

Wyandot County Office of Economic Development

Board Meeting Minutes Monday, March 8, 2021

Attendees: John Barnes, Brad Batton, Beth Book, Rhonda Caudill, Bill Clinger, Dave Courtad, Chris Daris, Todd Dille, Rick Ekleberry, Amanda Fleming, Doug Frisch, Frank Gibson, Kathy Grasz, Brian Kimmel, Kurt Kimmel, Greg Knestrick, Sarah Lenhart, Angel Martin, Rob McClure, Kyle McColly, Cassie Miller, Greg Moon, Jessica Moon, Sara Pahl, Sandy Stark, Elaine Tschannen, Tim Vaughn, Bob Witt, Amy Wood.

Meeting Called to Order by President Greg Knestrick at 4:00 pm.

Approval of Meeting Minutes

- John Barnes made a motion to approve the January 11, 2021 meeting minutes and Doug Frisch seconded the motion.

Financial Update

- Sara Pahl reported the financials were in order. To date there was only one member who is outstanding with their dues. Rick Ekleberry made a motion to accept the financial report and Amanda Fleming seconded the motion.

Old Business

- Wyandot Improvement Network ("WIN")
 - The updated expected total contributions for the year, made up of combined \$25 voluntary donations from both our organization and the Wyandot Chamber, will total around \$6,000.
 - Over the past two months the community branding effort has been reactivated. 10 proposals were received and have been narrowed down to the top 2. Interviews with those 2 firms were held in late January.
 - Both firms provided revised proposals, and the committee chose to go with Poggemeyer Design Group at a cost of \$34,600 (a copy of the proposal was included in the meeting packet).
 - The committee then convened with the County Commissioners to lay out the project and understand how updated funding would work. Originally it was planned that the County, the City of Upper Sandusky, and Village of Carey would fund the project, but due to stresses put on them by

COVID that plan changed. Instead, these 3 public entities have agreed to each put forward \$4,000 for the project, and the WIN itself will also match \$4,000.

- This will allow the first two phases of the project to move forward, while work begins on grant funding for the remaining gap as well as soliciting charitable donations.
- The committee is planning for a late April project kickoff.
- Project Updates
 - Project Switch 2
 - Since September or October of last year, Greg has been working with Custom Glass Solutions on a potential major expansion of both their Ohio locations.
 - Due to increasing product capabilities and new markets entered, CGS has a significant need for growth, specifically, at the Upper Sandusky facility. This will include a \$10.9 million capital investment primarily in new production equipment, the creation of 52 new jobs with \$2.36 million in new capital investment, and the retention of 299 jobs accounting for \$13.3 million in annual payroll.
 - Working with JobsOhio, they were able to combine their total growth in NW Ohio into one project.
 - JobsOhio offered the company a \$150,000 economic development grant and \$600,000 in Talent Acquisition Services and CGS accepted.
 - This, combined with the \$375,000 worth of reimbursable wages from the Incumbent Worker Training Program that CGS was awarded back in November, is a massive showing of support for what the company is doing at its location in Upper Sandusky and in Fostoria.
 - Project Angola
 - This is another project that started back in October with Bridgestone APM Company. The company has significant growth opportunities on the horizon and a need to refurbish some of its existing machinery and equipment.
 - Much like the project with CGS, the focus of discussion and needed assistance centered around workforce attraction and retention.
 - JobsOhio offered BAPM Company \$180,000 in Talent Acquisition Services which was accepted 2 weeks ago. In return the company committed to investing \$4.5 million in machinery and building costs, 48 new jobs with \$1.6 million in new annual payroll, and the retention of 947 jobs accounting for over \$50 million in annual payroll.

- Project LP
 - Since mid-summer, Greg has been working with NGL Supply Company, a liquid gas supplier, out of Ontario, Canada, who was searching for a location in the area to be its first Ohio site.
 - The company was interested in the area between Carey and Sycamore along the Wheeling & Lake Erie Railway where it would transload gas from rail to truck.
 - Since the last meeting a few of the project assumptions have been adjusted slightly:
 - The entity planning to operate in Wyandot will be known as Sycamore Terminal Company, LLC.
 - The total project is estimated at \$5.5 million, of which the rail infrastructure is about \$470,000, and will create 2 full-time jobs. The terminal will feature 180,000 gallons of tankage, 8 railcar unloading stations, rail siding to support 12 cars total, 2 truck loading racks, and have 30 million USG annual capacity. 30 provides enough energy to heat ~35,000 homes (Sycamore, Tiffin, Upper Sandusky, Bucyrus & Marion combined).
 - Organized discussions were held with the Ohio Rail Development Commission, who has initially offered a \$50,000 grant to help offset the cost of new rail siding as well as up to \$500,000 in low interest loans. This will be finalized when the company officially presents it to the Rail Development Commission Wednesday morning.
 - This project is considered a win as the company has purchased 10+ acres on CH 35 and is moving forward with the formal offer from the Rail Commission.
- Project Amp
 - The County recently lost a potential expansion project of American Plastics in the Village of Sycamore.
 - The company was exploring the possibility of locating 4 new production presses in the Sycamore facility by March 2020, but the needed electric capacity to do so was not available.
 - To provide the necessary capacity, it was deemed necessary that AEP upgrade a 10-mile circuit serving the Village of Sycamore that would take roughly 12 months to complete. Furthermore, some upgrades to the Village's internal system would have been necessary as well.
 - Ultimately, American Plastics would have been required to provide its own onsite electrical generation until those electrical system upgrades were completed, which came with a large price tag. Therefore, the company decided to locate this production

- elsewhere, and the Village lost out on 16 new jobs and \$16 million in capital investment.
- Greg worked closely with WCOED's partners at AEP, American Municipal Power, the Village of Sycamore and JobsOhio on this project. He continues to advocate for the AEP circuit upgrade to the Village so that extra capacity is available when American Plastics or another user(s) has significant future demand requirements.
 - Koehler Trust Property Development
 - WCOED has been marketing this 146-acre property on the north end of Upper Sandusky as the "phase 2" of the Columbus-Toledo Midway Industrial Park but the major issue with the site has been the lack of utilities to its borders.
 - In January, the City of Upper Sandusky completed water and wastewater extensions under US-23/30 to the site.
 - WCOED has also been working for many years to move this site through the state certification program known as SiteOhio. The first requirement, a Phase 1 Environmental Site Assessment, was completed last September with no adverse findings.
 - Over the past few months, funding was secured through JobsOhio to perform the remaining site due diligence studies needed to make this a state certified development site.
 - Thus far the Geotechnical Report, Surface Water Delineation, Phase I Cultural Resources Study, Threatened and Endangered Species Study have been performed.
 - Just a couple weeks ago, a meeting was held between the property owner and LaBella Associated, the company performing the studies, to discuss the Wetland Delineation, which did identify a .2-acre wetland area that is likely to be confirmed by the Army Corp. of Engineers in the next few months.
 - Otherwise, there were no adverse findings in any of these reports.
 - Still underway is a Preliminary Appraisal, Utility Infrastructure Assessment, and Constraints to Development Site Assessment.
 - Grant funding was secured to cover all this work from LaBella Associates at a quote over \$71,000.
 - Meanwhile, the new SiteOhio / certification guidelines are rolling out right now, and initial information will be received on Thursday of what is needed to submit this site for certification. The plan is to resubmit the property for this year as a candidate for final certification, which will move it to the top of the list for prospects

looking in Ohio. There are currently about 25 certified sites in the state.

- Finally, Greg is working with the RGP to cover the costs of conceptual master plans for the site to further enhance its marketability.
- Comprehensive Economic Development Strategy (CEDS)
 - In late January, the 4-county CEDS involving Wyandot, Crawford, Richland, and Ashland counties was approved for grant funding from the US EDA.
 - The 80:20 match means that of the total \$90,000 cost, WCOED will be covering \$4,500 for community.
 - Previously some of WCOED's electric cooperative partners expressed interest in helping to offset some of our local match for the CEDS. That still appears to be the case, and last Thursday Greg submitted a grant request to the NCE People Fund for \$2,250 (half of our local match).
 - The primary CEDS project team has its initial kick-off call scheduled for March 9, so this project is about to quickly get underway.
- Project Lead Tracking
 - Over the past two months there have 3 new building and 3 new site leads. One site for a small commercial operation is still under consideration with their national client.

New Business

- Upper Sandusky Planning & Zoning
 - Following the prior WCOED board meeting, an agreement was put into place between the County and City of Upper Sandusky, which laid out a contractual relationship for the Regional Planning Office (where Greg serves as director) to handle the City's zoning duties.
 - Throughout February, Greg spent a lot of time training with the former zoning inspector Dave Westbrook, and officially took the reins of City Planning and Zoning as of March.
- Investment Exploration
 - With the WCOED bank account significantly increasing in recent years, Greg explained that he believes WCOED should be good stewards of these funds by exploring some investment options to help sustain the organization and fund future efforts.
 - Chris Daris of Edward Jones put together some examples of a couple of different investment portfolios (which were included in the meeting packet). Chris and Greg serve on the Upper Sandusky Rotary board, and Chris took this same information to that group.
 - Chris explained some of the printouts showing different investment scenarios.

- Greg pointed out that WCOED should be able to invest 10-12% of its funds and still have enough to cover expenses for 3 or more years.
- Greg will talk with the WCOED Executive Committee about the options available.
- Upper Sandusky Schools Business Advisory Council
 - Rhonda Caudill reported that she along with new Superintendent Eric Landversicht will now represent Upper Sandusky Schools.
 - Amy Wood will be representing Northwest Career Ready and hopes to help bridge the gap between school and work. She plans to have some more information to present at a future meeting.
- Miscellaneous Items
 - Manufacturing Day
 - Due to students being unable to attend in-person tours this year, a turnkey offering was set up with Dead Shark Productions (Tiffin) to film interviews and footage of processes at 4 different participating locations.
 - Those are currently underway, but Greg has seen some preliminary footage from Kalmbach Feeds and reports that it looks great.
 - A package virtual tour of Kalmbach Feeds together with Vaughn Industries, Custom Glass Solutions, and Liqui-Box will be available so that all the high schools can do the virtual Manufacturing Day during one school period.
 - Wyandot Employment Task Force Attraction & Retention Sessions
 - Conducting 4 sessions with Denise Ball of ToolingU SME on Wednesday mornings.
 - There are 60 people registered and the first 2 sessions have seen about 35 attend each week.

Guest Speakers

- Todd Dilley, Superintendent, and Bob Witt, new Executive Director, of Angeline Industries provided an update on operations and the new Marilyn J. Bowen Community Engagement Center in downtown Upper Sandusky.

Updates were then given from each WCOED member on their respective organization.

Adjourn

- Beth Book made a motion to adjourn the meeting.