

## Grow Licking County CIC

Board of Directors Meeting  
November 14, 2022

Location: Pataskala City Hall, Pataskala, OH

Present: Corey Alton, Mike Compton, John Fisher, Duane Flowers, Erin Grigsby, Brandon Hess, Mark Johns, Lauren Massie, Mark Mauter, Jennifer McDonald, Rob Montaganese (12:08PM), Robert O'Neill, Jim Roberts, Joseph Robertson, and GROW staff Alexis Fitzsimmons, Hayley Feightner and Reagan Willison

Excused: Jim Layton

The meeting was called to order at 12:07 PM by Chair Mark Johns.

Mrs. Massie called the roll. Mr. Robertson motioned; seconded by Mrs. McDonald to excuse absent directors. The motion passed.

Mr. Compton provided the welcome on behalf of the City of Pataskala. He stated that the City is glad to be back in partnership with GROW Licking County. They are working with the Montrose Group. He introduced Tim Hicken, City Manager. He shared that the City holds up to 2 ribbon cuttings a month; they are actively involved in the Framework project and the Intel announcement. Tim Hicken welcomed everyone. He expressed appreciation to the GROW staff for their partnership.

Chair Johns welcomed guests, which included: Matt Hill, Site Director, LCATS; Rob Platt, Jersey Township Administrator; Tim Hicken, City Manager, City of Pataskala; Scott Ryan, Ohio Department of Development (1:51PM)

The minutes from the September 12, 2022 meeting of the Board of Directors were reviewed. Mr. O'Neill motioned; seconded by Mr. Mauter to approve the minutes. The motion passed.

The minutes from the October 10, 2022 special meeting of the Board of Directors were reviewed. Mr. Compton motioned; seconded by Mr. Fisher to approve the minutes. The motion passed.

### Chair's Report

Chair Johns stated that this is his last meeting as Board Chair. He stated that he wholeheartedly believes in the work of the organization. He said it wasn't what he initially thought it would be with staff changes, the Intel announcement, etc. but that he appreciates the Board of Directors and the time everyone puts into this effort. He will continue to serve on the Executive Committee as Past President, continuing to help drive the work forward for the organization and the County.

## Committee Reports

Finance and Strategy – Mr. Robertson reviewed the tax return 990 document (see handout). He requested that the Board of Directors consider approval of the final draft document for submission. Mr. Compton asked if/how to direct questions. Chair Johns suggested, and the board agreed, that questions should be directed to Mr. Robertson, then circulated to the entire Board of Directors. November 15, 2022 is the filing deadline, so questions need to be submitted asap. Mr. O'Neill commented on the fact that the financials seem to be simple, so asked why the turnaround from Integrity is so lagging? Mr. Robertson stated that it must be based on priorities. Chair Johns suggested that GROW explore other options to consider moving forward. Mr. O'Neill stated his biggest concern is receivables, so he would like to see a report at every meeting. Ms. Fitzsimmons stated that she will review this information during her update. See items for action below.

Marketing – Mrs. McDonald reported that the Healthcare Video has been completed. The marketing committee also met with Ohio News Network to potentially broaden reach with radio ads. The Wehavethejobs.com billboard changed from Healthcare to Manufacturing in October 2022. As of September 2022 there were 278 hits and in October 2022, 251 hits to the website. MIST scholarship funding has been depleted. The committee is looking at a budget of \$91,000 and wants to allocate the remaining videos to next year's budget, along with several subscriptions. There is excess in the marketing account, so the committee would like to utilize those funds. The Healthcare Video will be sent out. Mr. O'Neill asked if the radio ads would focus on workforce. Ms. Fitzsimmons said yes, and explained the geographical options.

Infrastructure – Mr. Roberts reported that there is a lot of work going on with the committee. They are working with Matt Hill and the LCATS group. He reported that the County is in good shape with the Intel infrastructure work. They are looking at how to leverage funding focused on water and sewer efforts. He shared that Michael Loges has left New Albany. The water and sewer study continues to move forward. The committee met with Jim Shimmer with Franklin County to see if GROW could model the revolving loan fund after them. Ms. Fitzsimmons reported that Franklin County provided case studies and other information that is designed to not fund major projects, but serve as last mile funding for a project to fill a remaining gap. Mr. Roberts thanked Mr. Mauter for attending the last meeting. Mr. O'Neill asked for clarification on why GROW doesn't have access to the state of Ohio's low interest loan options? Mr. Roberts clarified that the \$1B coming from the state doesn't have any earmarked funds for Licking County water and sewer infrastructure. The committee would like to take a lead role in seeking funding.

LCWorks – Mrs. Massie reported that much of the committee's work is in collaboration with the marketing committee due to promoting workforce efforts, the toolkit and the videos. She mentioned that GROW staff will provide an update on social media and BRE efforts. Mrs. Massie thanked Mr. Mauter for attending the last meeting. She provided an update on the potential housing study. The committee has recommended that the work of a study is too taxing for staff, and unnecessary given the number of recent studies by community organizations. The recommendation comes after several meetings with MORPC, BIA, the United Way and others. The committee is still interested in exploring other ideas to more actively contribute to the housing efforts; perhaps in collaboration with the results of the Framework study from the Welcome Intel committee. The December 2022 meeting is cancelled.

Mr. Flowers reported that he had a recent conversation with the Governor's office, who asked how Licking County was doing. Mr. Flowers reminded the governor that the funding from the

state is not going to Licking County. The Governor's Office suggested he reach out to Megan Wadsworth.

### Staff Reports

Mrs. Fitzsimmons provided an update on GROW's economic development efforts (see slideshow). Updates included:

1. Investors' Breakfast – Mr. Mauter gave kudos to the GROW staff for an excellent presentation. Mr. Fisher commented that it was very clear to see Investors' return on investment. Mr. O'Neill commented that it was a great event, and one of the best yet. He suggested an event like a mixer to provide a chance for interaction in a less formal setting. Mrs. McDonald agreed that a presentation and not a speaker is preferred. Mr. Compton concurred.
2. ED411 – Scheduled for December 2, 2022.
3. Accounts Receivables – Investor Update. Mrs. McDonald asked for clarification on Johnstown's commitment, and that their contribution should have been already appropriated in their budget for this year. Chair Johns stated that GROW, as an organization, will need to decide how to work with townships, cities, etc. in Licking County that choose not to contribute to the organization since GROW will still continue to support those areas. He stated that it makes it difficult from a municipality perspective to explain how those areas are benefiting the same as those who do contribute to the organization. Mr. Alton asked if those who aren't contributing are asking for services, and if so, perhaps ad hoc billing would be less attractive than membership. Mrs. McDonald volunteered to go to the next Johnstown City Council meeting. Mr. Compton concurred with Chair Johns and asked for a list of outstanding investors to assist. Mr. Montaganese suggested having membership benefits that are clear to market to potential investors. Mr. Flowers suggested looking at the TID process to determine if there is a percentage that could go to GROW that would pilot payment in lieu of taxes.
4. 2023 Budget – see items for action below.
5. 2023 Meeting schedule – see items for action below.

Mr. O'Neill exited the meeting at 1:31PM.

Matt Hill, LCATS, presented the opportunity for GROW to partner with LCATs and LCTID to be event sponsors for a luncheon "Licking County Vision 2050" in March 2023. LCATs has invested \$10,000 as seed money to secure a location for the luncheon. He suggested that it's a great opportunity for all of the entities involved in this effort share efforts. Ms. Fitzsimmons shared that more details will be planned, then the group may return to ask for funding assistance. Mr. Roberts suggested that this event should be similar to MORPC, and that GROW should start thinking more aggressively, and relayed that he is excited about this opportunity.

Ms. Feightner provided an update on lead activity and business retention and expansion efforts (see slideshow). Over 90% of the 73 leads are in manufacturing. More than 20% of leads are semi-conductor and automotive industries. She provided an update on the statewide outlook. BRE efforts for 2023 will be focused on enhancing these efforts and includes building a new website.

Ms. Willison provided an update on social media efforts (see slideshow). She asked the Board of Directors if GROW staff should continue to post year-end financials on the website. Chairs Johns said yes, and the Board of Directors generally agreed. She also discussed recent training

opportunities. Mr. Montaganese suggested items such as the newsletter are benefits to share with potential investors. Mrs. McDonald suggested GROW staff consider holding a “GROW 101” for investors.

#### Items for Action

Mr. Fisher motioned; seconded by Mr. Alton to approve the 2023 budget as presented. The motioned passed.

2023 Board Officers election – postponed per the nomination committee.

Mr. Compton motioned; seconded by Mr. Montaganese to approve the 2023 meeting schedule as presented. The motion passed.

Mr. Hess motioned; seconded by Mr. Alton to approve the 2021 990 tax filing document as presented. The motion passed.

#### Comments from Citizens

Mr. Ryan stated that he is present to continue to be a resource to the organization and community.

Mr. Fisher reported that the Greater Ohio Workforce Board will be the initial contact for Intel contacts, and that Angela Carnahan, OMJ Licking County, will help coordinate those efforts. He also reported that Amgen is gearing up their workforce efforts with their recent expansion.

Mr. Compton motioned; seconded by Mr. Roberts to adjourn the meeting at 1:56 PM.

Next Meeting: Monday, January 9, 2023 at 12:00 PM – Location TBD

Respectfully submitted, Lauren Massie, Secretary