

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, February 3, 2020**

BOARD MEMBERS PRESENT: Bolser, Frame, King, Parker, Robinson, Salazar, Tanner, Templin, Zaleski

BOARD MEMBERS ABSENT: Golden, Turner

STAFF PRESENT: Shaffer, Doty, Mitchell, Lindsey

GUESTS PRESENT: Butters, Mary Anne – Wayne County Commissioner
Truitt, Jason – Palladium-Item
Oler, Ron – Richmond Common Council
Thurlow, Kim – Ivy Tech
Williams, Krista – EDC Intern
Sowers, George – EDC Attorney

I. CALL TO ORDER

Board Chair Randy Templin 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, February 13, 2020 in the EDC board room.

NEW BOARD MEMBERS

Board Chair Randy Templin introduced Jim King, appointed by Cambridge City Town Council, who was out of town and unable to attend the 1st meeting of the year.

II. APPROVAL OF MINUTES

Templin stated the minutes from the January 13, 2020 board meeting were on pages 2-5. There were no corrections.

Motion to approve January 13th minutes by Zaleski, second by Salazar. Motion carried.

III. TREASURER'S REPORT

Zaleski reported the EDC was under budget MTD by \$11,996.66 and under budget YTD by \$11,996.66. Zaleski reported items of note this month were in the payroll categories because there were 3 pays in January.

Motion to approve by Parker, second by Frame to approve the January 2020 financials as presented. Motion carried.

IV. EXECUTIVE COMMITTEE REPORT

Templin reported the Marketing Committee and the Industrial Park Committee reports will be covered under Doty and Mitchell's staff reports moving forward.

Templin reported the Executive Committee met January 30th. The first item they discussed was the Ford Explorer lease which we will talk about later under other business.

Templin reported the EDC's contract with the county is up at the end of 2020 and George Sowers and Ron Cross have begun working on a new agreement. Valerie's contract is also up this year and Executive Committee will work on getting a new contract in place for her as well.

Templin reported the EDC is reevaluating the priorities of the organization and will have some additional information for the board soon.

Templin reported the EDC is also due for a new strategic plan this year. The Executive Committee is looking at costs if we did something smaller this time. Templin said we will reach out to the firm we used last time first. Shaffer said she will email the current strategic plan to the board.

VI. EDC STAFF REPORTS

Lindsey - Lindsey reported that all insurance changes were effective, and she is watching invoices to make sure the rates match what we were quoted. All 2019 year-end files and 2020 files have been completed, both physical and digital. EDC money was returned to Consolidated EDIT fund in January. COLI survey has been completed for the first quarter. Lindsey introduced Krista Williams. The Earlham senior will be updating data on the EDC website.

Doty - Doty reported the marketing and communication committee will have their first meeting this coming Wednesday the 5th at 4:00 p.m. She has been working with Ashley Sieb, OnVine Media and Iron Gate to make changes as we begin the brand consolidation project. We are trying to get everything migrated and then Krista can begin checking the data. Doty reported the radio spots for Hoosier Opportunity will run in March and April from 5:00 a.m. to midnight, so they can reach jobseekers and employers both. Doty reported that she, Lindsey and Mitchell attended the RHS vs. Winchester basketball game Saturday night and gave away two \$250 Best Buy gift cards to promote Hoosier Opportunity. Shaffer indicated that this is part of a grassroots effort to try and get the information for Hoosier Opportunity into the community. Each county in the partnership will have \$500 to use where they see fit. Zaleski asked about the geofencing project and Doty reported the numbers are great for the impressions, but it is disappointing on the click-through. We only did a three-month option and February is the last month, so we will re-evaluate the program.

Mitchell - Mitchell reported work is continuing for the lift station and sewer plant for Gateway Industrial Park. Mitchell indicated she had been working with Beals-Moore and Little River to get the IDEM permit complete for MIP. Richmond Sanitary District was involved, and four wetlands can be repaired and the permits completed for approximately \$5,600. Patriot Engineering has completed their first evaluation and had no significant findings so we can move forward with expansion of the MIP. She had four BRE visits in January. Mitchell reported that Find A Job Fridays have resumed. This is a partnership with employers and gives a chance for kids to discuss career opportunities with employers during the lunch hour in the high schools. Templin indicated he attended the one at Northeastern and the kids were engaged.

Shaffer - Shaffer reported that with the 326 acres we have optioned in MIP, that gives us roughly 400 acres total to market. In GIP once the sewer agreements are signed, we will have 97 acres to market there. Project Thankful is still active. We are waiting on their project profile, but they are looking at other markets as well. Project Halloween received special exception use zoning from the city so they will be moving forward with a purchase agreement for the old Palladium-Item building. They are an electronic recycling company that will invest \$500K and create 20 jobs. Shaffer reported that Maxwell Milling in Hagerstown has been purchased by Clemens Food Group. They have also purchased farms owned by Maxwell and retained 45 jobs at the Hagerstown feed mill. Shaffer then reported we are finalizing the prospectus for the Opportunity Zone. Working with Thomas Miller on the project, we will now shift focus to looking for financial partners. Two meetings scheduled for today to discuss ideas and continue conversations. Shaffer reported the 21st Century Talent Region work is exploring what they want to focus on. Once a plan is complete it will be shared with regional partners.

VI. OTHER BUSINESS

The lease on the 2017 Ford Explorer is up at the end of February. Shaffer has found another Ford Explorer. Based on timing we may be able to get the rebate and direct mailer offer for a payment of \$497.73/month. If one or both of the promotions are no longer available, the most the payment would be is \$518.84/month. *Motion to approve Shaffer to enter into a lease for no more than \$518.84/month by Bolser, second by Zaleski, Robinson abstained. Motion carried.*

VII. ADJOURNMENT

Templin adjourned the meeting at 4:34 p.m.

**NEXT BOARD MEETING – Monday, March 2, 2020
at EDC of Wayne County, Richmond, Indiana at 4:00 p.m.**