

Greene County Economic Development Corporation
Executive Director's Annual Report 2010

In June 2010, Greene County Economic Development Corporation completed a basic strategic planning process, finalizing it with the development of an 18-month work plan for the period July 2010 through December 2011. Whereas, in 2007 the focus was on 'dusting off' the various plans and studies around the county and getting something done to implement the recommendations, now the organizational focus is back to the core economic development functions: business attraction, retention and development. The core activity is supplemented with partnering on community development and supported by organizational development activities.

Business Attraction

In the absence of a substantial inventory of existing buildings and sites, together with a very limited budget, site development and community capacity-building are the most viable business attraction efforts to employ. These include continuing to:

- Focus on development areas with greatest potential, including:
 - WestGate (Actions taken include the following)
 - Currently a total of eight (8) buildings have been developed, one of which is a 6160 sq.ft. facility in Greene County (MLE) that houses Computer Sciences Corporation (CSC) and Crane Learning & Employment Center (CLEC.)
 - Attended the grand opening of CLEC in the MLE building. This successful pilot program assists with job placement of military veterans with service-connected disabilities and in need of vocational rehabilitation. CLEC currently has 70 veterans working at Crane and 300 applications on file;
 - Attended grand opening of URS (formerly EG&G) 17,000 sq.ft expansion. The bulk of the 400+ jobs in the tech park are held by residents of five counties: Greene, Daviess, Lawrence, Martin and Monroe.
 - Greene County now owns/has control over three (3) sites totaling approximately 152 acres:
 - Approx. 50 acres set at the NE corner of the Scotland Road (County Road 200 East) and County Road 800 South;
 - Approx. 35 acres set at the NE corner of US 231 and County Road 800 South
 - Approx. 67 acres is in Daviess County with frontage on County Road 800 South just to the southeast of the first property; This property was determined by engineers as the best suited location for a waste water treatment plant serving West Gate, Scotland and the I-69 Interchange;
 - Facilitated WGA development of 960ft road on GC 50.2 acre site, creating an inventory of 6 available 2-3 acre (approx) sites and an additional flexible site of an estimated 10 acres when developed;
 - Supported WestGate Authority's (WGA) successful grant application to the U.S. Economic Development Administration to develop the 62,000 sq.ft. facility to house an academy with up to 37 classrooms, a 10,000 sq.ft conference center, a technology business incubator, and offices for the owner, WGA; EDA approved \$6,664,500 grant toward total project cost of \$8,886,000. 255 jobs are expected to be created and \$10.9 million private investment leveraged;
 - Provided input regarding the interior lay out and make-up of the Academy building;

- Attended WGA strategic planning (LEDOs function in a supportive, advisory capacity).
 - GC waste water treatment plant located at WestGate
 - Provided detailed economic and social info to support the construction permit application for submittal to Indiana Department of Environmental Management (IDEM); As of 12/31/10, GC Redevelopment Commission is currently awaiting its approval;
 - Explored EDA grant as potential funding source;
 - Compared constructed wetlands approach versus package plant (latter chosen);
 - Investigated options for plant management;
 - Provided info and support letter for grant application for Scotland waste water collection system.
 - I-69, including SR-231 exchange; I-69 corridor and INDOT Section 4 development
 - Section 3 from Washington to US 231 is scheduled for completion in 2012 and section 4 from US 231 to IN 37 just south of Bloomington in 2014;
 - Conducted business-government liaison for development of an additional 150 acres North of the SR-231 exchange; ensured inclusion of sites in the service area of the proposed WWTP;
 - Reviewed Sections 3 and 4 Environmental Impact Studies, attended citizens' advisory committee and public meetings, and made recommendations for approval of tight diamond formation at SR-231 exchange and necessary bridges/overpasses;
 - Attended the December INDOT groundbreaking for Section 4;
 - Established salvage reclamation between INDOT contractor and Habitat for Humanity's ReStore.
- Encourage the development of marketable industrial/commercial building sites, including infrastructure
 - Linton downtown revitalization (Linton Redevelopment LLC): Reviewed client's preliminary plans, made recommendations to facilitate plan development, and coordinated public meetings to garner support; providing ongoing support to legal and development consultants;
 - Linton Site 2: approximately 20 acres: Reviewed client's preliminary plans and provided business-government liaison;
 - Attended GC Redevelopment Commission and GC Commissioners meetings, GC County briefings, Linton E.D. briefings, providing research and project support, as necessary, including:
 - Worthington sewer/water line extension project (Pioneer Plant expansion; Open Arms/Fair grounds);
 - Provided info and/or support letters for grant applications for both Linton's and Worthington's water system upgrades; also, for Scotland's sewer collection system;
 - Assisted in developing the timeline for all current/anticipated projects, as a prelude to securing funding for each, including CR-800S expansion and waste water lift stations.
- Support the development and implementation of effective land use ordinances/regulations
 - Assisted in the formation and work of the GC Advisory Plan Commission

- Prepared preliminary recommendations for the creation of, and boundaries for, a specific territory in which the development needs related to I-69 and WestGate can be addressed, in harmony with the recommendations of the GC Comprehensive Plan;
- Provided research and support on relevant issues, including residential subdivision, zoning and other forms of land use management;
- Assisted with Greene County WGA representative's formal request for Advisory Plan Commission to initiate public discussion on topic of zoning.
- Support collaboration efforts e.g. WestGate Authority and Radius I Indiana
 - Attended WestGate Authority, WGA Development Committee, WGA Advisory Committee meetings, providing research and project support, as necessary;
 - Attended Radius I Indiana and RI Defense Sector meetings
 - Supported integration of new senior staff;
 - Coordinated RI staff visitation schedule with key GC stakeholders
 - Assisted in development of key focus areas for action: Defense, Manufacturing and Entertainment, with Education as a component of each;
 - Participated in field trip to Huntsville, Alabama, to explore the community's sophisticated efforts to support its military/defense sector and examine its regional partnership interaction: Teaming, relationship building and synonymous messaging throughout the region's communities were prevalent themes;
 - Department of Defense, Office of Economic Adjustment, presentation regarding its economic indicators research and technical assistance project;
 - RI Defense sector group met with NSWC Crane Extended Enterprise Division staff to collaborate on areas of mutual interest; This is expected to evolve into regular meeting;
 - Assisted in finalizing the job description for the WG General Manager position that will be part of a professional services contract between WGA and Radius I Indiana.
- Provided business-government liaison for Stone Creek Homes, LLC, a modular home/unit manufacturer, exploring locating one of its plants in Linton; plus workforce preparation.

Business Retention

- Under a regional license held by Radius I Indiana, GCEDC is able to access the business retention software, Synchronist®, and has begun an ongoing series of interviews with business leaders in Greene County's industrial sector, specifically targeting larger companies and those identified as in growth mode.
 - Joan chaired the RI Business Retention & Expansion task force; Assisted in review business tracking software and licensing agreement;
 - Attended plant tours as part of business visitation/interview process and/or industrial forum session.
- Assist existing business development, upon request:
 - Ranger Enterprises (\$70,000 equipment purchase)
 - Bloomfield Meat Processing (\$50,000 equipment purchase)
 - Note: J&D Whitehead \$282,000 CEDF grant application failed due to lack of support by Linton City Council. Offered to assist further, if business could locate in the County (outside of Linton's municipal boundaries)
 - Ranard Recycling Center: IDEM grant (materials provided)

- Ranch/Youth camp development; assistance with locating investor/developer

Business Development: Expansions and Start-ups

- Provide support materials for existing and potential businesses, i.e.
 - SupplierINSight
 - GC Community Learning Center offerings
 - SBA Small Business Week
 - IDEM grant availability
 - Conserving Hoosier Industrial Power
 - Industrial Energy Efficiency Forum
 - Warehouse Management System whitepaper from Inbound Logistics.
- Maintain the Greene County Revolving Loan Fund (GCRLF) that was established by utilizing two separate USDA Rural Business Enterprise Grants (RBEG 2009 and 2010) and combining with funds from local sponsors.
 - Secured matching funds from local partners, as required by RBEG application;
 - Formed a fund board and loan review committees to determine application pre-qualifications and loan maintenance procedures, plus to review and approve loan applications;
 - Oversaw the development of a promotional flyer that has been distributed to all local financial institution's loan officers;
 - Solicited among the financial institutions for a partner to service any loans made through the GCEDC-administered GCRLF, i.e. Crane Federal Credit Union;
 - Current active loans: BioGreen, LLC (\$44,000);
 - Applications are accepted via referrals from local loan officers. The typical start-up costs an average of \$12,000.
- Coordinate Industrial Forums as networking opportunities for the Industrial sector and its support businesses.

Community Development

Businesses do not function in a vacuum, so ongoing efforts also include community development activities that will promote a positive business climate:

- HomeTown Competitiveness (HTC)
Cam Trampke of the GC Foundation assumed the role of community coordinator for Greene County's HTC process. Purdue Extension staff, Lindy Miller/Tammy Steiner, continue to work on Youth Engagement and Youth Entrepreneurship. Richard Nichols assumed the role of Chair for the Leadership pillar and coordinates with the Citizen's Academy Leadership Organization (CALO). GCEDC continues work on the Entrepreneurship pillar and supporting grant applications.
 - Participated in HTC strategic planning conducted by the office of Building Better Communities at Ball State University;
 - Entrepreneurship Education: A workshop for business teachers in southern Indiana region was held at Shakamak High School on March 17th, led by Dena Irwin (teacher and member of GCRLF board and HTC Entrepreneurship task force.). A portion of the workshop was set aside to bring in entrepreneurship speakers and promote the teaching of entrepreneurship in high schools;

- Represented Greene County at the inaugural luncheon for Ivy Tech’s Cook Institute for Entrepreneurship at the Bloomington campus;
- “Growing Greene” is the customization to Greene County of the HTC program and a key activity is the development of some form of a “community collaborative council”, a multi-agency effort to coordinate community-benefit and community development activities throughout the county;
- Facilitated support for the GC Tourism group’s effort to launch a “Made in Greene County” store in Bloomfield;
- Attended grant award presentation by Lt. Governor, Becky Skillman.
- State-internal Marketing and Outreach
 - Facilitated the participation of local tourism stakeholders in collaborative efforts with regional partners;
 - Participated as a member of a 3-person panel discussing the topic of Successful Small Town Economic Development, focused on capitalizing on natural assets, such as Goose Pond, at the IUPUI Indiana Land Use conference;
 - Prepared and delivered a presentation that addressed the role of Goose Pond in Greene County’s tourism industry development at the National Resources Conservation Service’s event focused on its role in the development of Goose Pond;
 - Judged at the Future Farmers of America (FFA) District Leadership regional competition;
 - Participated in interview for segment in Goose Pond video by Bill Barnes; to be distributed to raise funds toward a visitor center.

GCEDC Organizational Development

Staff Professional Development

- Brianne attended the second segment (of 3) of Economic Development Institute training;
- Joan sat for the Certified Economic Developers exam and passed Section 1 (of 3);
- Attended in webinars: Cost Segregation as a BRE Tool, Site Development, E.D Fundraising, Retooling for the 21st Century, Asset Mapping, New Market Tax Credits/Recovery Zone Bonds, Indiana Business Climate;
- Attended and networked at the International E.D. Council’s 2010 Annual Conference in Columbus, Ohio, with co-sponsorship by Hoosier Energy (HEPN) and UDWI-REMC;
- Attended and networked at the Annual Mid-America Competitiveness Conference and Site Selector Forum in Chicago, Illinois, with sponsorship by IMPA.

Funding

- Maintained stable funding level (at 2007-2009 rate);
- Negotiated a new contract for professional services with GC Redevelopment Commission;
- Negotiated an updated contract for professional services with Greene County;
- The 2010 Annual Golf Tournament was the most successful to date, with 16 teams and proceeds of \$7,589.