

MEMBERS PRESENT: Denny Hummer, Greg Cole, Dan Knorr, Dean Girton, Lance Diehl, Harold Hurst, Susan McGarry, Al Neuner, Dr. John DeFinnis, Trevor Finn, Chris Young, Jennifer Wakeman (Executive Director)

MEMBERS ABSENT:

GUESTS PRESENT: Dave Kovach, Dan Hartman, Ken Holdren, Todd Hunter, Joe Kantz, Jeff Stover, Karen Blackledge, Aidan McDonald (Intern), Tim Hippensteel (Office/Project Manager) Karen Hackman (Solicitor)

The meeting was called to order by Denny Hummer at 8:32 a.m.

Denny Hummer announced that an executive session was held prior to the meeting for the purpose of discussing personnel. No actions or votes were taken.

MINUTES:

- January 2 2020 Regular Board Meeting: Motion by Dean Girton to accept the January 2nd minutes, John DeFinnis seconded the motion; carried unanimously.

TREASURER'S REPORT

Dan Knorr presented the Treasurer's Report. The balance on the trust account is still above \$1,000,000.00. Checking Account balances stand at \$185,000. DRIVE currently has total assets of approximately \$1.7 million. The January 2020 Profit & Loss showed \$25,000 contributions from both Columbia and Montour counties. On the Railroad Street Profit & Loss, he noted no major changes. The formatting of the railroad street P & will be updated in the next month to improve legibility. The business park joint venture report showed no significant new activity. The JV account will close soon as operational responsibilities have transferred to the business park owner's association. The Joint Venture between DRIVE and CCIDA will continue until the job requirements at the business park are met.

Motion to approve the Treasurer's Report made by Al Neuner, seconded by Trevor Finn; carried unanimously.

ELECTION OF OFFICERS

DRIVE Solicitor Karen Hackman conducted the election of officers for 2020. Hackman reported all officers currently serving were willing to serve an additional term. The current officers are: Denny Hummer, Chair; Greg Cole, Vice Chair; Dan Knorr, Treasurer; and Dean Girton, Secretary.

Motion to reappoint the current slate of officers made by Dr. John DeFinnis, seconded by Lance Diehl; carried unanimously.

EXECUTIVE DIRECTOR'S REPORT:

Jennifer Wakeman presented the Executive Director's report. She reported that DRIVE has completed its first 5 years in existence. DRIVE has grown considerably over that period, notably acquiring and beginning to redevelop the former Metso Minerals property in Danville into the DRIVE Industrial Complex. DRIVE's redeveloped office building on railroad street puts DRIVE on a path to long term sustainability. The multimodal project is getting underway soon, and DRIVE looks forward to the improved rail and road access at the property.

Jennifer reported DRIVE recently hosted a future forward planning session at the DRIVE professional building, sponsored by Geisinger, Bloomsburg University, Sekisui SPI, and the Columbia Montour Chamber of Commerce. The event was very well received and both participants and representatives of the consulting firm, Camoin 310, are excited by the potential for this initiative. There will be another session in the next month to make an action plan for the project.

Jennifer Wakeman reported DRIVE is looking forward to new opportunities in 2020, including the possibility of neighboring counties joining DRIVE and for development at rail served sites in the region.

Joe Kantz, Business and Development Manager of North Shore Railroad, thanked DRIVE for all its efforts. He stated that he was one of the biggest opponents of DRIVE's formation. Now, he said DRIVE has grown into a premier economic development group in the region. Todd Hunter, North Shore Railroad Chief Marketing Officer, also thanked DRIVE for its commitment to development in the region.

Jennifer Wakeman announced DRIVE is a host sponsor of the 2020 Focus Central Pennsylvania Industrial Development Forum taking place in June at Susquehanna University. The event will bring together business and development professionals to discuss industrial development in the region today and in the future. Jennifer will be acting as a panel moderator at the event.

Jennifer Wakeman thanked the Columbia and Montour Commissioners for their support, which enabled DRIVE to grow and support industrial development in our communities. Jennifer also thanked members of the original committee that had the vision to create DRIVE, and members of the DRIVE board past and present for their commitment to the organization and our region.

COMMITTEE REPORTS

Nominating Committee:

The nominating committee recommended appointing Susan McGarry to a new three-year term

as a Columbia County representative, and Denny Hummer and Al Neuner to new three-year terms as Montour County representatives.

Motion to approve members for new three-year terms as presented by the committee made by Lance Diehl, seconded by Dean Girton; carried unanimously.

Executive Committee:

The Executive Committee made the recommendation to increase all staff salaries by 2.5 percent.

Motion to approve 2020 compensation packages for staff made by Dean Girton, seconded by Dr. John DeFinnis; carried unanimously.

Property Committee:

The property committee, with the assistance of solicitor Karen Hackman, presented a report on the former Days Inn property conservatorship. A court date has not yet been scheduled to hear the petition to appoint a conservator. DRIVE will receive some limited compensation if appointed conservator, per act 135. Karen Hackman reminded the board there is no clear timeline for the project, which could take several years. She stated DRIVE's appointment as conservator would not create additional liability for DRIVE.

DRIVE Board member and Montour County commissioner said he didn't think the county would have been able to proceed with its petition to appoint a conservator without DRIVE.

NEW BUSINESS

McKonly & Asbury Engagement Contract

McKonly & Asbury (formerly Brewer and Company) provided engagement letters for DRIVE and the Joint venture with CCIDA. The fee for DRIVE is 3,600 and the fee for the Joint Venture is \$2,125.

Motion to approve engagement for DRIVE and Joint Venture as presented made by Lance Diehl, seconded by Dean Girton; carried unanimously.

Project Zenith

Denny Hummer, DRIVE board chair and Bucknell SBDC consultant and incubator manager, announced a new initiative called Startup Danville. Startup Danville will be a cowork and incubator space modeled after the existing Startup Lewisburg, which is starting its 7th year, Startup Lewisburg has hosted 36 entrepreneurs in that time, leading to the creation of over 300 jobs and 14-15 Million in capital investment.

Startup Danville will be located in the DRIVE Professional Building on Railroad Street, providing

accessible office space and on-site business assistance through the Bucknell SBDC. A grand opening is scheduled for March 18th.

The project was supported by a grant from Merck and will benefit from the involvement of Merck staff. The facility will be staffed in part by Bucknell University students, and the SBDC is currently discussing ways to involve Bloomsburg University Students. The SBDC is exploring the possibility of additional enhancements to its offerings, including moving a KIZ to its Danville location.

Denny Hummer adjourned the meeting at 9:12 a.m.

NEXT MEETING: The DRIVE Board meets again on March 4th, 2020 at 8:30 a.m. at the DRIVE Office at 418 Railroad Street.

Respectfully Submitted,

Dean Girton, Secretary