

Wyandot County Office of Economic Development

Board Meeting Minutes Monday, January 8, 2018

Attendees: John Barnes, Brian Barr, Andy Bishop, Lisa Bricely, Cassie Carlson, Lenny Clouse, LuAnn Cooke, Paul Craun, Chris Daris, Doug Frisch, Frank Gibson, Mark Johnson, Greg Knestrick, Terry Mazzone, Greg Moon, Jessica Moon, Randy Payne, Jennifer Rathburn, Lyneen Reinschell, Steve Seitz, Shawn Stober, Elaine Tschanen, Tim Vaughn, Laurie Vent, Paul Wagner, Gary Ward, Matt Wood

Approval of Meeting Minutes:

Motion: Tim Vaughn Second: Lenny Clouse Minutes Approved

Financial Budget Update:

Motion: Doug Frisch Second: Randy Payne Financials Accepted

Old Business:

❖ Project Updates

- Community Opportunity Program - the workforce development and talent retention system implemented in partnership with the Crawford County EDO, and through grant funding from AEP Ohio, the Wyandot County Young Professionals, and United Way of Wyandot County.
 - Since the last board meeting, Greg has had more discussion with Upper Sandusky, Carey and Mohawk Schools who are all on board to take part in the effort.
 - The proposal made to each of them was for the school district to become a WCOED board member, and each school's membership dues would be used to directly fund the ongoing costs of this effort including system related costs and marketing.
 - To date, Upper Sandusky Schools has joined the WCOED as of the 2018 calendar year.
 - Greg made a presentation to the Mohawk School Board in mid-December and received a verbal confirmation that the school district would take part. STC & the First National Bank of Sycamore have agreed to pay the first year of membership for the school district to help get them on board.
 - Greg made a presentation to the Carey School Board back in Sept. and although he still does not have a definite answer, their high school principal and guidance staff would like to move forward with using the system.
 - The only school board Greg has yet to approach is Riverdale and will be in their building tomorrow distributing some information.
 - The website is now live and still in the construction phase although it is accessible and all features are available. We are currently working to build business profiles in the system. Currently there are 68 businesses enrolled with 27 active job postings.
 - The oversight committee consisting of Greg, Brian Kimmel and Dan Hayman, as well as 3 Crawford representatives continue to meet monthly to plan and strategize on how best to get the system up and running.

- An actual public rollout of the finalized website will probably be coming in the first quarter of 2018
 - The next big push will be marketing. Crawford has already recorded radio ads that are running on some of their local stations, and will have rotating billboards along Route 30 this year.
 - Greg has discussed with the City of Upper Sandusky an opportunity to revise the billboard they lease along US-23 & 30 on the north side of Upper Sandusky. There would be a combined City of Upper Sandusky & Community Opportunity billboard that the City would continue paying the annual lease for if WCOED would fund the printing and installation.
- Upper Sandusky Retail Prospects
At the previous meeting Greg mentioned a couple retail users WCOED has provided some assistance to that were looking at the Upper Sandusky area.
 - Since that time there have been 2 more leads – one broker and one developer – in search of lot space along the same E Wyandot Avenue corridor. The broker was looking for a 1 acre lot, and the developer was interested in establishing a roughly 10,000 SF shopping center.
 - Greg provided both with the options available and hopefully will receive follow up with those contacts in the near future.
 - Greg also wanted to let the board know that the almost 6 acre tract adjacent to Showplace Rentals has been sold to a local owner that will be more competitively pricing the land for potential development. Currently this plot of land is the priced the lowest of any acreage along the E. Wyandot Ave. corridor.
- Smith Drug Company
 - Incentive Change - JM Smith Corporation was initially offered a JobsOhio ED grant of \$100,000 plus a job creation tax credit valued at \$150,000 for the Carey project back in August.
 - Since that time the Ohio Department of Services Agency decided against approving the JCTC. Therefore, to make the company whole on its initial offer, JobsOhio recently increased its ED grant to JM Smith Corp. by \$150,000. There have been communications with the company's corporate council over the past two weeks, and the company was more than happy to take the increased grant dollars over the tax credits.
 - Last week the cover story in the Toledo Business Journal highlighted the Smith Drug Project and the growing business community in Carey. This was great PR for all the good things happening in Wyandot County.
 - John Barnes reported that the construction was finished and they are currently working on equipment installation and that they hope to be in production by April 1, 2018.
- Project Lead Tracking
 - Since the last meeting there were 4 new leads for existing buildings, and 5 new leads for bare sites.
 - Greg was able to submit RFIs for 4 of these new leads.
 - For all of 2017, there were 37 leads for existing buildings and 16 new site leads, which is more than WCOED has ever received in a given year for either of those categories.
 - The annual average square footage for existing buildings was 208,000 SF, and the average acreage for sites was 87.

New Business:

- ❖ 2018 Budget – Proposing a slight net loss
 - Historically previous budgets presented much greater losses ranging from \$1,100 to over \$10,000 net loss. Greg feels WCOED will ultimately come out well in the black at the end of 2018.
 - A motion to approve the 2018 budget was made by Randy Payne, Second by Matt Wood. The 2018 budget was approved.
- ❖ New Members
 - Upper Sandusky Exempted Village School District has joined as a gold level member for 2018. Superintendent Laurie Vent will be representing the district on the WCOED board.
 - Quest Federal Credit Union is also joining as a gold level member for 2018. VP of Branch Operations in Upper Sandusky, Lisa Bricely will be representing the organization on the board.
 - Fairhaven Community will be joining as a silver level member for 2018. Fairhaven will be represented by its Administrator, Lori Marsh.
 - This brings WCOED to 45 on the membership roster.
- ❖ 2018 Officers
 - Paul Wagner has moved into the President position for 2018
 - Rick Ekleberry will now move to the Past President position.
 - John Barnes was the only nomination for Vice President and he accepted the nomination.
 - Gary Ward will again be Treasurer.
 - Doug Frisch will again be Secretary.
 - Greg thanked everyone for their willingness to serve, and for all of those who have provided leadership to this organization in past years.
 - Terry Mazzone made a motion to approve the 2018 officers, second was made by Lenny Clouse. All officer positions were approved.
- ❖ New Projects:
 - Project Mobile
 - For the past 3 months Greg has been actively engaged with a company in Carey who is exploring relocating to an area where it's operation, currently located in 6 different buildings can be consolidated into one. The company is a major player in the market it serves, and has seen year over year growth, which has led to it outgrowing the multiple facilities it now occupies.
 - The only existing local building capable of housing this operation is the former Blackhawk Automotive building in Upper Sandusky.
 - Greg explained that this project has been tricky since as the local economic development organization, we are not keen on incentivizing a company moving from one local community to another, but we also do not want to see the loss of a local employer and the jobs and wealth it creates.
 - The company made the statement that staying where they are currently, or building a new facility was not an option. Since the Upper Sandusky facility is the only local option available, Greg has been working to potentially secure brownfield remediation dollars that would help the company offset the cost of getting the Blackhawk building in operational shape.
 - Greg has also discussed with leadership of the City of Upper Sandusky the idea of a 50/50 income tax revenue sharing agreement between itself and the Village of Carey should the company relocate within Wyandot County.
 - Greg feels the company's current buildings in Carey will not be an issue to fill since there are some local companies in need of space.

- Project Power
 - AEP has been looking for a new location for its existing Transmission Division operation for some time and has recently purchased roughly 34 acres adjacent to Thiel's Wheels.
 - Since that time the company has been extending some utilities to the site. Randy Payne mentioned there will likely be some related job creation with the project that will include over 40,000 SF of new building space.
 - They were also interested in local tax abatement, but with the property purchase and development already beginning, Greg believes that abatement will be not be an option.
- Website Updates
 - Due to the amount and diversity of available industrial, commercial, and retail properties available in Wyandot County, WCOED has developed a new structure for listing these available properties in the real estate databases available on WCOED website.
 - WCOED now has an Industrial and Large Property database that features all industrial buildings or industrial zoned land as well as any property over 5 acres in size. This database is managed at the state level by JobsOhio and is used to submit property information and RFIs for large scale project leads.
 - The second database contains all available local Commercial and Retail properties. These smaller properties are technically 'not allowed' in the JobsOhio database.
 - Greg asked if anyone owning any property in the county to make sure the information is accurate and supply the office with any further information that may be missing. These databases hold much of the information we share with prospects and are many times their first point of contact with a local property.
 - Greg also mentioned that if you are looking for local demographic, workforce, or market information, both of these databases have significant tools built in to source this type of information that is all available for free.
- School Business Advisory Council
 - Laurie Vent explained that all local school districts now have a requirement to convene a business advisory council with a minimum of 4 meetings a year. Information from these council meetings has to be reported to the state. She suggested that it could be mutually beneficial to have the School Business Advisory Council be a subcommittee of the WCOED where mutually beneficial information could be exchanged during the regular WCOED meetings. This would eliminate an additional meeting that some of the same people would be attending. A motion to accept the School Business Advisory Council as a subcommittee of WCOED and add them to the bi-monthly agenda was made by Gary Ward, a second was made by Shawn Stober and the motion passed.
 - Laurie also explained the Ohio Means Jobs Readiness Seal program where a student must meet criteria in several different areas then they would receive a Jobs Readiness Seal on their diploma.

Miscellaneous Items

- Strategic Planning Committee
 - The WCOED Strategic Planning Committee met today just before the regularly scheduled WCOED meeting.
 - One thing that was discussed was that for the next WCOED annual dinner there would be a committee formed. John Barnes has agreed to sit on the committee and Greg asked for anyone else interested to let him know. Jennifer Rathburn also

agreed to be a member of this committee. Greg will send out a notice at a later date for anyone else interested.

- Reports Available – Greg noted that the following reports were available on the WCOED website
 - 2017 BR&E Report
 - 2017 Year By the Numbers Report

Updates From WCOED Members: Each member present had the opportunity to share with the board what's happening with their business.

Meeting Adjourned:

Motion: Lenny Clouse

Next Meeting: Monday, March 12, 2018