

## CIC Board Meeting Minutes, May 18, 2023

**Meeting Called to Order:** Ben Nighswander called the meeting to order at 12:06 pm. Board members present Ben Nighswander, Sarah Tackett, Keith Burmeister, Jack Stantz, Ron Jones, Don Gillett, Mark Klein, Bryan Keller, Hans Rosebrock, Jill Little, Ted Penner, Dave Figley, Mayor Mike McCann, Commissioner Mick Pocratsky, and Beth Sigg. Guest present were Marc Warncke the CIC's Attorney and Kim Sprague with the City of Defiance.

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 Don Gillett to approve the financial statements and credit card statements. Ben Nighswander seconded the motion. All members present voted yes, and the motion was carried out.

**Minutes:** The minutes of the April board meeting were reviewed. The motion was made by Jill Little and seconded by Jack Stantz. 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**

Sarah Tackett made a motion to move into open session which was seconded by Ron Jones. No open discussion was presented at this time. Ron Jones motioned to move into non-public session at 12:32pm which was seconded by Mayor Mike McCann. At 12:55 pm, Ted Penner 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



## May Director's Report

### **PUBLIC SESSION:**

- Two different site visits from out of state companies – Project Loop & Project Amos
- One tour of the 1918 Building, and we two more set up. Mayor's office has one set up too. So, 3 in total coming up.
- Working on Job Creation Incentives for two different companies
- Working to get a Transloading site established for companies need smaller rail service can utilize
- Attended JASCO Annual Gala in Dublin with the Mayor – where we met the Consulate General of Canada.
- Met with two different housing developers
- Assisted Four County Career Center with a grant to expand services for welding & electrical careers
- Hicksville Spec Building – We're still waiting on things to move with the Tower Company
- Working on several projects and three different on demo projects/ expansion grants
- Working with another company that has interest in former Credit Adjustment Building

### **GENERAL MEETINGS ATTENDED:**

- Attended City of Defiance Comprehensive Planning Meeting
- Meeting with Defiance College President Dr. Mankey
- Defiance Bicentennial Celebration
- Jasco Annual Gala in Dublin
- Meetings with New Home Development
- Attended Goodwill Industries Annual Meeting.
- Defiance Co. Area Foundation 2030 Meeting
- Acted as judge for Entrepreneurial Presentation at Northwest State
- Hicksville Business After Hours at Two Bandits
- Solar Eclipse Planning Meeting
- Hicksville Township Trustee – Geenex Update on Project
- Attended Business Advisory Committee in Archbold

**Next CIC Meeting: We'll have an update on our Strat Goals!**

## **May Business Development & Operations Report:**

### **Restaurant Week:**

- We have filmed 7 more videos for businesses (a total of 16 for the year)!
  - Dari Delite- First Taste the Local Cuisine Video
  - Mercy Hospital
  - APT Manufacturing
  - Keller Logistics
  - Buckeye Roofing
  - MEC
  - Jim Schmidt Auto
- If anyone would like a business video done, please reach out!

### **Annual Meeting:**

- THANK YOU TO EVERYONE WHO ATTENDED!
- Annual Compliation Report is completed and was attached to the calendar invite.
- We had a lot of excitement about the awards and are looking forward to adding some new categories next year.

### **TIRC:**

- TIRC review committee meeting occurred in April. Currently working on sending invoices to companies so if you have a CRA or EZ please keep a look out.

### **Projects (RFIs):**

- I have submitted **13** RFIs this year.
- Currently working on completing a Standard RFI for each of our sites to streamline the process. These will be updated every 90 days.
- SiteOhio Wave 5 will be rolling out at the end of this month. I will be working on submitting some of our sites to be (hopefully) SiteOhio Authenticated.

### **New Investors:**

- We have had a total of **11** new investors for the year so far!
- Total increased investment due to new investors is **\$9000.00**

### **Mentorship Program:**

- Still have **2** Mentee Spots Available!!
- Am going to start reaching out to colleges to see if there is an interest from anyone who has or will be graduating college.

### **YELP Children's Business Fair:**

- We are this year's sponsor (happening this Saturday) and will be working with the event organizer to take over the event next year.

### **RIVERFEST:**

- I was asked to help recruit volunteers for this year's event on June 24<sup>th</sup> from 10-2pm.

- If you are interested in volunteering visit this link  
[https://www.signupgenius.com/go/10c0944a9ab2fa1fdc34-riverfest#/#/](https://www.signupgenius.com/go/10c0944a9ab2fa1fdc34-riverfest#/)

### **Monthly Roundtables:**

- The May Roundtable has been cancelled.
- Looking at switching to a Small Business & Entrepreneur Roundtable instead due to the increase in amount of outreach we have gotten from individuals looking to start a business.
- June Roundtable is scheduled for June 8<sup>th</sup> from 8:30-10:00 for the Manufacturing, Construction, & Logistics Industries.

### **Bi-Monthly Meetings:**

- Our next bi-monthly meeting will be in JUNE! You will receive more information shortly.

### **Four Flags of Freedom:**

- Working on pulling together a committee for this project. We will be starting the process to purchase materials with a construction company helping us with the project. This project is continuing to move forward.

### **OEDA Training:**

- Attended the OEDA Basic Economic Developers Course during the first week of May.
- Learned a lot of great information that I look forward to incorporating into my position.

### **Operations Updates:**

- Currently finishing up the tax filings.

### **Glow Golf Outing:**

- Our Glow Golf Outing is scheduled for September 15<sup>th</sup>!
- We will work on putting a committee together for this event. (More to come closer to the event)

### **Tuesday Question of The Day- March & April #1 Responses: (Can view all responses on Facebook)**

- Question 1: What is affordable housing?
  - Depends on income- \$500-800 month.
- Question 2: What kind of housing do you want?
  - Affordable housing for new homebuyers or seniors
- Question 3: How would you rate our current housing inventory?
  - Low- need more NEW affordable housing.
- Question 4: How can we increase our current housing appearance?
  - Increase landscaping and curb appeal. Enforce the codes we have.
- Question 5: How do you feel about transportation options in our county?
  - Taxi services are great, 1 bus service would be beneficial.
- Question 6: How could we fix any traffic problems in our community?
  - Update traffic light timing, especially for turn lanes.
- Question 7: What do you think is the most in-demand job in our county?
  - Service Industry
- Question 8: How do you prefer to stay up to date with news and updates?
  - Social Media

# CIC Marketing and Workforce Report

May 2023

## Workforce

- Participated in Hicksville Speed Interviews for the Senior class. I was able to arrange 7 businesses to come to Hicksville Schools to conduct 5-6 10 minute mock interviews with students. Businesses then filled out an interview evaluation for each student. Participating businesses included: Hicksville Bank, Jim Schmidt Family of Dealerships, Klepper Building Company, Parker Hannifan, Two Bandits, Keller Logistics Group, and Defiance County Economic Development.
- Paige and I shot, while Paige edited and created 6 In-Demand Job videos to showcase them during In-Demand Job Week, May 1-5<sup>th</sup>.

### Stats

(PI=Post impressions, PR=Post reach, PE=Post Engagement)

Mercy: PI-2,884 PR-2,619 PE-308

Keller: PI-3,055 PR-2,776 PE-450

MEC: PI-2,597 PR-2,366 PE-369

APT: PI-2,543 PR-2,411 PE-328

Jim Schmidt Family of Dealerships: PI-4,103 PR-3,235 PE-340

Buckeye Roofing: PI-6,832 PR-4,848 PE-523

- Attended OEDA's Basic Economic Development Course in Dublin, Ohio, May 1-4<sup>th</sup>.
- Had 5 businesses (21 positions) reach out to post jobs on all our platforms.
- Summer camp registration forms are starting to fly in! 😊

## Marketing

- Recorded Podcast with Gerken Paving, The JDI Group, and the Greater Ohio Workforce Board
- Started to post Business Spotlight articles on our Business Award Recipients. Risner Auto Group, Holy Hill Media, and APT Manufacturing have been posted. 2 per week will be posted the rest of the Month.
- Reached 2,000 followers on Facebook so did a giveaway and since then we've boosted our following to over 2,600 followers!! Will be doing a Memorial Day/Start of Summer giveaway hoping to reach the 3,000 mark!
- In the last 28 days on Facebook:

**Post Reach: 100,222**

*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: 28,769**

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

**New Followers: 667 people**

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

**Hide all posts: 5**

**Unfollows: 0** 