

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, August 5, 2013**

BOARD MEMBERS PRESENT: Clark, Cohen, Elzemeyer, Green, Guiley, Hackman, Warner, Witte

BOARD MEMBERS ABSENT: Ahaus, Meredith, Robinson

STAFF PRESENT: Shaffer, Doty, Geres

GUESTS PRESENT: Ball, Lenny – Paragon Casket, Inc.
Ronald, Louise – Palladium-Item
Sowers, George – Attorney for EDC

CALL TO ORDER

Board Vice Chair Cohen called the meeting of the Board of Directors of the Economic Development Corporation of Wayne County, Indiana to order at 4:03 p.m. on Monday, August 5, 2013, in McDaniel Hall room 1147 at Ivy Tech Community College in Richmond, Indiana.

APPROVAL OF MINUTES

Cohen stated the minutes from the June 3rd and June 20th board meetings were on pages 2 - 5 of the board packet and allowed time for the board to review them. *Motion by Green, second by Hackman to approve the June 3rd, 2013 minutes as presented. Motion carried. Motion by Green, second by Witte to approve the June 20th, 2013 minutes as presented. Motion carried.*

TREASURER'S REPORT

Elzemeyer reported the EDC continues to be under budget. Much of the \$125,348.71 showing under budget YTD has to do with the \$70,000 from the consolidated EDIT fund to pay for the strategic plan consulting. Only a partial payment has been made from this deposit. He noted several items that were paid annually but were allocated a monthly budget would catch themselves up over the course of the year. He said all in all we are in good shape with the budget and are where we expected to be. Elzemeyer ran through the account summary as of July 31, 2013: Operating - \$251,780.36, Silver Eagle - \$77,012.82, Discretionary - \$57,960.09, Grant Administration - \$6,468.35, and Escrow - \$5,014.84. *Motion by Hackman, second by Green to approve the June 2013 financial statement as presented. Motion carried. Motion by Hackman, second by Green to approve the July 2013 financial statement as presented. Motion carried.*

EDC STAFF REPORT

Geres – Geres informed the committee that due to increased insurance requirements requested from IU East, that all future 2013 board meetings would be held at Ivy Tech in the current location, McDaniel Hall, room 1147. Geres reported on the collaboration with Earlham and the Wayne County Area Chamber of Commerce to attract Japanese investment. She spoke about the webpage she created with Valerie Rambin, of Earlham's Japanese Studies Program. She also spoke about utilizing a Japanese Earlham student as an intern to translate the page to Japanese and to attend BR&E visits with Valerie to the five local companies with Japanese investment.

Doty – Doty reported on the pocket folder, MIP Phase II brochure, and MailChimp template that IronGate Creative produced. The pocket folder will be used to leave behind after BR& E visits with information about the EDC and other local resources. The MIP Phase II brochure details the site and can be used in factbooks or as a standalone piece. It was made to also be viewed electronically and to be printed in-house so that changes can easily be made. The Mail Chimp template comes from switching from Exact Target and the new template is a new look from the one used with Exact Target. She also reported on the new directional park signage at the IGIP,

changing Really Cool Foods to Sugar Creek Packing and the need for a land available sign at the MIP.

Shaffer –Shaffer gave a project update, including an update on Project Shine, which she received notification they had decided to invest in Mexico because of federal tax regulations here in the US. She reported on BRE 1302, an existing manufacturer looking at several Midwest locations to expand to, with an incentive proposal out to them with a deadline of September 1st. Next she reported on BRE 1304, an expansion and retention project whose company is looking to relocate to allow for future expansion and the company headquarters (located elsewhere) has room for the current operations and expansion. At jeopardy is the loss of 130 jobs currently and a projected 170 jobs they propose to create over the next 4 years. She also reported on BRE 1305 a retention and expansion project with an EDIT app to be voted on later in the meeting. Lastly, she updated the board on BRE 1307 an existing manufacturer whose lease is up at the end of the year, looking to relocate, with options at another location outside of Indiana. An incentive proposal with a deadline of mid-September is out for the retention of 45 jobs.

Shaffer also updated the board on her outreach efforts. In June, she attended Area Development’s Consultants Forum in Minneapolis, MN with a sponsorship through Hoosier Energy, where she was able to network with other consultants, and was able to speak to a group about our local skills gap initiative.

She spoke further about the skills gap initiative, which is now officially named, Manufacturing Matters. Doty will use a template off of Lafayette’s model to populate a website. Discussions are moving forward, and the next step is to find manufacturers who will sign a document committing themselves to holding applicants with the certification gained from the program at the highest hiring priority. Manufacturers will also commit to reimbursing ½ the cost of the program (which is free to applicants) once the employee has completed 90 days of service and providing \$1,000 up front to contribute towards the program. She will meet with the commissioners on Wednesday, August 7, 2013 to request seed money for the program. Currently, other seed money is coming from a local utility and the Wayne County Foundation is contributing \$5,000.

Shaffer updated the board on the strategic planning progress. The consultants came the week of July 22 and interviewed over 100 residents, stakeholders, and partners in ED. Now they are participating in follow-up phone interviews with another 20 people. The next step is for them to draft the results in a document outlining the common themes from the interviews. Janet Ady was very impressed with our community. She has been to over 100 different communities and this visit was by far her best visit, commenting on the high community participation. The first bi-weekly conference call is scheduled for Friday.

COMMITTEE REPORTS

- A. Marketing and Communications** – Guiley reported on the June 19 meeting, that Valerie and Renee had already touched upon many of the things discussed at the meeting in their staff report, but they had also talked about the Brightside campaign - that Mike Bennett and Steve Martin would be producing content and the social media policy – that the draft is in the final states and is being reviewed. He said they had also discussed the Ady Voltege contract, MailChimp template, and website updates that Valerie and Renee had already addressed. He reported they didn’t meet in July because of the strategic plan interviews that week, but they would plan to meet again in August.

- B. Industrial Park** – Cohen reported the committee met on June 20 with representatives from Hoosier Energy and Whitewater Valley REMC present to request permission to install an overhead line vs and underground line as the covenant requires. The covenant states it is the Industrial Park of the EDC of Wayne County that has authority to decide otherwise. He stated after much discussion, the committee voted to grant permission of the overhead line, pending consultation with Taconic and DOT Foods. Shaffer provided comments from the meeting with Taconic and DOT, that most of the concerns were from Taconic due to the sensitive nature of their operations. They had requested the decibel levels of the new substation, and where and when construction would take place. WVREMC is working to provide that

information to Taconic. Cohen reported the committee had also discussed signage at the Industrial Parks and that Higinbotham had presented a letter from WWRSD requesting anticipated capacity the county wishes to reserve in the Wastewater Treatment Plant for all existing and future tenants of the IGIP, exclusive of Sugar Creek Packing's needs.

- C. Finance** – Elzemeyer reported the committee met on July 25 and reviewed June and July's general ledger and financial reports and discussed that they were looking towards an October presentation of the budget.
- D. Executive** – Cohen reported the executive committee met on June 20 and discussed the Highland lease and Ady Voltedge contract. He reported the committee also met on June 25 and heard project updates from Valerie, marketing updates from Renee, and that he had informed the committee that Communities-in-Schools is looking for partners to purchase college success signs for Wayne County.

OTHER BUSINESS

A. Paragon Casket, Inc. EDIT Application #13-161

Shaffer reported on Paragon Casket, Inc's EDIT application. Paragon Casket, Inc. has requested \$30,000 from the consolidated EDIT fund for assistance in purchasing Romark industries along with new equipment for the manufacturing of steel burial caskets. This will result in the retention of 29 jobs and the creation of 11 jobs with a private investment of \$1,155,000 and total payroll of \$1,621,000. *Motion by Green, second by Elzemeyer to approve EDIT application #13-161 for \$30,000 from the EDIT consolidated fund. Motion carried.* The request will now go before the Wayne County Commissioner's on Wednesday, August 7, 2013.

ADJOURNMENT

Cohen adjourned the meeting at 4:44 p.m.

**NEXT BOARD MEETING –Monday, September 9, 2013, at Ivy Tech Community College,
McDaniel Hall, Room 1147/1148 in Richmond, Indiana at 4:00 p.m.**