

# EXECUTIVE SUMMARY

A monthly report of activities: November 7, 2006

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## EDC Board selects new president; James Dinkle has two decades of experience in public, private sectors

The Economic Development Corporation Board of Directors has announced that a new president has been hired. James W. Dinkle will assume duties as the EDC president on Dec. 4.

Board Chairman Dick Hamm, who chaired the search committee, said the Board of Directors is eager to begin working with Mr. Dinkle, who has an extensive background in both public and private economic development.

Dinkle was introduced during the EDC Board meeting Nov. 6. Having worked in Randolph County in 1992-93, he said he felt as though he was coming home. He said he is eager to begin work here.

James W. Dinkle earned his bachelor's degree from the University of Kentucky in 1982. He has 20 years experience in economic development at the state, county and municipal levels in Kentucky, Indiana and Illinois.

In 1992-93, Mr. Dinkle resided in Union City while serving in Winchester as president of the Randolph County Community and Economic Development Foundation. From 1993 to 1997 he was the first executive director of the Elmhurst Economic Development Corporation in Chicago's western suburbs. After Elmhurst, he served in 1997-98 as Chicago Mayor Richard M. Daley's Special Projects Manager for the redevelopment of 345 acres of brownfields, citywide.

Mr. Dinkle served as Regional Manager of

Economic Development for BNSF Railway, the nation's second-largest railroad, for nearly five years. He assisted customers and new clients with site selection in Illinois, Iowa, Kentucky, Manitoba, Minnesota, and Wisconsin. His



Dinkle

position required marshaling the Law, Operations, Real Estate, Marketing, Service Design and Engineering departments to close dozen of projects in his territory.

“My economic development experience is unique in that I have been on both sides of the table in this profession. I have practiced economic development in both the private and the public sectors,” he said.

In his spare time, Mr. Dinkle enjoys traveling, yard work, history and most sports. He describes himself as a “voracious” reader and the most recent book that he recommends to others is “Wisdom of Our Fathers” by Tim Russert.

“I am eager to weave myself into the fabric of Wayne County,” he said. “The opportunity to serve the communities of Wayne County is a great honor and I am looking forward to years of success here.”

## Ag economic development initiative starts

The first of three local meetings meant to develop an action plan to guide agricultural economic development was conducted Nov. 7. Nearly 40 local farm producers and agribusiness people attended at Ivy Tech Community College.

The Indiana State Department of Agriculture is focused on eight economic initiatives. The local meetings are intended to let local people decide on three to four initiatives and develop an action plan to address them.

At this first meeting, the group felt that the top three local efforts should be in food processing, pork production and livestock integration. Other areas in the state initiative

include bioenergy, diversification, regulatory coordination and hardwoods.

The EDC is the lead agency for this initiative in Wayne County, working closely with Ivy Tech, Wayne County government, the agribusiness committee of the Richmond-Wayne County Chamber of Commerce, the Purdue Cooperative Extension Service and other groups. Anyone living in Wayne County who is involved in agriculture or agribusiness is invited to participate in this process. The next ag initiative meeting will be at 8 a.m. Dec. 1 in Ivy Tech Community College. For more information about the ag initiative, contact Bob Hansen at the EDC, (765) 983-4769, or [bhansen@edcwc.com](mailto:bhansen@edcwc.com).

## Martus joins outlook panel at IU economic meeting

EDC President Bill Martus delivered a Wayne County outlook as part of the annual Economic Outlook meeting sponsored Monday by IU East. He was part of a panel that outlined expectations for the national, state and local economies for next year.



Martus

Economists from the IU Kelley School of Business said they are cautiously or guardedly optimistic about the coming year's prospects. They said moderate growth is the most likely prospect, expecting a growth in Gross Domestic Product of about 3.0 percent, a little slower than in 2006. They expect inflation will decrease slightly to about 3.0 percent.

Locally, Martus said Wayne County is impacted largely by trends in the nation and state. Several local companies are expanding, including Autocar, Taconic Farms, Osborne International, Howa, Johns Manville and Innatech. The county also has attracted new companies including Dot Foods, Yukiya USA and TBK America. And there is new retail development along East Main Street.

He recognized that increased personal productivity is reducing the number of manufacturing jobs while the total output of manufactured goods is increasing. It is important to continue emphasizing the creation of manufacturing jobs, he said, because wages in that sector are generally higher than for other job sectors.

But, he said, it is important to continue trying to create jobs in new industries, including life sciences. He said the connection between the campuses of the New Reid Hospital and IU East/Ivy Tech/Purdue are important, as is the possible re-use of the old Reid for life science support activities, such as wet lab space.

The Economic Development Corporation Board of Directors' next meeting will be at 4 p.m. Monday, Dec. 4, at Friends Fellowship Community Room, Richmond.

The EDC wishes to thank the Uptown Innovation Center for hosting the Nov. 6 board meeting.

## Workforce development is addressed in conference

About 30 people, most either business owners, managers or HR managers, attended the Good to Grow conference on Nov. 3 at Ivy Tech Community College. They learned about publicly offered programs to help their companies become more competitive by helping their workers learn new skills and attitudes.

Jim Buckler, manager of the Richmond office of the Dept. of Workforce Development, and Acacia Martinez of East Central Opportunities, talked about the services offered there; Kim Thurlow of Ivy Tech and Christie Joy of Richmond Schools adult education spoke about locally offered training that can be customized for company's specific needs; Tracy Hartman of the Alliance for Strategic Growth and Charlie Sparks, regional director for the Indiana Economic Development Corp. outlined state grant funding that can help pay for training; and Kathryn Metcalf and Cathy Clayton talked about the Production Skills Certification course offered by the Manufacturing Skills Council.

Jim Maley of Visteon also shared information about the Gateway Training Partnership, a group of local firms that go together to offer training courses.

The existing business program of EDC worked with Ivy Tech Community College, Richmond Adult Education, the LIFT Program of AFL-CIO, the Department of Workforce Development, the Indiana Economic Development Corp., the state Department of Education Adult Education Division and the Richmond-Wayne County Business-Education Liaison.

## Forum helps businesses think about emergency planning

About 35 business owners and managers attended our first existing business forum on Oct. 12, called Business Survival.

This breakfast meeting included presentations by Greg Carter, a pandemic disease specialist at Reid Hospital and Health Care Services; Ron Sharp, deputy director of the Wayne County Emergency Management Agency; and Rob Snell, information technology manager for the accounting firm of Brady Ware.

The meeting was intended only to get businesspeople thinking about the need for emergency planning.

## Business succession will be addressed Thursday morning

If you are a small business owner, what will you do when it's time to retire? Or what happens if illness or catastrophe suddenly takes you away from the business you have built?

Business Succession Planning is the topic for a breakfast forum this Thursday, Nov. 9, at the MCL Cafeteria in Richmond.

A panel of succession planning consultants including attorney Doug Oler, banker Joe Chamness, accountant Jeff Jackson and Director Jim Kraft of the Small Business Development Center will talk about how to develop a succession plan. Rob Quigg will relate the need to have a plan. Kevin Ahaus will talk about a successful plan.

The meeting will start with breakfast at 7:30 a.m. in the MCL Cafeteria, and will end at about 9 a.m. Breakfast and materials cost \$10. If you haven't registered but wish to attend, walk-ins are welcome.

## Staff and activity highlights

Here are highlights of reports presented during the Nov. 6 EDC Board meeting:

- We had two new attraction projects and one site visit, looking for a biofuels location;

- We're working extensively with TBK America on their luncheon and open house program, set for Nov. 27;

- Our community development program is working with the Town of Milton on a Community Development Block Grant planning grant;

- The Indiana Industrial Development Grant for Taconic Farms has been closed out;

- The EDC board approved a \$62,500 grant to a local company to help pay the expenses of moving equipment to Wayne County. The firm is bringing about 20 new jobs here;

- The CDBG Site Monitoring appointment for the Wayne County Health Center will be Nov. 15. The Health Center received an Outstanding Award from the Chamber of Commerce's Community Development Committee.

- The Small Business Development Center is having a record year, having assisted in securing financing for nearly \$4 million in projects so far. The previous record year was less than half of this year's total.