



2020 Willow Run, Suite 100 | Enid, OK 73703
P: 580 233 4232 | F: 580 242 5603
www.growenid.com

ERDA BOARD OF DIRECTORS MEETING
DECEMBER 12, 2019
MEETING MINUTES

PRESENT: Gene Anderson, George Pankonin, Rob Stallings, Brady McCullough, Scott Northcutt, Jon Blankenship, Sandra Robinett, Jerald Gilbert, Martie Oyler, Dave Lamerton

ABSENT: Scott Athey, Jonathan Waddell, Brian Henson, Krista Roberts

Staff: Lisa Powell, Trent Misak, Debbie Moore

Guests: Meredith Westfahl

Call to Order: Gene Anderson called the meeting to order at 10:02 a.m.

MINUTES: The minutes from the regularly scheduled board meeting of November 14, 2019 were presented for approval. George Pankonin moved to approve the minutes as presented with second by Scott Northcutt. The motion was unanimously approved.

FINANCIALS: Lisa Powell reviewed the financial reports as of November 30, 2019. Lisa informed the board the note from Range to Ridges is now paid in full with the final payment received this week. Motion to approve the financial reports as presented was made by Brady McCullough with second by Rob Stallings. Motion was unanimously approved.

BYLAWS: Martie Oyler reviewed the proposed bylaw changes as recommended by the Bylaws Review Committee. Martie pointed out the changes included increasing the size of the board to provide more diverse input from board members by adding 3 new directors. The new members would be selected by a nominating committee. Also noted was the addition of immediate past chair serving on the board until they are not the immediate past chair until the current chair terms out or goes off the board. This could be an addition 2-3 years of service to the board. The committee received recommendations from a nonprofit attorney, Jeri Holmes and those changes are also reflected in these proposed bylaws. Martie presented the recommendation from the committee to approve the bylaw changes as presented. Brady McCullough seconded the motion and the motion was unanimously approved.

POLICY AND PROCEDURES: The review of the current ERDA Policy and Procedures Manual will be accomplished after the Oklahoma Center for Non-Profits training Debbie and Trent will be attending next spring. They will return with tools to aid the committee in their review.

NOMINATING COMMITTEE APPOINTED: Chairman Gene Anderson appointed Jon Blankenship, Sandra Robinett, Martie Oyler to serve as the nominating committee.

ERDA PRESENTATION ON CDGB: Lisa Powell explained there have been additional CDGB funds made available by the federal government this year. There is a hearing later today to submit suggestions for



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the CDGB committee as they work to create priorities for how those funds will be spent. Lisa will submit ideas to be considered to support economic development.

MEMBERSHIP: ERDA membership lists from 2014-2019 were reviewed. Noted were companies that were no longer in business or had moved away along with highlights of new members and anticipated renewals for the 2020 year.

ERDA MEMBERS 2020 VISION SESSION: Lisa Powell met with Jody Lewis with the Oklahoma Municipal League. Jody is excellent at strategic planning and recently assisted Ardmore who gave Jody rave reviews. Jody has agreed to work with ERDA at no cost at a 2020 Vision Session. This would be held on Friday, Feb. 28th at Oakwood Country Club. Breakfast would be served at 6:30 am with the session starting at 8:00 a.m. and finished by noon. The goal would be to go deeper in our strategic planning with a more robust members session. An email invite will go out to our existing members. Lisa will work directly with the CEO leadership initially. If they are not available to attend, she will ask for a representative from each member company to attend.

BOARD MEETING DATE CHANGE: Due to travel schedules, the August 13th board meeting will be changed to August 6th. The board had no conflict in making this change.

UPDATES FROM BOARD MEMBERS: Lisa has asked two board members to give an update on their industry and foresee 2020 happenings. Dave Lamerton with Hanor explained the complexities of developing a product for the Japan market as well as the USA. Dave is responsible for 800 employees as Human Resources Director. Workforce needs, the health of their pigs, and the requirements to keep disease at bay were also discussed. Hanor will send 2million pigs to market next year at an average of 300 lbs. per pig.

Scott Northcutt with Northcutt Chevrolet, Buick, Toyota shared that in Enid and the state of Oklahoma, new and pre-owned car sales are down about 14-15% compared to a year ago. Nationwide the number of new vehicles purchased in 2017 was 17.4M. Nationally we are at 16.6M for end of year projections which is still strong. The Northcutt dealership has been in business since 1960. Scott is the 3rd generation and one of the nation's youngest general managers as the average age is 67.

EXECUTIVE DIRECTOR REPORT:

- New marketing video about Enid was shown and well received by the board.
- Handout: Page 18 is the report capturing most of the work done since the last meeting. The report is organized by the top 4 priorities set at the retreat.
- Bath and Body is 3 years into a 10-year contract. They have stated they are the last tenant out of dying malls. Rickey Hayes is working on this.



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- Residency update: OSU and St. Mary's are in discussions regarding a joint venture. Lisa has been keeping in touch with Krista Roberts to get updates on the progress. OSU has not provided any updates, but discussions continue so that is good news.
- Theater: Mayor Pankonin informed the board the current developer the commissioners have been working with will not provide a product the community would be happy with. Lisa has been meeting with other communities across the state that have new theaters. She is learning what the format of their agreement with the developer has been, the cost, timeline, incentives, etc. Lisa will go to ICSC retail conference in a few weeks and will have marketing materials to share.

EXECUTIVE SESSION: Motion to go into executive session was made by George Pankonin and seconded by Scott Northcutt. Motion was unanimously approved.

MOTION TO RECONVENE INTO REGULAR SESSION: Motion to reconvene into regular session as made by Scott Northcutt and seconded by Dave Lamerton. Motion was unanimously approved.

EXECUTIVE DIRECTOR PERFORMANCE EVALUATION: Motion to increase Lisa Powell's salary to \$116,000 annually effective December 15th was made by Martie Oyler with second by Scott Northcutt. Motion was unanimously approved. Performance evaluation with compiled information from board members will be accomplished with Lisa Powell within the next week by Gene Anderson, Chair and Martie Oyler, Immediate Past Chair.

ADJOURN: Motion to adjourn by Brady McCullough with second by Martie Oyler was unanimously approved. Meeting adjourned at 11:40 a.m.

Respectfully submitted by:

A handwritten signature in blue ink that reads "Debbie Moore". The signature is written in a cursive style and is positioned above a horizontal line.

Debbie Moore, Staff

A handwritten signature in blue ink that reads "Gene Anderson". The signature is written in a cursive style and is positioned above a horizontal line.

Gene Anderson, Chair