

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, October 3, 2016**

BOARD MEMBERS PRESENT: Barrett, Clark, Elzemeyer, Jackson, Parker, Russell, Upchurch, Warner, Witte

BOARD MEMBERS ABSENT: Frame, Green

STAFF PRESENT: Shaffer, Doty, Henry, Geres

GUESTS PRESENT: Oler, Ron – Richmond Common Council
Plasterer, Jeff – Wayne County Council
Shuey, Mickey – Palladium-Item
Thurlow, Kim – Ivy Tech Corporate College

CALL TO ORDER

Board Chair Witte 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, October 3, 2016, in the EDC board room.

Witte read a letter of resignation from the board written by Jim Cohen. Cohen's term was due to expire at the end of the year and Cambridge City will wait to appoint someone to start at the beginning of next year.

APPROVAL OF MINUTES

Witte stated the minutes from the July 11th, 2016 board meeting were on pages 2-4 of the board packet. *Motion by Elzemeyer, second by Parker to approve the July 11th, 2016 minutes as presented. Motion carried.*

TREASURER'S REPORT

Warner reported the treasurer's report included financials for July, August, and September. He reported in July the EDC was over budget by \$5,609.96 mainly due to the payment for the billboard lighting upgrade to LED that was budgeted for earlier in the year. YTD in July the EDC was under budget by \$23,032.09. In August the EDC was under budget MTD by \$12,354.60 and under YTD by \$35,386.69. In September the EDC was under budget MTD by \$87.46 and under budget YTD by \$35,474.15. Warner reported much of the overages will catch up by year end, but 2229 Other Supplies will need a transfer. He reported next year rather than budgeting extra at the end of the year for unknown expenses it will be budgeted in earlier months as to not carry the overages through the year. *Motion by Upchurch, second by Barrett to approve the financials for July, August, and September 2016. Motion carried.*

EDC STAFF REPORT

Geres – Geres reported on assisting Shaffer with RFI's for Project Triangle and Project Fortress, preparing for the 2017 budget, creating two Google Maps of the industrial parks for the website, and creating invitations for the Colts game and Blue Buffalo Ground Breaking Ceremony.

Henry – Henry reported on working closely with a regional group to apply for the Skill Up Indiana grant which would be announced October 20th, continuing to create a local plastics council with the help of Purdue MEP and Ivy Tech, delivered an EDIT check to Hill's Pet Nutrition and toured their facility, continuing to work on the talent recruitment website, attended a workforce development workshop hosted by Hoosier Energy, helping to plan National Manufacturing Day events with Ivy Tech, reported on reaching 100% of the goal to obtain 'work ready' status, and reported on attending community networking events and 8 BRE visits.

Doty – Doty reported on working on the food processing page with Irongate. It would be very similar to the plastics page, but with different art, colors, and infographics representing raw materials. She expects it to be up by the end of the year if the testimonials are returned promptly. She reported working on the Sugar Creek and Blue Buffalo events as well as the corresponding news releases and social media posts. She is working on an informative one-page for the Japan trip. She

gave a Brightside update and reported Mike Bennet was working on a story about DOT Foods.

Shaffer – Shaffer reported on it being a busy time for business development with 3 new projects, with 2 being company direct leads. Project Mass is a plastics company and customer of an existing company who will benefit by locating closer to this company. Project Fortress is a lead that came through Duke Energy and East Central Indiana Regional Partnership (ECIRP.) They are looking at 40 acres for a build-to-suit. Project Sugar Daddy/Goliath will hold a site visit in November. Project Silver held their second site visit and is also looking for a build-to-suit option. Shaffer invited reps from Project Mass and Silver to attend the Colts game co-hosted with IEDC. She has 21 tickets to distribute. One company has already accepted the offer. She thanked all those who came out to support the Sugar Creek Ribbon Cutting Ceremony and the Blue Buffalo Ground Breaking Ceremony, noting it was a positive experience attending both events and meeting the founders of each company. Combined, the projects will create 565 jobs with \$260M in capital investment. She spoke about the regional wage and benefit survey being completed by ECIRP using the group Pathfinders. They will survey salaries paid and benefits offered, presenting the most localized data available. She reported on her two most recent trips, one to Indianapolis for the IEDA Site Selector Guild and the other to St. Louis for the US Midwest/Japan Conference. At the IEDA Site Selector Guild event, site selector Brian Corde spoke on his positive experiences working with Wayne County on the Blue Buffalo project. Thom MacLean from Osborn also spoke at the conference about the Osborn headquarter relocation to Wayne County. Lastly, she reported on joining Mayor Snow for Earlham College's cultural night where they were both able to prepare for the upcoming Japan trip by dining with Japanese students, joining in activities, and listening to a presentation.

COMMITTEE REPORTS

- A. Finance** – Warner reported the finance committee had met twice since the last board meeting, once in August to hear the audit presentation and review the GL and once in September to review the GL and 2015 990 Return.
- B. Executive** – Witte reported the executive committee also met in August and September and discussed the contract, office lease, industrial park updates, land acquisition for industrial park development, wastewater in Western Wayne, the talent recruitment website, and the Blue Buffalo and Sugar Creek events.
- C. Industrial Park** – Warner reported the committee met in September and reviewed the industrial park covenants for updates as they are 10-15 years old. After a point in time they are to be turned over to a committee of industry located there. The committee also discussed wastewater in Western Wayne and industrial park expansion.
- D. Marketing and Communication** – Doty reported the committee meets quarterly. They discussed changing the URL as proposed in the website audit done by Ady Voltedge. Geres had researched URL's from the top 5 metropolitan areas in Indiana and each surrounding state. This list was given to the committee. A survey was distributed to the committee and the results will be discussed at the next committee meeting. She gave a social media update: 676 Twitter followers (700 by the board meeting), 119 LinkedIn followers, 286 views of the Inside Indiana Business video on the first posting and 326 on the second. She reported on the importance of posting things twice. She reported on the East Central Indiana Livability magazine and the producer needing to sell 40-50 ads region wide to get it going.

OTHER BUSINESS

A. EDC / Wayne County Contract

Shaffer reported on the new contract with Wayne County for economic development services for 2017-2020. There were few changes from the preceding contract:

- Page 2 of the contract, section 2a: removed wording for 'developing a strategic plan' and replaced with 'articulate goals and objectives and means and strategies for attaining such goals,' etc...
- Page 2 of the contract, section 2b: added language to provide an annual report by May 1
- Page 2 of the contract, section 3: updated EIDD to EIRPC (Eastern Indiana Regional Planning Commission) and Energize ECI to ECIRP (East Central Indiana Regional Partnership)
- Removed Industries Inc. language from previous contract as that land has sold
- Page 4 of the contract, section 13: changed language from CEO to President, as they EDC bylaws state the Chairman of the board serves as the CEO
- Page 6 of the contract, section 23: change dates to 1/2017-12/2020

Shaffer reported on receiving a signed copy from the Commissioners which the executive committee reviewed and recommended for approval by the full board. *Motion by Elzemeyer, second by Upchurch to approve the contract as presented. Motion carried.*

B. 2015 Financial Audit

Warner reported the draft of the audit for 2015 financials was presented by Jennifer North of Rodefled, Kassens, and North at the August finance committee meeting. There were a few small changes suggested to the wording of projects. There were no other issues. The finance committee approved to recommend approval by the full board. *Motion by Upchurch, second by Clark to approve the 2015 Financial Audit as presented. Motion carried.*

C. 2015 990 Return

Warner reported the finance committee reviewed the 2015 990 Return completed by Jennifer North of Rodefled, Kassens, and North and approved to recommend approval by the full board. *Motion by Elzemeyer, second by Jackson to approve the 2015 990 Return as presented. Motion carried.*

D. Nominating Committee

The board voted for the nominating committee which consists of 3 board members who are not currently serving as officers to serve on the nominating committee with the current board chair to select next year's officers. After a vote of 8 for Elzemeyer and a tie of 5 for Clark, Frame, and Parker another vote was taken on the tied members. The final vote for the nominating committee was Elzemeyer, Clark, and Parker.

ADJOURNMENT

Witte adjourned the meeting at 4:50 p.m.

**NEXT BOARD MEETING – Monday, November 7, 2016
at EDC of Wayne County, Richmond, Indiana at 4:00 pm**