None

### **IV. Approval of Minutes**

None

### **V. Administrative Report**

None

### **VI. New Business**

#### **a. Visioning Session**

CEO Charles delivered his presentation. Charles thanked everyone for their time and contributions. He stated that the overarching question is: do we think the MMSA is viable? The short answer is yes.

Charles stated that the most pressing issue facing the MMSA right now is the future of the agreement with CGI and the revenue that comes from this agreement. He stated that Kent County may likely stop working with CGI and Grand Rapids is in the process of deciding.

Bertolini stated that he works for a company that partners with CGI and, as a result, cannot be involved in any voting decisions in regard to CGI. Liedel confirmed that as a member of Authority Board, Bertolini will not be able to vote on anything related to CGI.

Smith stated that origins of the MMSA was to assist small and mid-sized communities, but ended up helping larger municipalities with programs like the ERP software with CGI.

DeLong noted that he has experience working in smaller community. He stated that these are the communities that MMSA could truly help. He suggested that the MMSA be a personal shopping service, similar to the Amazon of small government. Whether you need an HR policy or to purchase something come to the MMSA for assistance.

Bertolini concurred but asked how the MMSA could monetize this?

Scott stated that small, rural townships do a lot of purchasing but not a lot of it cooperatively. Bertolini stated that they can do that now without assistance from the MMSA. He noted that it was built into Oakland County contracts that other communities could participate. Why use MMSA?

Charles stated that it all goes back to trust and being a trusted resource.

Also there needs to be a realization that initial programs will not be revenue generators.

The board discussed a potential program the MMSA could work on, finding staffing for positions that smaller communities have difficulty filling. Smith noted that there are private companies that are already providing this service, but at a substantial cost. Bertolini if you're going to "build a bench" you're going to have to pay for it and it will be expensive.

Bertolini stated that in his opinion if we pursue a program like this, we will need someone steeped in public finance on our team. The MMSA would have liability to oversee and make sure that work is being done correctly.

DeLong noted that one service the MMSA could provide that would be useful, is helping communities digitize information.

Smith asked what the current administration's view of MMSA was. Liedel stated that, generally, MMSA is not on the current administration's radar. He noted that he visited with the governor's office about a potential program for MMSA. Liedel thinks that there is an opportunity for the MMSA to assist with workers compensation. Currently there are two options: buy insurance or self-insure. Governments can create self-insurance pools and MMSA could play a role.

Charles reviewed the options he had outlined in his report. If the decision is to discontinue the MMSA, the biggest factor to be addressed was devising a plan to adequately cover our responsibilities to the LCSA.

Bertolini stated that he has always loved the concept of the MMSA and noted that there is so much potential if it is done right. He personally believes that the ERP was the wrong project to start on. He stated that we need quick wins, a 30/60/90 day plan with achievable goals. Bertolini went on to state that if we can't achieve those wins within 90 days then why do it?

Smith stated that he thought it was important to build relationships with organizations like MAC and MTA. Do they really want to be part of it, and can we attract the right person to be CEO for a year? There was a discussion about extending Charles' contract. Charles noted that he would be in favor of that.

DeLong stated that the board needs priorities outlined since it sounds like they are all in favor of Option #1 – continuing the MMSA understanding potential negative revenue impacts.

DeLong stated that he thought that they should follow Liedel's lead in regards to programming. He noted that Liedel found them the opportunity with the LCSA, and he thinks that it is worth it for the MMSA to pursue the

workers comp idea. DeLong stated that he thinks there is also an opportunity to partner with Treasury and the early warning system, working with communities before they become distressed. He likes the idea of getting back to the original "city in a box concept".

Bertolini stated that in his opinion, the cooperative purchasing is an easy project and an instant reputation builder, revenue or not. A quick win that the MMSA needs.

Smith concurred that it makes sense to be partners with Treasury and there may be a partnership opportunity with Redevelopment Ready Communities and Fiscally Ready Communities. Bertloni said that there were also good ideas in Charles' presentation and he thinks that many of them are viable.

Moy noted that the MEDC has grant money and that some of these projects may be eligible for a grant? Charles stated that the next pressing issue is the audit which will be presented at the next meeting. DeLong asked for a report to summarize what came of these meeting and next steps that will be taken. Liedel stated that the board may need to all call in for future meetings per Dykema's coronavirus protocols.

**VII. Public Comment**

None.

**VIII. Other Business**

None

**IX. Adjournment**


Motion to adjourn meeting at 11:20 AM.

Moved by: DeLong  
Supported by: Pallone

Yes:  No:

**Certification of Minutes**

Approved by the Executive Committee on November 19, 2020.

  
\_\_\_\_\_  
Authority Secretary

1/13/2021  
\_\_\_\_\_  
Date