

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, October 2, 2017**

BOARD MEMBERS PRESENT: Elzemeyer, Frame, Jackson, Leisure, Russell, Salazar, Upchurch, Witte, Yaeger

BOARD MEMBERS ABSENT: Barrett, Parker, Warner

STAFF PRESENT: Shaffer, Doty, Henry, Geres

GUESTS PRESENT: Burns, Denny – Wayne County Commissioner
Oler, Ron – Richmond Common Council
Plasterer, Jeff – Wayne County Council

CALL TO ORDER

Board Chair Jackson 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, October 2, 2017 in the EDC board room.

APPROVAL OF MINUTES

Jackson stated the minutes from the September 11, 2017 board meeting were on pages 2-4 of the board packet. Sayward stated the minutes did not show her attending the last meeting, but she did. Geres stated she would make the correction. *Motion by Upchurch, second by Elzemeyer to approve the September 11, 2017 minutes as presented, but with the correction stated above. Motion carried.*

TREASURER'S REPORT

Elzemeyer reported on being under budget \$20,793.87 MTD for September and under \$96,436.82 YTD. He reported on items over budget for the month and year and stated they would all catch up by the end of the year, with the exceptions of 1369 – Long-Term Disability and 2215 – Equipment Supplies, which would need a transfers. He stated the account balances: operating - \$253,793.18, grand administration income - \$5,933.51 and escrow - \$5,036.10. *Motion by Witte, second by Upchurch to approve the September 2017 financials. Motion carried.*

COMMITTEE REPORTS

- A. Finance** – Elzemeyer reported the finance committee met on September 28, 2017 and reviewed the September GL and discussed our current banking relationships and decided no action be taken.
- B. Executive** – Jackson reported the executive committee also met on September 28, 2017 and received EDIT Application #17-190, reviewed the marketing proposals, and discussed the WWRSD. He noted Warner was absent due to being at the mediation with the WWRSD and other parties.
- C. Industrial Park** – Shaffer reported in Warner's absence on the industrial park committee. She reported we heard a presentation from Elijah Welch on the sewer rate increases, heard an update on the WWRSD news, and discussed industrial park expansion.

EDC STAFF REPORT

Geres – Geres reported working on the budget, submitting buildings and lots for Projects Highland, Space and Exit and completing and RFI for Project Space. She reported on continuing to update the KPI's, working

on the nominating ballot for today's vote, and volunteering with the Wayne County Area Chamber of Commerce on their Community Improvement Awards luncheon and the Taste of Wayne County and Business Expo.

Henry – Henry reported on the Find A Job Friday on September 22nd and 29th. He visited with 4 of the 5 high schools during the event. He found that most were happy to just be in the schools, but he wants to bring everyone together to discuss ways to better engage the students. He reported on having a lot of interaction with the high school counselors for the National Manufacturing Day tours where 147 Wayne County students will visit factories on October 6th and 14th. He reported on a regional gathering for the Skill Up Indiana grant to gather information and hear the needs of employers, which is mostly more vocational training. He reported on community networking, and holding 3 solo BRE visits, 2 with Shaffer, for a total of 5. He reported 2 companies are in various stages of expansion and he is working with 2 companies on compliance.

Doty – Doty reported on the advertising opportunity through the East Central Indiana Regional Partnership's East Central Livability magazine, working on a holiday-timed alumni newsletter geared towards grandparents for Hoosier Opportunity (HO) to encourage their grandchildren to move back home, tested the HO mobile app with staff, held a partnership marketing meeting for HO to review 2017 and look at the 2018 timeline, and sent an eblast to local companies advertising that HO is free to them for jobs that are \$10 or more per hour.

Shaffer – Shaffer started off by complementing Renee's leadership with the HO group. She reported business development has ramped up with 3 new leads and a scheduled site visit from a lead that presented itself last month. She reported Project Stormtrooper is still highly active and recently called to report they are still interested and are looking to ramp up in 2018. She reported on attending the Women in ED conference where she attended with 70 other women in ED and 12 site selection consultants. She reported on workforce development initiatives such as National Manufacturing Day, the Blue Buffalo hiring event, and job fair in early January for them.

OTHER BUSINESS

A. Nominating Committee

Geres reported the by-laws state a nominating committee shall be established at, or prior to, the October board meeting each year for the purpose of proposing a slate of officers. The nominating committee shall consist of four members, with the chairman of the board being an automatic member, and three additional members, none of whom are then current board officers, shall also serve. Geres instructed the board to circle three names on the voting ballot and return them to her. After the initial tally, the board had picked Paul Witte, Tracie Upchurch, and had a tie for the third between Josh Russell, Sayward Salazar, and Susan Yaeger. The board re-voted for the tied spot and Sayward had the most votes.

B & C. Livability Advertising Contract & IronGate Creative Proposal

Doty presented the Livability advertising contract and IronGate Creative proposal for the design of the ad. The advertising contract is for a full page ad at \$5,180 and the contract with IronGate is for \$2,650 which includes ad concept and copy writing; layout, production, and project management of the full page ad; and original location photography of a group of young adults. The magazine is distributed around east-central Indiana. The Wayne County Area Chamber of Commerce and Wayne County Tourism Bureau are both contributing \$2,000 each towards the ad. *Motion by Witte, second by Frame to approve the contracts as presented. Motion carried.*

D. EDIT Application #17-190

Shaffer presented EDIT application #17-190 for Dot Foods Transportation for \$77,142 out of the consolidate EDIT fund. This is their 2nd EDIT application for training CDL drivers. The first was in 2014 for the training of drivers and purchase of new semi-trucks. The company offered paid training and a weekly stipend while the driver was in training. That grant was closed out. This new grant is for the training of 36 drivers to become CDL certified. Shaffer noted the EDIT form was new and would be used for projects also completing the state's application for incentives. *Motion by Leisure, second by Witte to approve EDIT application #17-190 out of EDIT consolidated. Motion carried.*

ADJOURNMENT

Jackson adjourned the meeting at 4:57 p.m.

**NEXT BOARD MEETING – Monday, November 6, 2017
at EDC of Wayne County, Richmond, Indiana at 4:00 pm**