

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, August 31, 2015**

BOARD MEMBERS PRESENT: Barrett, Cohen, Elzemeyer, Green, Guiley, Warner, Witte

BOARD MEMBERS ABSENT: Quigg, Clark, Jackson, Meredith, Upchurch

STAFF PRESENT: Shaffer, Doty, Henry, Geres

GUESTS PRESENT: Ahaus, Kevin – Ahaus Tool & Engineering, Inc.
Ashmawi, Vivian – Communities in Schools
Baumgartner, Kelly – Richmond Community Schools Board of School Trustees
Blessing, Laura – Northeastern Wayne Schools
Bolser, Chad – Ivy Tech Community College
Brantingham, Joel – WKBV/G1013
Collins, Dakota – Richmond Democratic Party
Decker, Darryl – Ivy Tech Community College
Doering, Dr. William – Nettle Creek School Corporation
Hayes, Bob – Richmond WorkOne
Kleer, Garry – First Bank Richmond
Norwalt, Bethany – K-Ready
O’Brien, Jennifer – Richmond Community Schools
Oakerson, Trevor – Wayne County Area Chamber of Commerce
Oler, Ron – Richmond Common Council
Passmore, Karole – First Bank Richmond
Ratz, Senator Jeffrey – State of Indiana
Reynolds, Chuck – Richmond Community Schools
Ritz, Superintendent of Public Instruction Glenda – State of Indiana
Robinson, Dixie – Richmond Community Schools Board of School Trustees
Ronald, Louise – Palladium-Item
Scalf, Karen – Richmond Community Schools
Sonsini, Dawn – Northeastern Middle School
Terrill, Todd – Richmond Community Schools
Thurlow, Kim – Ivy Tech Community College
Tidrow, Rob – Richmond Community Schools
Washington, Tiana – Hibberd Intermediate School
Whitacker, Paul – Richmond, IN Citizen

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 4:09 p.m. on Monday, August 31, 2015, in First Bank Richmond’s Financial Center.

GUEST PRESENTER

The board welcomed guest presenter, Glenda Ritz, Superintendent of Public Instruction for the State of Indiana. Glenda spoke to the board and guests for about 40 minutes on the topics of the new proposed diplomas, ISTEP scores, A-F school grading systems, and answered a few questions from the audience.

After Glenda’s speech, Elzemeyer allowed anyone who wished to exit the venue before continuing further into the agenda. Glenda and most of the audience left at this time.

STATEMENT ON POLITICAL ELECTIONS

Elzemeyer reported on issuing a statement on political elections, saying that as a nonprofit 501(c)3, the organization doesn't support or endorse any candidates seeking public office, that the board members and staff are free to support who they wish, but they do so representing themselves as individuals only. Furthermore, the EDC of Wayne County seeks to develop positive relationships with all candidates and elected officials regardless of party affiliation in order to work together to make Wayne County a great place to live and work. *Motion by Green, second my Witte to accept the statement on political elections as presented in the board packet. Motion carried.*

APPROVAL OF MINUTES

Elzemeyer stated the minutes from the August 1st board meeting were in the board packet for review. *Motion by Green, second by Warner to approve the August 1, 2015 minutes as presented. Motion carried.*

TREASURER'S REPORT

In the absence of Jackson, Vice Chair Witte reported on financials. The EDC was under budget by \$9,903.84 for the month of August and under budget \$92,711.46 year-to-date. He reported the details of lines items over budget were listed on page 6 of the board packet and all would catch up by the end of the year. He reported on the balances in the following accounts: Operating - \$275,636.99, Discretionary - \$24,013.93, Grant Administration - \$3,755.61, and Escrow - \$6,025.51. *Motion by Green, second by Guiley to accept the August 2015 financials as presented. Motion carried.*

EDC STAFF REPORT

In the interest of time, the staff did not give a verbal report but did provide a written staff report in the board packet.

COMMITTEE REPORTS

- A. Executive** – Elzemeyer reported the committee met on August 24th and reviewed projects and several of the items to be discussed later on the agenda.
- B. Finance** – Witte reported the finance committee also met on August 24th and reviewed the August general ledger and financials and also reviewed the audit which will be discussed later on the agenda.
- C. Industrial Park** – Warner reported the committee also met on August 24th to continue discussing the WWRSD and industrial park expansion opportunities.
- D. Marketing and Communication** – Green reported the committee met on August 19th and reviewed design work on the proposal generator, reviewed a draft of the homepage revisions, reviewed Google Analytics with Lingle suggesting to include the percentage of local visitors, reviewed the Brightside MOU, and discussed the opportunity to appear on the television show Enterprises, which the committee declined the opportunity.

OTHER BUSINESS

A. EDIT Application #15-178

Shaffer reported on EDIT application #15-178 for Suncall America, a tier 1 auto supplier to Toyota. The company is requesting a \$39,000 grant for assistance with a 10,000 SF building expansion and the purchase of new equipment to accommodate an increase in sales to manufacture new products. The company is investing \$3.6M and plans to create 11 new positions. The company meets 3 of the 4 EDIT qualification guidelines including investment, hiring, and training as they will train for CNC operation, forklift certification, and automated welding machine training. The company doesn't meet the wage threshold of \$10.87/hour as they start their employees out at \$9.75 - \$10.00/hour, but the project manager states each employee has an opportunity to make up to \$11.00/hour within 10 months with a .50/hour raise after 90 days and a .75/hour raise after 7 months. *Motion by Guiley, second by Green to approve EDIT application #15-178 for \$39,000 out of the consolidated EDIT fund. Motion carried.*

B. EDIT Application #15-179

Shaffer reported on EDIT application #15-179 for Ahaus Tool & Engineering, Inc. The company is requesting a \$22,000 EDIT grant for assistance with a 9,000 SF building expansion and the purchase of new equipment. The company is investing \$676,750 and will create 12 new positions. Kevin Ahaus was present to update the EDIT application, reporting that rather than hiring 4 new apprentices, they will hire 5. He also reported on his apprenticeship program, that of the 36 grads, 22 still work for his company. This project meets all 4 of the EDIT qualifications. The new positions will pay \$12/hour for the apprentice positions (who have the potential to earn up

to \$16/hour by graduation) and \$20/hour for the 7 other skilled positions. *Motion by Green, second by Witte to approve EDIT application #15-179 for \$22,000 out of the consolidated EDIT fund. Motion carried.*

C. Cloud 9 Solutions Contract

Shaffer reported on the Cloud 9 Solutions contract for project management software and implementation. She reported Geres has spent countless hours researching different programs and implementation firms and has recommended Cloud 9 Solutions for the project. The software will consist of Microsoft Dynamics CRM software and Cloud 9 Solutions EDO accelerator, made specifically for economic development offices. This solution was chosen because the system will be housed within Outlook, a program we are already in and using every day. Shaffer stated the implementation fee is a one-time cost of \$5,000. The software subscription fees are \$175/month, with \$100/month of that being for the EDO accelerator at \$20/month per user with a minimum of 5 licenses and \$75/month of that being for the MS Dynamics CRM Online at \$15/month per user. Shaffer stated we have funds for implementation in line item 3320 Contractual/Professional Services and funds for the monthly subscription fees in line item 3381 Dues/Subscriptions/Fees. *Motion by Green, second by Warner to approve the Cloud 9 Solutions contract as presented in the board packet. Motion carried.*

D. 2014 Financial Audit

Witte reported on the 2014 financial audit performed by Jennifer North of Rodefeld, Kassens, and North. He reported there were no findings and that North was complimentary of Geres for her organization and being “Johnny on the spot” when it came to providing requested information and documents. He also noted the EDC was on a cash basis of accounting. *Motion by Guiley, second by Green to approve the audit as presented. Motion carried.*

E. Brightside MOU

Doty reported on the Brightside MOU, that it was time to renew as they use a 6 month timeline. She reported not much is changing and Bennett will still be paid the same amount for 3 stories per month. What is changing is that Doty is taking on more of role in the layout and design of the WordPress pages and will create and manage a Brightside Facebook account. *Motion by Green, second by Witte to approve the Brightside MOU as presented. Motion carried.*

ADJOURNMENT

Elzemeyer adjourned the meeting at 5:13 p.m.

**NEXT BOARD MEETING – 4:00 pm on Monday, October 5, 2015
EDC of Wayne County, 500 South A Street, Suite 2, Richmond, IN 47374**