

CIC Board Meeting Minutes, January 19, 2023

Meeting Called to Order: Erika Willitzer called the meeting to order at 12:11 pm. Board members present Ben Nighswander, Mark Klein, Dave Figley, Ron Jones, Jill Little, Commissioner Mick Pocratsky, Ted Penner, Jack Stantz, Bryan Keller, Sarah Tackett, Hans Rosebrock, Beth Sigg, and Keith Burmeister. Ryan Mack was present as proxy for Mayor Mike McCann. Robert Langford with First Energy/Toledo Edison was also present as a guest.

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

Financials: The financials were reviewed by Erika Willitzer. No questions were presented. A motion was made by Mark Klein to approve the financial statements and credit card statements. Ted Penner seconded the motion. All members present voted yes, and the motion was carried out.

Minutes: The minutes of the December board meeting were reviewed. A motion was made by Sarah Tackett and seconded by Commissioner Mick Pocratsky. 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)

Discussion occurred about the CIC's current initiatives including the Wage & Benefits survey, Mentorship Program, Second Chance Program, and Four Flags of Freedom Campaign. The approval of the CIC's Healthcare options was moved to the Non-public session. No other discussion was presented. At 12:25 pm, Sarah Tackett made a motion to move into a Non-public session and was seconded by Mark Klein.

At 1:00 pm, a motion was made by Ben to come out of a non-public session, seconded by Mark Klein.

Ben Nighswander motioned to adjourn the meeting at 1:15 pm, seconded by Commissioner Mick Pocratsky. All members present voted yes, and the motion was carried out. Meeting Adjourned.

Respectfully submitted,

Paige Johnson

Paige Johnson, Corporate Secretary



January Director's Report

PUBLIC SESSION:

- **Mega Site Visit:** We had a visit from a company. We spent the first week back from the holidays prepping for the meeting.
- **New Legislation Coming Soon:** We do have some EZ and CRA legislation coming up. These will hopefully be presented January 24th at the City Council, and then following that to the Defiance County Commissioners.
 - One for the company going into the Elliott Road Spec Building
 - Pontiac Logistics is doing massive remodeling to their new location on 424 in Defiance
- **Homegrown Program:** We have budgeted \$10,000 to allocate. So, these would be very small grants. I'm still working to develop the program guidelines/rules but hope to launch it in March 2023.
- **Hicksville Spec Building** – We have stepped up pressure on the cell tower company, after we haven't had responses from them regarding the release, The Village of Hicksville is hiring an attorney to draft a formal complaint toward the tower company, so it gives more urgency to the matter.
 - Meanwhile, we have the OSIP application project moving forward. Both Keller and our team are working on their respective parts of the application.
- **Elliot Road Spec Building** – The process on the EZ will begin soon.
- **Sherwood Crossing Plaza** is for sale, and I met with the broker and reviewed his marketing materials and ideas for getting a new owner.
- **Maumee Valley Planning:** Worked with Tetra Tech on several properties to get remediated and ready for the upcoming grant allocation in 2023.

CIC Marketing and Workforce Report

January 2023

Workforce

- Sat down with ProMedica and discussed options to fill open positions. Sounds like they are taking all the right approaches, but just can't find the workforce. Informed they offer the Guild Program where they will pay college tuition for workers.
- TechCred is open until January 31st. This is a grant that allows companies to get reimbursed up to \$2,000 per credential when current or prospective employees complete eligible tech-focused credentials.
- Five County Wage & Benefits Survey is now live – ends on February 10th with results anticipated in March. Those in the Manufacturing, Warehousing, Distribution or Construction industries in Defiance, Fulton, Henry, and Paulding Counties are encouraged to participate. You can find the online survey link on our website under workforce tab. If unable to complete online, reach out to our office and I can get you the paper form to complete. Responses are all confidential. Results will be shared with only those who complete the survey.
- Met with Rhoades State College and learned about all they have to offer. Learned they have 605 students from the surrounding counties that attend. Of that 605, 331 are College Credit Plus students. But of the remaining 274 students, 165 of them are healthcare majors. Connections are being made so both hospitals can get their hands on prospects. They also advised of a high-tech mobile lab that is career exploration focused – heavy on engineering and medical field.
- Bus Tour set with Keller Freight Solutions for Friday, January 20th. Students from Four County, Tinora, Hicksville, Defiance, and Ayersville will be spending the day at their building learning about Finance, Sales, Procurement & HR departments
- Roundtable set for Thursday, February 8th for those in Manufacturing, Construction & Logistics. We will be discussing the challenges and changes those industries are currently facing.

Marketing

- Recorded Podcast with OMJ
- Tuesday Q&A with a winner announced every Friday. Gift cards are given to a randomly selected follower who answers the Question of the Day. You MUST be following our page to win.
- In the last 28 days on Facebook:

Post Reach: 22,828

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: 7,187

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

New Followers: 67 people

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

Hide all posts: 0

Unfollows: 0 

Business Development & Operations

JANUARY UPDATES

TASTE TESTING VIDEOS:

- Working on designing/planning for videos for each month.
- Purchasing gift cards from locations for Tuesday Question of the Day prizes.

FOUR FLAGS OF FREEDOM:

- **\$663.44** total private investments
- Going to begin reaching out to key people to obtain sites

MENTORSHIP PROGRAM:

- Currently have **6 MENTORS!** (Goal of 8)
- Working on getting our second mentee signed up.
- **ACTIVELY** seeking more mentees!
Please spread the word in your organization **(Max 11 for year)**

TUESDAY QUESTION OF THE DAY:

- Asking a question weekly on social media pertaining to "Business Development" **(52 Questions Total)**
- Questions are strategically asked to get responses from the county about changes they would like to see or their career/workplace interests.
- The winner receives a gift card from a local business in the county!

INDUSTRY ROUNDTABLES:

All Meetings are from 8:30am-9:30am

- February 8th- Manufacturing, Construction, & Logistics
- March 9th- Finance & Economics
- April 13th- Healthcare & Public Safety
- May 11th- Food & Beverage
- June 8th- Manufacturing, Construction & Logistics
- July 13th- Finance & Economics
- August 10th- Healthcare & Public Safety
- September 14th- Food & Beverage
- October 12th- Manufacturing, Construction & Logistics
- November 9th- Finance & Economics
- December 14th- Healthcare & Public Safety

(If you want to host a meeting/tour please reach out)

EVENT'S TO LOOK FORWARD TO:

February Investor Meeting
Annual Meeting (April)
May Investor Meeting
July Investor Meeting
September Investor Meeting
Golf Outing (Date TBD)
Fall Breakfast (October)
December Investor Meeting



8

Total New Investors!

1

Potential Investors