



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

ERDA Board of Directors Meeting
February 14, 2020

PRESENT: Gene Anderson, Jon Blankenship, Sandra Robinett, Dave Lamerton, Brian Henson, Brady McCullough, Jerald Gilbert, George Pankonin, Jonathan Waddell, Martie Oyler

ABSENT: Krista Roberts, Scott Athey, Scott Northcutt, Rob Stallings

STAFF PRESENT: Lisa Powell, Trent Misak, Debbie Moore

GUESTS: None

CALL TO ORDER: The meeting was called to order by Gene Anderson at 10:37 a.m.

MINUTES: Minutes from the regular meeting of December 12, 2019 were presented for approval. George Pankonin asked for a change in a statement he made for clarification purposes. Brian Henson moved the minutes be approved with the change as requested by George. The motion was seconded by Jonathan Waddell. Motion passed unanimously.

FINANCIALS: The financial statements as of January 31, 2020 were reviewed with the board by Lisa Powell. Lisa noted the increase in bank fees was due to credit cards fees. Credit cards are being taken for ERDA membership payments, Enid Women and Enid Young Professionals and seems to be increasing revenue for EYP due to the ease of payment for their 10<40 banquet. The benefit seems to outweigh the cost at this point. Miscellaneous questions from the board were answered by Lisa. Motion to approve financials as presented was made by George Pankonin and seconded by Brady McCullough. The motion passed unanimously.

NOMINATING COMMITTEE: Martie Oyler reported on behalf of the Nominating Committee. The Committee recommended Matt Parrish, Kyle Williams and Raydon Leaton as new members of the ERDA board to fill openings created with recent bylaw changes. Recommendation to accept nominating committee report and accept these 3 as new board members upon notification was made by Brian Henson and seconded by Jonathan Waddell. The motion passed unanimously.

CENSUS: Hear and update on the Garfield County Census Complete Count Committee. Trent Misak gave a report to the board regarding activities of the Garfield County Census Committee's efforts to encourage everyone to complete the 2020 census. He spoke of speaking to the faith-based community, Micronesian and Hispanic communities and joining with the hospitals to give onesies to babies born in March that state they (babies) count too.



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MEMBERSHIP DRIVE: Debbie Moore informed the board we have 50 current paid members that includes 2 new members. Lisa will visit with the new HR person at Tyson to discuss their membership and will also follow up with the other few that have not yet paid.

RESERVE ACCOUNT: Consider amending ERDA Reserve Account guidelines and take any necessary action. Lisa explained the Workflow Committee and Project Review Committee discussed there is no longer a need for a reserve account and the Rainy-Day guidelines should be abolished. The history of the Reserve Account being established was to ensure if ERDA did not receive funds from the City of Enid in any given year, they would have these funds to continue doing business for a brief period. The money in the reserve account is part of what is given to ERDA annually by the City of Enid for the mission of ERDA. Due to the relationship ERDA has with the City of Enid, we don't feel we have an administrative need for this fund. Motion to abolish the Rainy-Day Fund by Sandra Robinett was seconded by Johnathan Waddell. The motion passed unanimously.

LETTERS OF RECOMMENDATION AND RESOLUTIONS: Lisa explained we have three businesses that have either a letter of support or a resolution we are asking the board to support.

PT: First is a letter of Recommendation for PT (formerly Parrish Manufacturing). PT is planning an expansion to include automation with a more than \$6M investment. This expansion would make a safer environment at PT which is a huge benefit. The BEIP incentive would certainly help offset some of the expenses for PT. Motion to approve the letter of recommendation for PT was made by Brady McCullough with second by Martie Oyler. The motion passed unanimously.

ENID BREWING COMPANY: Lisa explained Enid Brewing Company is seeking funds through a grant from the USDA for canning equipment that would allow them to increase their distribution across the state. A resolution was presented to the board for approval. Motion to approve the resolution for Enid Brewing Company was made by Brady McCullough with second by Martie Oyler. The motion passed unanimously.

SIDWELL GRAIN: Lisa informed the board that Sidwell Grain is developing a niche grain company with the sale of barley to breweries along with sesame which is not the typical wheat we see in our region. A resolution in support of a grant from the USDA to ERDA for the purchase of bagging equipment to increase sales and distribution of their products was presented for approval by the board. ERDA would purchase the bagging equipment, lease it to Sidwell Grain until the useful life of the equipment has expired and then it is gifted to the business by ERDA.



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Motion to approve the grant resolution for Sidwell Grain was made by Brady McCullough and seconded by Brian Henson. The motion passed unanimously.

LABOR STUDY PROPOSAL: Lisa Powell explained we budgeted for a labor study to be done this year. Lisa reminded the board the Site Selection Group came to Enid last year for a mock visit and reported at the July annual meeting. The board determined the information is important and is necessary since the last study was 10 years ago and the shelf life of a study is about 4 years. A quote was received for a target industry labor study. Lisa reviewed the target industry pamphlet in the board packet to show what data the labor study would provide. Motion to approve moving forward with a target industry labor study as quoted by Site Selection Group was made by Martie Oyler and seconded by George Pankonin. The motion passed unanimously.

MAY MEETING DATE CHANGE: Lisa informed the board the current meeting date in May is when several board members will be out of state. The board was asked to consider moving the May regularly scheduled board meeting to May 7th. Motion was made by Brian Henson and seconded by Martie Oyler. The motion passed unanimously.

EXECUTIVE DIRECTOR REPORT:

- Fancy Dance Casino under construction on I35 has agreed to partner on signage with Enid.
- Quick Facts Sheet: Available for download on our website and is a great tool for answers to everyday questions asked about Enid's business climate.
- Start with Enid Program Awarded to EmmaKate & Co. and EmmaKate & Kids
- City of Enid Townhall will be held at the Stride Bank Center on Feb. 25th. Jonathan Waddell shared this is an opportunity to for commissioners to hear from the community. City programs will be discussed, and the Mayor and City Commissioners will be there to answer questions and have open discussion.
- Enid Mayor's State of the City event will be held May 7th with breakfast at 7:30 am at the Stride Bank Center.
- Enid Day at the Capitol – 5th floor of the State Capitol. There will be an opportunity to talk to local legislators and the Lt. Governor as well. Healthcare and Education will be the predominant issues discussed.
- ERDA Visioning Session will be held Feb. 28th. This will be the foundation for some stronger and longer-term strategic planning for our organization with input from our members.
- Education materials on economic development were provided in board packet.



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- ERDA's 2020-2021 Budget will be presented to the board soon. Lisa will be meeting with the Executive Committee between now and March to review this in draft form. Lisa expects to have a flat budget request of the city but will discuss later.
- Lisa hosted two Enid business leaders at a Thunder basketball game this week. Attending was Pete Dillingham and Kyle Williams along with their spouses. The Oklahoma Department of Commerce provided the tickets and were along for the dinner and game also to discuss business growth, expansion, workforce concerns, etc.
- North America Aerospace Holdings is a new company that does form molding of parts for Cirrus airplanes. They were recently accepted into the Strate Center Incubator. We are excited to have this new aerospace industry type business in Enid.
- Lisa is working on a Shop in Enid marketing piece that will include a website highlighting all the boutiques in Enid that sell clothes, shoes, soft goods. This campaign will include rack cards for hotels and other public arenas.
- Recruitment: Our recruiting efforts right now are retail, renewable energy, general aviation and parts manufacturing. We will get a movie theater update from a developer later today. We plan to submit a package of info to several theater developers soon and will attend the retail show in Las Vegas in May. AT this show Lisa will target soft good retailers and theaters. We are also looking for a breakfast restaurant for the pad on E. Garriott next to Candlewood Inn and Suites. Viktor Desai, owner of Candlewood wants to find the right fit for this soon.
- Clean Power Show (formerly AWEA) Lisa will be attending. Exploring solar and battery side of the business.
- EAA AirVenture will be in July. We will attend with the Oklahoma Department of Commerce and Oklahoma Department of Tourism. Our focus is on recruiting general aviation and parts manufacturing businesses here.
- The federal government's goal is to award at least 3% of all federal contracting dollars to HUBZone certified small businesses each year. This program is administered by the Small Business Administration. Our downtown census tract may be nominated for a HUBZone by Governor Stitt. Letters of recommendation from ERDA for AW Brueggeman, Co. and Hotsy of Oklahoma will be considered.
- OK2030 is seeking renewals for financial commitment from organizations. Lisa does not recommend renewing at this time.
- Lisa shared the new Oklahoma brand with the board. Imagine that!



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EXECUTIVE SESSION: Motion to move into Executive Session was made by Sandra Robinett and seconded by Dave Lamerton. Motion passed unanimously.

RETURN TO RESCHEDULED REGULAR SESSION: Motion to return to Rescheduled Regular Meeting was made by Jonathan Waddell with second by George Pankonin. The motion passed unanimously.

ACTION FROM EXECUTIVE SESSION: There was no action to be taken from executive session.

ADJOURN: Motion to adjourn was made by Martie Oyler and seconded by Brian Henson. The motion passed unanimously. Meeting was adjourned at 12:15 p.m.

Respectfully submitted by:

Debbie Moore, Staff

Gene Anderson, Chair