

Wyandot County Office of Economic Development

BOARD MEETING MINUTES Monday, July 9, 2018

Attendees: John Barnes, Lisa Bricely, Lenny Clouse, Nathan Curtis, Rick Ekleberry, Doug Frisch, Frank Gibson, Doug Frisch, Mark Johnson, Greg Moon, Jessica Moon, Jennifer Rathburn, John Recker, Steve Seitz, Elaine Tschanen, Paul Wagner, Gary Ward

Meeting Called to Order: President Paul Wagner

Introduction of Guests: Dan Hayman, WCYP; Scott Moore, Open Door Resource Center; Jim Wasil, Lt Governor Mary Taylor's Office

Approval of Meeting Minutes: Motion to Approve May 14, 2018 Minutes: Rick Ekleberry; Second: Lisa Bricely; Minutes Approved

Financial Budget Update: Motion to Approve Financial report as presented in the meeting packet: John Barnes; Second: Frank Gibson; Financials were accepted

WCOED Director's Update

Old Business

- Project Updates
 - Project Mobile
 - Greg has been working with the Revitalization team from JobsOhio on new developments with Transglobal's move to the former Blackhawk Automotive building; specifically to identify applicable expenses the company will take on with their project. This applicable infrastructure includes items such as the roof, HVAC, and security for revitalization assistance.
 - At the previous meeting, Greg reported, a total \$1.3 million offer of assistance was made to the company that included a \$250,000 revitalization grant as well as a \$1,000,000 revitalization loan from JobsOhio.
 - An offer of up to \$110,000 in assistance from the Ohio Means Jobs of Wyandot County office was also included in the assistance package.
 - After having that offer on the table for nearly a month, the company eventually decided not to accept it due to a number of reasons:
 - The company moved forward with some of their hiring before accepting the offer and the scope of their project had decreased from their initial plans. They would be unable to fully commit to meeting certain job creation and investment metrics.

- As it stands, the company is still planning to hire 42 new people with an associated \$1.5M in new annual payroll, and retain 60 jobs and \$3.9M in annual payroll, and invest close to \$3 million.
 - Currently, Greg is still trying to work with Columbia Gas and AEP Ohio to see how they may be able to assist in getting the recently vacant facility back in working order.
 - Project Winter 2
 - At the previous meeting, Greg reported that Hanon Systems USA had committed to a major expansion in Carey. WCOED along with it's state-level partners assembled the largest assistance package WCOED has ever had to bring this project to fruition including a \$500,000 grant plus a \$570,000 Job Creation Tax Credit from JobsOhio, and an extra \$300,000 worth of talent marketing & attraction services.
 - All of this was in addition to a local property tax abatement for the new building worth nearly \$640,000, and up to \$138,000 in assistance from the local Ohio Means Jobs of Wyandot County office.
 - Since that time, site work has begun for the area and a new road access point was added for the roughly 137,000 SF expansion. The total project includes over \$12 million in real property investment, and nearly \$18 million in personal property capital investment. The company also committed to 242 new full-time permanent jobs by the end of 2021 that will bring an additional \$8 million in annual payroll.
 - Also since the previous board meeting, JobsOhio's talent staff has conducted on-site meetings to find out how they can complement Hanon Systems' hiring strategy. Some of the thoughts include providing Hanon Systems access to JobsOhio applicant tracking system, and utilizing new methods for cross posting jobs among various job boards, as well as direct ad targeting.
 - Greg continues to work with the local OMJ staff and Hanon's HR staff to make sure the company is utilizing local OJT dollars.
 - Workforce was the company's greatest concern and the largest hurdle for securing their expansion in Carey.
 - Greg has also been working with the company to coordinate a press release or some actual PR surrounding the project announcement. This is seen as another way to help them attract more labor.
 - Casey's General Store
 - A new gas and convenience store operation has been planned and approved by the Village of Carey on boarder of the new business park, where the former Ike's Restaurant was located. Casey's General Store is expected to construct a roughly 5,750 SF store, accommodating 13 parking spaces and 10+ gas pumps.
 - It was noted at the last meeting that the properties comprising the location of this site have yet to be transferred, but it is Greg's understanding that further purchase agreements have been executed, which is bringing this development closer to fruition. The Village of Carey has also begun relocating electrical infrastructure in and around the site to accommodate the new Casey's facility.

- Project Ceremonies
 - A preview event was held for the new REK feed mill of Kalmbach Feeds on June 14th, followed by a groundbreaking ceremony on June 21st for the new Blanchard Valley Medical Center in the new Sheriden Park subdivision.
 - Both of these events featured a lot of local public and private leadership representation which included many WCOED members.
 - Greg said it was a great reminder to both local people and people outside the community of the great things happening right now in Wyandot County.
- Project Lead Tracking
 - Since the last meeting there were 6 new leads for existing buildings (3 which came from the state level, 2 from the region, and 1 directly to our office).
 - Greg was unable to submit an applicable property for any of the leads except the lead for a retail space.
 - WCOED also received 2 new leads for sites.
 - Greg was able to submit two local properties for one of the site leads:
 - Project Lego – a foreign company considering Ohio for its first US operation in need of a site at least 15 acres and able to be expanded. They are planning an initial site of a 320,000 SF production facility.
 - Greg has received word that after reviewing the submission and completed RFI, that the local site was moved to Round 2 of the process.

New Business

- U.S. Census Complete Count Committee
 - The Wyandot County Commissioners appointed Greg as the county representative for the 2020 US Census Complete Count Committee.
 - Each county is requested to create a committee of community stakeholders to coordinate the dissemination of information surrounding the 10-year comprehensive census. Wyandot has been lumped together with Seneca and Marion.
 - The 2020 Census will be different than in the past as there will be both paper and electronic means by which to complete the questionnaire.
 - Greg reminded the group how important it is to have accurate and complete Census information especially for what WCOED does. This includes a total population count and a vast number of demographic and economic data. Census data is what Greg most heavily relies on to determine eligibility requirements for many grant and assistance programs.
 - Greg will provide more information on the subject in the future as this group will be used as a forum to get this information distributed.
- Website Redesign
 - Over the past couple of months, Greg has worked to overhaul the design of the website. This was done to make the site look more streamlined, modern, and responsive to all types of devices.
 - You can still find all of the same information as was previously located on the site, and the new theme includes all types of new interactive widgets.
 - The best part is that this was completely done in house compared to when the website was overhauled in the past for thousands of dollars. The cost was \$109 for a staging and integration application, which now gives WCOED the ability to

redesign our website at any time. Most sources state that a website should undergo a visual change once every 3-4 years.

- Greg encouraged everyone to visit the new website.
- Workforce Committee
 - As a result of a member survey and a recent strategic planning session, the Wyandot Chamber of Commerce has elevated workforce development to be one of its focus areas for this operational year. Greg and a couple other Chamber Directors have put together a committee to begin forming some goals and action items to chip away at this issue.
 - The directors are looking for players in the local workforce development picture, such as schools, funding providers, and the business community, to serve on this committee.
 - Greg invited any Economic Development member that is interested in representing their prospective to join this effort as well.
 - The committee is already working on submitting an RFP within the next couple of weeks for a grant opportunity. This funding is available to connect students with better career pathing opportunities, or in essence funds to connect students with local career opportunities. They believe this might be a good fit to have someone work hand-in-hand with the Community Opportunity website.
- Upper Sandusky Schools Business Advisory Council
 - Greg reported on behalf of Laurie Vent who was unable to attend today's meeting:
 - At the previous board meeting, Laurie handed out a survey on the most important skills our businesses want employees to have:
 - 80% of the respondents chose dependability/reliability
 - 75% chose willingness to learn
 - Rounding out the top five, at around 58%, are communication, positive attitude, and self-management.
 - "I want to thank everyone for participating and we will be working on purposefully incorporating these skills and mindsets into our curriculum. If there are any additions or comments or ideas, please send them my way."
- Miscellaneous Items
 - Wyanstock
 - Greg thanked all the WCOED members who were event sponsors.
 - The event brought in roughly \$38,000 in gross proceeds. It was the largest event to date.
 - Annual Meeting Committee
 - WCOED members should have seen an email come out on behalf of the Annual Meeting steering committee. In recognition of this being our 10th year, the committee is looking for what members consider to be the top projects within the past 10 years that have really boosted economic development in Wyandot County.
 - For this year's event, the committee wants to celebrate these projects by hearing directly from the leaders behind them. The intent is to celebrate these projects by bringing the stories behind them.
 - The tentatively scheduled date for this year's dinner is Thursday, November 8th. Social time beginning at 5:30 at Moreno's new event hall in Carey.

- Updates From WCOED Members
 - Each member present had the opportunity to share with the board what's happening with their business.
- Guest Speaker: Scott Moore – Director, Open Door Resource Center
 - Getting Ahead in the Workplace

Motion to Adjourned: Lenny Clouse; Second by Doug Frisch; meeting adjourned

Next Meeting: September 10, 2018