

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

**Board Meeting Minutes
Monday, July 9, 2007**

Board Members Present: Baumgartner, Chamness, Hackman, Holman, Jackson, Kem, Semler, and Zetzl

Board Members Absent: Harris, Keep, Powell and Veramallay

Staff Present: Dinkle, Doty, Ducey, Hansen, Johnson, Kraft and Lindsey

Guests Present: Bill Engle – *Palladium-Item*
Dick Hamm – past chairman, EDC Board of Directors
Mary Heyob – President, Wayne County Commissioners
Tim Lakoff – interested citizen
Jeff Lane – *Kicks 96/WQLK*
Rick Leibowitz – Regional Director, SBDC
Bill Martus – interested citizen
Chris Nolte - *WKBV*
Nasser Paydar –Interim Chancellor, Indiana University East
Jeff Plasterer – Wayne County Council
Karl Sharp - Member, Richmond Common Council
Darrell Smith – *Connersville News Examiner*
George Sowers - EDC Legal Counsel
Kim Thurlow – Ivy Tech Community College
Jim Walton – Brand Acceleration

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 4:04 p.m. on Monday, July 9, 2007 at the Indiana University East Community Room, Richmond, Indiana.

APPROVAL OF MINUTES

A. June 4, 2007

Motion by Chamness, second by Hackman to approve the minutes from the June 4, 2007 monthly Board of Directors meeting. Motion carried.

TREASURER’S REPORT

June Financial Statement

Zetzl reported that the EDIT tax income was a transfer from the silver eagle account to the operating account. The salary line budget was \$19,083.33 and the current month actual was \$16,347.26, under budget for the month. Travel, lodging and meals were heavy last month due to Dinkle’s trip to Europe and Hansen’s BR&E conference in Canada. Rent is doubled due to the timing of when the check went out. The credit shown in the Advertising and P.R. line item is from EGG’s grant income for the debate application. In total, we were under budget \$5,223.93 for the month on June. **Motion by Semler, second by Kem to approve the report as presented. Motion carried.**

EDC REPORTS

A. President's Report

Dinkle reported that the Wayne County unemployment rate is down from 5.5% in April to 5.3% in May. He went on to report that he met in New York with an organic food processor and visited their retail outlet, warehouse and food manufacturing facility. He also met with a wind farming group and attended 3 existing business meetings with Hansen. The Commission on Presidential Debates (CPD) will be making their site visit on July 18th. A Commission representative will come to town Tuesday, July 17th in the evening and will be here the majority of the day on Wednesday, July 18th. Dinkle met with Professional Staff Management (PSM) to update the personnel policy manual. PSM will have a draft ready for the personnel and executive committees within the next 3 weeks. Lastly, Dinkle introduced the new EDC marketing representative, Jim Walton of Brand Acceleration. Walton will begin working with the EDC on a new marketing campaign once the contract is finalized.

B. Existing Business

Hansen reported that most of his work last month was with 3 local manufacturers who are growing out of their current space. He has been asked to show them facilities that meet their expansion needs. Hansen also attended a BR&E conference where he learned that Wayne County has a need for a lean manufacturing network. As a result he has been working with Roger Keep of PTC Tubing to establish such a group.

C. Community Development

Doty reported that crunch time has approached on the CPD site visit. She has been working with the beautification sub-committee to beautify the corridors on the route the CPD will travel throughout their visit to Richmond. She has also helped to develop a transportation plan for rail, air and ground. The Chamber of Commerce annual farm tour is July 17th and this year the focus is on the equine industry. Doty has been working closely with the chamber and Gil McBride to prepare for the event.

D. SBDC

Kraft reported that this would be his last meeting as he is retiring on Friday, July 13th. He thanked the board and audience for all of their support throughout his career as the Regional Director of the SBDC. Then, Kraft introduced Rick Leibowitz as the new Regional Director.

E. Life Sciences

Ducey stated that she had 5 company leads in June, all in some form of manufacturing. She is noticing that agriculture intersects with life sciences so she has been working with Hansen frequently. Ducey has worked with a local company to get working capital and a press conference will be held next week to make a formal announcement. In the next few months she will be working on 2 wind farming projects and thinking of ways to incorporate the Indiana Biogateway brand with the EDC brand.

COMMITTEE REPORTS

A. Financial Committee – Zetzl reported that the committee worked on a preliminary 2008 budget and reviewed it with the Wayne County Council and Commissioners where it was well received. The total proposed budget is \$927,177.00 with \$200,000 of it being allocated to the discretionary fund.

B. Personnel Committee – Zetzl stated that the group has been working with Professional Staff Management to revise the employee handbook.

C. Marketing Committee – Zetzl reported that the marketing contract with Jim Walton is being reviewed by George Sowers. At the monthly meeting the committee declined to advertise in Business Development Magazine. In the future Jim Walton can direct the EDC where to advertise.

D. Industrial Park – Zetzl reported that the committee continued discussions on an aeration system for the IGIP which they are now requesting electrical service estimates. Three lots in the

MIP were reviewed for 3 of Hansen's business retention projects. With that in mind, the committee also discussed long-range plans for expanding the park. The EDC has been working with a food processing plant to locate in the IGIP. If this project happens, that park will need to be expanded as well.

E. Executive Committee – Zetzl stated that the 3 business retention projects were discussed, the committee recommended approval for EDIT application 07-096, they talked about the 2006 audit, 2008 budget, and introduced the idea of an incentive taskforce. This taskforce will develop key metrics so we have a historical comprehensive review on incentives that have been awarded.

OTHER BUSINESS

A. EDIT Application #07-096 – Zetzl stated that this EDIT application relates to training funds that were promised to Howa USA, Inc. in their development agreement with the EDC when they first came to Richmond in 2004. This is a 50% state match from their grant of \$29,500.00. **Motion by Jackson, second by Hackman to approve EDIT application #07-096 for the amount of \$14,750.00 and to be paid from the Discretionary Fund. Motion carried.**

Prior to adjourning the meeting Zetzl made a statement regarding the status of the EDC and Kelsie's Food and Dairy. The EDC sent Kelsie's representatives a letter in May stating that the due diligence period had ended. We did not receive a reply from anyone at Kelsie's nor did we receive a request for an extension. Pursuant to the terms of our agreement, we are keeping the \$10,000.000 in earnest money and transferring it to our discretionary fund.

ADJOURNMENT

The meeting was adjourned at 4:50 p.m. without a motion.

NEXT BOARD MEETING– 4:00 p.m. on Monday, August 6, 2007 at the McCullough Community Center located at 11 East Main Street in Hagerstown, Indiana.