

Grow Licking County CIC

Board of Directors Meeting
March 18, 2019

Location: OhioMeansJobs – Licking County – 998 E. Main Street, Newark, OH

Present: John Carlisle, Mike Compton (9:02 a.m.), John Fisher, Duane Flowers, Patrick Guanciale, Mark Johns, Jim Lenner, Lauren Massie, Jennifer McDonald, Dan McVey, Robert O'Neill, Rick Platt, Jim Roberts and Joseph Robertson. Present also: Nate Strum and Taylor Lovell

Excused: Mike McFarland

The meeting was called to order at 9:00 AM by Chairman Jennifer McDonald.

Chairman McDonald welcomed directors and recognized guests. Those in attendance: Tim Bubb, Licking County Commissioner; Paul Prater, AEP; Diane Petri, AEP; Wayne Crothers, Village of Hebron; Angela Carnahan, OhioMeansJobs Licking County.

Mr. O'Neill motioned, seconded by Mr. Roberts and unanimously approved by the directors to excuse absent members.

Mr. Fisher welcomed directors to OhioMeansJobs Licking County and gave an overview of the services provided and their 2018 Annual Report. He highlighted that OMJ served 3,900 unduplicated job seekers in 2018.

The minutes of the January 2019 meeting of the Board of Directors were reviewed. It was motioned to approve the minutes as presented by Mr. Carlisle and seconded by Mr. Fisher. The motion passed.

Chairman's Report

Chairman McDonald introduced Taylor Lovell, GROW Licking County's new economic development coordinator. She also reported that the committee has been formed to explore the possibility of GROW operating independently. Members of the committee include: Mr. Platt, Mr. Johns, Mr. Roberts, Mr. Guanciale and Mr. McVey. They are scheduled to meet April 5, 2019.

Committee Reports

Finance & Strategy

Mr. Robertson reviewed the January 2019 and February 2019 financial reports. Mr. McVey motioned and Mr. Johns seconded and approved by directors to accept the financial reports as presented.

The board of directors reviewed two investment proposals. Mr. O'Neill and Mr. Platt recused themselves from the meeting. A motion was made by Mr. Johns to invest \$50k in a Liquid Money Market account with First Federal Savings with the remaining balance invested in US Treasury Bills with Park National Bank; both at similar rates as

projected in the proposals. Guancialed seconded. The motion passed.

Mr. Platt and Mr. O'Neill rejoined the meeting.

Marketing

Mr. Johns presented the GROW Licking County Partnership Guide as a handout that will be utilized digitally and in printed format. He also reviewed the *Site Selection* magazine article featuring an investment profile on Licking County. The directors discussed tracking North American and overseas "clicks" by zip code, and other ways to capture impact of marketing materials. The marketing committee will meet again in April.

Infrastructure

No update provided.

Director's Report

Mr. Strum distributed and reviewed the dashboard for the GROW Licking County Economic Development Action Plan 2025. He also gave an update on the Licking County Works website and the directors viewed the business and workforce attraction videos. All will be presented at the upcoming Investor's breakfast scheduled for April 2.

Mr. Strum provided an update on Gazelle's ROI services. GROW is currently targeting leads aligned to the planned trip to Europe in May/June 2019. Gazelle just recently launched a trade show widget in which Nate submitted a target list to align to those shows. GROW Investors have free access to Gazelle.

Comments from Citizens

No comments.

Items for Action

Noted above.

Executive Session

At 9:54 AM., under ORC 121.22 Section G(8) Mr. Platt made a motion to enter into Executive Session to review confidential information associated with economic development purposes, as outlined in ORC 1724.11 (B-1A). Mr. Lenner seconded. Mrs. Massie called roll and all present approved. Mr. Strum, Ms. Lovell and Commissioner Bubb were invited to attend. Public session resumed at 10:16 AM.

Mr. Robertson moved to adjourn the meeting at 10:19 AM.

Next Meeting: 9 AM, Monday, May 20, 2019 – Denison University, 100 W. College St.,
Granville, OH 43023

Respectfully submitted,

Lauren Massie, Secretary