

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, October 13, 2014**

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

BOARD MEMBERS ABSENT: Clark

STAFF PRESENT: Shaffer, Doty, Geres

GUESTS PRESENT: Burns, Denny – Wayne County Commissioner
Hambrick, Gene – Earlham College
Plasterer, Jeff – Wayne County Council
Ronald, Louise – Palladium-Item
Sowers, George – Attorney for EDC
Thurlow, Kim – Ivy Tech Corporate 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 4:02 p.m. on Monday, October 13, 2014, in the EDC board room.

APPROVAL OF MINUTES

Cohen stated the minutes from the September 15th board meeting were on pages 2 - 4 of the board packet and allowed time for the board to review them. *Motion by Meredith, second by Green to approve the September 15th, 2014 minutes as presented. Motion carried.*

TREASURER'S REPORT

Geres had copied the August financials rather than the September financials for the board packet, so the September financials will be brought before the board at the November board meeting.

EDC STAFF REPORT

Geres – Geres reported an anonymous Wayne County citizen donated \$9,800 to clean-up the old Reid Hospital property. She reported working with Shaffer and Foster to request bids from 3 different companies. Two companies submitted bids – one at \$43,250 and one at \$9,800. Pro Lawn was chosen to complete the work. Geres reported the donor hinted to another donation next year for a springtime cleanup. Shaffer added the EDC was only a conduit to this transaction and was able to accept this donation and act as a conduit as a 501C3.

Doty – Doty reported on National Manufacturing Day. The EDC collaborated with the Wayne County Area Chamber of Commerce, WorkOne, and area schools to promote the importance of manufacturing in the US and to generate interest in manufacturing as a career among high school and college students. The day included a screening of The American Made Movie documentary by 125 Richmond and Northeastern High School students at the Richmond Art Museum in McGuire Hall and a tour of TS Tech by Hagerstown career and vocational students who attend class in New Castle. The movie will be made available to those schools who were unable to attend the showing on Manufacturing Day. Doty also tweeted facts about manufacturing on Thursday and Friday. She also reported on attending OCRA's Regional Conference which covered the many programs available to communities to assist with community and economic development projects.

Shaffer – Shaffer reported on business development activity, that new attraction leads were sparse, but existing business retention and expansion projects were on the rise. She reported on continuing to work with Johns Manville to represent them at meetings for the bond issuance. She reported on working with Dot Foods on the EDIT application that would be presented later in the meeting. She reported on BRE 1303 – relocation of a company headquarters, BRE 1409 – training for trainers at a local manufacturer, and BRE 1410 – a smaller logistics company located in Richmond looking to relocate their back-office that is out-sourced out of state to Richmond. She reported on her recent travels, that she's been out of the office three of the last five weeks, attending the IEDA Site Selector's Guild in Indianapolis, IN, the International Manufacturing and Technology Show in Chicago, IL, a business roundtable in Scottsdale, AZ sponsored by Hoosier Energy, and a sales trip to Dallas, TX organized by Hoosier Energy. In all the events mentioned above, she was able to gain exposure

with 16 different site selection consultants. Lastly, she reported on co-hosting a visit from Toshikazu (Tony) Suzuki, the director of IEDC's Tokyo, Japan office, with Earlham College. She introduced Gene Hambrick, Director of Integrated Programs in Business and Entrepreneurship at Earlham College, who was in attendance, and who attended the visit. Richmond was picked for a visit due to the five Japanese companies located here and the relationship Earlham has with Japan.

Kim Thurlow was in attendance and reported on Manufacturing Matters. She reported today is the one-year anniversary of the program, they are onto their 4th cohort, have received 225 total applicants, 50 people have been or are in training, 46 of those are from Wayne County, 90% of graduates have received certification, and 35% of graduates have been placed in employment with partners. She reported average wages have continued to rise for graduates of the program who have been placed in manufacturing, with the first cohort reporting an average wage of \$12.42/hour, the second \$13/hour, and the third \$14/hour. She reported on the funding stream - that they've received a \$150,000 AACC grant, \$18,200 from Duke Energy, \$47,500 from WorkOne and \$63,000 from EDC of Wayne County, Wayne County Foundation, Wayne County Area Chamber of Commerce, and the Economic Growth Group of which she is extremely grateful. She stated the collaborating partners would meet soon to discuss the structure of the program and ways to enhance it. Shaffer added to the importance of the program, that workforce is a top priority, and site selectors have commented recently that they are very impressed by our efforts to get ahead of the curve on tackling this issue and being proactive by developing this program.

COMMITTEE REPORTS

- A. Finance** – Elzemeyer reported the committee met October 2nd, reviewed the September GL, and discussed the 2015 budget. He reported there were a few areas that needed worked through before the budget would be finalized. Those items include the office lease, Valerie's contract, the 2015 work plan, and a description for the new employee.
- B. Executive** – Cohen reported much of what was discussed at the executive committee was already reported on by Geres, Doty, and Shaffer. He did add that Perpetual Recycling Solutions was looking for a bilingual French/English engineer. He also reported the mayor is open to suggestions for Hackman's replacement and to report suggestions to Shaffer.

OTHER BUSINESS

A. EDIT Application #14-169

Shaffer reported on EDIT application #14-169 for Dot Transportation, Inc. a subsidiary of Dot Foods, Inc. The company is looking to hire 35 new truck drivers for their Cambridge City operation. The company is planning to invest \$4.4M into 35 new trucks and training costs. The company is looking to hire non-CDL applicants, send them to CDL training with a \$500 weekly stipend, then train them in-house for another eight to ten weeks with a \$500 weekly stipend. Average pay for a full-time Dot CDL driver is \$50,000 for the first year after training and an average of \$70,000 annually after that. Shaffer made a correction to the application by noting this wasn't their first EDIT application. She reported the company received an EDIT grant when they initially located here. *Motion by Green, second by Hackman to recommend approval by the Wayne County Commissioners to be funded out of the Consolidated EDIT fund. Motion carried.*

B. Nomination Committee

Shaffer explained the nominating process to the board. At the October board meeting, the board is to select three members of the board who are not current officers to serve on the nominating committee with the current chair. The chair appoints the nominating committee chair. After the votes were tallied by Geres, she reported the nominating would consist of Brett Guiley, John Meredith, and Tracie Upchurch to serve with Jim Cohen. Cohen requested Upchurch to serve as the chair of the nominating committee. Shaffer stated the board would need to meet prior to the December board meeting, then propose the slate of officers for 2015 at the December board meeting.

ADJOURNMENT

Cohen adjourned the meeting at 4:32 p.m.

NEXT BOARD MEETING – Monday, November 3, 2014 at EDC of Wayne County, Richmond, Indiana at 4:00 pm