

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA**

**Board Meeting Minutes
Monday, January 8, 2007**

- Board Members Present:** Chamness, Dickman, Hackman, Harris, Holman, Jackson, Kem, Powell, Semler, Veramallay, and Zetzl
- Staff Present:** Dinkle, Hansen, Johnson, Kraft, and Martus
- Guests Present:** Rhett Baumgartner - Rhett Baumgartner Commercial Real Estate
Bob Goodwin - Rhett Baumgartner Commercial Real Estate
Mary Heyob - Wayne County Commissioner
Tim Lakeoff - interested citizen
Jeff Lane - *WQLK/WHON*
Carol McKey – Director, Morrisson-Reeves Library
Chris Nolte - *WKBV*
Karl Sharp - President, Richmond Common Council
Darrell Smith – *Connersville News-Examiner*
George Sowers - EDC Legal Counsel
Kim Thurlow - Ivy Tech Community College

CALL TO ORDER

Board Chairman John Zetzl called the meeting of the Board of Directors of the Economic Development Corporation of Wayne County, Indiana to order at 4:00 p.m. on Monday, January 8, 2007 at Morrisson-Reeves Library.

A. Introduction of New Board Members

Zetzl introduced new board members Bob Powell, appointed by the Richmond-Wayne County Chamber of Commerce and Ashton Veramallay, appointed by the City of Richmond, and thanked them for their participation.

APPROVAL OF MINUTES

Motion by Kem, second by Chamness to approve the minutes from the December 4, 2006, monthly Board of Directors meeting. **Motion carried.**

TREASURER’S REPORT

A. December Financial Statement

Harris reported that the EDC knowingly went over budget \$36,017.14 in the month of December due to ads that were placed as part of efforts to reach the automotive industry. Year-end the EDC Operating Fund was under budget \$86,647.33. That amount plus interest earned will be returned to Wayne County for an estimated total of \$93,336.19. From the Discretionary Fund an estimated \$114,129.07 will be returned for a grand total of \$207,465.26. There are no funds being encumbered from 2006.

B. Transfers

Two transfers were needed to balance out two line items. The following transfers were proposed that do not require the Commissioners’ approval: \$796.93 from “1366 - Retirement” to “1365 – Federal Payroll Taxes” and \$66.27 from “2221 - Gasoline” to “2247 – Reference Books.” **Motion by Harris, second by Semler** to approve the transfers as presented. **Motion carried.**

EDC REPORTS

A. President's Report

Dinkle reported that the most productive part of December was meeting with various town councils and observing what is going on at each. In general, Dinkle began reading the 7-step and Ticknor reports. He has determined that the EDC has been consultant heavy in the past few years so now he will begin to put the consultants' words into action. Dinkle has observed that the EDC must dare to be different to set itself apart from other counties, especially in its marketing. He wants our business partners and citizens to have input in developing alliances and help bring a positive, can-do attitude to Wayne County. In the months to come the EDC will be announcing a "special project" as well as working on a more intense BR&E program.

B. Business Recruitment

Martus stated that there were 5 new projects last month and 3 site visits, 2 of which were on new projects. One client will be coming back for a second site visit later this month. Year review: 3 company announcements were made for a total new investment of \$26 million and 340 new jobs.

C. Existing Business

Hansen reported that in December he had contact from 3 companies looking to expand operations. A trend he has seen in the industry is that companies are being more productive with the same number of employees or even with fewer employees putting a twist on business growth. Hansen has been working with the Agricultural Economic Development Initiative and he attended an MAEDC conference in December where he learned what it takes to be competitive. He has also helped to reform the Machine Tool Council that will hold its first meeting this month to discuss a joint marketing effort directed towards Honda. Hansen stated that he has reformatted the executive summary where each month he will highlight a Wayne County business and an EDC board member.

D. Community Development

Dinkle reported for Doty because she was out for a family illness. He stated that East Germantown is ready to proceed with the final stage of close-out for the CDBG wastewater utility project and the CDBG Community Health Center project had a site monitoring in early December. The auto supplier ads have been committed and the first ad can be seen in January's edition of *Site Selection Magazine*.

E. SBDC

Kraft reported that the SBDC closed out with a record year by assisting clients in receiving \$4,664,085.00 in loans for small business development. A Delaware County client received \$800,000 in financing, the rest of the total involved Wayne County clients. In the last four years the SBDC has assisted 559 clients, 359 of those clients were in Wayne County, and they helped clients receive of \$10 million in financing, approximately \$6 million of that was for clients in Wayne County.

COMMITTEE REPORTS

A. Financial Committee – Harris stated that the committee discussed the INDOT meeting Martus attended, current projects, and brought financial issues to a close.

B. Personnel Committee – Semler reported that the committee discussed the life sciences taskforce, EDC projects and the US 27 upgrade.

C. Marketing Committee – Chamness reported that the committee had a final review of the auto advertisement, discussed changes to the executive summary presented by Hansen, and a marketing plan that may require seeking outside help to market the EDC and the county inside and outside of Wayne County.

D. Industrial Park – Zetzel reported that the committee spoke about new billboards for each of the industrial parks and what the requirements would be for each.

E. Executive Committee – Zetzl stated that Doty gave a presentation for a project in preliminary stages that she would like to implement. Committee structures were also discussed and as a result the long-range planning committee was merged into other committees eliminating it as a standing committee. Paul Lingle and Rob Quigg will join the marketing committee.

OTHER

A. DOT Foods Document – Martus reported that there are 2 agreements that need approved for DOT Foods (attached hereto). The first is the Redevelopment Agreement which approves the incentives awarded and covers the transfer of land. Martus added that for the cash grants, no incentives will be awarded until DOT Foods fulfills their obligations. The second is the Redevelopment Acquisition Contract which approves the sale of the land. The EDC has a contract with Wayne County stating that the EDC is the sole marketing agent of the land in the Indiana Gateway Industrial Park. Martus stated that he is asking the board to approve the 2 documents which will in return allow DOT Foods to close on the property.

Upon a motion duly made and seconded, the Board of Directors of the Economic Development Corporation of Wayne County, Indiana adopted the following resolution: **Motion by Holman, second by Chamness:** *BE IT RESOLVED that the Corporation is authorized to enter into (1) a Redevelopment Agreement among the Corporation, Wayne County, Indiana, and Dot Foods, Inc., and (2) a Redevelopment Acquisition Contract between the Corporation and Dot Foods, Inc. in substantially the same form as presented to the Board, copies of which are attached hereto and incorporated herein by reference. The President, acting alone, or any other officer of the Corporation is authorized to execute the agreements and such other documents as may be necessary to fully carry out the terms of the agreements.* **Motion carried.**

ADJOURNMENT

Prior to adjournment Bob Powell and Ashton Veramallay gave a short introduction. **Motion by Hackman, second by Semler** to adjourn the meeting at 4:40 p.m. **Motion carried.**

NEXT BOARD MEETING– 4:00 p.m. on Monday, February 5th at the Centerville Senior Center located at 111 South 2nd Street, Centerville.

Summary of documents to be approved by EDC for the benefit of DOT Foods, Inc.

In order to finalize the incentives offered to Dot Foods, Inc., it is necessary that the Board of Directors approve two documents:

- (1) A Redevelopment Agreement among Economic Development Corporation of Wayne County, Indiana; Dot Foods, Inc.; and Wayne County, Indiana; and
- (2) A Redevelopment Acquisition Contract between the EDC and Dot Food, Inc.

The major points of the documents may be summarized as follows:

I. Redevelopment Agreement

This contract must be approved and signed by the EDC, the Wayne County Commissioners and Dot Foods, Inc.

A. The Redevelopment Agreement will obligate the County to do the following:

- 1) To transfer approximately 73 acres off the north end of the Gateway Park, to the EDC.
- 2) To provide tax increment financing for Dot Foods, Inc. in the amount of \$2,790,000.00.
- 3) To provide necessary edit funds to allow the EDC to fulfill the incentives offered to Dot Foods, Inc. by the EDC.
- 4) To extend Gateway Road to the western boundary of the park and to assure that necessary utilities will be available at the property boundaries.

B. The Redevelopment Agreement will obligate the EDC to do the following:

- 1) To transfer the approximately 73 acres to Dot Foods, Inc. in exchange for the payment of \$10.00.
- 2) To provide a \$100,000.00 grant to the company for reimbursement of equipment and fixtures within thirty days after proper submissions by Dot Food, Inc. This grant will be paid from the discretionary fund.
- 3) To reimburse Dot Foods, Inc. for costs of job training of its Indiana resident employees who are eligible for training acceleration grants and/or skills enhancement funds, but which are not paid or reimbursed by the State of Indiana. This

incentive cannot exceed \$20,000.00 and will be paid from discretionary funds.

- 4) To provide \$1,000.00 for each full-time equivalent position created at the new facility to reimburse Dot Foods, Inc. for transportation and shipping costs for equipment, fixtures and other personal property. This grant cannot exceed \$100,000.00 and will be paid from the consolidated edit fund.
- 5) To use best efforts to cause Western Wayne Regional Sewer District to waive the tap-in fee.
- 6) To use best efforts to cause Cambridge City to waive a tap-in fee for the installation of water facilities.
- 7) To use best efforts to cause Whitewater Valley Rural Electric Membership Corporation to comply with its July 11, 2006 letter with respect to the cost of providing service.

II. Redevelopment Acquisition Contract

This contract must be approved and signed by the EDC and Dot Foods, Inc. In simple terms it is the Purchase Agreement.

A. The Redevelopment Acquisition Contract will obligate the EDC to do the following:

- 1) To sell approximately 73 acres off the north end of the Gateway Park to Dot Foods, Inc. for \$10.00.
- 2) To provide a certificate of resolution that the Board has authorized this transaction, designating the representative(s) of seller who may execute the closing documents.
- 3) To convey title to the real estate by a special general warranty deed in a form that is insurable by an ALTA owner's policy title insurance acceptable to Dot Foods, Inc.

The obligation of Dot Foods, Inc. to close on the purchase of this real estate is subject to numerous contingencies which are not uncommon for a buyer of industrial property and should not be an impediment to the closing of this transaction.