

## **Grow Licking County CIC**

Board of Directors Meeting  
May 16, 2016

Location: Southgate Corporation Office

Present: Tim Bubb, Jennifer Chrysler, Mike Compton, John Fisher, Patrick Guanciale, Cheri Hottinger, Mark Johns, Jim Lenner, Dan McVey, Roney Murphy, Rob O'Neill, Rick Platt, Joe Robertson

Excused: Mike McFarland, Jerry Newton

Meeting was called to order at 9:01 AM by Chairman Mark Johns.

Robert O'Neill welcomed everyone to the Southgate Corporation offices. Mr. O'Neill also presented a 1987 Southgate Corporation Plan designed to attract a company to Licking County. The 1987 Plan allowed members to compare current and past practices in Economic Development.

Motion by Rick Platt, seconded by Tim Bubb, to excuse members Mike McFarland and Jerry Newton from today's meeting. Motion carried by voice vote.

Chairman Johns recognized and introduced guests in attendance – Paul Prater, AEP; Alison Fisher, Grow Licking County; Kristen Krueger, Grow Licking County; Kent Mallett, Newark Advocate; Mark Shilling, Southgate Corporation.

Motion by Tim Bubb, seconded by Cheri Hottinger, to approve the April 18, 2016 meeting minutes as presented. Motion carried by voice vote.

### Chairman's Report

No report.

### Committee Reports

#### Financial

Treasurer Dan McVey presented and reviewed the April 2016 Income and Expenditure Reports. Income is slightly below projected, but expenditures are in line with income.

Total Assets are \$282,875.21 as of April 30, 2016.

Mr. Murphy inquired if year-end income will balance with year-end expenditures. Mr. McVey stated yes, and additional income sources will be contacted.

Chairman Johns asked if any assistance is needed to contact any potential contributor. Mr. McVey indicated that additional contributors are going to be contacted, and if any Board Member wanted to assist, their help would be welcomed.

### Marketing

Rob O'Neill updated the Board on the activities of the Marketing Committee. The Committee continues to meet regularly and has reviewed/completed several tasks, including the update of website and the ads placed in Business First. A revised ad for the Business First website is designed to increase the "click through" rate.

Mr. O'Neill reported that the Dallas trip came in under budget.

Mr. O'Neill, Cheri Hottinger, and Director Nate Strum met with Nick Fortine, President/Publisher Business First and Dominic Cappa, Editor-in-Chief Business First, to discuss advertising and potential news stories. Submitting of news articles, including deadlines, was discussed.

Mr. O'Neill also advised the Board that the Agreement for the development of articles was completed with Mr. Jeff Klaus.

### Infrastructure

No report.

Director Strum did note that informal communication has confirmed that AEP will provide Grow Licking County with a \$6,000 grant to help identify fiber opportunities expansion to businesses and for public wi-fi opportunities. The grant will study these opportunities.

### Directors Report

Executive Director Strum updated the Board on the following:

Mary Albright, on behalf of the Chamber and Board, is reviewing the Agreement for Grow Licking County to assume the day-to-day management of the Tax Incentive Review Council (TIRC). Ms. Chrysler noted the need to

discuss TIRC, including the difference between County and non-County options with the County Auditor and local partners. We want to ensure that everyone understands that this TIRC arrangement is for the County-responsible items and that other local partners know their responsibilities. The following Board Members expressed an interest in being appointed to the TIRC Committee: Tim Bubb, Jennifer Chrysler, Jim Lenner, and Joe Robertson.

Director Strum met with Sophia McGuire, Licking County Archives Manager, in April. Will create the appropriate records retention policies/procedures and establish a subcommittee to overview records retention.

Mr. Strum noted that the Business Retention and expansion effort is continuing. Seven (7) e-mails have been sent to businesses requesting R & E meetings with two (2) meeting dates being established. Also, the philosophy and approach for R & E will be refocused to encourage more rapport with business. Chairman Johns inquired if data was being maintained. Mr. Strum reported yes, and also externally for 2020.

Mr. Strum updated the Board on the ED-101 sessions. The May 10<sup>th</sup> session at CTEC had 40 individuals registered and 50 in attendance. The May 12<sup>th</sup> session at COTC/Pataskala had 28 registered and 16 in attendance. A survey asking attendees to evaluate the training and offer feedback has been sent out, and several responses have already been received. Future topics/presentations are in development.

Mr. Strum noted that Board Members can still attend the Chicago Trade Show. Any Board Member wanting to attend must indicate so by noon, tomorrow (May 17<sup>th</sup>). In addition to the Chicago Trade Show, firm dates have not been established yet for the 2020 Central Europe trip.

Mr. Strum reviewed the “opt-in” forms for Community Partners to express receiving their information via drop box.

Director Strum introduced Kristen Krueger as the new Junior Project Manager for Grow Licking County. Ms. Krueger, a native of Heath, Ohio, and graduate of Ohio University, started her new position today.

Director Strum and the Board wishes to express special thanks to Alison Fisher as she departs from Grow Licking County.

### Comments

Jennifer Chrysler inquired as to the status of the Jobs Ohio Site Certification Project. Mr. Strum reported that no sites in Licking County were selected as “certified.” Rick

Platt noted that given the environmental requirements, 33 counties, including Licking County, could not meet the full certification requirements -- that full certification was not the goal, but to get sites listed on the potential certified inventory was the more likely goal.

Several Board Members expressed the desire that Grow Licking County continue the dialog with Jobs Ohio and 2020 to seek greater clarification on the site certification process and potential options.

#### Public Comments

None.

Cheri Hottinger moved, Robert O'Neill seconded, to adjourn the meeting. Motion carried by voice vote. Meeting adjourned at 10:02 AM.

Next meeting:

9:00 AM, Monday, July 18, 2016

Village of Johnstown Building  
599 S. Main St.  
Johnstown, Ohio

Respectfully submitted,

John D. Fisher, Secretary