

CIC Board Meeting Minutes, July 20, 2023

Meeting Called to Order: Mark Klein called the meeting to order at 12:04 pm. Board members present were Sarah Tackett, Keith Burmeister, Ron Jones, Mark Klein, Bryan Keller, Jill Little, Ted Penner, Dave Figley, Mayor Mike McCann, and Commissioner Mick Pocratsky.

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

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

Minutes: The minutes of the June board meeting were reviewed. The 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

Paige Johnson gave an update on the Four Flags of Freedom project. She stated that their quote came in much higher than expected that they are moving forward with 2 of the sites (Keller & ProMedica) as they navigate how to bring the cost back down within their budget on the other 2 sites. Commissioner Mick Pocratsky motioned to move into non-public session at 12:25pm which was seconded by Bryan Keller. At 12:45 pm, Bryan Keller made a motion to adjourn come out of non-public session, seconded by Dave Figley. At 12:47 Tedd Penner made a motion to adjourn the meeting. Commissioner Mick Pocratsky seconded the motion. All members present voted yes, and the motion was carried out. Meeting adjourned.

Respectfully submitted,

Paige Johnson

Paige Johnson, Corporate Secretary

CIC Marketing and Workforce Report

July 2023

Workforce

- Summer Manufacturing Camp concluded. 24 total students between all 5 county schools participated.

Favorite part of camp:

- “My favorite part of camp is the tours. I get to learn about the companies, find work places, and get to have fun.”
- “Going to GM. Seeing the equipment they use and getting to know the people”
- “The part of camp that I enjoyed most was touring the plants. This is because it was interesting to see people actually in action at their job.”

Why the kids decided to come to camp:

- “I chose camp to learn more about careers.”
- “I like to learning about engineering and the careers that follow”

- Attended Goodwill’s Grand Re-Opening and Opening of the Job Connection Center.
- Setting up company tours with county schools on their In-Service days.
- Toured Toledo’s “Bluff Street Project” with New Home Development. 6 Tiny Homes constructed near Monroe St in Toledo. 400 sq ft homes with back & front patios included.

Marketing

- Recorded Podcast with our office.
- Marketing for Glow Golf event on September 15th. Golf Spots & Sponsorships still available!
- Shot & edited videos highlighting both camps.
- In the last 28 days on Facebook:

Post Reach: 62,388

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: 17,411

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

New Followers: 54 people

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

Hide all posts: 3

Unfollows: 0 😊

July Business Development & Operations Report:

Projects (RFIs):

- SiteOhio Wave 5- Submitted 6 properties. Waiting to see which ones make it through to the next round.
- Standard RFI's have been sent out. Will be updating our online listings with this information.
- Submitted 3 RFI Projects in June (18 total for year)

New Investors:

- Have sent out a total of 47 Potential Investor Packets for the year.
- 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:

- August Roundtable- Hosting a Mental Health Training Workshop on August 30th. This is an 8hr event. FREE to anyone who would like to attend.
- July Roundtable- Rescheduled for Fall- Working on Economist Roundtable.

Summer Camp:

- Participated in 4 of the Business Tours during the Summer camp. GM, DECKED, Sabre, MEC.

Four Flags of Freedom:

- IPS sent a quote for your approval (later agenda item)
- The committee has been pulled together; the first meeting was July 19th.
- The 4 locations are Keller Logistics, Premier Bank, Werlor, and ProMedica Defiance

Glow Golf Outing:

- Glow Golf Outing is scheduled for September 15th!
- Only have 8 team spots left!
- We are **STILL** looking for sponsors for this event!
- All proceeds go to our Homegrown Program which allows us to give grants to Small Businesses.

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

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

Grants E-News:

- First E-news was sent out on July 10th. Going to continue growing for next month. If you would like to be included in this list, please let me know.



July Director's Report

PUBLIC SESSION:

- Working on Defiance Job Creation Incentives for two different companies –Both were presented to Defiance Council - TPAM and DEFI Foods International
- Worked on follow-up items for multiple Housing Developers we are actively trying to recruit.
- Hicksville Spec Building – Still waiting on the Waiver from the Tower Company.
- 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.
- Working with two companies on PACE program through Toledo Port Authority.
- Arps Dairy presentation of EZ legislation to schools
- Site Visit July 6th and preparation for another site visit July 25th
- Still entertaining 1918 Building interest – Met with City to set up an RFP process.
- Setting up new goal tracking system
- Working with Paige to clean up the State Incentive Portal.

GENERAL MEETINGS ATTENDED:

- RLF meeting with two different Hicksville Businesses
- Held meetings on Mega Site Easements
- Attended Goodwill Ribbon Cutting – Job Connection Center
- Set up tour of Van Crest current facility to possible interested parties.
- Met with Patriot Rail – Discussion on Transloading sites and partnerships.