

1 **BILL NO. S-14-03-02**

2 **SPECIAL ORDINANCE NO. S-23-14**

3 AN ORDINANCE approving the awarding of the
4 2014 CONTRACT FOR DIRECT MARKETING
5 SERVICES BY THE CITY OF FORT WAYNE,
6 INDIANA, AND NORTHEAST INDIANA
REGIONAL PARTNERSHIP for the DIVISION OF
COMMUNITY DEVELOPMENT.

7 **NOW, THEREFORE, BE IT ORDAINED BY THE COMMON COUNCIL**
8 **OF THE CITY OF FORT WAYNE, INDIANA;**

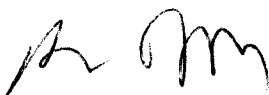
9 **SECTION 1.** That the 2014 CONTRACT FOR DIRECT MARKETING
10 SERVICES between the City of Fort Wayne, and NORTHEAST INDIANA
11 REGIONAL PARTNERSHIP for the DIVISION OF COMMUNITY
12 DEVELOPMENT, respectfully for:

13
14 direct marketing of county and regional assets, operation and
15 maintenance of a regional webpage, research support and
16 access to data attendant to direct marketing and in support of
related economic development activities of the Partnership and
full engagement in regional planning and communication forums:

17
18 involving a total cost of ONE HUNDRED TWENTY-FIVE THOUSAND AND
19 NO/100 DOLLARS - (\$125,000.00) all as more particularly set forth in said
20 CONTRACT FOR DIRECT MARKETING SERVICES which is on file in the
21 Office of the Department of Purchasing, and is by reference incorporated
22 herein, made a part hereof, and is hereby in all things ratified, confirmed and
23 approved.
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SECTION 2. That this Ordinance shall be in full force and effect from and after its passage and any and all necessary approval by the Mayor.



Council Member

APPROVED AS TO FORM AND LEGALITY

Carol Helton, City Attorney

Carol Helton, City Attorney
by BTB

**CONTRACT FOR PROFESSIONAL ECONOMIC DEVELOPMENT SERVICES
BY AND BETWEEN THE CITY OF FORT
WAYNE, INDIANA AND
NORTHEAST INDIANA REGIONAL PARTNERSHIP**

THIS CONTRACT is entered into as of the 18 day of February 2014, by and between the City of Fort Wayne, Indiana ("Public Entity") and the Northeast Indiana Regional Partnership ("Partnership").

WHEREAS, the Public Entity has a need for professional marketing services in the area of economic development activities in the City of Fort Wayne; and

WHEREAS, the Public Entity desires to engage in certain activities necessary for development of the economic base of the City of Fort Wayne; and

WHEREAS, the Public Entity desires to engage the Partnership to render certain assistance in connection with such undertakings; such as direct marketing of county and regional assets, operation and maintenance of a regional webpage, research support and access to data attendant to direct marketing and in support of related economic development activities of the Partnership and full engagement in regional planning and communication forums.

NOW, THEREFORE, the parties hereto do mutually agree as follows:

A. **Scope of Services.** The Partnership shall perform at least sixteen hundred (1600) hours of direct marketing services and economic development activities—as more particularly described in the original case statement for the Northeast Indiana Regional Partnership, per calendar year quarter under this contract in a satisfactory and proper manner (the "Direct Marketing Services").

B. **Time of Performance.** The Direct Marketing Services are to commence on January 1, 2014 and shall be complete in a timely manner as required by the Public Entity, but shall not extend beyond December 31, 2014.

C. **Compensation.** The Public Entity and the Partnership hereby agree that the fees paid to the Partnership will be a fixed amount of One Hundred and Twenty-Five Thousand (\$125,000) and shall be paid to the Partnership for the Direct Marketing Services. Said amounts shall be paid in Four (4) installments of Thirty-One Thousand, Two Hundred, and Fifty Dollars (\$31,250.00), the first of which shall be due by April 1, 2014. The Partnership shall invoice the Public Entity for Direct Marketing Services already provided. Said invoice shall describe the activities and Direct Marketing Services performed by the Partnership.

D. Changes. The Public Entity may, from time to time, request changes in the Scope of Services to be performed hereunder by the Partnership. Such changes, including any increase or decrease in the amount of the Partnership's compensation, if mutually agreed upon by the Public Entity and the Partnership, shall be incorporated in written addenda to this Contract. The Partnership may request a change in the maximum amount payable by the Public Entity in the event that said maximum amount does not provide just compensation for the Direct Marketing Services provided hereunder. The Public Entity may request a decrease in the amount payable hereunder in the event that the Partnership does not adequately perform the Direct Marketing Services hereunder. However, in no event may the Partnership request a compensation adjustment due to variances between the Partnership's estimated and actual cost of providing the Direct Marketing Services that the Public Entity has contracted for hereunder. The parties agree to negotiate in good faith any such adjustment.


E. Personnel. The Partnership represents that it will be responsible for performance of the Direct Marketing Services. All Direct Marketing Services required hereunder will be performed by the Partnership or its agents and all individuals engaged in the work shall be fully qualified and shall be authorized or permitted under State and Local law to perform such Direct Marketing Services.

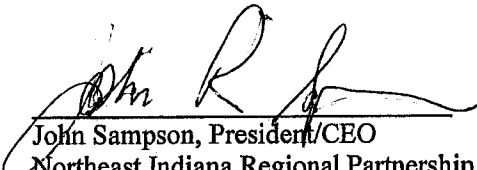
F. Partnership Records Maintenance. The Partnership shall maintain accounts and records, including personnel and financial records, adequate to identify and account for all costs pertaining to this contract and such other records as may be deemed necessary to assure proper accounting for all project funds.

G. Compliance with Local Law. The Partnership shall comply with all applicable laws, ordinances and codes of the State and Local governments.

H. Independent. By contracting with the Partnership for the Direct Marketing Services hereunder, the Public Entity is not delegating any of its economic development decision-making authority and will continue maintaining economic development services as incumbent upon public entities.

IN WITNESS WHEREOF, the Public Entity and the Partnership have executed this Contract as of the date first above written.


Karl Bandemer, Deputy Mayor
Community Development Division
City of Fort Wayne


John Sampson, President/CEO
Northeast Indiana Regional Partnership



Engage • Innovate • Perform

City of Fort Wayne
Community Development
200 East Berry Street, Suite 320
Fort Wayne IN 46802
260.427.1127

COMMUNITY DEVELOPMENT

Thomas C. Henry, Mayor

www.fwcommunitydevelopment.org

To: Common Council
Introduced: March 11, 2013
Discussed: March 25, 2014

From: Greg Leatherman, Division Director
Community Development

Date: March 5, 2013

Re: Northeast Indiana Regional Marketing Partnership

In the 2014 CEDIT Plan, Council approved \$125,000.⁰⁰ in the marketing budget to be used for our marketing contract with the Northeast Indiana Regional Marketing Partnership

The Northeast Indiana Regional Marketing Partnership will undertake direct marketing of county and regional assets, operation and maintenance of a regional webpage, research support and access to data attendant to direct marketing and in support of related economic development activities of the Partnership and full engagement in regional planning and communications forums.

The work that the Northeast Indiana Regional Marketing Partnership will do is extremely critical to our ability to market the new and expanding employers in the Northeast Indiana region.

We request that you approve the 2014 contract. Thank you for your attention to this important matter.

3-3-15

S-14-03-02
Date 3-18-14



The Regional Cities Initiative

Transforming our Region into a National Economic Powerhouse

Northeast Indiana's Objective

Submit a compelling proposal for transformational quality of place assets to position Fort Wayne and Northeast Indiana as the lead Regional City and achieve state support. We will balance quality of place assets for a vibrant urban core to achieve national recognition and reflect a connected, collaborative regional community.

What is the Regional Cities Initiative?

The Regional Cities Initiative is a public-private partnership proposed and led by Governor Pence with support from the Indiana Economic Development Corporation (IEDC). The goal is to transform Indiana's approach to economic development by creating dynamic communities that attract and retain talent.

Regional cities have been invited to submit proposals by July 1 to IEDC with a slate of game-changing quality of life enhancement projects. Pending funding approval by the State Legislature, IEDC will select one or two winning regions to support their transformation plans. Through state, local, and private sector commitments, nearly \$1 billion could potentially be leveraged over 8-10 years.

Why is the state pursuing this initiative?

The single biggest threat to economic development in Indiana is population stagnation. Indiana must establish its major cities (and their supporting regions) as centers for talent attraction and retention.

Why is Northeast Indiana pursuing this initiative?

Through its study of other best-practice regions nationwide, IEDC notes that community transformation is inspired by (1) a vision of a bigger and brighter future *and* (2) committed, collaborative leaders. Because of this, we believe Northeast Indiana is uniquely positioned to qualify for this initiative. Our unprecedented collaboration around Vision 2020 combined with our reputation for implementing bold plans, positions Northeast Indiana to fast track our progress in this partnership with the state. This initiative is perfectly aligned to Northeast Indiana's efforts to develop, attract and retain talent.

Who is involved locally?

The Northeast Indiana Regional Partnership and Greater Fort Wayne Inc. are spearheading the process. They initially assembled a working group of economic developers from the region for the purpose of hiring a consultant and assembling a formal Steering Committee to oversee the process. The Steering Committee was then assembled to:

- Ensure regional collaboration with all 10 counties
- Recognize IEDC's focus on creating a dynamic urban core
- Garner participation from Northeast Indiana's young professionals.

Additional stakeholders already at work building Northeast Indiana quality of place will be engaged through interviews, focus groups, and an online survey. The region's application to the state will be posted for public comment in June.

Fourth Economy Consulting was hired to guide us through this process, offer technical advice, and provide a framework for complying with the requirements of the Regional Cities proposal. Day-to-day activities will be led by the Northeast Indiana Regional Partnership and Greater Fort Wayne Inc. with additional support provided by IPFW's Community Research Institute.

Who is serving on the Steering Committee?

Tim Pape, co-chair
*Allen County-Fort Wayne
Capital Improvement Board*

Dave Arnold
Fort Wayne Downtown Improvement District

Adam Bouthot
Millennial Leaders Alliance

Therese Brown
Allen County

Whitney Caudill
Manchester University

Tim Ehlerding
Wells County

Dr. Sherilyn Emberton
Huntington County

Keith Gillenwater
Wabash County

Scott Glaze
Fort Wayne Metals

Sam Graves
Young Leaders of Northeast Indiana

Karl Bandemer, co-chair
City of Fort Wayne

Kathy Heuer
Whitley County

Kenneth Jones
Lutheran Health Network

Nancy Jordan
Lincoln Financial Group

Dr. Zubair Khan
40 Under 40 Award Winner

David Koenig
Steuben County

Tom Leedy
Noble County

(In process)
LaGrange County

Susan Mendenhall
Arts United

Ken McCrory
DeKalb County

Melissa Norby
Adams County

Mike Packnett
Northeast Indiana Regional Partnership

Kate Riordan
Knight Cities Challenge

Lori Rose
Fort Wayne Trails

Melissa Schenkel
Vera Bradley

Joe Svitek
Ash Brokerage

Ron Turpin
Greater Fort Wayne Inc. -

Marshall White
Unity Performing Arts Foundation

Pone Vongphachanh
Upstate Alliance of Realtors

Rob Young
Community Foundation of Greater Fort Wayne

What is considered a "regional city"?

A regional city is a self-identified region in the state of Indiana, so in the case of Northeast Indiana, the region consists of 10 counties: Allen, Adams, DeKalb, Huntington, LaGrange, Noble, Steuben, Wabash, Wells and Whitley. The Steering Committee will have a regional footprint and stakeholder input will be gathered from all 10 counties.

What is HB1403?

HB1403 is legislation that

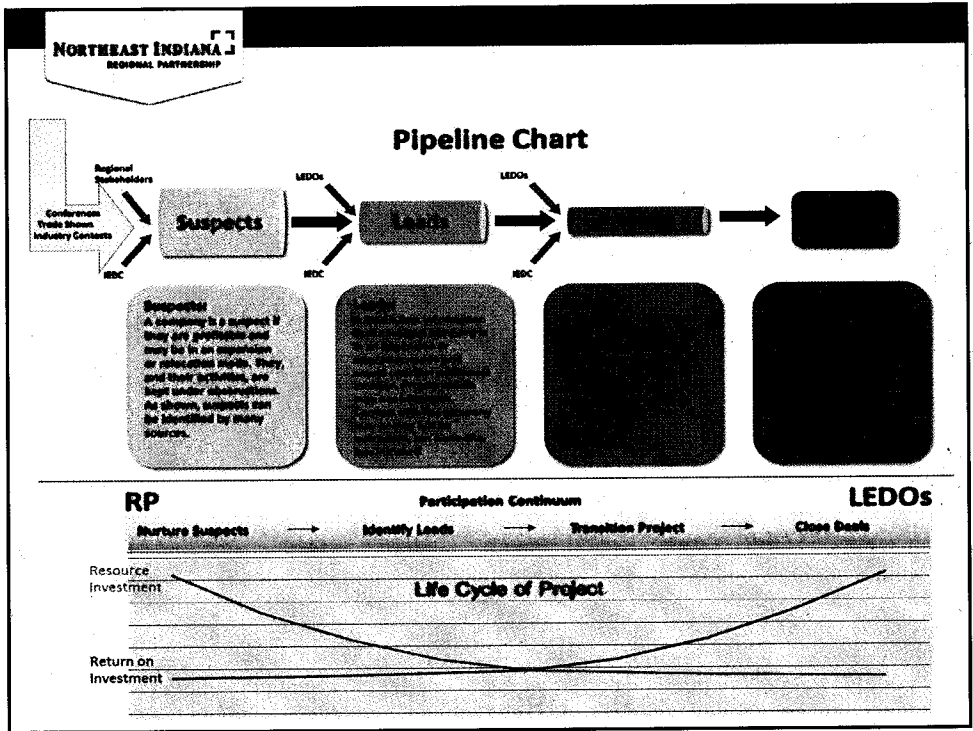
- enables the state to financially partner with regions
- creates the Indiana Regional City Fund that will be administered by the IEDC
- requires that applicants be development authorities and expands the permissible units that may establish a development authority (RDA).

How will regional cities be chosen?

Applicants have been asked to submit proposals for their self-identified regions to be considered by the IEDC, which will oversee the initiative. Up to two regional cities will be chosen and funded if HB1403 passes. Projects will be reviewed based on greatest economic potential; degree of regional collaboration; and the level of state financial commitment and potential return on investment.

What types of projects are being proposed and how many will be chosen?

The state is looking for quality of place projects that have significant economic impact. Existing plans from the 10 counties (Vision 2020, Thrive, Stellar, Riverfront Plan, etc.) will be leveraged to create a final slate of approximately 50-60 projects.



NORTHEAST INDIANA REGIONAL PARTNERSHIP

Recent Projects

- » Oct 2 – Project Titan | Manufacturing | Canada Sales Trip
- » Oct 3 – Project Melinda | Plastics Molding | 310/FDI
- » Nov 13 – Project Ron | Med. Dev. | Site Selector
- » Nov 13 – Project Foxtrot | Manufacturing | Site Selector
- » Nov 18 – Project Risotto | Automotive | Europe Sales Trip
- » Nov 20 – Project Rockhampton | Manufacturing | 310/FDI
- » Dec 13 – Project James | Foundry | Site Selector

134 million national media impressions

NORTHEAST INDIANA REGIONAL PARTNERSHIP

NORTHEAST INDIANA REGIONAL PARTNERSHIP

2014 Business Attraction- Results

| 50 Visits to Site Consultants' Offices | 5 Site Consultant Visits to NEI | 9 Sales Trips Made to US Cities | | | | | | | | | | | | | | |
|--|--|--|------|-----------------|----|---|----|----|----|----|----|----|----|----|----|----|
| 5 Foreign Direct Investment Missions Canada * Germany * Italy * Japan Switzerland * United Kingdom | 111 Countries Visiting NEIndiana.com | 20 Project Leads Issued | | | | | | | | | | | | | | |
| | 8 Total Project Wins to Date | <p>Certified Sites</p> <table border="1"> <thead> <tr> <th>Year</th> <th>Certified Sites</th> </tr> </thead> <tbody> <tr><td>09</td><td>6</td></tr> <tr><td>10</td><td>12</td></tr> <tr><td>11</td><td>13</td></tr> <tr><td>12</td><td>16</td></tr> <tr><td>13</td><td>15</td></tr> <tr><td>14</td><td>17</td></tr> </tbody> </table> | Year | Certified Sites | 09 | 6 | 10 | 12 | 11 | 13 | 12 | 16 | 13 | 15 | 14 | 17 |
| Year | Certified Sites | | | | | | | | | | | | | | | |
| 09 | 6 | | | | | | | | | | | | | | | |
| 10 | 12 | | | | | | | | | | | | | | | |
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| 13 | 15 | | | | | | | | | | | | | | | |
| 14 | 17 | | | | | | | | | | | | | | | |

*All stats reflect 2014 except wins to date.

WWW.NEINDIANA.COM

File Copy



**GREATER
FORT WAYNE INC.**

May 20, 2014

Dear City Council members,

Greater Fort Wayne Inc. applauds the City and members of Council for the City's focus on sound fiscal policy and their continued efforts to find solutions to fiscal challenges facing the City. We encourage continuous improvement and support opportunities to improve efficiency and cost savings that make our community attractive to business.

GFW supports policies that enable local government to be flexible and more efficient in its operations. It is important and good practice to regularly review City policies including collective bargaining standards and all city employee policies regarding human resources such as compensation and benefits due to the large cost and percentage of the budget.

The current collective bargaining proposals before Council have revealed inefficiencies and potential cost saving measures. However, due to the complexity and cost of this issue, more time should be given for public discussion and to fully explore all the possible solutions.

We encourage you to continue to discuss this issue more in depth in order to find the best solution for the City and taxpayers.

Sincerely,

Mark Becker
President/CEO
Greater Fort Wayne Inc.

3-25-14

TO: whom it may concern.
From: Marcus E. Mitchell JR

This is a list of retail & restaurants that I think need to come to the South & South East side of Fort Wayne, IN. I, have put in force a signed petition list with well over 500 signatures. I Persist in trying to accomplish my goal to bring forth retail & restaurants business to bring back growth & stability to the South Side. Even a person such as myself have a disability, but could gain from a strong & growing community. I, can only hope that you take into consideration my thoughts & efforts on this matter. With my appreciation,

Sincerely,
Marcus E. Mitchell JR

Pis / This is my contact info below.
Phone No# (260) 602-7401
Address: Ewing Street APT No# 503

Outlet Mall

Please bring white cattle - cheese cake factory and restaurant. Put store on south side town best city come in fort Wayne. Put in the business. Old Target store Hard rock cafe down stair. Up stair retail store Kim Kardastion woman cloth and Tori Spelling woman cloth Kide cloth shoe buy gift. Mary Kate - Ashley Olsen woman cloth - Kide cloth. Venus William's - Serenawoman cloth and kide cloth shoe. Jayz men cloth - baby cloth - Beyone woman cloth and shoe Jeweler's Kevin Nash men cloth and kide cloth toy. Michal Jordan men cloth shoe. South town center's Kottl's department - steak n skake Best buy movie theatre's I hop Petsmart shoe carnival Toy's R US chick Fil - A Papa John PIZZA Fire House sub. Old Krmat store Buffalo wild wings Burling coat factory Build a bear workshop value city department store Hobby shop Baskin robbin's cracker barrel Meijer Big Lot's water park complex Hightech Hotel and church restaurant's retail complex Culver's Frozen custard golden corral Logan's road House Olive garden Quaker steak - Lube smokey bone's bar - Fire grill bob Evan's Apple bee's Dick's Sport good sam's Club skate board's complex Bath body work old Navey

Downtown High Tech Student House
and retail store restaurant movie theatre
and Office development. Fort Wayne
Woman Soft League call blue chip
Share same Field at Tin Cap's
you want food center's grocery's
Downtown Tiffany Jeweler's
downtown area BMX race in ~~the~~ Doo
complex downtown river boat taxi
Kide Museum downtown
Put tin cap's restaurant cross stadi
Walgreen and CVS.



**GREATER
FORT WAYNE INC.**
ECONOMIC DEVELOPMENT

Economic Development Work Plan

Mission Statement: The economic development mission of Greater Fort Wayne is to assist with the creation and retention of quality jobs for area residents by recruiting new base employers and by retaining and expanding existing base employers.

- 1. Lead Economic Development Organization: Serve as the primary community resource for economic development information. Ensure that the local participation on all business retention, expansion and attraction projects is coordinated by serving as the community's project coordinator.**
 - a. Educate area brokers, bankers, accountants, attorneys, utilities, developers, legislators, universities, investors on the benefits to clients of GFW services
 - b. Reestablish process flow and standard operating procedures for coordination of local projects
 - c. Actively market GFW as the lead economic development organization for Fort Wayne/Allen County

- 2. Business Retention & Expansion: Conduct a first-class business visitation program focused on real-time business problem solving that actively reaches out to local businesses to identify the business's needs and opportunities, connect them to appropriate community resources and educate them on the services available through GFW and partners.**
 - a. Reinvigorate the "BizViz" program and reestablish its mission and value to area companies
 - i. Rebrand the "BizViz" program
 - ii. Conduct 300 retention visits; visit 25% of the top 100 employers per year; 30% manufacturing, 10% TDL, 20% financial services, 20% medical device, 10% defense, 10% technology
 - iii. Log BRE visits and track business intelligence in Executive Pulse system
 - iv. Track aggregate data annually and compile data for the annual report to determine trends and deficiencies
 - v. Provide follow up to businesses with connections, resources, programs that would be beneficial to the company's growth
 - b. Participate in cluster organization meetings (NIDIA, etc.) and work to create new targeted cluster associations to promote business expansions through intelligence and a strong workforce
 - c. Determine the need for networks or associations for other targeted industries/clusters/concentrations
 - d. Work to convert leads/prospects to projects and wins
 - i. Maintain an economic development scorecard to track project status and review at monthly ED Committee meeting
 - ii. Perform site and building searches based on company criteria
 - iii. Assist companies in navigating land use and permitting processes
 - iv. Coordinate with utility providers to ensure adequate service is available
 - v. Identify incentives and programs available for each individual company's project
 - e. Survey companies post project to determine satisfaction with services

- f. Connect businesses with GFW's business services division and identify additional services that would benefit companies

3. Business Attraction: Work collaboratively with our partners including the Northeast Indiana Regional Partnership to effectively market the community to prospective companies and secure projects and investment in the community.

- a. Track and maintain an ongoing list of common criteria found in Requests for Proposals from referring partners and direct inquiries to guide product development discussions
- b. Respond to RFPs from referral partners and direct inquiries within the project specific time parameters, track percentage of projects we can't respond to and why
- c. Identify incentives and programs that would be beneficial to the company
- d. Work with local industry to identify supply-chain development opportunities and develop individualized supply chain marketing materials
- e. Target market the community to specific industries that will help us achieve growth goals
- f. Survey companies post project to determine satisfaction with services
- g. Actively reach out to prospective businesses and site selectors through marketing and communications efforts to promote the community

4. Product Development: Work collaboratively with partners to develop strategies and funding models to support the innovative development of our community product (*sites, buildings, and infrastructure*) and incentive programs that make the community more attractive for business investment and talent attraction/retention.

- a. Continue to encourage the development of our "product"
- b. Actively participate in the revamp of the permitting process and ordinance streamlining
- c. Support city, county and airport efforts to acquire land for development
- d. Identify and assist with the preparation of sites for "Shovel Ready" or "Site Ready" certification
- e. Actively participate in defining incentives and programs that work for businesses
- f. Participate in monthly utility infrastructure planning meetings
- g. Coordinate Product Development Sub-Committee focused on the development of land, building & transportation assets as well as transportation & process improvements

5. Entrepreneurship: Convene community partners to develop and enhance the entrepreneurial ecosystem of the community through innovative partnerships to position the community as a model for entrepreneurial growth and attraction.

- a. Utilize JumpStart report to identify gaps in the ecosystem
- b. Work with partners to determine roles and responsibilities
- c. Work with partners to identify and develop entrepreneurial programs
- d. Coordinate Entrepreneurship Sub-Committee focused on sustained efforts to encourage entrepreneurial development
- e. Actively market the entrepreneurial ecosystem and support the efforts of partners in entrepreneurial development

6. Downtown Development: Develop implementation and marketing strategies to advance the momentum of development downtown. Collaborate with partners on community planning and engagement efforts that set a strong strategic vision for downtown and the riverfront.

- a. Develop a downtown marketing strategy in coordination with partner
- b. Work with partners to develop a downtown business visitation program
- c. Actively participate in defining incentives and programs that work for businesses

- d. Engage in local planning efforts related to downtown development to advocate for economic development opportunities
- e. Provide staff to the Downtown Development Trust
- f. Coordinate Downtown Development Committee focused on sustained efforts to set and implement a strategic vision for downtown

7. Airport Development/Service: Partner with the Airport Authority on the development and marketing of air service and airport assets as strategic economic drivers in the community.

8. Quality of Place: Advance the "Quality of Place" by advocating for, developing and supporting projects and programs that make the community more attractive to companies and individuals in order to secure business investment and talent attraction/retention.

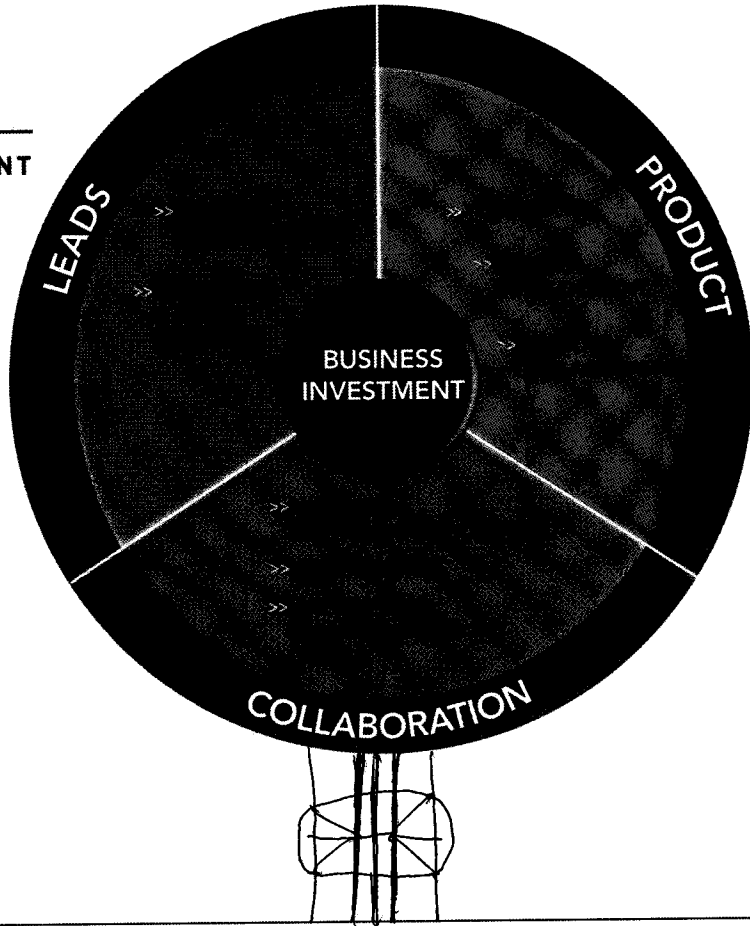
- a. Evaluate and determine strategic role in retail development
- b. Identify and create data sets that will be useful to commercial/retail realtors
- c. Collaborate with two major malls to assist in their efforts to attract high quality tenants
- d. Actively support partners, committees and other organizations to advance the marketing of our quality of place

THE PARTNERSHIP'S MISSION:

**LEADS +
PRODUCT +
COLLABORATION**

=BUSINESS INVESTMENT

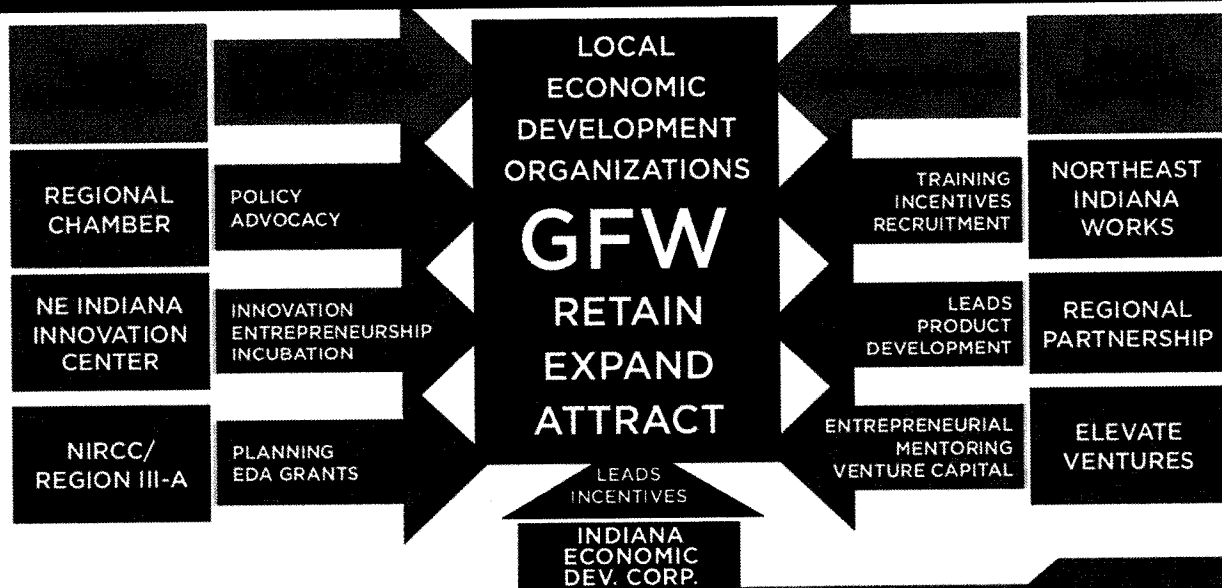
Mission: To attract new business investment by generating business leads and building regional capacity through product development and effective regional collaboration.



NORTHEAST INDIANA
REGIONAL PARTNERSHIP
www.NEIndiana.com | (260) 469-3469

INTEGRATED ECONOMIC DEVELOPMENT

Grow the economy of Northeast Indiana



ADAMS // ALLEN // DEKALB // HUNTINGTON // LAGRANGE
NOBLE // STEUBEN // WABASH // WELLS // WHITLEY

NORTHEAST INDIANA
REGIONAL PARTNERSHIP

ROI: Fort Wayne Top Ten List

1. PROJECTS ISSUED & WON: Since 2010, the Partnership has issued 76 leads and contributed to 10 project wins. Of the 18 projects issued in 2013, Fort Wayne/Allen County was involved in 17. Of the eighteen 2014 projects, three were leads exclusive to Fort Wayne.

2. SITE SELECTOR VISIBILITY: In the past four years, the Partnership has brought 20 site selectors to the region and has visited an additional 180.

3. PER CAPITA INCOME INCREASED: Multiple-decade decline in per capita personal income has been reversed. Between 2011 and 2012, PCI increased 1.3% relative to the national average. The result is an additional \$1.2 billion circulating in Northeast Indiana's economy.

4. INTERNATIONAL EXPOSURE: Thirteen foreign direct investment trips conducted and 82,181 web visits from outside Indiana and internationally (Jan 2010-Feb 2014).

5. REGIONAL LEADERS INVEST IN FORT WAYNE: Over the last three years, the Regional Opportunities Council has invested \$144,000 in priorities directly aligned with the City of Fort Wayne (talent, riverfront development, entrepreneurship, FWA air service).

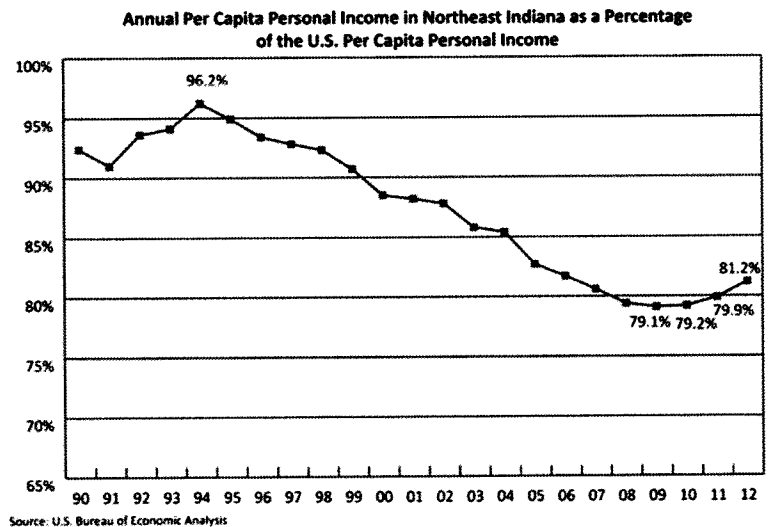
6. NATIONAL MEDIA ATTENTION GAINED (2013): Over 63 million media impressions in national, international and trade publications have been generated in the last two years that mention Fort Wayne specifically (119 million impressions for all Northeast Indiana). This includes publications like the *Wall Street Journal*, CNBC.com and NBC.com.

7. TALENT DEVELOPMENT FROM LILLY GRANT (\$20 MILLION): Retrained over 3,000 adult workers; invested in engineering program at IPFW; developed advanced manufacturing lab at Ivy Tech and opened eight New Tech schools (6 high and 2 middle).

8. CHOSEN FOR NATIONAL PARTNERSHIP: Fort Wayne/Northeast Indiana is one of only 20 MSAs nationwide selected to partner with the Lumina Foundation on its talent development efforts. This means national recognition as well as significant technical and planning assistance from top national leaders.

9. TRUSTED SOURCE FOR REGIONAL DATA: Developed a comprehensive Regional Dashboard to track key economic growth measures; actively track target industry growth via the Business Dynamics Report; and launched the IPFW Governance Study to provide regional perspective.

10. BUILDING AWARENESS & PRIDE: The Your Story Made Here videos that specifically include Fort Wayne have been viewed over 6,600 times. And between 2012 and 2013, the Partnership's social media following has increased nationally by 35%.



Public Hearing Date, if applicable _____

Read the first time in full and on motion by Councilman Russ Jehl
Read the second time by title and referred to the Finance Committee
Committee. Read the third time in full and on motion by Councilman
Jehl, placed on passage by the following vote:

| | <u>AYES</u> | <u>NAYS</u> | <u>ABSTAINED</u> | <u>ABSENT</u> |
|--------------------|-------------|-------------|------------------|---------------|
| <u>TOTAL VOTES</u> | <u>9</u> | _____ | _____ | _____ |
| BENDER | <u>✓</u> | _____ | _____ | _____ |
| CRAWFORD | <u>✓</u> | _____ | _____ | _____ |
| DIDIER | <u>✓</u> | _____ | _____ | _____ |
| HARPER | <u>✓</u> | _____ | _____ | _____ |
| HINES | <u>✓</u> | _____ | _____ | _____ |
| JEHL | <u>✓</u> | _____ | _____ | _____ |
| PADDOCK | <u>✓</u> | _____ | _____ | _____ |
| SHOAFF | <u>✓</u> | _____ | _____ | _____ |
| SMITH | <u>✓</u> | _____ | _____ | _____ |

DATED: 3-25-14 Sandra E. Kennedy
SANDRA E. KENNEDY, CITY CLERK

Passed and adopted by the Common Council of the City of Fort Wayne, Indiana, as
(ANNEXATION) (APPROPRIATION) (GENERAL) (SPECIAL) (ZONING) ORDINANCE
(RESOLUTION) NO. S-23-14 on the 25th day of
March, 2014

ATTEST:
Sandra E. Kennedy
SANDRA E. KENNEDY,
CITY CLERK

Martin A. Bender
PRESIDING OFFICER

Presented by me to the Mayor of the City of Fort Wayne, Indiana, on the 25th day
of March, 2014, at the hour of 3:30 PM o'clock PM. E.S.T.

Sandra E. Kennedy
SANDRA E. KENNEDY, CITY CLERK

Approved and signed by me this 31st day of MARCH
2014, at the hour of 9:00 o'clock AM. E.S.T.

Thomas C. Henry
THOMAS C. HENRY, MAYOR

BILL NO. S-14-03-02

REPORT OF COMMITTEE ON FINANCE

MARCH 18, 2014

*Russell Jehl, Chair
John Crawford, Co, Chair
All Council Members*


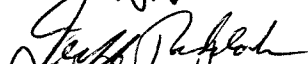

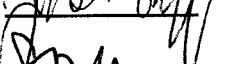
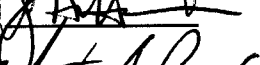
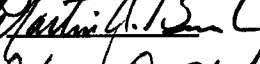



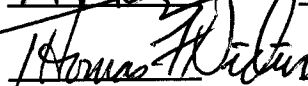
AN ORDINANCE approving the awarding of the 2014 Contract for Direct Marketing Services by the City of Fort Wayne, Indiana, and the Northeast Indiana Regional Partnership for the Division of Community Development. **COMMITTEE ON FINANCE HAVE HAD SAID** Ordinance under consideration and beg leave to report back to the Common Council that said ordinance

DO PASS

DO NOT PASS

ABSTAIN

NO REC

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**SANDRA E. KENNEDY
CITY CLERK**