

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, August 3, 2015**

BOARD MEMBERS PRESENT: Clark, Cohen, Elzemeyer, Green, Guiley, Jackson, Meredith, Upchurch, Warner, Witte

BOARD MEMBERS ABSENT: Barrett, Quigg

STAFF PRESENT: Shaffer, Doty, Henry, Geres

GUESTS PRESENT: Haist, Jeff – Noble Order Brewing Company
Haist, Melody – Noble Order Brewing Company
Miller, Mike – Noble Order Brewing Company
Oler, Ron – Richmond Common Council
Sheeley, Rachael – Palladium-Item
Sowers, George – Attorney for EDC

CALL TO ORDER

Board Chair Elzemeyer called the meeting of the Board of Directors of the Economic Development Corporation of Wayne County, Indiana to order at 4:02 p.m. on Monday, August 3, 2015, in the EDC board room.

APPROVAL OF MINUTES

Elzemeyer stated the minutes from the June 1st board meeting were in the board packet for review. *Motion by Meredith, second by Warner to approve the June 1, 2015 minutes as presented. Motion carried.*

TREASURER'S REPORT

Jackson reported the EDC was under budget by \$7,502.99 for the month of June, under budget \$65,159.91 year-to-date as of the end of June, under budget \$17,648.11 for the month of July, and under budget \$82,807.62 year-to-date as of the end of July. He reported the details of lines items over/under were listed on pages 5 and 11 of the board packet and all would catch up by the end of the year. He made note of the last installment of the EDC budget from the county for the year. *Motion by Meredith, second by Green to accept the June and July 2015 financials as presented. Motion carried.*

EDC STAFF REPORT

Geres – Geres reported on holding off on the CRM software system for one more month. She noted that the Cloud 9 proposal was originally in the board packet that went out to board members the Friday before the meeting, but that it was pulled to give Crowe Horwath some time to come back with a proposal for their Common Point 360 software that is also based around Microsoft's CRM software. She reported Shaffer had learned of this system through ECI and both had spoken to representatives of the company and had a great conversation about the CRM needs of the EDC. She reported on giving them a hard deadline of August 24th and either way the board would be seeing a contract at the next board meeting.

Henry – Henry reported on continuing discussions with Rusty Hensley on expanding their employer partnership program with the Richmond Career Center. He spoke with Lisa Pierson of Primex on her experience with the Career Center, who reported having positive experiences and would like to see the

program grow. She also is interested in coordinating more training opportunities with their lab, which is only one of a few in the state. He reported on getting the goals changed for the Certified Work Ready Community Initiative by submitting more accurate data of Ivy Tech graduates who are also Wayne County citizens, where initially all Ivy Tech Richmond graduates were reported. He reported on being at a goal of 70% up 68% from June. He stated the number of supporting businesses is at 68 up from 59 in June. He hopes to be able to test RHS students this fall, which plans are still in the works. He also reported on meeting with Dr. Doering again to further strategize the testing of Nettle Creek students and to talk to the other superintendents about testing. He reported on meeting with Kim Thurlow about Manufacturing Matters and how they are targeting high school students for the training. He reported on attending the CIS group discussion with The Stamm-Kochlien Foundation board members. Lastly, he reported on attending 10 BRE visits, 3 with potential expansion.

Doty – Doty reported on making headway with the Irongate Creative projects, that the first draft would be completed end of the week/early next week for review and after a few small tweaks should be finished. She also reported the homepage is coming together and then the site would be ready for the staff's revisions. She reported the board would be seeing a Brightside MOU in the near future that the current MOU is up in August and writer, Michael Bennett, is interested in moving forward. Lastly, she reported on working with Manufacturing Matters and Ivy Tech on promoting the upcoming September class on the website and Facebook.

Shaffer – Shaffer reported on attending the Recovery Works groundbreaking that she had spoken in favor of the rezoning at the BZA committee for this project. She reported on good support and turnout at the groundbreaking, that Doty had taken photos of the event. The project for the 32 bed in-patient drug rehab facility should be complete by the 2nd quarter of 2016 and would employ 50 full-time good paying positions. She reported on new attraction project Food Plant a food processor out of California looking for a mid-west location of 35-40 acres of shovel ready land to serve their eastern clients. She gave praise to Geres for effort she put into the completion of the RFI. She reported Project Alpine continues to remain active and that she had been working with Umbaugh and Associates on RIF projections for incentives. She has a follow-up with company representatives the 2nd week in August. She reported on experiencing the most BRE activity ever in her history with the EDC that she had been very busy with Joe attending visits, and 3-4 may turn into expansion projects. Currently there are 11 active BRE projects. She reported the community leadership tours went very well and 20 had attended the Berry Plastics tour and 30 had attended the Sugar Creek tour. She reported on attending the Business Appreciation Dinner hosted by IMPA along with Randy Baker of RP&L. Together they sat with three top level managers from Janesville Acoustics and were invited to a community tour on Thursday, August 20th at 9:00 am. She reported on attending an ECI hosted luncheon to meet with 10 site selectors and real estate brokers who learned of ECI's new branding and website. Lastly, she reported on volunteering at Wolverine Worldwide's shoe sale to benefit the United Way with Henry and Shaffer. The event raised almost \$38,000 in only 4 hours!

Meredith questioned the commitment by the EDC to ECI and Shaffer reported it was a \$5,000 yearly commitment that goes into a separate budget to be used for marketing efforts by the LEDO's and is not used for operational expenses. She explained that this money was used for the Wage and Benefit Survey as well as the data software, Chumara, that Geres uses for RFI's. She reported on receiving 3 inquires from ECI asking about building/site information.

COMMITTEE REPORTS

A. Finance – Jackson reported the finance committee met on June 25th and reviewed the June general ledger and financials and also met before the board meeting to do the same for the July financials.

- B. Executive** – Elzemeyer reported the committee met on June 25th also and reviewed the CRM proposal, heard a TIF district update, Sugar Creek update, activity/project update, and reviewed and recommended 2 EDIT apps. The committee also met before the board meeting to review and recommend the 3rd EDIT app in today's agenda.
- C. Industrial Park** – Warner reported the committee met on July 23rd and discussed the WWRSD rate increase and how that will affect businesses going into the Gateway Industrial Park and further discussed industrial park expansion.

OTHER BUSINESS

A. EDIT Application #15-175

Henry reported on EDIT application #15-175 for Noble Order Brewing. The company is requesting a \$17,000 EDIT grant for assistance with the expansion of their brewery, including new fermentation and brite tanks, a new canning line (they previously used a mobile unit,) construction of a tasting room, and expansion of the canning and fermentation area. The company is investing \$571,000 and plans to create 10 new positions with a total increased payroll of \$293,000. Mike Miller and Jeff and Melody Haist, owners of Noble Order, were present to discuss the project. *Motion by Meredith, second by Green to approve EDIT application #15-175 for \$17,000 out of the consolidated EDIT fund. Motion carried.*

B. EDIT Application #15-176

Shaffer reported on EDIT application #15-176 for Woodruff Corporation, a subsidiary of Primex Plastics Corporation, who manufactures corrugated plastics products. The company is requesting a \$12,000 EDIT grant for assistance with the purchase of new machinery – a water jet cutting system that will allow the company to produce their own packaging materials. The company is investing \$396,000 in equipment and \$15,000 in training, and plans to create 6 new jobs with salaries of \$11-\$12 per hour. *Motion by Witte, second by Upchurch to recommend EDIT application #15-176 for \$12,000 out of the consolidated EDIT fund. Motion carried.*

C. EDIT Application #15-177

Shaffer reported on EDIT application #15-177 for Osborn International. The company is requesting a \$105,000 EDIT grant for assistance with their headquarter relocation from Cleveland, Ohio to Richmond, Indiana. Private investment is \$1,867,000 with \$1,407,000 coming from the lessor for the purchase, expansion, and improvements to the building. The project is creating 37 new jobs, with 34 of them being high paying salaried jobs averaging \$67,000/year. Shaffer reported this was the 4th EDIT grant application and that every time we've incentivized them, they've increased in size here. They tout their success here to the huge community support and great workforce. They are currently leasing the 3rd floor of the 600 building and with only 2-3 transfers from Cleveland, plan to hire the rest locally. *Motion by Upchurch, second by Witte to recommend EDIT application #15-177 for \$105,000 out of the consolidated EIDT fund. Motion carried.*

ADJOURNMENT

Elzemeyer adjourned the meeting at 4:47 p.m.

NEXT BOARD MEETING – 4:00 pm on Monday, August 31, 2015
First Bank Richmond, Financial Center, 31 North 9th Street, Richmond, IN 47374