

# EXECUTIVE SUMMARY

A monthly report of activities: July 14, 2006

Supported by  
Wayne County and  
the communities of  
Cambridge City  
Centerville  
East Germantown  
Economy  
Greens Fork  
Hagerstown  
Milton  
Mount Auburn  
Richmond  
Spring Grove  
Whitewater

Board of Directors:  
Dick Hamm, chairman  
John Zetzi, vice chairman  
Eugene Kates, secretary  
William Harris, treasurer  
Joe Chamness  
Angie Dickman  
Gary Hackman  
Steve Holman  
Jeff Jackson  
Roger Kem  
Chad Semler  
Carol Smyth

EDC Staff  
Bill Martus, president and  
chief executive officer  
Renee Doty, manager of  
community development  
/public relations  
Valerie Johnson,  
administrative assistant/  
project specialist  
Bob Hansen, manager of  
business retention and  
expansion

Small Business  
Development Center  
Jim Kraft, director  
Theresa Lindsey, assistant  
director

Contact us:  
WayTru Plaza,  
5<sup>th</sup> & South A Streets,  
Richmond, Indiana  
(765) 983-4769  
Web: [www.edcwc.com](http://www.edcwc.com)

## Wayne County taking more steps to support job creation

Wayne County is taking more steps to remain competitive in job development efforts. The county has created a Department of Redevelopment and appointed members to a Wayne County Redevelopment Commission. One of that group's first efforts will be creating a TIF district for the Indiana Gateway Industrial Park at Cambridge City.

TIF, or tax increment financing, is a way of capturing property taxes so they can be used in developing streets, utilities and other capital projects inside a TIF district. The way it works is that when property owners in a TIF district make improvements – such as new buildings or added equipment – the additional property taxes paid by the business must be spent on capital projects within that district.

TIF financing has been used inside the City of Richmond for decades.

Wayne County Redevelopment Commission members are Dennis A. Burns of Hagerstown, John O. Catey of Richmond, Susie Dungan of Cambridge City, Robert Ramsey of Centerville and Harold Routson of Greens Fork.

EDC Interim President Bill Martus said that having TIF districts in place provides another valuable tool for the expansion of local business and the attraction of new companies. He and Board Chairman Dick Hamm saluted the Wayne County Commissioners for taking this action.

## EDIT application denied

At the July 10 EDC Board meeting, the board turned down a request for a \$42,000 EDIT grant from Communities in Schools (CIS). The money was requested to fund salaries and supplies for seven site coordinators who work in schools.

Several Board members made comments that were complimentary about the work of CIS. The application was turned down because it is against EDC policy to fund operating expenses.

The policy states: "Funding shall be used primarily to benefit established business entities which are moving to Wayne County or which are currently business entities of the Wayne County community, or to governmental units of Wayne County and its various incorporations. EDIT funds shall not be used for the ongoing operating expenses of an organization that is not formally affiliated or associated with the EDC."

## EDC staff activity reports

*Here are some highlights from EDC staff reports at the July 10 board meeting:*

- New attraction activity remains brisk, with seven new business attraction projects opened during June and three site visits.

- Call center activity has increased.

- EDC is getting some activity from potential developers of ethanol plants.

- Existing businesses also are adding jobs.

Twelve local companies in various stages of expansion were visited. The total value of their proposed expansion is in excess of \$91 million.

- The EDC's application for foreign-trade zone status for Midwest Industrial Park and Indiana Gateway Industrial Park is nearing completion. After it is submitted, final approval could take another year or longer.

- EDC and SBDC staff participated in the Richmond-Wayne County Chamber of Commerce Agribusiness Tour, which visited Bell's Strawberry Farm west of Hagerstown.

- EDC staff members are working with Wayne County Vision to develop a proposal for extending broadband Internet service to all areas of Wayne County.

- EDC staff is working with other local groups to develop a Workforce Development Conference for local employers and a Business Emergency Planning and Succession Conference.

## New board member

Gary Hackman is the newest board member for the Economic Development Corporation of Wayne County, Indiana. The City of Richmond appointed him to fill a vacancy created when Sonsee Hambrick resigned.



Hackman is the senior vice president/senior lending officer for Wayne Bank and Trust Co. in Richmond, where he has worked for 13 years. He has 26 years previous experience in consumer finance.

He believes the EDC is vitally important to the community. "Without it, we stay stagnant," he said. He hopes to provide the EDC board with valued insights based on his years in finance and community banking.

## Board meetings

The Economic Development Corporation Board of Directors' next meeting will be at 4 p.m. Monday, Aug. 7, at the Town Hall and Fire Department Building in Economy.

The EDC wishes to thank IU East for hosting the July 10 board meeting.

## Richmond featured in statewide magazine

Richmond and Wayne County are featured in a 13-page Community Focus section of the July/August issue of BizVoice, the Indiana Chamber of Commerce magazine.



Articles and photos provide an overview of the current business atmosphere and there are profiles of three local business people, Lindley Mann of Hill's Floral,

David Nixon of Nixon Tool Co. and John Golden of Golden Engineering.

The section includes comments from Bill Martus, EDC's interim president; Wayne County Commissioner Tom Dickman; Dennis Andrews, Richmond-Wayne County Chamber of Commerce president; Renee Oldham, director of Main Street Richmond-Wayne County; and Nancy Sartain, leisure market director for Wayne County Convention and Tourism.

The section provides readers with many good reasons to look at Richmond and Wayne County as a place to develop their businesses. It also highlights many of the attractions that make the area a good place to visit and live.

According to the Indiana Chamber of Commerce, BizVoice magazine is sent to about 12,000 business executives all over Indiana.

To receive a copy of the section, contact Valerie Johnson at the EDC ([valerie.johnson@edcwc.com](mailto:valerie.johnson@edcwc.com) or 983-4769) with your mailing address.

The Richmond Community Focus section also can be read online at [www.bizvoicemagazine.com/currentissue](http://www.bizvoicemagazine.com/currentissue).

## EDC leaders speak

EDC Interim President Bill Martus and Board Chairman Dick Hamm were guests on the Phil Quinn talk show on WHON-AM radio on Saturday, June 24. During an hour-long broadcast, Quinn asked many questions about the EDC.

Martus and Hamm gave an overview of what the EDC does. They appreciated the opportunity provided by Quinn to explain the EDC's work.

Martus also was a guest speaker for the Golden K Kiwanis Club in Richmond. He and Hamm both spoke about the EDC at the Cambridge City Chamber of Commerce.

The EDC welcomes opportunities to meet with local groups and explain its work.

Please feel free to use any material from this Executive Summary in your discussions of business activity in Wayne County.

## SBDC activity report

*Small Business Development Center reported these activities at the EDC board meeting:*

- Recent projects that the SBDC was involved with brought three empty buildings back into use: Canteberry Day Spa and Salon (formerly Lamb Funeral Home); Community Family Funeral Home (formerly Miller's Cafeteria); and A.F. Scott Dinner House (formerly Scott House of the Wayne County Museum).

- The local SBDC was among offices selected for an evaluation by a Federal examiner for the Small Business Administration. The examination covered financial records from 2004. The audit went smoothly.

## Web site redesigned

If you are looking for business data about Wayne County, visit the new Economic Development Corporation Web site, [www.edcwc.com](http://www.edcwc.com).

## Economic Development President / CEO

The Economic Development Corporation of Wayne County Indiana seeks an experienced professional to become its president and chief executive officer. The president must have the skills necessary for

- Business attraction
- Retention and expansion
- Staff management

Desired qualifications include

- 10 to 12 years in economic development with five or more years in management roles;
- 3 years or more successful experience in leading a municipal, county or regional economic development organization;
- An entrepreneurial personality who is a selfstarter;
- Bachelor's degree required, master's degree preferred, in a field related to economic development;
- A certified economic developer holding the designation CECD is desired but not required.

Applications from residents of east central Indiana are encouraged. EDCWC is an equal opportunity employer.

A competitive salary and benefits package will be offered.

Please send a one-page letter of application and a resume with professional references to President Search, Economic Development Corporation of Wayne County, Indiana, P.O. Box 1919, Richmond IN 47375-1919.

Application deadline: July 31, 2006

For information about the Economic Development Corporation of Wayne County, Indiana, visit our Web site, [www.edcwc.com](http://www.edcwc.com).