

**ECONOMIC DEVELOPMENT CORPORATION
OF WAYNE COUNTY, INDIANA
Board Meeting Minutes
Monday, November 7, 2016**

BOARD MEMBERS PRESENT: Clark, Elzemeyer, Frame, Jackson, Parker, Russell, Upchurch, Warner, Witte

BOARD MEMBERS ABSENT: Barrett, Green

STAFF PRESENT: Shaffer, Doty, Henry, Geres

GUESTS PRESENT: Oler, Ron – Richmond Common Council
Plasterer, Jeff – Wayne County Council
Shuey, Mickey – Palladium-Item

CALL TO ORDER

Board Chair Witte called the meeting of the Board of Directors of the Economic Development Corporation of Wayne County, Indiana to order at 4:08 p.m. on Monday, November 7, 2016, in the EDC board room.

APPROVAL OF MINUTES

Witte stated the minutes from the October 3rd and October 27th, 2016 board meetings were on pages 2-8 of the board packet. *Motion by Parker, second by Frame to approve both sets of minutes as presented. Motion carried.*

TREASURER'S REPORT

Warner reported the treasurer's report included financials for October. He reported the EDC was under budget MTD by \$16,810.70 and under budget YTD by \$52,284.85. Warner reported much of the overages will catch up by year end, but 2229 Other Supplies will need a transfer. *Motion by Elzemeyer, second by Parker to approve the October 2016 financials. Motion carried.*

COMMITTEE REPORTS

- A. Finance** – Warner reported the finance committee met on October 27th and reviewed the GL and draft of the budget. The committee also discussed the office lease.
- B. Executive** – Witte reported the executive committee met before the board meeting and discussed the office lease, vehicle lease, president's contract and 2017 budget. He reported the board would be mailed a draft of the budget prior to the budget workshop with county council and county commissioners.
- C. Industrial Park** – Warner reported the committee met on October 27th and discussed wastewater in Western Wayne, industrial park expansion efforts, and the MIP layout.

EDC STAFF REPORT

Geres – Geres reported helping to plan site visits for Project Stormtrooper and Project Silver and working on the submission for Project Brilliance. She also reported working on the budget, making website updates, working with Henry to find a 15,000 SF facility for a local company, and watching a webinar with Doty on the Lead Gen ID available to us free with our GIS Planning subscription.

Henry – Henry reported the east central Indiana regional group that was working on the Skill Up grant did not receive funds but did learn about being more specific about their end goal in future grant applications. He reported on reaching out to ACT as to why our county has not turned gold after achieving 100% of the work ready goals. He also reported on working with Purdue and Ivy Tech to start a Plastics Council, teaching a career success class through Junior Achievement at Northeastern, working with the Business Education Committee at the Wayne County Area Chamber of Commerce on a career/transition fair in the spring for high school students, and community networking and BRE visits.

Doty – Doty reported her staff report was on pages 17 and 18 and would give highlights. She reported Site Selection magazine informed her Wayne County was awarded as being in the top 5 for excellence in advanced manufacturing and has asked her to write a 300 word piece for the publication. She reported on developing and working with a translation company to prepare materials for the Japan trip. She reported on meeting with Shaffer, Mayor Snow, and reporter Mickey Shuey for an article about the trip that appeared in today’s paper. She also reported on working on the 2017 marketing plan and working with Louise Ronald on the last Brightside story for the year.

Shaffer – Shaffer reported on putting in a lot of work planning for the Japan trip. She gave a rundown of her schedule – the eight day trip would consist of two travel days, six days in Japan, and fourteen meetings total. Five of the meetings would be with corporate headquarters of the existing Japan companies here in Wayne County and three courtesy meetings, six prospect meetings and a visit to Indiana’s sister state. She reported on two site visits in the month of October for Projects Silver and Stormtrooper. She reported Project Silver was visiting Richmond for the second time and is an Ohio-based company looking to expand to a build-to-suit in Indiana. Project Stormtrooper was also visiting for the 2nd time. She reported on hosting executives from Project Silver and three local companies in expansion mode at the Colts game with Henry. Lastly, she reported on the IAMC fall conference she attended in Indianapolis where it had the largest fall forum attendance in history with 450+ commercial brokers, real estate executives, and site selectors.

OTHER BUSINESS

A. Neopost IS-280 iMeter Mailing Station Contract

Geres reported the contract for a new postage machine was for a 36 month term with 6 additional months free and then the contract would move to a quarter by quarter basis. The payment would be \$19.75/month down from our current payment of \$55/month. Shaffer added this was the 2nd reduction made by Geres in monthly costs for the postage machine in the past few years. *Motion by Frame, second by Upchurch to approve the contract as presented. Motion carried.*

B. EDC Vehicle Lease

Shaffer reported page 29 was a corporate resolution authorizing Shaffer to enter into a vehicle lease on behalf of the EDC. She reported the terms of the lease are monthly payments of \$497.31 for 15,000 miles/annually for a Ford Explorer to be leased from Wetzell Ford. She reported on being able to get an abnormally low payment of \$385/month for the Highlander because she used the same dealership when turning in the Toyota 4-Runner leased previously and was able to gain a \$5,800 credit of trade-in value to put towards the Highlander. She reported the proposed payment is still in line with past leases and reported past payments were as low as \$530/month in 2003 and up to \$675/month in 2012. *Motion by Elzemeyer, second by Russell to approve the resolution as presented. Motion carried.*

C. 2015 990 Return

Witte reported the 2017 EDC meeting schedule was included in the board packet.

ADJOURNMENT

Witte adjourned the meeting at 4:43 p.m.

**NEXT BOARD MEETING – Monday, December 5, 2016
at EDC of Wayne County, Richmond, Indiana at 4:00 pm**