

**ECONOMIC DEVELOPMENT CORPORATION  
OF WAYNE COUNTY, INDIANA  
Board Meeting Minutes  
Tuesday, March 11, 2014**

**BOARD MEMBERS PRESENT:** Barrett, Clark, Cohen, Elzemeyer, Green, Hackman, Quigg, Upchurch, Witte  
**BOARD MEMBERS ABSENT:** Guiley, Meredith, Warner  
**STAFF PRESENT:** Shaffer, Doty, Geres  
**GUESTS PRESENT:** Lambson, Richard – Citizen of Wayne County  
Lane, Jeff – Kicks96  
Ronald, Louise – Palladium-Item  
Sowers, George – Attorney for EDC  
Thurlow, Kim – Ivy Tech Community College

**CALL TO ORDER**

Board Chair Cohen 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 Tuesday, March 11, 2014, in the EDC of Wayne County board room.

**APPROVAL OF MINUTES**

Cohen stated the minutes from the February 3<sup>rd</sup> & February 26<sup>th</sup> board meetings were on pages 2 - 4 of the board packet and allowed time for the board to review them. *Motion by Witte, second by Green to approve the February 3<sup>rd</sup>, 2014 minutes as presented. Motion carried. Motion by Green, second by Hackman to approve the February 26<sup>th</sup>, 2014 minutes as presented. Motion carried.*

**TREASURER'S REPORT**

Elzemeyer reported the EDC was under budget for the month of January by \$14,247.56 and under budget YTD by \$35,007.95. He reported the utilities line item was over budget due higher winter bills both MTD and YTD and the maintenance and repair/equipment line item was over budget due to color copies. He reported the end of month balances for the following accounts: operating - \$201,969.85, discretionary fund - \$31,369.13, grant administration income - \$6,470.00, and escrow - \$5,017.83. Cohen had questioned the \$6.56 EDIT tax income in the discretionary fund. Geres stated that was in error *Motion by Green, second by Hackman to approve the February 2014 financial statement as corrected. Motion carried.*

**EDC STAFF REPORT**

**Geres** – Geres reported on the event planning she's been doing including the Dr. Michael Hicks luncheon on March 20<sup>th</sup> and the annual meeting on April 7<sup>th</sup> and also on her attempt to update the contact lists for elected officials in Wayne County, Indiana.

**Doty** – Doty reported on the plastics ad project she's been working on with IronGate Creative. This is a new approach to market industry sectors with a dedicated web page on why it would be beneficial to locate in Wayne County, Indiana. The ad on the plastics news website will link to this new page. She reported on the video project she's also been working on with IronGate Creative. This will be a 30 second video consisting of infographics to promote the business case using information provided by the strategic plan for locating a company in Wayne County to be embedded in a web page, used as a standalone piece, and also viewable from YouTube. Lastly, she reported on the ACT certified work ready community training she attended in Atlanta.

**Shaffer** – Shaffer reported on the congressional record from Luke Messer for Manufacturing Matters. She reported there were 2 new attraction projects in February: 14-03 Project AI14 a large aluminum manufacturer and 14-04 a direct lead from the broker looking for an existing building for manufacturing. She reported 14-02 Project Carnivore came for a second site visit, toured the site, and stayed overnight. We have made the short list and the next step will involve a consultant to assist with negotiations. She reported conversations on a CNG station have been brought to the surface again. She has come in contact with someone committed to making a CNG station a reality and the next step is to determine the needs of local fleets. She reported on the luncheon we're co-hosting with the Wayne County Area Chamber of Commerce featuring guest speakers Dr. Michael Lynch and David Terrell to discuss quality of place in regards to economic development. She reported on attending 4 BR&E visits with DoxPop, Grafcor, Suncall America, and

Terra Green. Finally, she reported on being asked to serve on IU East's strategic planning committee.

#### **COMMITTEE REPORTS**

- A. Finance** – Elzemeyer reported the committee held a short meeting on February 20<sup>th</sup> and reviewed the February financials and approved and recommended to the full board for approval. There were no further questions.
- B. Executive** – Cohen reported the committee met on February 20<sup>th</sup> and reviewed EDIT compliance reports from B&F Plastics, Hills Pet Nutrition and Vandor. The committee decided no further action was necessary with B&F Plastics and Vandor, but did request additional information from Hills Pet Nutrition. The committee also heard updates on 3 BR&E projects and a few attraction projects, heard updates on the CNG fueling station, discussed the annual meeting and community partnership award, discussed the agenda for the February 26<sup>th</sup> meeting, and discussed holding a board retreat after the plan is endorsed by the board, commissioners, and county council.

#### **OTHER BUSINESS**

##### **A. 2014 Proposed Work Plan**

Shaffer reported on the proposed 2014 EDC work plan. Some of the discussion included BrightSide and how it would be marketed ; to publish data on the key performance indicators on a quarterly basis; to go back to 2011 with the data; to look into the 3<sup>rd</sup> quarter of 2014 for a board retreat; to visit town councils and include the board members who were appointed by them; and to have the Industrial Committee start in April to begin looking for opportunities to expand our existing industrial parks or establish new parks.

*Motion by Hackman, second by Quigg to approve the strategic plan as last revised on 3-11-14. Motion carried.*

#### **ADJOURNMENT**

Cohen adjourned the meeting at 5:06 p.m.

**NEXT BOARD MEETING – Annual Meeting  
Monday, April 7, 2014, at 3:30 pm at Forest Hills Country Club**