

**ECONOMIC DEVELOPMENT CORPORATION  
OF WAYNE COUNTY, INDIANA  
Board Meeting Minutes  
Monday, November 2, 2015**

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

**BOARD MEMBERS ABSENT:** Cohen

**STAFF PRESENT:** Shaffer, Doty, Henry, Geres

**GUESTS PRESENT:** Burns, Denny – Wayne County Commissioner  
Frew, Bob – Grafcor, Inc.  
Oakerson, Trevor – Wayne County Area Chamber of Commerce  
Oler, Ron – Richmond Common Council  
Plasterer, Jeff – Wayne County Council  
Sheeley, Rachael – Palladium-Item  
Sowers, George – EDC of Wayne County Attorney  
Thurlow, Kim – Ivy Tech Corporate College  
Zick, Steve – Innomark Communications

**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, November 2nd, 2015, in the EDC Board Room.

**APPROVAL OF MINUTES**

Elzemeyer stated the minutes from the October 5<sup>th</sup>, 2015 board meeting were in the board packet for review. *Motion by Green, second by Barrett to approve the October 5<sup>th</sup>, 2015 minutes as presented. Motion carried.*

**TREASURER'S REPORT**

Jackson reported the treasurer's report was on pages 5-10 of the board packet. He reported the EDC was under budget by \$14,183.19 MTD and under budget by \$109,035.45 YTD. He reported the details of line items over budget 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 October 2015 financials as presented. Motion carried.*

**EDC STAFF REPORT**

**Geres** – Geres reported on progress with the CRM project management system, 2016 budget preparations, end of year preparations, and reported on the following board appointments expiring this year:

- Brett Guiley, appointed by Richmond Common Council, has served two three-year terms and cannot be reappointed until he has sat out at least one year, as of 10/30/15 we do not have a new appointee
- Johnnie Barret, appointed by Centerville Town Council, has served the remainder of Mark Smith's term and can be reappointed to serve his own three-year term, and we have received response from Centerville that Johnnie will be appointed to serve a three year term
- John Meredith, appointed by Wayne County Council, has served one three-year term and has declined to serve another three-year term, as of 10/30/15 we do not have a new appointee
- Paul Witte, appointed by the Wayne County Chamber of Commerce, has served one three-year term, and we have received response from the Chamber that they have elected to reappoint Paul for another three year term

**Henry** – Henry reported on the tour he facilitated with the Richmond Area Career Center for CIT, Paragon Caskets, and Qualitronics. All companies were very impressed and plan to use students as interns in the mornings during the school week. He will arrange another tour for more employers in the next few months. He also reported on meeting with OCRA and participating counties on the workforce development grant and also meeting with ASG for the Skill Up Indiana Grant.

He reported on being at 75% of the Certified Work Ready Community goal, which Nettle Creek schools tested 92 students in October, and of those, 74 earned a silver or higher, which puts us very close to accomplishing our goal for the emerging workforce portion. He reported on meeting with all five Wayne County Superintendents as well as Reid Health representatives to discuss WorkKeys testing of all Wayne County students and that Reid Health is willing to help eliminate any barriers in achieving this goal. Finally he reported on attending 2 BRE meetings, a site visit, and working with 6 other companies on expansions.

**Doty** – Doty reported on working on the 2016 marketing plan with Shaffer, continuing to work on the new website, and working with Irongate to finalize the Wayne County video they have been producing. She also reported on working on the Facebook page for Brightside and encouraged everyone to find it, like it, and share it – that it is a place to spread good news and positivity about Wayne County. Lastly, she reported on meeting with Irongate staff to review Google Analytics and plans to meet with them quarterly.

**Shaffer** – Shaffer reported October was a very busy month with new attraction activity, that there were 2 new projects that inquired about property in Wayne County. One, Project Dove, involved the completion of an RFI with the consultant planning a site visit for the following week. She reported on flying to Atlanta for Project Horizon to give a presentation to the company. In total there are 7 ongoing attraction projects currently, and 5 companies are interested in the Midwest Industrial Park for a need of 300 acres, but we only have 166 available. She reported on working with Joe on several BRE projects. She also reported on working with Sugar Creek on the wastewater issue and has contracted with Strand Associates to complete an engineering feasibility study. She reported the project activity summary on page 15 does include the projects that will be mentioned later on the agenda, and to date we've had \$27M invested, 232 new jobs created, 98 jobs retained, and average wages of \$20.24/per hour excluding benefits. EDIT grants totaled \$668,500 which calculates to \$2,026 per job. She stated this is low for Indiana, as typically they are about \$10,000 per job.

## **COMMITTEE REPORTS**

- A. Executive** – Elzemeyer reported the committee met prior to the board meeting and reviewed 2 EDIT grants, discussed the Western Wayne regional sewer district, held a general discussion on compliance and made changes to the policy, received project updates, and heard a Certified Work Ready Community status update.
- B. Finance** – Jackson reported the finance committee met immediately before the board meeting and reviewed the October general ledger and 990 which would be mentioned later on the agenda.

## **OTHER BUSINESS**

### **A. EDIT Application #15-182**

Shaffer reported on EDIT application #15-182 for Grafcor, Inc., a division of Innomark Communications based out of Fairfield, Ohio. The company was faced with the decision to close one of two plants, either the Richmond, Indiana or the Edgewood, Kentucky operation. The company chose to stay located in Richmond, Indiana and consolidate their Edgewood, Kentucky operation to Richmond, Indiana. The company plans to invest \$1,450,000. The consolidation will retain 17 jobs and create an additional 33 positions. The company has requested a \$105,000 EDIT grant for assistance with the consolidation. Bob Frew, local plant manager and Steve Zick, from the corporate office were present and praised Valerie and Joe on their aggressiveness to keep them located in Wayne County and how they showed interest in their growth in Wayne County. *Motion by Green, second by Quigg to approve EDIT application #15-182 for \$105,000 out of the consolidated EDIT fund. Motion carried.*

### **B. EDIT Application #15-183**

Henry reported on EDIT application #15-183 for Hill's Pet Nutrition, Inc. The company is requesting a \$10,000 EDIT grant for assistance with a new training facility. They will use existing common area and office space for the new training center. There will be a hands on lab and a virtual lab. The plan is for operators to perform more preventative maintenance as well as give employees a way to advance. The company plans to invest \$556,000 and create 8 new positions. Only the capital investment was incentivized and not the newly created positions, as Hill's recently experienced a reduction in workforce. *Motion by Upchurch, second by Barrett to approve EDIT application #15-183 for \$10,000 out of the consolidated EDIT fund. Motion carried.*

**C. 2014 990 Return**

Treasurer Jackson reported there was an added requirement on the filing of the 990, that the board must review and approve the 990 before filing. Jackson stated Jennifer North of Rodefled, Kassens, and North, who also completed our audit for 2014, had prepared the 990 and it is ready to sign and mail. *Motion by Green, second by Quigg to approve the 2014 990 Return. Motion carried.*

**ADJOURNMENT**

Elzemeyer adjourned the meeting at 4:30 p.m.

**NEXT BOARD MEETING – 4:00 pm on Tuesday, December 1, 2015  
EDC of Wayne County, 500 South A Street, Suite 2, Richmond, IN 47374**