

Pulaski County Economic Development
(Pulaski County Community Development Commission)
Winamac Municipal Utilities Complex
Winamac, Indiana
5 November 2013

Executive Board Executive Session

Executive Board members present: President Bill Champion, Vice-President David Broad, Secretary David Zeltwanger, Membership Officer Jamie Bales; Executive Director Nathan P. Origer (*ex-officio*).
Executive Board members absent: Past President Rod Button

President Champion called the meeting to order at 6:30 p.m. to discuss Director Origer's year-end review. The director received a cumulative rating of 14.1 of 16 (with no evaluation returned by Mr. Button), for an average of 3.525 of 4. Discussion ensued regarding the director's strengths and weaknesses, how he can improve his service to the organization and the county, and his expectations of the members of the organization.

Motion to adjourn: Mr. Bales; second: Vice-President Broad; no discussion; approval: all. 6:55 p.m.

Regular Meeting Minutes

Members present: As noted above; County Commissioner Larry Brady, Lawrence Loehmer (Monterey); Andrew Fritz, Krysten Hinkle; Assistant Terry Howard.
Members absent: As noted above; County Councilor Alex Haschel, Amy Jo Cantu (Chamber) [work-related], Medaryville Councilman Derrick Stalbaum [work-related]; Rebecca Anspach, Greg Comoglio [work-related], Cheryl Stone [work-related].

Call to Order

President Champion called the meeting to order at 7:00 p.m.

Consent Agenda

With no requests for extraction having been made, the Consent Agenda was adopted.

Old Business

Associated Images' Savor Indiana / ExtraordINARY Indiana project: Director Origer reported that *Savor Indiana* is currently in the editing process scheduled to debut in late November or early December. Barring unforeseen circumstances, scouting for *ExtraordINARY Indiana* would take place in the following week. This would entail visits to three local employers, as well as to the hospital, because of the importance of healthcare to business attraction.

PC-CARE engineering-study proposal: Territorial Engineering (TE) has reported a slow start due to prior projects still underway, but would be resuming PC-CARE work soon. Director Origer intends to encumber funds in order to ensure that costs incurred in 2014 be paid for with funds earmarked in this year's budget, rather than with 2014 appropriations.

NIPSCO has contracted with Banning Engineering to complete ten desktop reviews for potential industrial-development sites in their service area. Though not as intensive as the study that TE will perform, a desktop review can provide advantages in certain cases. Director Origer submitted one property that did not cleanly fit the criteria for the TE study, but would benefit from Banning's review, which would examine utilities, transportation infrastructure, general soil, and aeriels. If NIPSCO accept this proposal, then PCED would have an additional site studied at no cost.

CAGIT-rate issue: Director Origer has spoken one-on-one with the commissioners, who all seem to be amenable to taking action, though what form this action takes is still to be determined. Options include changing special-CAGIT legislation to free up more CEDIT money and lowering the CAGIT rate. The director had also spoken with Council President Jay Sullivan and Councilor Doug Roth, both of whom are supportive of taking action, but not yet willing to commit to specifics.

President Champion asked Director Origer to clarify the process for moving forward with the issue. The director said the process depends on which way PCED and the County would decide to proceed, alluding to the possibility of a study to help determine that direction. In the legislative route, he would request a vote of support from the Commissioners and Council then ask

Representative Gutwein, Senator Charbonneau, or both to sponsor a measure in the General Assembly. Otherwise, the Council would have to advertise and then to vote to set a new rate.

Pulaski County Young Professionals Network: Mr. Howard has done research on other young-professionals groups and compiled a brief of pertinent information. Director Origer hopes to hold a committee meeting before the end of the year in order to start the project in earnest early next year.

2014 meeting schedule: Director Origer asked for opinions on the 2014 meeting schedule, noting that he liked the secretary's idea of rotating the months in which PCED visits Francesville, Medaryville, and Monterey. He reiterated his preference for moving the annual summit to March to align it with the beginning of the term year, hoping that holding it on a regular meeting night would make it easier for members to attend.

Commissioner Brady approved of the idea, noting that moving the summit out of the summer would free up more time for members spend with family. Secretary Zeltwanger questioned tying the summit to a meeting, concerned that a meeting might take away valuable time from the summit, which had shown prodigious growth in the previous year. Director Origer clarified that the meeting prior to the summit would be abbreviated so as not to detract from the summit. The secretary retracted his dissent, noting that it would not hurt to try.

Discussion ensued regarding the town-visit schedule. Secretary Zeltwanger suggested moving each town forward a quarter – Monterey to May, Francesville to August, and Medaryville to October – and then rotating in the same fashion in subsequent years. The members agreed to this.

Director Origer broached the subject of limited-agenda meetings. Mr. Fritz opined that limited agendas are unnecessary; several other members echoed his sentiments. The director hesitantly agreed given the difficulty of predicting in which months a limited agenda would work a year in advance. The board recommended scrapping limited agendas, with the proviso that the March agenda would be limited due to the summit.

Motion: Vice-President Broad; second: Mr. Fritz; no discussion; approval: all.

Pulaski Online: Director Origer reminded the members that President Champion had appointed a committee to interview New View Solutions (NVS) and Crane + Grey (C+G), the final candidates for the project. He noted that the committee had been very impressed by C+G, and that he felt similarly, and then opened the floor to the committee to share their thoughts.

Mr. Bales opined that NVS would likely offer a respectable Website, but failed to sell him on their product during the interview. He continued, “[Alliance Bank] has a good, solid website. I was so impressed with [C+G] that I recommended our marketing take a look at this company.” He felt that C+G had a strong handle on the needs of Pulaski County, and was not merely offering a visually superior product; Director Origer seconded this. President Champion commended the professionalism displayed by C+G during the interview and stated the committee's recommendation that the project go to C+G. Secretary Zeltwanger raised the concern that C+G's proposal would go over budget; the director explained that costs would be spread out over 2013 and 2014, with 2013 funds to be encumbered if necessary; that C+G could be flexible with phasing the project, scaling back aspects of it, or both, and with payment; and that other organizations would have some financial responsibility for the project. President Champion called for a vote on the recommendation.

Motion: Mrs. Hinkle; second: Secretary Zeltwanger; no discussion; approval: all.

Mr. Loehmer thanked the committee for their work, noting that the report provided them helped him to envision the differences between the competing firms and proposals; the secretary commended the president for appointing the committee. Mr. Bales suggested that C+G attend a meeting at project end to present it to and to discuss it with the members.

Hotel project: A potential-investor luncheon meeting with John Seibert from Cobblestone Hotels would be taking place on Wednesday, 20 November, at noon at the Winamac Events Center. Registration had been slow thus far, and the director encouraged members to put him in touch with anyone who may be interested in this project. Mr. Loehmer enquired as to projected costs; Director Origer reported a figure in the vicinity of \$2.5 million. The project area has been narrowed to approximately four sites on U.S.-35 North. Secretary Zeltwanger enquired about the Indian Head Motel's place in these discussions; the director noted that past experiences have left Mr. Seibert leery of engaging the owners of similar facilities.

New Business

Recommendation to Executive Board regarding executive director's reappointment: The Executive Board offered a brief review of the executive session, with the secretary reporting that, although room for improvement exists, Director Origer has been doing an excellent job.

Motion to recommend reappointment and to recess: Secretary Zeltwanger; second: Commissioner Brady; no discussion; approval: all. 7:22 p.m.

Executive Board Public Meeting

President Champion called the meeting to order at 7:22 p.m.

Vote on executive director's reappointment for 2014:

Motion to reappoint and to adjourn: Secretary Zeltwanger; second: Mr. Bales; no discussion; approval: all. 7:23 p.m.

Resumed Regular Meeting Minutes

President Champion reconvened the meeting at 7:23 p.m.

New members and current-member second terms: The director reported that, at the end of February, Vice-President Broad's tenure would conclude, and that Mrs. Stone would be resigning with the close of her first term. Additionally, because of work responsibilities, Mr. Stalbaum had reported uncertainty about his future with the organization, but had yet to make a decision. Mr. Fritz is willing to serve a second term, as is Mr. Bales if the Francesville Town Council reappoint him. Director Origer encouraged members to offer suggestions for new at-large members and noted that Winamac would have to replace the exiting Mr. Button.

Revolving Loan Fund cash injection: Director Origer presented a proposal to transfer between \$100,000 and \$150,000 from the CEDIT Fund into the RLF, explaining that with one notable exception the program has been an invaluable tool, and that two-to-four businesses are currently considering applying for County financing. Excluding approximately \$580,000 invested and 2014 appropriations and revenues, the fund has about \$800,000 of "free money". In one-on-one sessions, the three commissioners and Councilor Roth had all expressed support for this proposal; pending PCED approval, the director would discuss it individually with other Council members before seeking formal approval from the Commissioners and Council.

President Champion asked how loan decisions are made; the director detailed the membership of the *ad hoc* committee and explained that the Commissioners have the final say. Secretary Zeltwanger enquired as to the original amount available to lend; the fund had started with about \$500,000, more than \$150,000 of that having been lost in the Chesapeake Recycling default. The director reiterated the program's successes, specifically highlighting the turnaround at Winamac Lumber Yard. Commissioner Brady encouraged moving \$150,000, hoping to ensure a healthy balance after any expected forthcoming loans.

Motion: Commissioner Brady; second: Vice-President Broad; no discussion; approval: all.

Winamac Coil Spring incentive package: Director Origer informed the members that, barring any last-minute surprises, Winamac Coil Spring (WCS) would be purchasing the Chesapeake Recycling property and moving one production line to Winamac. WCS plant manager Tony Pesaresi had enquired about an upfront cash incentive from the County to assist with the significant front-end costs involved in this project. The director explained that a tax abatement not only would spread the incentive out over a decade, but also would not be especially lucrative in this particular situation. Immediately, nine to 12 jobs would be created in Winamac; the company's ten-year forecast suggests impressive employment and sales growth, and longer-term projections would be more helpful in considering a loan than an abatement. Commissioner Brady and President Champion both expressed support for a forgivable loan guaranteed by a contract including appropriate claw-back provisions; the president reported successful similar incentives packages used in the past in Cass County.

Mr. Bales remarked that WCS is an impressive company, and others seconded these sentiments. The director noted that, although at this point the project had become largely non-competitive, earlier in the year Winamac could have been passed over for Chicago-land or an on-site

expansion in Kewanee; the County's and Town's willingness to assist the company and the property's coming onto the market helped WCS to select Winamac.

Discussion ensued, and Vice-President Broad asked about offering more, perhaps \$250,000; Director Origer suggested that this may be incommensurate with the project's impact, and that WCS had suggested \$150,000 at the high end.

Motion: Vice-President Broad; second: Mrs. Hinkle; no discussion; approval: all save one; abstaining: Mr. Bales.

Ball State BBC's Economic Development Course: With approval, the director would be attending this week-long training program in Muncie in January; NIPSCO would be paying for his tuition, so costs would be limited to travel, accommodations, and regular pay. Director Origer was strongly encouraged to attend.

Motion: Secretary Zeltwanger; second: Mr. Fritz; no discussion; approval: all.

Other Pertinent Business

CDC Assistant: Director Origer formally introduced his new assistant, Terry L. Howard, II.

Illinois-business relocation project: Secretary Zeltwanger reported having spoken with the president of an REMC other than Carroll-White; this president estimated a cost significantly higher than what Carroll-White would charge to deliver three-phase service to a site currently under consideration for the company considering a move from Illinois to the Francesville area. The REMC president encouraged taking advantage of the wind turbine at the West Central campus, particularly to attract green industry and eco-conscious companies.

Community Reports

- Mr. Bales: The Winamac Warriors would be visiting the West Central gridiron on Friday night in sectional-championship action. It has been business as usual at Alliance, and harvest yields seem to be strong.
- Vice-President Broad: Winamac still looks to be on the move, although the Brown Bear Bakery did recently shut its storefront.
- Mrs. Hinkle: Four County Counseling Center's reputation in Winamac and Pulaski County seems to be improving. A billboard greets drivers on U.S.-35 near the Winamac Plaza, and the new Website should be online within a week.
- Secretary Zeltwanger: D.K. and Sons has been experiencing the typical fall rush. His time in carving school was well spent. He recently heard an on-the-radio financial advisor encouraging corporate community investment and addressing the skills gap.
- Mr. Fritz: Every dry day has been spent in the combine; yields have been pleasing.
- Commissioner Brady: The County offices have been keeping busy, with the Council especially swamped with year-end requests for additional appropriations and transfers. A \$15,000 additional for the recycling center is allowing for the purchase of new equipment that will improve safety and efficiency. His patent lawyer filed a provisional patent for his medical device. He would be serving as a coach at Purdue's Entrepreneurship Bootcamp for Veterans with Disabilities.
- Mr. Loehmer: The hardware has been keeping busy, the new bridge is almost ready for use, and crops have looked good.
- President Champion: Fratco has kept very busy and been quite fortunate.

Public Comment

None.

Adjournment

Motion: Mrs. Hinkle; second: Commissioner Brady; no discussion; approval: all. 7:57 p.m.

Respectfully submitted,
David Zeltwanger, Secretary