

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, August 15, 2022**

BOARD MEMBERS PRESENT: Fennimore, Frame, King, Robinson, Tanner, Templin, Turner, Zaleski

BOARD MEMBERS VIRTUAL: Cenova, Salazar

BOARD MEMBERS ABSENT: Bolser, Johnson

STAFF PRESENT: Shaffer, Doty, Fisher, Lindsey

GUESTS PRESENT: Sowers, George – EDC Counsel
Saunders, Gary – Wayne County Council
Crist, Duane – Indiana American Water
Emery, Millie – Hometown Media Group
Oler, Ron – Richmond Common Council
Butters, MaryAnne – Wayne County Commissioner
Harrington, Mark – Vandor Group, Inc.
Popp, Rick – Dot Transportation, Inc.

I. CALL TO ORDER

Board Chair Jim King 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 August 15, 2022.

II. EDIT Grant Applications

a. Vandor Group, Inc. EDIT Application #22-208

Shaffer introduced Mark Harrington, as Chief Financial Officer of Vandor Group, Inc. and reported they are requesting an EDIT grant for multi-pronged projects in the amount of \$38,000. Harrington said the projects include adding 17,700 square feet of warehouse space to their Rich Road facility. They are currently leasing a building for their core winding business on Progress Drive in addition to their main plant on Industries Road. The new Progress Drive facility will require building upgrades and new machinery and equipment. All projects will result in a \$2.8M investment by the end of the year. They currently have 200 employees and will hire an additional 28 employees over the next 2.5 years. Shaffer said they meet all requirements for this grant and is asking the Board to approve the Vandor Group, Inc. EDIT Grant Application.

Motion was made to the Board to approve Vandor Group, Inc.'s EDIT Grant Application in the amount of \$38,000 as presented by Turner, second by Frame. Roll Call. Salazar abstained from voting on this motion.

Motion carried.

b. Dot Transportation, Inc. EDIT Application #22-209

Shaffer reported that Dot Transportation is requesting an EDIT grant in the amount of \$86,000 in support of their "Earn to Learn" program to increase their number of drivers. Templin introduced Rick Popp, to the group and said Rick will be his replacement when he retires. Templin said they are planning to increase their driver headcount by 43 by hiring non-CDL Class A applicants and put them through Dot Transportation's "Earn to Learn" program. Shaffer said Dot Transportation pays their employees \$750 per week while they are in school to earn their CDL. Templin said they are also expanding their transportation office area, adding a gate station, and remodeling the current

transportation area to make a driver's lounge which includes new shower facilities. This project is an effort to retain their current drivers and to hire additional drivers. Dot plans to invest \$2.61M into their facility for these improvements. Templin said all employees who complete the CDL program, are required to drive with a Driver Trainer for 10-12 weeks to ensure they are a safe driver before Dot allows them to be on their own.

Motion was made to the Board to approve Dot Transportation's EDIT Grant Application in the amount of \$86,000 as presented by Turner, second by Robinson. Roll Call. Templin abstained from voting on this motion.

Motion carried

III. APPROVAL OF MINUTES

a. 2022 July Minutes

King stated the minutes from the July 11, 2022, board meeting are on pages 12-15. No corrections were noted.

Motion to approve July 11, 2022, minutes as presented by Zaleski, second by Templin. Roll call.

Motion carried.

IV. TREASURER'S REPORT

a. 2022 June Financial Report

Zaleski reported the Economic Development Corporation of Wayne County, IN is under budget for July MTD by \$18,963.24 and is also under budget YTD by \$57,437.29. He reviewed the July Income Statement and mentioned there was only one item over for the month which was 3373 Programming & Consultation.

Motion to approve the July financials as presented by Templin, second by Robinson. Roll call.

Motion carried.

V. Chair's Report

King said Shaffer will be giving an update on the purchase of the Toschlog property. He also mentioned that Shaffer has been working on the 2023 Budget. Shaffer said she presented our 2023 Budget to County Council and Commissioners earlier this month and will be bringing it to the Board of Directors later this month. King said he has reached out to Mayor Snow regarding Shaffer's new contract, but they have not been able to connect yet.

VI. EDC STAFF REPORTS

Fisher – Fisher reported she completed her monthly financial duties, and prepared documents to assist Brady Ware auditors with the first phase of the 2021 audit. She also attended a webinar for Lead Gen ID: What GIS Planning Clients Need to Know About the Planned Update, and participated in our 2nd GIS training with Guntz Atkins, Sarah, and Theresa. She collected pricing for our 3rd Quarter Cost of Living Index survey and assisted Valerie in collecting information for MakeMyMove incentive packages.

Templin said he heard we have several applicants for the MakeMyMove program. Shaffer said she was unaware of the number of applicants; however, our offer page is now active on-line. She said Roxie Deer is our initial contact for any questions regarding the community, and she (Shaffer) and Beth Fields will answer questions they may have after they talk with Deer. We are offering a \$5,000 cash incentive for up to 20 workers, which will be paid in two installments. They will receive the first cash incentive of \$2,500 when they relocate to Wayne County, and the 2nd installment will be paid once they have lived in Wayne County for one full year. She also pulled up our Incentives list, which includes an annual membership to one of the following packages: Arts, History, Outdoor Recreation, Fitness, or Sports. Some companies are donating tickets, and we also have the funds to purchase the others. As we progress, we will also offer an Ambassador Network, which connects the remote worker with a person from Wayne County with similar interests. King asked if this program is available to anyone over the age of 18. Shaffer said yes.

Lindsey – Lindsey said she has been working with Vandor Group, Inc., and Dot Transportation on their EDIT Grant Applications. She is also working with on state and local incentives with a 3rd company. She and Shaffer met with 4 of the 5 school districts' leadership to discuss initiatives for the upcoming 2022-2023 school year and to see if

they are onboard. She is preparing for our 3rd Employer Round Table discussion that will focus on childcare and internships with a new group of employers. They are working on a childcare survey for employers to give to their employees. Shaffer said we hear childcare is an issue and we need to know what exact needs are. Lindsey said she just completed her 3rd set of work for university of Oklahoma's Economic Development Institute BR|E class with a score of 99.55%.

Doty – Doty reported we surpassed our goal of 250 survey responses, and we are closing the survey today. We are working with IronGate on next steps. Desmond Bane was in Richmond a few weeks ago and we took the opportunity to get photos and will be publishing a Home in Wayne story about Bane sometime this week. Josh Smith supplied photos and Bill Engle wrote the story on Bane's success and desire to give back to his hometown. Doty worked with the MakeMyMove staff to schedule testimonial videos during their visit to Richmond and assisted them with site selections and choosing people to give testimonials.

Mitchell – Mitchell was not in attendance, so Shaffer reported that Mitchell attended the Redevelopment Meeting Bond public hearing and reviewed the Toschlog property planning documents. She also worked on projects in the Gateway Industrial Park with SugarCreek, Taconic, and Dot Transportation.

Shaffer – Shaffer reported that we did not submit any new attraction projects in the month of July. She said she will be submitting a new project later today. Shaffer will be working with IEDC next week on a few projects. She recently made a visit to Chicago with IMPA for their sales trip and met with 2 companies regarding the benefits of investing to Indiana. We also launched the 2022 Wage and Benefit survey from the 9-county region. Shaffer reported the Chase Building in Richmond went up for auction this past week and the bids started at \$325K and went up to \$825K. The auction is now closed so she will be gathering more details about the sale and how we may be able to assist.

VII. Other Business

a. Resolution to Extend Toschlog Closing Date

King said we have a Resolution to extend the closing date on the purchase of the Toschlog property and need the board's approval to do this. Shaffer said we were originally to close on the property on or before August 18, however the current owners have had some issues with vacating the tenants and we do not want to take possession before those matters are resolved. Therefore, we need to extend the closing date to be no later than September 14, 2022. This document grants that permission and allows Shaffer to sign on behalf of the Economic Development Corporation of Wayne County, Indiana.

Sowers said he and Shaffer met with Bob and Jeff Toschlog, and their attorney, Ed Martin to discuss the purchase and other miscellaneous items. Bob Toschlog said he may want to farm the ground. If he decides not to farm the land, then he will have an additional 60 days to remove the equipment from the barn on property. Shaffer said once the city takes title of the property, the city will tear down all current structures on the land.

Motion to approve the Resolution authorizing extension of closing date for the purchase of the Toschlog Property as presented by Frame, second by Robinson. Roll call.

Motion carried.

Other Business

Robinson reminded the group that Hagerstown Little League baseball team is representing Wayne County in the Little League World Series this Thursday in Williamsport, PA.

VII. ADJOURNMENT

King adjourned the meeting at 4:51 p.m.

NEXT BOARD MEETING – Monday, September 12, 2022, at 4:00 p.m.

Roll Call Vote Tracking: 08-15-22 EDC Board Meeting

Agenda Items					
Board Member	Vandor Group, Inc. EDIT Grant Application	Dot Transportation EDIT Grant Application	July Minutes	July Financials	Resolution to Extend Toschlog Closing Date
Bolser					
Cenova	Y	Y	Y	Y	Y
Fennimore	Y	Y	Y	Y	Y
Frame	2nd	Y	Y	Y	1st
Johnson					
King	Y	Y	Y	Y	Y
Robinson	Y	2nd	Y	2nd	2nd
Salazar	A	Y	Y	Y	Y
Tanner	Y	Y	Y	Y	Y
Templin	Y	A	2nd	1st	Y
Turner	1st	1st	Y	Y	Y
Zaleski	Y	Y	1st	Y	Y

Key
1st - motion made
2nd - motion seconded
Y - yes vote
N - no vote
A - abstained
I - Ineligible to vote
Blank indicates absence