

Wyandot County Office of Economic Development

BOARD MEETING MINUTES Monday, September 10, 2018

Attendees: David Andrews, John Barnes, Lenny Clouse, Steve Dunn, Frank Gibson, Mark Johnson, Kurt Kimmel, Terry Mazzone, Riordan McClain, Greg Moon, Jessica Moon, Jennifer Rathburn, Lyneen Reinschell, Steve Seitz, Katie Treadway, Elaine Tschanen, Tim Vaughn, Laurie Vent, Paul Wagner, Gary Ward, Matt Wood

Meeting Called to Order: President Paul Wagner

Introduction of Guests: Erin Rodabaugh Gallegos, Director of Development, HHWP Community Action Commission

Approval of Meeting Minutes: Motion to Approve July 9, 2018 Minutes: Tim Vaughn; Second: Lenny Clouse; Minutes Approved

Financial Budget Update: Motion to Approve Financial report as presented in the meeting packet: Kurt Kimmel; Second: Lenny Clouse; Financials were accepted

Guest Speaker: Erin Rodabaugh Gallegos, Director of Development, HHWP Community Action Commission spoke on the Wyandot County transportation proposal.

WCOED Director's Update

Old Business

- Project Updates
 - Project Winter 2
 - Greg reported he continues to work with Hanon Systems USA on the major expansion project they have committed to in Carey.
 - WCOED along with the state-level partners assembled the largest assistance package WCOED has ever had to bring this project to fruition including a \$500k grant plus a \$570k JCTC from JobsOhio, and an extra \$300k worth of talent marketing & attraction services. There is also an additional local property tax abatement for the new building worth nearly \$640k and up to \$138k 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 access point of the roughly 137,000 SF expansion. The total project includes over \$12 million in real property investment, 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.
 - John Barnes reported that the project is on schedule and they should begin working on the steel structure next week.

- Sheriden Subdivision
 - The remaining acreage of the new Sheriden Subdivision is now available being marketed and available for sale to potential tenants. The link to the online marketing brochure was attached to our previous newsletter, and the land is now searchable under our local real estate databases.
 - John Barnes reported that there are approximately 15 acres available.
- Project Lego
 - As Greg had discussed at the previous meeting there was a site search from a foreign company considering Ohio for its first US operation. They were looking for at least 15 acres able to be expanded on which to initially site a 320,000 SF production facility.
 - Greg had submitted and completed a lengthy RFI for the Koehler land in Upper Sandusky that had made it to the second round of the search process. Unfortunately, since that time the local site was eliminated likely due to the lack of existing utilities on site.
 - Koehler Land: Greg said on a positive note, progress is being made with the Koehler family. The plan is to have an Irrevocable Offer of Real Estate in place that will spell out a price per acre as well as the minimum sub-divisible acreage by the end of September.
 - This agreement also names the WCOED and City of Upper Sandusky as third party beneficiaries due to the fact that WCOED will not receive anything directly as a result of the sale of this acreage for industrial development, but would benefit offhandedly.
- Wyandot Employment Task Force
 - Stemming from a member survey and a strategic planning session, the Wyandot Chamber of Commerce elevated workforce development to one of its focus areas for this operational year.
 - Due to the abundant survey data and feedback from local businesses that the WCOED received over many years, WCOED has partnered with the Chamber to facilitate this new network of local stakeholders who play a part in the workforce development picture.
 - Last month Greg convened the inaugural meeting of the group with individuals representing the schools, funding providers, and the business community. There was a lot of great introductory dialogue, and there has already been some follow up action items as a result of the information exchanged.
 - The next monthly meeting is scheduled for September 19th at 8:00 am in the First Citizens National Bank conference room, where they will be identifying network assets that can be leveraged for objectives and action items, which will be identified at this meeting. If anyone has an interest, Greg would encourage sending an applicable representative of your company to take part in this effort.
- North Central Ohio Region Industry Manufacturers Workforce Alliance
 - Greg has also been participating in the regional workforce group which is made up of Marion and its surrounding counties.
 - On August 28th, this group hosted a meeting at the Wyandot County EMS/EMA building where a large panel discussion was held. Greg served as one of the panel members and discussed local workforce development initiatives.

- iHeartMedia Digital Campaign
 - The digital advertising campaign promoting local jobs on the Community Opportunity website began on Wednesday, August 29th. This 3 month long campaign will target job seekers ages 18 – 54 in zip codes surrounding the Wyandot and Crawford County areas who search for targeted keywords online relating to a job search, or who visit sites that are applicable to job searches.
 - The \$3,000 campaign was funded through an AEP Ohio leap grant that WCOED was recently awarded, and will serve over 250,000 digital impressions (ads) to individuals in the targeted demographics.
- Project Lead Tracking
 - Since the July meeting there were six new leads for existing buildings. Only one came from the state level, the rest from the region, and 1 directly to our office.
 - Greg was unable to submit an applicable property for any of them.
 - Greg did work with an individual interested in siting a new local restaurant.
 - Only one new lead for a site was received.
 - There were no applicable sites to submit.

New Business

- Annual Meeting
 - The 10th WCOED Annual Meeting Celebration has been scheduled for Thursday, November 8th at the new Moreno's Banquet Hall (former Huntington Bank Building) in Carey.
 - As in the past, the evening will begin with registration and networking at 5:00 and will wrap up by 8:00.
 - This year instead of having a speaker, many leaders behind the projects that have most greatly impacted local economic development over the past 10 years have been invited to speak. The thought is that their stories will celebrate all that has been accomplished over the past 10 years much better than if there was an outside speaker.
 - The event committee met just prior to this meeting. They decided to present 3 annual awards this year. They are also asking WCOED members to be table sponsors providing a gift basket (to be used as a door prize) along with table favors for the 8 seats at that table.
 - Greg asked WCOED members to invite at least 1 or 2 leaders or representatives of other area organizations who are not yet a WCOED member. This will be a great event to reflect on many positives from recent history that the WCOED has been a key player in.
- Bank Account Authorized Signatories
 - Greg received notice from First National Bank of Sycamore, where the WCOED checking account is held, that the last information supplied to them was in 2008. At that time, the organization President (John Rymer) and Treasurer (Gary Ward) were named as the two signatories.
 - Greg suggested due to the amount of paperwork that must be signed and submitted when an account signer changes, it would probably makes sense to have authorized individuals that do not change on an annual basis. Since Gary Ward has been the Treasurer since this group's inception, Greg noted that it made sense to keep Gary as an authorized signed.
 - Greg , Gary, and Paul discussed the issue and since Greg, named WCOED Executive Director, receives travel reimbursement checks from that account it would not be in the best interest to have him as an account signer.

- Paul suggest that Sara Pahl at Gary Ward's office be assigned as Deputy Treasurer so that she could sign checks and handle financial information in the absence of or in addition to Gary. John Barnes made a motion to assign Sara Pahl as Deputy Treasurer of WCOED; second by Lenny Clouse. The motion passed.
 - Strada Education Network Grant
 - At the last board meeting, Greg mentioned that he was considering the submission of a RFP grant opportunity. Since that time, he has worked closely with Frank Gibson and Laurie Vent to get the needed information together to make that submission.
 - The grant funding provided an opportunity to create innovative career pathing opportunities (or funds to connect students with local career opportunities). The RFP submitted, for a total of \$661,000, laid out a clear path to create a large number job shadowing and/or internship opportunities in local industry for high school aged youth that is currently not available at no cost to the employers.
 - Among other things, it would also help to increase the feature set of our online workforce development tool, Community Opportunity.
 - Greg was notified last week that the application was not strong enough to meet the large requirement of the Strada Education Network grant.
 - Wyandot County Airport Authority
 - Greg noted that there has been a lack of focus on that piece of public infrastructure for some time. This is a problem from both a visual perspective and general use standpoint for our local business community. There are still many employers who use the airport for emergency parts and equipment deliveries as well as some who fly clients into the area.
 - For the past few decades, the same group of individuals has comprised the Airport Authority for general oversight of operations.
 - A couple new interested individuals, whom are also pilots, and Greg have been appointed to serve on the updated airport authority. They will be focusing on developing an airport improvement plan with some priority being given to implementing aviation fuel availability, a courtesy car for pilots, and possibly a restroom/pilot's lounge facility. There are many grant opportunities for local airports that have traditionally been passed to our neighboring airports such as Tiffin and Bucyrus for many years. The Airport Authority will also be researching the ins-and-outs of these improvement dollars.
 - Upper Sandusky Schools Business Advisory Council
 - Laurie Vent reported that the school has been using the workforce concerns members shared with her at a previous meeting to help students develop better workforce skills.
 - They have been working with Wyandot Memorial Hospital to get students more job shadowing opportunities.
 - They are working with MTC to start classes soon that will allow some students to graduate with a high school diploma along with an Associate's degree in some areas.
 - Laurie asked for any feedback from employers who had students working with them over the summer.
 - They have been scheduling speakers from local businesses to talk to students.
 - Greg talked with Scott Emerick - USHS Business Education Teacher who is looking for local businesses to come in to speak to his class as well as the Careers and College class on Fridays. There would be 5 total classes that

are each 45 minutes long lasting from about 8:40 to 1:50 that day. Please let Greg or Laurie know if you are interested.

Motion to Adjourned: Matt Wood; Second by Lenny Clouse; meeting adjourned

Next Meeting: Annual Dinner, Thursday, November 8, 2018