

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, March 7, 2016**

BOARD MEMBERS PRESENT: Barrett, Clark, Elzemeyer, Frame, Green, Jackson, Parker, Russell, Upchurch, Warner, Witte

BOARD MEMBERS ABSENT: Cohen

STAFF PRESENT: Shaffer, Doty, Henry, Geres

GUESTS PRESENT: Martin Emery, Millicent – Palladium-Item
Plasterer, Jeff – Wayne County Council
Sowers, George – Attorney for EDC

CALL TO ORDER

Board Chair Witte called the meeting of the Board of Directors of the Economic Development Corporation of Wayne County, Indiana to order at 4:01 p.m. on Monday, March 7, 2016, in the EDC board room.

Witte welcomed new board member Josh Russell who was appointed by the Wayne County Council. Josh provided a brief introduction.

APPROVAL OF MINUTES

Witte stated the minutes from the February 1st, 2016 board meeting were on pages 2 - 4 of the board packet. *Motion by Green, second by Frame to approve the February 1st, 2016 minutes as presented. Motion carried.*

TREASURER'S REPORT

Warner reported the treasurer's report could be found on pages 5-10 of the board packet. He reported the EDC was under budget \$4,531.96 for the month of February and \$4,839.93 YTD. He reported on the items over budget for the month and year and explained that all would catch up by the end of the year. *Motion by Upchurch, second by Jackson to accept the February 2016 financials as presented. Motion carried.*

EDC STAFF REPORT

Geres – Geres reported on the EDC being a Data Center Affiliate with the Indiana State Data Center and that she's had many requests for data over the past few months. She reported on researching data and completing the RFI for Project Sailfish, updating data for the new website, preparing for the annual meeting, working closely with the Earlham intern Youxi Zhou, entering project data from 2009-present into the Microsoft Dynamics CRM system, and finishing up the installation of the conference room IT. She also reported the EDC would be awarding Gunty Atkins as the 'Partner in Economic Development' this year for assisting us with the production of maps for projects. She also reported the annual meeting would be moved from April to May.

Henry – Henry reported on connecting Osborn International and Janesville Acoustics to the RHS Career Center. He has connected 6 employers to date. He also has connected with Northeastern High School and plans to connect them with industry. They are also interested in holding a career fair. He reported on

meeting with Purdue Manufacturing Extension Partnership and learning about their interest in helping to develop the local workforce and assisting manufactures in becoming more efficient and cost effective. He reported on the Hometown Opportunity website presentation and that it was well received by those in attendance. He reported on meeting 89% of the work ready goals for the designation. Bob Hayes reported to him that he has about 31 transitioning to come off the goal, leaving 32 transitioning left to receive the designation. The deadline to gain the 32 is the end of April. He reported Ivy Tech has been testing Wayne County citizens, but since they are not registered with the ACT program, the scores do not count towards our goals. Henry is working to get this fixed so the scores do count. He reported on attending 9 BRE visits and working with Shaffer on a business development plan for 2016.

Doty – Doty reported on the Site Selection ads and displayed them on the screen for the board to view. In a survey of national site selectors, Richmond was ranked 13th, and we are using this ad to promote the ranking and other successes in Wayne County. We were able to obtain one full page ad and one ½ page ad for the price of just a full page ad. She reported that the experience with OnVine Media has been good and has been going smoothly. She reported on gaining 50 Twitter followers thus far and to expect a more detailed report from Phil later in the year. She reported on being privileged to be the guest speaker for the Cambridge City Chamber of Commerce's annual meeting. She reported Phil produced a slideshow of the event and posted on social media. She reported on a new Brightside story coming out and the last story about Bed Butler was picked up by a news wire service and we gained a lot of exposure, but they ran the story in its entirety and did not link back to our website. Because of this we can't track how large of an exposure was gained through Google analytics.

Shaffer – Shaffer reported Project Dove continues to move forward in a positive manner. Richmond is one of two communities being considered for the project, but Richmond is the primary site. If everything continues to move forward in a positive manner, we will be the site for the project. The company plans to invest \$147M with \$58.5M being in real estate and the remaining \$88.5M being in manufacturing and office equipment, furniture, fixtures, etc. They plan to hire 165 full time employees, compensate at an average wage of \$17/hour excluding benefits, and be in full production by 2018. The company and Design Group will be in town for 2.5 days to meet with city, county, and state officials about the details of the project. Shaffer reported if Project Dove chooses the MIP as their site, we will no longer have room to accommodate Project Horizon. She reported Project Autumn continues to show interest in the 30 remaining acres to the east of Industries Road in Phase II. Project Acreage continues to be active and is for a local company looking for warehouse space. She reported Project Sailfish made a site visit with Norfolk Southern and is interested in a rail served site. She reported on the Western Wayne sanitary capacity constraints and thanked Bob Warner for his help with the project. They have held several meetings with Wayne County officials, Sugar Creek, and the Western Wayne Regional Sanitary District and feels they are reaching a scope on the project. She reported on hearing from Gabi from Omen that construction is moving along nicely.

COMMITTEE REPORTS

- A. **Finance** – Warner reported the finance committee met on March 3rd, reviewed the general ledger, and held a long discussion on the Hometown Opportunity project that would be reported on later under other business.

- B. **Executive** – Witte reported the executive committee also met on March 3rd and discussed many of the items already touched upon in the staff reports in addition to discussing the soil borings to be completed by Patriot Engineering for the Gaar-Jackson Road upgrades.

- C. **Industrial Park** – Warner reported the committee also met on March 3rd and discussed Western Wayne sanitary challenges, industrial park expansion opportunities, and road enhancements to Gaar-Jackson Road.
- D. **Marketing and Communication Committee** – Green reported the committee met on March 2nd and discussed the Site Selection ads, the Hometown Opportunity project, received an update on social media, voted to renew the Brightside MOU with Mike Bennett, discussed the Business In Focus opportunity, and reviewed the 2016 marketing plan.

OTHER BUSINESS

A. Hometown Opportunities MOU

Shaffer and Henry reported on the Hometown Opportunities partnership with Randolph and Jay Counties that they were approached with. This is a website that is an employee recruitment tool that just focuses on a small geographic area. Currently Mercer, Auglaize, and Darke are in a partnership for the Hometown Opportunities website. Our website would have a different name and branding. Mercer, Auglaize, and Darke have had great success with the website and have even used it to gain an attraction project and bring back talent to the area. There is also a career path component and ways companies can promote themselves. Costs are \$25,000 per year per county for the first year and \$15,000-\$18,000 per year per county each year after that. Shaffer proposed using \$10,000 from the EDC marketing budget this year, with the remaining possibly coming from the City of Richmond, the Wayne County Foundation through the spring grant cycle, and the Wayne County Area Chamber of Commerce's ABC grant. The original MOU presented was for a 3 year commitment, but the EDC contract with Wayne County expires December 31, 2016 and per the contract we cannot enter into any agreement past the extent of our contract. Randolph and Jay Counties have agreed to revise the MOU for a commitment through December 31, 2016. *Motion by Upchurch, second by Elzemeyer to recommend approval of the revised contract for the remainder of 2016 contingent upon securing additional funding. Motion carried.*

ADJOURNMENT

Witte adjourned the meeting at 5:04 p.m.

**NEXT BOARD MEETING – Monday, April 4, 2016
at EDC of Wayne County, Richmond, Indiana at 4:00 pm**