

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, January 7, 2013**

BOARD MEMBERS PRESENT: Ahaus, Clark, Cohen, Elzemeyer, Green, Guiley, Meredith, Robinson, Witte

BOARD MEMBERS ABSENT: Hackman, LaMar, Smith

STAFF PRESENT: Shaffer, Doty, Geres

GUESTS PRESENT: Burkhardt, Justin - Wernle
Burns, Denny – Wayne County Commissioner
Fowler, Mick – Town of Cambridge City
Morris, Jackie - Wernle
Oler, Ron – Richmond City Council
Plasterer, Jeff – Wayne County Council
Ronald, Louise – Palladium-Item
Sowers, George – Attorney for EDC
Thurlow, Kim – Ivy Tech Community College
Warner, Robert – Town of Hagerstown

CALL TO ORDER

Board Chair Robinson 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, January 7, 2013, in the Richmond Room at Earlham College in Richmond, Indiana.

INTRODUCTION OF NEW BOARD MEMBERS

Robinson introduced new board members Paul Witte, John Meredith, and Robert Warner. Witte was appointed by the Wayne County Area Chamber of Commerce, Meredith by the Wayne County Council, and Warner by the Hagerstown Town Council. Witte and Meredith were appointed for 3 year terms, and Warner to serve the last year of LaMar's term starting January 8, 2013.

Robinson also welcomed back Geres who had been on maternity leave for six weeks.

APPROVAL OF MINUTES

Robinson stated the minutes from the November 2012 board meeting were on pages 2 and 3 of the board packet and allowed time for the board to review them. *Motion by Clark, second by Green to approve the minutes from the November 5, 2012 monthly Board of Directors meeting. Motion carried.*

TREASURER'S REPORT

Elzemeyer reported page 4 of the board packet contained a summary of both November and December financials as there was not a board meeting in December. He noted each month the EDC was under budget by about \$20,000 and \$212,000 year-to-date. Detailed were the accounts over budget and they would make transfers accordingly. As expected, the YTD numbers show amounts under budget in salaries and employee benefits line items reflecting employees leaving the EDC and downsizing. *Motion by Ahaus, second by Green to approve both the November and December financial statements as presented. Motion carried.*

Elzemeyer reported the proposed transfers were on page 13 of the board packet detailing the amounts in and out of accounts. *Motion by Green, second by Witte to approve the transfers as presented. Motion carried.*

Elzemeyer reported the proposed encumbrances were on page 14 of the board packet including all encumbrances for 2012 as well as those carried over from 2010 and 2011. Shaffer ran through each contract: A Plus Signs – to convert signage at GIP from Really Cool Foods to Sugar Creek Packing; Patriot Engineering – for additional soil borings at the MIP; Foote Consulting Group – to update the five cost comparison reports with 2013 data; Irongate Creative – to update website & create marketing materials for the MIP Phase II; and IEDC – for Chicago Cubs networking event, e-newsletter sponsorship, website advertising, and Carb Day networking event. *Motion by Green, second by Cohen to approve the 2013 encumbrances as presented. Motion carried*

Elzemeyer reported on the return of 2012 funds to the consolidated EDIT fund as presented on page 40 of the board packet: \$120,332.34 from Operating, \$76,924.57 from Silver Eagle, \$36,395.86 from Discretionary, and \$279.51 from Escrow for a total of \$233,932.28. *Motion by Ahaus, second by Green to approve the return of 2012 funds to the Consolidated EDIT fund. Motion carried.*

Elzemeyer reported on the 2013 budget for the EDC explaining page 44 of the board packet detailed the changes from each year going back to 2009, noting the work the board put in to reduce the budget and the change from the previous year. *Motion by Meredith, second by Clark to adopt the 2013 budget as presented. Motion carried.*

EDC STAFF REPORT

Doty – Doty reported her staff report could be found on page 45 of the board packet. She reported Sugar Creek had asked for research into potential grant programs to assist with construction of their pretreatment plant on their property at the GIP. As of now it doesn't look likely. Due to the cutting of funding, the programs are slim, but she will keep looking.

She reported the marketing plan was outlined earlier during the financial report.

She also reported on the farm lease and that because of the recent snowfall plans to redo the acreage have been delayed and she hopes to wrap things up by February.

Lastly she reported working with Valerie on updating her on projects and turning the files over to her.

Shaffer – Shaffer reported she had spent the first three weeks in December attending city and town council meetings at Hagerstown, Cambridge City, Milton, East Germantown, Centerville, Economy, and Richmond and that Elzemeyer had attempted to visit Mt. Auburn. At the meetings she introduced herself, provided updates on new projects and the comprehensive plan, and discussed the renewal of EDIT contracts.

She also reported on her efforts to re-open the lines of communication. Meetings had been held with Mickey Johnson, Dale McConnaughay, and Louise Ronald of the Palladium Item, a meeting was scheduled with Janis Buhl from Western Wayne News, and discussions will continue with local radio stations. She reported on her scheduled appearance on PI Live with Amy Holthouse from the Wayne County Area Chamber of Commerce to discuss plans moving forward and how they will work together.

She also reported on the comprehensive plan and how she met with the executive committee of the EDC board to discuss the development of it. Due to the level of importance it is recommended that an outside firm be considered to manage the process. She will be researching qualified consultants over the next few weeks and developing an RFP to further explore the timing and cost involved in hiring a firm. She will also meet with the commissioners concerning the level of detail they are expecting.

Shaffer also reported there were 3 new projects in December and that she conducted a site visit with a company representative, IEDC project manager, and Norfolk Southern representative. The company is interested in 25 acres with rail and plans to create 10 jobs. Investment has not been determined.

Shaffer also reported Conway Freight's project has closed. Overland Development now owns the land and Conway is able to expand.

She reported pages 47 and 48 of the board packet contained a list of new attraction and BR&E projects, that the list needed updated, and she could not verify the accuracy of the reports. She reported on the project success summary found on page 49 outlining each row and the numbers reported, stating this was our way of tracking our success and projects worked on, and that she'd been giving them out to elected officials on her visits to their town/city council meetings.

COMMITTEE REPORTS

Robinson introduced committee chairs for 2013. Jim Cohen will be chair of the Industrial Park Committee and Brett Guiley will be chair of the Marketing Committee.

A. Finance – Elzemeyer reported the finance committee met on January 4th, 2013 and reviewed the December GL and other items as discussed earlier and recommended to the board for approval.

B. Executive – Robinson reported the executive committee also met on January 4th and covered everything to be presented in Other Business on today's agenda.

OTHER BUSINESS

- A. Webb & Associates Engagement letter was presented to the board for approval. No changes from the previous year. *Motion made to approve by Guiley, second by Green. Motion carried.*
- B. Legal services contract for George Sowers was presented to the board for approval. Shaffer noted his rate of \$160 per hour hasn't changed in three or more years. *Motion made to approve by Witte, second by Guiley. Motion carried.*
- C. Gateway Industrial Park lease was present to the board for approval. *Motion made to approve by Ahaus, second by Clark. Motion carried.*
- D. GIS addendum was presented to the board for approval. Contract changing from \$50,000 annually to \$30,000 annually. *Motion made to approve by Green, second by Elzemeyer. Motion carried.*
- E. Wernle Youth and Family Treatment Center EDIT application 12-158 in the amount of \$10,260 from consolidated EDIT for training of 9 full time employees. EDC board questioned requirements to prove funds were used for intended purpose. Wernle representatives reported each trainee would receive certification of completed training. *Motion by Clark, second by Green to approve the EDIT application. Motion carried.*
- F. Purina Animal Nutrition LLC EDIT application 12-159 in the amount of \$85,000 from consolidated EDIT for expansion project. *Motion made to approve by Elzemeyer, second by Green to approve the EDIT application. Robinson abstained. Motion carried.*

ADJOURNMENT

Robinson thanked everyone for attending and adjourned the meeting at 4:45 p.m.

**NEXT BOARD MEETING – 4:00 p.m. on Monday, February 4, 2013,
Earlham College, Bolling Center, Richmond Room, Richmond, Indiana**