

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, June 1, 2015**

BOARD MEMBERS PRESENT: Barrett, Clark, Cohen, Elzemeyer, Green, Guiley, Jackson, Meredith, Quigg, Upchurch, Warner, Witte

STAFF PRESENT: Shaffer, Doty, Henry, Geres

GUESTS PRESENT: Fultz, Clint – Prime Site Brokers
Jones, Jeff – New Holland Agriculture
Oler, Ron – Richmond Common Council
Sowers, George – Attorney for EDC

CALL TO ORDER

Board Chair Elzemeyer called the meeting of the Board of Directors of the Economic Development Corporation of Wayne County, Indiana to order at 4:02 p.m. on Monday, June 1, 2015, in the EDC board room.

GUEST

Shaffer introduced guest, Clint Fultz of Prime Site Brokers, who is the managing broker of the old County Market building on Richmond's west side. Clint reported Super Value has been paying rent on the facility for the last 15 years and the lease will expire in November 2015. Clint urged everyone to think of the facility for other uses and that the ceilings could be raised to 30' if needed.

APPROVAL OF MINUTES

Elzemeyer stated the minutes from the May 4th board meeting were in the board packet for review. *Motion by Meredith, second by Green to approve the May 4, 2015 minutes as presented. Motion carried.*

TREASURER'S REPORT

Jackson reported the EDC was under budget by \$10,581.71 for the month of May and under budget \$57,656.92 year-to-date as of the end of May. He reported the details of lines items over/under were listed on page 5 of the board packet and all would catch up by the end of the year. *Motion by Witte, second by Upchurch to accept the May 2015 financials as presented.*

EDC STAFF REPORT

Geres – Geres reported on narrowing the search for the CRM software down to two companies and making reference calls on each company. She stated both systems match up well, both are comparable in costs, both received great reviews on the reference calls, and that it was a hard decision to make. She hoped to make a decision with the staff by the next board meeting. She also reported on joining the Richmond Art Museum's Membership Committee.

Henry – Henry reported on meeting with Rusty Hensley, Matt Amos, and Rick Wedlow of Richmond Community Schools about how he could help with making connections. They discussed setting up an employer/career center partnership where there wouldn't be a financial contribution, but rather employers could come in and talk to the students about what they have to offer and what they are looking for in an employee. Henry stated the key is to connect students with employers before graduation. He's

been bringing up the idea in BRE meetings and already has 4-5 interested parties. He reported on increasing the Certified Work Ready Community initiative from 42% of the goal to 58% in the last 7 weeks. He reported on receiving 2 calls after Doty sent out the e-blast about the program from Whitewater Valley REMC and the Wayne County Sherriff's department. He reported Melissa Leaming thinks we might have inaccurately reported data which made our goals much higher than they should be, which he will look into and follow-up on. He reported on community networking - that he attended the Eastern Indiana Human Resources Conference, the meet and greet with new RCS superintendent Todd Terrell, and the Purdue Agrivovus/Ady Voltage presentation in New Castle. He reported on meeting with 7 existing companies this month and following up with 2 companies from his April visits with expansion efforts.

Doty – Doty reported on meeting with the Manufacturing Matters marketing committee to discuss targeting high school students and recent graduates in their marketing efforts. She reported on meeting with Mike Bennet on May and early June Brightside stories. The topics were an inside look into the Sugar Creek Packing Company and their philosophy, and a story on the Wayne County Convention and Tourism Bureau's convention. She also reported on meeting with the marketing committee and would give a report on that later.

Shaffer – Shaffer reported on 2 new attraction projects developing in May and that Project Cygnus may be the mystery shopper of the program organized by IMPA. She reported Project North remains very active and is considering relocating to 1600 Rich Road. There is a lease proposal out with lease hold improvements involved and the parties involve intend to come to a decision in the next 15-30 days. She reported focusing on BRE visits, that Geres had been scheduling two a week for her and Henry to attend, and that the focus was to introduce Joe as a new employee who will be focused on business outreach and education and to discuss and workforce issues. She reported on 5 current ongoing expansion projects. She reported on working with Osborn to apply for incentives and that they had leased the 3rd floor of the 600 building as a temporary workspace until the office expansion is complete. The CFO is extremely happy with the space and Parallax service. She reported on hosting 3 employees from the Indiana Economic Development Corporation for a tour of Wayne County's sites and buildings and a lunch meeting with staff. She reported on the visit from site selector Don Scheldahl organized by IMPA to start off with a tour of Centerville, followed by a group lunch in Richmond at the Old Richmond Inn where he would give a presentation, then a tour of Richmond, followed by a meeting with Jason Whitney of the Center City Development Corporation, then to end with a meeting at the Innovation Center on workforce development. She reported on attending the Japanese America Society of Indiana's Annual Gala and the importance of the 5 Japanese companies located in Richmond, Indiana. Lastly, she reported on the closure of Optical Disc Solutions, that she and Henry had popped in ODS after a BRE meeting, and that the owner let them know of the closure, and she had offered to help facilitate meetings with WorkOne and to assist with the news release issued about the closure.

COMMITTEE REPORTS

- A. Finance** – Jackson reported the finance committee met on May 28th, reviewed the GL, and decided to reclassify one item.

- B. Executive** – Elzemeyer reported the committee met after the finance committee on May 28th, reviewed the Transilwrap compliance report and closed the grant, reviewed the EDIT grant later on the agenda, discussed the IMPA visit and lunch, received an update on the Certified Work Ready Community initiative, listened to project updates from Shaffer, and discussed the policy on education - that they'd move to finish the draft they started.

- C. Industrial Park** – Warner reported the committee met on May 28th and discussed the purchase of lots 1 and 2 of the Midwest Industrial Park that would be discussed later on the agenda, and also discussed the property at the entrance of Phase II of the Midwest Industrial Park.
- D. Marketing and Communications** – Doty reported the committee met on May 20th and reviewed Brightside analytics, that there were 2,692 new visitors and 608 returning visitors. She stated the original goal was to get Brightside back up and running and now the new goal would be to increase the amount of returning visitors. The committee suggested sending out more emails about Brightside. The committee discussed the CWRC initiative and talked about sending out an e-blast to drum up more activity and to create a one-page document to go on the back of the sign-up form describing the initiative and why you should support it. The committee also brainstormed ideas for keywords for search engine optimization. Lastly, the committee took a first look at the script for the Wayne County promo video.

OTHER BUSINESS

A. EDIT Application #15-174

Shaffer reported on Janesville Acoustic's EDIT Application #15-174. The company, formerly Project Sound, is investing \$12,082,000 into a new facility, the first in Indiana. The company will manufacture PET based fiber insulation for automobiles. They are a Tier 1 and 2 supplier to the big 3 automotive companies. The company plans to hire 87 employees with a total payroll of \$2,603,480. The company has requested a \$290,000 grant for assistance with this project. *Motion by Green, second by Barrett to approve EDIT application #15-174 for \$290,000 out of the consolidated EDIT fund. Motion carried.*

B. Midwest Industrial Park Purchase Agreement

Shaffer reported on a purchase agreement for lots 1 and 2 of Phase I of the Midwest Industrial Park. Jeff Jones, General Manager of New Holland Agriculture was present to answer and questions about the project. The mayor directly negotiated the price of land with the buyer at \$35,000 for 15 acres. 4 of the acres are considered good buildable acres, but the 11 other acres consist of poor soils and are not readily sellable for development. The buyer is Straetner Innovations Inc. the parent company for New Holland Agriculture, currently located on both sides of US 40 towards Centerville. Shaffer called upon all existing tenants of the Midwest Industrial Park at the suggestion of the Industrial Park committee, and all 7 had no objections and were glad to see the land occupied. *Motion by Green, second by Cohen to approve the purchase agreement as presented and to give authorization to Shaffer to give notice and intent to exercise the option to the City of Richmond. Motion carried.*

ADJOURNMENT

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

**NEXT BOARD MEETING – 4:00 pm on Monday, July 6, 2015
EDC Board Room, 500 South A Street, Suite 2, Richmond, IN 47374**