

CIC Board Meeting Minutes, June 15, 2023

Meeting Called to Order: Ben Nighswander called the meeting to order at 12:02 pm. Board members present Ben Nighswander, Sarah Tackett, Keith Burmeister, Jack Stantz, Ron Jones, Bryan Keller, Hans Rosebrock, Jill Little, Ted Penner, and Mayor Mike McCann.

Staff members present Erika Willitzer, Hannah Waterman, and Paige Johnson.

Financials: The financials were reviewed by Ben Nighswander. No questions were presented. A motion was made by Mayor Mike McCann to approve the financial statements and credit card statements. Jack Stantz seconded the motion. All members present voted yes, and the motion was carried out.

Minutes: The minutes of the May board meeting were reviewed. The motion was made by Ted Penner and seconded by Ron Jones. The minutes were approved. All members present voted yes, and the motion was carried out.

Workforce Report: Attached

Business Development Report: Attached

Director's Report: Attached

During open discussion, Hans Rosebrock announced that he will be taking a new position with a different company in September and will be stepping down from the board. No other open discussion was presented at this time. Ben Nighswander motioned to move into non-public session at 12:30pm which was seconded by Bryan Keller. At 12:40 pm, Bryan Keller made a motion to adjourn the meeting. Jack Stantz seconded the motion. All members present voted yes, and the motion was carried out. Meeting adjourned.

Respectfully submitted,

Paige Johnson

Paige Johnson, Corporate Secretary



June Director's Report

PUBLIC SESSION:

- Continue tours and follow up on several 1918 Building Tours
- Working on Defiance Job Creation Incentives for two different companies – Still working on this. We plan to present it to the JCIP committee on June 22nd, and then take it to Council following.
- Working to get a Transloading site established for companies need smaller rail service can utilize.
- Worked on follow-up items for multiple Housing Developers we are actively trying to recruit.
- Hicksville Spec Building – Waiting on the Waiver from the Tower Company still, but the good news is...SMTA has been clearing the path once approved. They have gained verbal approvals from Comnet to do the work, along with Verizon Engineers on relocating the fiber line.
- Continue to work on multiple expansions and projects in the works.
- Working with a company that has an interest in the former Credit Adjustment Building. This company is incredibly viable and would be a tremendous asset to the community. They came into town on May 25th and we presented them with our Community Pitch/Support for their Project.
- Working with New Home Development ...aka Upton Heights on their housing project.
- Held a BR & E Visit Day with RGP on June 13th. (Business Retention & Expansion Visits)

GENERAL MEETINGS ATTENDED:

- Meeting with Defiance College President Dr. Mankey to identify synergies.
- Meeting with New Home Development
- Solar Eclipse Planning Meeting
- Introduction meeting between Standridge Color and Tessengerlo Kerley, Inc.
- Meeting with a company that is struggling and offering suggestions for support.
- Radio Interviews with "I Heart Radio"with Dave Kleck
- Meeting with owner of Defiance Hotels – Offering Workforce Resources
- BGSU Japanese Networking Meeting
- Multiple Practice Sessions for pitching for a large downtown grant. Pitch was June 5th – Still waiting on results as of 6-9-2023.
- RGP Meeting at North Baltimore – Hancock Wood Electric Co-op

CIC Marketing and Workforce Report

June 2023

Workforce

- Paige participated in Hicksville's Amazing Shake, while we both had the opportunity to participate in Ayersville's Amazing Shake. At Hicksville, Paige was a Round 3 judge for the top 5 students who had lunch and then gave a presentation. We were both judges for Ayersville's Round 3 titled "Work the Room", where 15 students had to approach every professional in the room and hold a small talk conversation. Students were then judged based on their performance.
- Attended Ayersville's Spring Career Day for grades 7th-12th.
- Spoke to Ayersville 8th grades regarding In-Demand Jobs, explained the 127 ratio, resume building, and how to fill out an application.
- Camp registration is closed. 14 students will be participating from Ayersville, Defiance, Tinora schools on June 20th-22nd and 16 students will be participating from Fairview and Hicksville schools on June 27th-29th. Business tours this year include: General Motors, DECKED, MEC for the Defiance Camp and General Motors, Sabre Industries, and APT Manufacturing Solutions for the Hicksville Camp.

Marketing

- Recorded Podcast with Rocky Rockhold w/ GOWB & Tiffany from OMJ, and Mayor McCann
- All Business Spotlight articles on our Business Award Recipients have been posted.
- Shot & edited a Business Spotlight video for Spyker Manufacturing
- In the last 28 days on Facebook:

Post Reach: 90,823

Reach = The number of people who saw any of your posts at least once. Reach is different from impressions, which may include multiple views of your posts by the same people. This metric is estimated.

Post Engagement: 24,232

Engagement = The number of reactions, comments, shares and clicks on your posts.

New Followers: 305 people

Followers = The number of new followers of your Facebook Page.

Hide all posts: 8

Unfollows: 0 😊

June Business Development & Operations Report:

Projects (RFIs):

- SiteOhio Wave 5 now open- working on submitting Defiance County Sites.
- Standard RFI's will be sent out on June 15th and updated every 90 days.

New Investors:

- We have had a total of **14** new investors for the year so far!
- Total increased investment due to new investors is **\$14,000.**

Monthly Roundtables:

- Hosted June Roundtable- Manufacturing, Construction & Logistics. IPS was our Guest Speaker for this event. We discussed the current issues of finding and retaining workers.
- July Roundtable- Working on Economist Roundtable

Bi-Monthly Meetings:

- June Bi-Monthly meeting on 6/14. Mayor McCann is the Guest Speaker and B&B Molded is the Business Spotlight

Four Flags of Freedom:

- IPS is sending over a quote and a contract for you to review/approve at our next board meeting.
- Working on pulling together a committee for this project.
- We also received a \$10,000 donation from the Defiance Elks.

Glow Golf Outing:

- Our Glow Golf Outing is scheduled for September 15th!
- We are looking for sponsors for this event!
- More information about sponsorship and registration is on our website.

Tuesday Question of The Day: (Can view all responses on Facebook)

- Working on turning the questions/responses into a strategic plan that we can use moving forward for goal setting.

Grants E-News:

- Going to work on creating a monthly/quarterly E-news featuring Grant opportunities (Still in the development stages)