

Grow Licking County CIC

Board of Directors Meeting
January 10, 2022

Location: Denison University, Burton Hall, Granville, OH

Present: John Fisher, Duane Flowers, Erin Grigsby, Patrick Guanciale, Brandon Hess, Mark Johns, Jim Layton, Lauren Massie, Jennifer McDonald, Joseph Robertson and GROW staff Alexis Fitzsimmons and Hayley Feightner

Excused: Corey Alton, Robert O'Neill, Jim Roberts

The meeting was called to order at 12:00 PM by Chair Mark Johns.

Mrs. Massie called the roll.

Chair Johns welcomed guests that included Tim Bubb, Licking County Commissioner, and Sara Rainey, Health-Newark-Licking County Port Authority

The minutes from the November 8, 2021 meeting of the Board of Directors were reviewed. Ms. McDonald motioned; seconded by Mr. Guanciale to approve the minutes. The motion passed.

Chair's Report

Chair Johns welcomed Brandon Hess as the Licking County Chamber of Commerce's new appointment to the GROW Board of Directors.

Mr. Flowers commented that they are working on filling its two-seat vacancy, formerly held by Jim Lenner and John Carlisle.

Mr. Hess provided his background and interest in the GROW CIC Board. He a partner in Shai Hess Commercial Real Estate. He served as past chair for the Chamber, and currently serves as a trustee for Zane State College, and on various community organization boards. He stated that he sees this board as a good fit to help drive economic development in Licking County.

Committee Reports

Finance & Strategy –Mr. Robertson asked the Directors to review their packet for the July-November 2021 financials (see handouts). He discussed, in detail, the end-of-year December 2021 report, noting that revenue increased by 13.6 percent. He also reported that legal expenses were reduced in 2021. Finally, personnel expenses were reduced due to staff transitions. Overall, he reported that 2021 was a very positive budget year.

Ms. McDonald suggested that moving forward, that it would be helpful to see a year-to-date actual revenue report. Mr. Robertson will request a report for the next meeting.

Mr. Johns asked if GROW did not receive any notable contributions in 2021? Mr. Robertson reported that only one existing investor has not reconciled its invoice.

Mr. Robertson shared that in the executive officers' meeting, there was discussion to consider investment amount parameters using metrics such as size of community or type of investor (public vs. private). He asked the Directors to think of options and ideas.

Marketing – Ms. McDonald reported that the marketing committee met in December 2021 and discussed 2022 budget expenses. Expenses include website videos, industry articles focused on the food processing and biotech industries. Travel expenses include a site selection convention, and possibly a Licking County site selection tour. The budget will also support the production and promotion of workforce efforts, including video development. New earmarks include purchasing an ESRI GIS mapping software subscription, and elective official training economic development training. Next meeting is a special meeting on January 18, 2022 via zoom to discuss the annual report.

Mr. Bubb suggested exploring a new technology for audio assistance for a walking tour.

Infrastructure – In Mr. Roberts' absence, Ms. Fitzsimmons provided an update on the comprehensive water and sewer study RFQ. The committee met with state officials in December 2021. The next step is to have a special meeting with the county on January 12, 2022 via zoom to finalize the RFQ. The plan is to advertise it by the end of January; seeking proposals for 45 days or less. The Licking County Commissioners have set aside funding to support this study.

LC Works – Ms. Massie shared that the committee canceled its meeting in December due to the holiday. The committee continues to develop workforce videos that promote the career pathway toolkit. The first pathway focus is healthcare. The committee is working to identify C-TEC and COTC alumni who have been successful in following the pathway in healthcare and are working in Licking County. Licking Memorial Health Systems is engaged to participate. GROW has partnered with The Makery in Johnstown to develop the videos. The next committee meeting is scheduled for February 28, 2022 at 3:30 PM.

Director's Report

Ms. Fitzsimmons reported that work for new projects will increase in January and is typically slow during the holidays. She reported on activity in Hebron, Heath, and Jersey Township. She reported that the Port Authority provided a letter of support for one of these projects.

She also provided the following updates:

- Attending the next Jersey Township meeting to answer questions as they move through the re-zoning process.
- Attended the last Etna Township meeting and no action was taken on a development project. The Township has a meeting with residents and then new trustees next week.
- Organizing an elected officials training with two session options. Working on contract, dates and location for event. The training will educate officials on the economic development process and what they can do to prepare and help their communities. More details to come.
- Publishing the Annual Report in March 2022.
- TIRC meeting scheduled for March 23, 2022.

- Attending the March 2-4, 2022 San Diego Site Selector Convention. GROW will sponsor a cocktail hour.
- Working with with OneColumbus to schedule upcoming BRE meetings.

Ms. Feightner thanked Directors for meetings and tours as part of her on-boarding process. She provided the following update:

- Developing a social media plan for this next year.
- Collecting resolutions and ordinances to develop a more interactive tax incentive data map of community information for ease of use.
- Participating in OEDA coursework in the next few months.

Mr. Hess suggested that the community map information should be provided on the website so that the site selector can access this information directly.

Mr. Bubb offered potential support from the county to upgrade the website with this information. Ms. Feightner stated that some of the challenges include limits to the subscription and staffing.

Comments from Citizens

Sara Rainey – shared her work with the Port Authority. She is involved in a Miami University fellowship program. She is observing local economic development opportunities, and researching potential future projects for the Port Authority to consider.

Items for Action

Mr. Flowers motioned; seconded by Ms. Grigsby approve the July – December 2021 financial reports as presented. The motion passed.

Mr. Fisher motioned; seconded by Mr. Guanciale to excuse absent Directors. The motion passed.

The County Commissioners provided a copy of the resolution removing Mr. Carlisle as a county appointment to the GROW Board of Directors.

Ms. McDonald thanked Ms. Fitzsimmons for her work thus far. Chair Johns concurred.

Mr. Guanciale motioned; seconded by Mr. Robertson, to adjourn the meeting at 1:18 PM.

Next Meeting: Monday, March 14, 2022 at 12:00 PM – Hosted by Licking County Jobs & Family Services

Respectfully submitted, Lauren Massie, Secretary