

MINUTES

Wednesday, April 10, 2019 • 8:00 AM

McKinney Conference Center • Constitution Square Historic Site

1. **Quorum Determination, Agenda Review:** Chair Ben Nelson called the committee to order at 8:02 AM. Present: Nelson, Gibson, Turbyfill, Perros, Hunt, Albright. Fiscal Court: Jamey Gay, Tom Ellis, Jason Cullen. Staff: Lassiter. Advisory Partner: Kirchner. Contract Services Representative: Touchstone. Public: Randy Graham.
2. **Preliminary Review of Previous Board Meeting Minutes/Financial Reports:** Lassiter reported that the minutes for the March board meeting will be shared after the meeting via email. The minutes were going to be converted to a new format for simpler taking and review, but that will commence with the April board meeting instead in respect of Jamee Peyton’s work. The financial reports were shared with the committee, but not discussed due to time constraints.
3. **Staff Update:** Lassiter reviewed the following items--
 - A. 2019 Q1 Project Funnel Report: He shared an infographic of the quarter’s report showing a total of 58 prospect inquiries currently in the pipeline, with 7 projects announced (2 complete, 5 in process). He noted a healthy 91% of projects having advanced to qualified status with only 5 projects not being qualified, of which 2 have closed. About 55% of projects have advanced to due diligence regarding the business location, including a targeted site or building.
 - B. Staffing/Contract Services Update: He reported that 7 candidates had applied for the Economic Development Specialist position, of which 3 were selected for interviews based upon scoring by the review team. Interviews were conducted on the afternoon of March 27, and the consensus of the interview team was for one candidate. He has drafted an offer letter which is under review for its terms. His objective is a start date by May 1 or earlier, possibly April 15 subject to the candidate’s availability.

He also reported that he has opted to pursue a “both . . . and” rather than an “either . . . or” approach with the contract services proposals. He has reduced each of two RFPs (Executive and Workforce Committees) to one deliverable out of 9—Chairman’s Circle investment renewals for the Executive Committee, and a skills gap analysis survey among major employers for the Workforce Development Committee. He has proceeded with Mary Beth Touchstone for the Executive Committee project and Jean Crowley for the Workforce Development Committee project. Each have a rate of \$50 per hour for their project-based services. He has requested weekly reports from each for monitoring/tracking hours, targeted not to exceed 150 hours each (a total of 300 hours) through June 30, the targeted project completion date.
4. **Upcoming Board Meeting Agenda Discussion:** Nelson shared the following--

- A. He has asked for suggested members of a work group to consider how our public-private partnership can collectively pursue funding of possible new industrial properties or infrastructure.
- B. He announced that the three directors transitioning off the board (Nelson, Maynard, and Ellsworth) will function as a nominating committee for officers and the at-large director seat.
- C. He will also ask for the remaining directors to complete their ethics/confidentiality disclosure forms as requested.
- D. He introduced Mary Beth Touchstone, and announced that she will be contacting board members in the near future to assist them in their assigned communication contacts in its Chairman Circle investment renewals.
- E. Kirchner inquired if the board will review the recent Opportunity Zone Workshop on March 28 and discuss next steps for action. Gibson noted that the Marketing & Recruitment Committee will be hosting a meeting with downtown property owners to assess the availability of their sites or buildings. Perros noted that the City is also considering the physical development plan for the downtown area requested by the developer represented at the workshop.

5. Old Business: None.

6. New Business: Fiscal Court Concerns—This item was addressed first in the meeting as a courtesy to the visiting magistrates. Gay noted that he has been and is a supporter of the Partnership. He and Jason Cullen recently attended a training session on economic development provided by Brad Thomas of Kentucky Touchstone Cooperatives and a representative of the Kentucky Cabinet for Economic Development. His main take-away from that presentation was “telling our story”, and his concern is that not everyone across the 9 Partners knows or can articulate our community story. He noted that the presentation shared a Venn Diagram of interlocking circles showing attributes of a community, such as parks/recreation, downtown, etc., that are meaningful to telling the story.

Ellis restated his background in working with large corporations with multi-million-dollar projects. He stated that he was not satisfied with the Partnership’s progress during the 17 years he has lived in Danville. He shared his compilation of announced projects reported by the Kentucky Cabinet for Economic Development for the first quarter of 2019, with rankings of investment and employees. He questioned the cumulative project data activity data for 2008 – 2018, particularly what can be claimed by the Partnership as its work product. He referenced a copy of an email that Nelson had sent to the EDP board for requested edits to an accomplishments document. The email had been forwarded to him by an undisclosed source. Nelson noted that the email was not intended for public disclosure. Ellis also shared his dissatisfaction concerning the Boyle County Industrial Foundation’s decision to withdraw its site from consideration for the Diageo project. He asked for city and county representation on the BCIF board.

Cullen noted that he would also suggest a “quick fix” of city and county representation on the BCIF board to understand their decision-making. He also asked about the ability of Lassiter to advise the EDP board of business development projects. Nelson noted that projects are often coded and tracked in the Project Funnel Report, and project information is shared with the board subject to confidentiality or non-disclosure agreement.

Hunt stated that the public perception is “what have you done for me lately?” in regard to the Partnership’s progress and results. He asked about the sources for the Partnership’s data detailing

approximately \$300 million in capital investment and the creation of 1463 jobs. Nelson noted that the data is sourced from the Cabinet, companies, and projects in which the Partnership is involved. Lassiter noted that over 90% of the projects are those in which the Partnership has been directly involved. Hunt noted that the Fiscal Court will not have sufficient financial resources to buy land for industrial development and then give it away.

Graham asked to address the committee. He stated that he believed it was inappropriate for Nelson to have stated during the committee meeting that the Fiscal Court had “acted out” in its criticism of the Partnership’s results. Nelson explained his position that reports of in-fighting among our community Partners creates damage to the economic development efforts to prospects.

Hunt asked about when the Judge-Executive and Mayor can engage with a project during its early stages. Lassiter noted that engagement with the local government officials is always at the direction and preference of the client, but most often the local governments are the last group with which the project wishes to engage.

Cullen noted that this opportunity shows there is obviously a lot of passion about economic development, and it represents a chance to continue to improve our Partners’ relations with one another and our work together.

7. News You Can Use: None.

8. Closed Session: None.

9. Next Meetings

A. Board of Directors: 8:00 AM, April 17, 2019, Denyo Manufacturing Corporation

B. Executive Committee: 8:00 AM, May 15, 2019, McKinney Conference Center

10. Adjournment: 10:15 AM.