

emergency room and they call; if we have had a cancellation we will get those individuals who are ready to go. If not, we are collaborating with agencies like the Carr Center. We are getting ready to bring the Zanesville Civic League on board and we are working with a couple more in Cambridge. We are working with the Senior Center to bring them on board. They can provide some gap service for us for peak time service while we are busy or out of town.

- We have independent contractors that we work with, as well as, vendors. All in all, we have probably an area of about 45 individuals providing transportation for us on any given day. We can be in Columbus, Toledo, Cincinnati, and if someone is ambulatory or not ambulatory; we provide that special service because we have the training. Our drivers have the skills to do that.
- So SEAT has transcended. We just got done finishing our coordinated plan and submitted it. It came back to us, but we will get that fixed from our overseers and with that, they are looking at regional coordination. We are working with OMEGA (Ohio Mid-Eastern Government Association) on that. We presented to OMEGA today with the idea we have with our scheduling software. We were able to be the front runner in that.
- ODOT was referring people to us as the leader in Ohio. We are helping people in Pennsylvania, North Carolina, Florida, California, and Indiana. What we are doing here at SEAT with our scheduling software; they were trying to pilot in North Carolina and we figured out how to do it our self here.
- SEAT is actually the leader, as far as the state is concerned, with coordinating transportation. We use independent contractors and agencies in collaboration. So, tomorrow I am presenting in Columbus in front of an independent living counsel on what we are doing for individuals that have disabilities and mobility issues. With our outreach program and how we can schedule, teaching them how to ride free trips, and make sure they have no barriers in transportation.
- All in all, SEAT is continuing to grow. ODOT is moving toward a regional footprint in the area and, as far as I am concerned, SEAT is going to be the premier transportation provider in that area.

Mr. Vincent: That is great stuff. You impress me each year with what you are doing and what is going on down there. I know it is more than just you, I know you have a lot of help. That is pretty exciting and a lot to be proud of there. Are there any questions?

Ms. Gildow: Mr. Stewart, is there any truth to the rumor that you are changing the name from SEAT to Zuber?

Mr. Stewart: That is the first I have heard that.

Laughter broke out.

Mr. Stewart: Zuber that is a new one.

Ms. Gildow: Congrats! This is great. (As she referred to the Audit certificate Mr. Stewart had left for her)

Mr. Stewart: I give that every year to Ann. That is our audit as it just came back with another perfect audit. That is hard for a transit system to do because they find something. So, very few actually get that.

Ms. Gildow: We have had many a conversation about positive cash flow.

Mr. Stewart: Yes, positive cash flow. We also received the Soars award. We are insured through the Ohio Transit Risk Pool and in our division we led that division with our liability claims of 2%, two cents per 100 miles. We did a great job there. Our drivers are trained well safety wise. I have an all-around great staff and we continue to grow. We are actually taking the café and turning it into a training center for our drivers because we are growing so fast. We have had some growing pains. We have hired over the last four months about 3.5 drivers so kind of capitalizing on the school bus drivers that are off during the day because we are having trouble finding CDL drivers. So they have their CDLs with key endorsements so we are going to utilize them during the peak time and they can go back and drive so we are kind of working that out with our labor agreement and all in all we continue to grow.

Mr. Vincent: With that you brought up a good point, as far as looking at money. The legislation before Council tonight is for \$80,000 towards supporting. Tell me what happens without that money?

Mr. Stewart: That goes toward our local match. Our budget this year going into 2019 is \$3.6 million dollars. It is a pretty large budget; one of our largest because we are growing. We get most of our local match by doing contracts through Job and Family Services. We provide some transportation service for the DD Board. We have just landed two contracts with Job and Family Services for CCMEP, which is Comprehensive Case Management Employment Program. We are working and finalizing and if we can get our legal counsel to come together we are finalizing a contract with Fanatics to provide transportation to them for all shifts from Coshocton into Fanatics, from Zanesville into Fanatics, and possibly Licking County into Fanatics. We may partner with Licking County. Two weeks ago we were up and presented to the Licking County Board of Transit. They were interested in what SEAT was doing and how we were doing it. I took my staff in and just gave them an overview of our accomplishments and how we are able to do what we are able to do.

Mr. Vincent: I don't want to seem like I am negative or against this, but what would happen if that \$80,000 wasn't there?

Mr. Stewart: Every little bit helps. I might be out picking up pop cans. (Laughter) That would be rough. Without us having a dedicated funding source and contract revenue any support that we get from us being an RTA, which is basically a political subdivision it just helps us out. When we submit our invoice to ODOT they take our fares right off the top. We are not able to count fares as revenue, which I think is unfair. The FTA is local people riding your local transit so why couldn't they do that, but unfortunately we

are not able to do that, so it actually counts against us. We are not like some of the larger transit systems that have sales tax levies or property tax levies. So any and every dime we get for local match helps us with a client and getting them where they need to go. It helps us expand services. We are looking in the future at possibly some gap services with a non-profit entity. Possibly in the future we are working towards that for Saturdays and Sundays and after hours when people get off work and we talked about getting to work before hours and after hours. There is a possibility of that coming down the pike. We just might have a young staff that we hired in at the transit center and we are just thinking outside the box of what we can do and what we have for our resources.

Mr. Vincent: So it would cut into services?

Mr. Stewart: Yes, it would definitely cut into services.

Mr. Vincent: You would have to cut lots of corners.

Mr. Stewart: There are many humps.

Mr. Vincent: I have to ask, so okay, is there anything else from Council?

Mrs. Osborn: I can already tell you my family and I are already looking forward to Polar Express in December. So, I know they do a lot of good things for the community, but they have some fun and give families in our community a free chance to ride the bus and have a good experience as a family.

Mr. Stewart: That is on December the 15th this year from 4:00 p.m. until 7:00 p.m. and we will post it right over here at the Chamber.

Mr. Vincent: What is that for those of us that are clueless?

Mr. Stewart: You ride to find Santa. We have particular stops so there is a bus leaving like every 10 minutes where we can transport people. We had 321 people last year and 253 of those were children. We make round loops and at every stop we have individuals that volunteer and tell a part of the story and at the end of the story you might get to find Santa.

Mr. Vincent: Neat, that sounds like fun. Thank you. Is there anything else from Council?

Mr. Stewart, thank you again very much. We appreciate you coming a lot be proud of. We are at first reading so all in favor of first reading signify by saying aye.

All were in favor. None were opposed. Mr. Foreman and Mr. Baker were absent.
Motion carries. This will return at our next meeting.

Ordinance No. 18-114 – Introduced by Council – An Ordinance authorizing the proper City Official to provide funds to the Zanesville-Muskingum County Port Authority for organizational, promotional, and operational expenses during the year 2019.

Mrs. Osborn moved for first reading, seconded by Mr. Roberts.

Mr. Vincent: Is there any discussion? Again, we have another annual report from a special guest, Mr. Matt Abbott. He is the Director of Zanesville-Muskingum County Port Authority. There are slides on the screen so people here can watch the Mondo Board over here and Council can watch this one over here. Council also has a handout in front of them of slides printed. Welcome, sir.

Matt Abbott: Thank you very much. I appreciate and look forward to coming and speaking in front of Council and the Administration. We will look at the expansion investment that we have been a part of and associated with in 2018. These are eight different companies. These aren't the only companies in Zanesville or Muskingum County that have shown expansion efforts, but these are ones where we have had programs, associated with assistance, and some of the job creation.

- AMG Peterbuilt and Kenworth are two companies with one here in our community and one that is looking to come here and has plans to locate and has purchased ground to this point. Those are located east in the county.
- JD Equipment on Northpointe, they plan to have a ground breaking the first of November with their facility.
- Dollar General at the Eastpointe Business Park continues to expand their operations and hire. It has been a great company and they are a great community partner and help a lot of local school districts in our area as well.
- Halliburton Oil Field Services, twenty additional jobs that we just talked about recently. Some of their job counts when they tell me how many people are actually working out there really baffled me. They come to our community and in a ten-year period guaranteed that they would hire about 300 people. We have a very conservative number that there are roughly about 700 to 800 employees out there that work out of that facility. It is very exciting for them.
- Malouf Sleep purchased buildings A and B in the Eco Park in Fazeysburg. It is a company that manufactures pillows and bedding. They are actually from Utah. This is a new addition to our community up in Fazeysburg.
- Phillips Meat Packing is another one that is expanding operations and equipment purchases.
- Jepco Recycling and some of you may have seen and heard about that just recently. They are in the former Weller Pottery building. So very exciting to see investment take place in a building and facility in the Putnam area.
- Next is Creative Packaging, this is one I wanted to high-light. This picture was taken about three weeks ago. They are under roof about 65%. This is 20 new jobs. We assisted in the \$350,000 grant for this company. Once they started putting test piers into the soil they found some issues and we were able to get them some grant assistance. That is scheduled to be completed in the 4th quarter. That project is ongoing. It is a very exciting project. When we see existing companies expand, roughly 65% of jobs created in the state of Ohio are created by existing companies. So, we feel at the Port Authority that is our number one goal, our number one job, and one of our large pillars is to work with

the existing companies. We don't create jobs at the Port Authority, government doesn't create jobs, but we can create a climate where jobs can be created. I think you are seeing some of that today.

- 5B's have committed to 100 new jobs. They have run into some weather issues, so it is running a little slower than anticipated, but roughly a \$6 million dollar investment. The walls and foundations have been delivered. The walls will come in concrete sheets and be put up. That is scheduled to be completed sometime next year. They are actively hiring.

That is just a snap shot of some of the companies that have invested and continue to expand in our community with overall over \$32 million that we have tracked creating over 300 new jobs within our community. So again, we are showing signs and strides and continuing to climb that ladder. Are we where we need to be or where we want to be? By no means, we continue to challenge on and do different things. So looking again to the future, again some of the parks, the Airport Business Park, the Eastpointe Business Park, and Northpointe we are running out of space. We have to be deliberate about creating new vacant land, developing properties, and creating opportunity to get involved in some of the project leads we receive through our office. The worst thing that can happen on a daily basis with us and it doesn't happen on a daily basis, but it happens on a monthly basis is; we have a project that comes to us and we don't have a building where they can fit or we don't have sixty acres where they can locate. To me when we are out of the game and not being able to submit to these potential leads that a lot of times want to come into the community; that is really something that we have to look at.

So, the National Road Business Park, my board, and the county commissioners in partnership again with the City of Zanesville are looking to develop a 203 acre site off of the airport exit. So our investment from the Port Authority standpoint, the county commissioners, and we will be coming to Council probably around the first of next year to talk about some potential investment for water and sewer projects, for roadway works, and those types of efforts.

At this point, we do have some grant funding sources that are out there.

- We have received \$243,000 from the Ohio Department of Transportation.
- We have a Rural Business Development Grant (RBDG) that is out there for half a million dollars and it is through the USDA
- We just recently finished a traffic study at the airport exit for the entire interchange because we are seeing a lot of activity out there so we are looking to do some traffic enhancements in that area. We received \$18,400 to do that and we have \$500,000 access roads running through the Appalachian Regional Commission (ARC) and the Governor's Office of Appalachia (GOA).

We have really been out there trying to get some dollars to put into this project. I think that is always important. We have had every study that you can think of done on this property: from phase one environmentals, wetlands assessments, to cultural reviews, and we have had a lot of things done. A site planning preliminary engineering and those things have been done. Roughly \$100,000 in studies; and it is not in this slide, but we

leveraged about 60% of those dollars. We still have our partners, so our out of pocket we are roughly about \$40,000 with those, because this is a large investment. It is a large investment for the community so we want to go into it and know everything we possibly can to make the best decision for the community. So the immediate goal again is the 203 acre site. This could house a million square foot facility. So to put that into perspective if you drive to the Eastpointe Business Park and you see the Dollar General Distribution Center, which is a 1.2 million square foot facility; this would house something just a tad smaller than that on a 71 acre parcel. So, again when we are getting some leads, those are leads that we can't submit to so I need this commodity to get that done. The environmental studies have been done for several sites.

The last is just to mention the Joint Economic Development District (JEDD) that has formed. These are something that has grown over time and I think the City of Zanesville, the Port Authority prior to me, and the County Commissioners when the Eastpointe Business Park was formed was very forward thinking. Very forward thinking in the fact that we can give a lot as a community and incentivize companies to come here that are going to continue to raise the bar, but there is also big investments they are taking on by government and the people of Muskingum County. So, what a JEDD does is create a revenue stream to get some pay backs. Pay backs on infrastructure investments, paybacks on roads, paybacks on potential rail, and even paybacks for creating the next opportunity for the residents of your city or your county by investing more into economic development. So ultimately my goal, I think the first time I spoke to you, was to have our organization be self-sustainable over a period of time and I think this is a way we can get there and that is what we are working toward.

Here is a bit of a layout and again there are some layouts of the Eastpointe Business Park when it was first done and it looks nothing like the Eastpointe Business Park to be quite honest. So we don't put a lot of stock and we don't invest a lot of money in this, but this kind of gives just a picture. That is a million square foot facility that you see to the left and you see a two hundred thousand square foot facility just to the bottom of the page. You can see the road access that would come in. There is a lot of opportunity to house and be flexible, because there could be a lead that would come that would take the whole 203 acres. This would give opportunities for a lot of flexibility. That is what we need to be at all times.

So some of the data, currently in Muskingum County, that we looked at. This is a chart that we look at on a regular basis and I just spoke to sophomores at a local high school about opportunities down the road; where are the opportunities? Where are the jobs going to be in our area and where are the institutions that you can go to too be trained? It is funny, because they exist right here in what they are doing. If you look at this chart, the chart of the industry clusters, the X axis you will see is kind of the average wage in Muskingum County, but some of the jobs that we are looking at in the future are the bubbles above. So, coal, oil, oil and gas, power utilities, healthcare, and construction are all ones that we see in the next ten years showing growth and those are some of the higher paying jobs that we have; as well as, food manufacturing, the chemical industry, metal, and product manufacturing. So, looking at those numbers we pay a lot of