



Tipton County Economic Development Corporation

# 2004 Annual Report



“Stay tuned, more to follow...”



Dear Friends,

It is our pleasure to report to you the efforts and accomplishments of the Tipton County Economic Development Corporation (TCEDC) for the year 2004. We hope you will take a moment to read through this report. It highlights our vision, mission, and strategy—the positive things TCEDC is doing to make Tipton County a better place to live and work.

The TCEDC offers a variety of confidential services free of charge to businesses interested in expanding or relocating to Tipton County.

Some of these services include:

- Site, building and community tours
- Up-to-date demographic data
- Liaison between business, community, and civic leaders
- Information and assistance on incentives
- Land and building database information
- Private sector advocacy
- Technical and grant writing assistance

Our programs and efforts help us to prepare for a better tomorrow. Many of our efforts focus upon job creation by attracting new and expanding companies or by supporting the expansion efforts of existing companies. Our efforts are focused on innovative ways to attract, retain and nurture quality companies that bring higher-than-average wages. Other programs work within our communities to solve infrastructure problems or to create more attractive communities in which to live. Of course, we could not talk about our accomplishments without giving credit to those whose support through the years has helped us meet some of our goals. Their friendship and support indicate they also have a vision for a better Tipton County and that they believe in our efforts. We sincerely express our thanks and appreciation to each one. A list of our 2004 supporters can be found in this report.

We are excited about the future of Tipton County. With continued planning and execution, the Tipton County Economic Development Corporation will be able to support economic prosperity well beyond 2005, and create long-term prosperity that extends to all citizens of Tipton County for years to come. We look forward to the coming year and to the future of Tipton County with great anticipation!

To learn more about Tipton County Economic Development Corporation visit our office at 136 E. Jefferson Street, Tipton, Indiana 46072 or call (800) 461-4907 or (765) 675-7417, or visit our website at [www.tiptonedc.com](http://www.tiptonedc.com).



# Annual Report – The Year in Review

## *Letter from the Chairman*

Dear Friends;

Those of you reading this message are most likely either supporters of our organization or informed community minded individuals who want the best for Tipton County and our citizens. It is possible that we may disagree on the best processes and procedures or what constitutes “progress” – but we are all working together with honorable intentions.

Established in 1987, Tipton County EDC is the most diverse group of leaders that I have seen. We are a not-for-profit corporation and are quasi-governmental in character. The State of Indiana, some 18 years after our inception decided to replace its Department of Commerce with a quasi-governmental organization named the Indiana EDC, thereby affirming what was done here in the late 1980s.

So here we are. Working together with a group that includes major governmental, institutional and business segments of Tipton County and which has no authority except to evaluate and recommend to the appropriate statutory groups. We cannot establish a tax, and we cannot be the final determinate as to how taxes are spent for economic development efforts. If we did not exist, then the county and/or the city would need to provide a local department of economic development within their governmental structures or no organized or focused effort would be taking place. Any private effort would probably be doomed to failure or only marginally effective because it would not enjoy the sanction of local governments and institutions.

From this we now have professional staff in the form of an Executive Director (welcome Bill Keir) and a staff assistant (thanks for 17 years of spirited effort Debbie Gillam), a downtown office and a budget funded with both private donations and public funds.

It has been my honor to have been a part of this effort from the beginning and to have watched selfless men and women try to impact their community in a positive long-term fashion in a way that included integrity, common sense and good humor .

Tipton County is one of the minority of small rural communities nationwide that has “maintained” population, jobs and tax base since the mid-80s. I believe the political and financial investment our county has made in the TCEDC is largely responsible for this “success.”

Someday, someone or some group may come up with a better structure to encourage and support economic development in our county. Until that time, we will continue to press our ideas, hopes and dreams for a better future on to all who will listen and all who will hear.

The support for economic development as a goal and support of the TCEDC as the primary tool to achieve that goal is both stronger and deeper than many realize. For, and by, that support I am both thankful and encouraged. The work to be done is difficult, long term and, I am convinced, absolutely vital to preserving what we all love by keeping the supply of new families and new money flowing to our county.

Renewal is the life blood of any small, rural community. Tipton County must not be the exception to that principle, it must be the proof of it.

Sincerely,

*Don S. Havens*

Don S. Havens  
Chairman



## The Year in Review...

The Board and Staff of the Tipton County Economic Development Corporation were met with many challenges and changes during 2004 and did so with much optimism. We continued to partner with our friends and supporters to work toward our goals and mission of providing better job opportunities and a better quality of life for all residents. This report illustrates some of the projects we focused upon as well as some of our accomplishments toward those goals during the year.

**2004 Prospects & Industrial Park Activities:** Throughout the year, staff worked with several prospects who indicated their desire to locate their companies in the industrial park area. Staff worked with one prospect that proposed bringing an operation to Tipton County that would have included a patented procedure that processes genetically altered soy beans with a capital investment of \$750,000 to install the processing machine and some conveying equipment.

Maddox Excavating, LLC announced plans to build a storage / maintenance and office facility at Northgate Industrial Center in 2005 to serve as a new operations base for the company that currently operates in Hamilton County. Maddox Excavating performs site development work for subdivisions across central Indiana. Owner Shawn Maddox is a Tipton County native and resident.

Existing companies such as DC Coaters, Inc. requested TCEDC assistance with expansion projects. DC Coaters will add an additional 20,000 sq. ft. to their facility. This project will retain 20 full-time jobs and add 17 full-time positions to the payroll. Böttcher America Corporation announced plans for the first of a three-phase expansion of their facility located in Northgate Industrial Center, and Package Right Corporation purchased a new \$500,000 piece of equipment that will bag and heat seal the jigsaw puzzles and board games made by the company.

### **84 Components / 84 Lumber Company:**

Construction of the new 84 Components truss manufacturing facility was completed in early 2004 and began manufacturing trusses and wall panels at their facility located on County Road 550 West. The company invested approximately \$2.7 million and will create 45 jobs initially. A ribbon cutting ceremony and grand opening was held for area businesses and dignitaries. As part of 84 Lumber's long standing tradition of being active corporate citizens in communities where they are located, the company worked with the newly formed Tipton County Soccer Club leasing 20 acres of land located near the plant at a cost of one dollar per year. The Soccer Club struggled for some time to locate space to conduct their games and practices. Some 400 individuals participate in the Tipton County Soccer Club program.



**Northgate Industrial Center Development:** Work began on the extension of the road way, sewer and water lines at Northgate during 2004. TCEDC entered into an agreement with American Consulting, Inc. of Indianapolis to engineer the project.

**Annual Golf Invitational:** Once again, the combined staff of Tipton County EDC and the Tipton County Chamber worked to produce outstanding results during this year's invitational. Thirty-four foursomes participated in the 11<sup>th</sup> annual event. Golfers were given a sleeve of balls, tee packets, and pens, donated by our supporters. Prizes were awarded via a drawing and cash prizes went to 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup>, 5<sup>th</sup>, and 6<sup>th</sup> place teams.

**Annual meeting:** The Tipton County Economic Development Corporation board of directors and staff celebrated its seventeenth Annual Meeting on Monday, June 7. Approximately 75 guests attended including state and local government officials, business leaders and TCEDC supporters. Mike Busch, Executive Director of the Fulton County Economic Development Corporation and chair of the North Central Indiana Incumbent Worker Council was keynote speaker for the event. Mr. Busch summarized the current workforce report for the region entitled "Embrace Uncertainty, Create our Future: A State of the Workforce Agenda for Change." The report offered some strong ideas about needs changing and provided an agenda for change that is hoped will allow all of us to address some of the pressing economic, workforce, and education related challenges facing our region. In summary, the WDSI report points to four main priorities for our region and our communities: 1) Increase the value placed on education and lifelong learning by individuals, families and employers; 2) Make the mature workforce (ages 35-70) a primary economic development selling point; 3) Support the workforce needs of small businesses and entrepreneurs in important industries; and 4) Think and act like a region. The report in its entirety can be viewed at



[www.wdsi.org](http://www.wdsi.org). Awards were presented to the corporation's five and ten-year supporters and to several individuals and businesses for exceptional business growth, entrepreneur of the year, leadership and commitment to the community, and contributions made that have enriched the community. Recipient of the Donald F. See Award for Leadership was Tipton resident Tom Miller; Jackie Cardin, owner of the Tipton Pizza King was selected as the TCEDC Entrepreneur of the Year. Campbell Seeds was selected to receive the Young Nichols Business of the Year Award; and the Tipton County Foundation was the recipient of the Ida Matthews Award for Corporate Citizenship.

**Communication & Technological Advances:** Staff continued with the transmission of the electronic version of our newsletter, *NEWS & VIEWS* to friends and supporters who have e-mail access. The quarterly publication continues to be made available on our website. In 2004 staff succeeded to further distribute this informative publication to additional households by expanding its distribution to include all Tipton County subscribers of the Kokomo Tribune. The publication is also inserted in the Tipton County Tribune. In doing this, we reach approximately 6,900 homes and businesses as we communicate our message and our projects within the Tipton County community. A Communications Committee was appointed to work with staff and the board on communications issues.

**Marketing the area:** TCEDC teamed up with the Tipton County Chamber of Commerce to continue the use of the U.S. 31 billboard, sharing its annual cost. Reed Sign Service of Kokomo provided the new design of the sign at no cost to either organization. Staff continued to improve upon the website for the Tipton County Economic Development Corporation. Indiana Municipal Power Agency (IMPA) provided the funds to hire a web consultant who reviewed the website and made suggestions for improvements. Staff used this information to improve upon this important marketing tool in today's technological world. Our marketing efforts the past few years have focused on website design and layout as economic development today focuses on the dynamics of the technology-driven world and more and more companies use the internet to search for a location for their expansion and/or relocation projects. The TCEDC website can be viewed at [www.tiptonedc.com](http://www.tiptonedc.com).

**Audit:** The State Board Accounts reviewed the Corporation's Entity Annual Report filed for the year and required a complete organization-wide audit be performed in accordance with department guidelines. The Corporation engaged an Independent Public Accountant to perform the audit that is to be completed and submitted within 9 months of the close of the year. A copy of the audit report will be kept on file at the Corporation's office when completed. In addition, audits performed for previous years are also on file at the office. To date, no findings or recommendations have been reported.

**Our Strategic Plan:** Our staff and board of directors participated in a one-day retreat in February with the assistance of facilitator Steve Ingrahm of Practical Solutions, Inc. for a strategic planning session that allowed the opportunity for discussion of the corporation's strengths, weaknesses, opportunities and threats as well as plan for future goals and objectives. The session was well attended. The City of Tipton and Tipton County agreed to share the cost of the facilitator using County EDIT funds. The facilitator prepared an initial working plan from the information gathered at the session and presented it to our Strategic Plan Committee who then began working toward the creation of a new strategic plan. At year end, the Committee had completed a draft plan. Once the draft meets with the satisfaction of the committee, the new plan will be presented to the full board of directors for approval. The goal is to work toward completion of the plan in the coming year.

**Retail & Commercial Contacts:** Inquiries continued during the year with regard to the status of the former Hardee's facility located at State Roads 28 and 19. Contact with the property owners in late summer indicated they had received two favorable offers on the property; however the year ended with no activity. Staff worked with the owners of several vacant properties and structures within the County to list them on our Available Sites & Buildings database on our website in an effort to locate new tenants. This service is offered to building owners at no cost.

**Tax Abatement Assistance:** Assistance with Tax Abatement applications and the procedures were requested by several existing companies for their expansion projects. The TCEDC board reviewed each request and made recommendations to the appropriate entity responsible for awarding abatements. Böttcher America Corporation received a 10-year abatement of real and personal property taxes on the proposed expansion of their facility that ultimately could increase employment by 5 to 15 depending upon market acceptance. This expansion makes it possible for the company to bring new technology and processes to Tipton. Package Right Corporation requested abatement to support their purchase of new automatic bagging machinery and related custom engineered components that will bag and heat seal the puzzles and board games. Several other existing companies have requested abatement assistance with future expansion plans when they are ready to proceed. Staff prepared and presented annual Tax Abatement Reviews for the tax abatement boards of the Tipton Common Council and Tipton County Council. The reviews indicated the companies met the agreed-upon abatement requirements and were in compliance.

**US 31 Coalition & US 31 Corridor:** Those communities to be affected by the US 31 Corridor Project from South Bend to Indianapolis continued to meet with State and Federal officials during the year. Work began on a Draft Environmental Impact Statements (DEIS) for each impacted area that will include detailed engineering and environmental studies, and the results are expected in early 2005. INDOT authorized three independent studies of different segments of 31 as part of its efforts to provide a Statewide Mobility Corridor between Indianapolis and South Bend. These portions include Hamilton County, Kokomo/Howard County, and Marshall/St. Joseph Counties near South Bend. Public hearings have been scheduled in the communities to allow for public input. TCEDC staff and representatives from Tipton County continue to attend the INDOT meetings to voice their concerns about the project and what it will mean to the Tipton County community - businesses and residents.

**Western Connector:** With the conversion of U.S. 31 from a four-lane highway to a limited access interstate quality highway, Tipton County's need for a Western Connector from State Road 28 to Division Road will become even more urgent and crucial, especially for our industry. As the US 31 project unfolds and INDOT makes decisions on interchange locations in Tipton County, the community needs to be prepared for how it will affect our business and industry if Division Road is not chosen as an interchange. TCEDC believes this to be a crucial transportation issue for the entire community and that an engineering feasibility study should be completed to determine the best location for the Western Connector. The board and staff will continue to work toward completion of such a study and seeing this project through.

**Other Community Projects:** TCEDC staff assisted the Tipton Little League by writing a grant application to the Tipton County Foundation requesting \$7,500 to install new lighting. The Foundation approved the request. Staff also provided grant writing assistance to the Tipton County Senior Center for funds to help with the cost of utilities at their facility. Tipton Lions Club also received grant writing assistance to update and remodel the Lions Club Community Center. Staff continued to participate in the City of Tipton's Façade Grant Program by collecting Façade Grants submitted by building owners requesting assistance and serving on the committee that reviews and awards grants.



Workers demonstrate state of the art computerized equipment at the 84 Components facility.

# 2004 Contributors...

On behalf of the board of directors and staff of Tipton County Economic Development Corporation, we extend our heartfelt appreciation for another year of confidence, friendship and support to the following businesses and individuals who supported our efforts in-kind and/or monetarily during 2004. The best measure of any organization's value and effectiveness perhaps is reflected in whether people are attracted to support or continue their support of one's efforts.

## Corporate Partners

ACE Hardware of Tipton  
Acra Line Products, Inc.  
Ashley Construction  
BRS Mechanical  
Baumgartner & Co. Asphalt Services  
BrindleBox Design  
Campbell Seed, Inc.  
CINERGY / PSI Energy  
Dan Young Tipton, LLC  
DC Coaters, Inc.  
Farmers Mutual Insurance Company  
First National Bank & Trust  
IMPACT Cooperative, Inc.  
Irving Materials, Inc.  
Jean's Flower0 & Gifts  
Kelley, Inc.  
Lauth Property Group  
Lee Landscaping, Inc.  
Luttrell Insurance Agency, Inc.  
MARSH Supermarkets, LLC  
Maxey Home Construction, Inc.  
McCormack's Printing Impressions, Inc.  
Medicine Shoppe Pharmacy  
Midwest Sheets  
Moore Title & Escrow Co., Inc.  
Murray's Body Shop  
National City Bank  
Package Right Corporation  
Paul Hopkins Construction  
Photography by Beck, Inc.  
Pioneer – A Dupont Company  
Pizza King - Cardini's Inc.  
Pizza Shack by the Tracks  
Ramsay Business Solutions  
Realtors Assoc. of Central Indiana (RACI)  
Roberts & Dybdahl, Inc.  
Smith Building, Inc.  
Smithville Telephone Company, Inc.  
STAR Financial Bank  
Steel Parts Federal Credit Union  
TDS TELECOM  
The House of Glass, Inc.  
Tipton Automotive Supply Corp.-NAPA  
Tipton Hospital  
Tipton County Tribune  
Tipton Ford Mercury, Inc.  
Title Guaranty & Abstract Co., Inc.  
Tragesser Concrete Forms  
VECTREN Corporation  
Young-Nichols Funeral Home, Inc.  
84 Components / 84 Lumber Company

## Individuals & Professionals

Mr. & Mrs. Warren Baird  
Mr. & Mrs. David Brumbaugh  
Mrs. Gene Doversberger  
Mr. Don Havens - Havens Realty Co.  
Mr. & Mrs. Monty Henderson  
Mr. Wyatt Johnson, P.E., L.S.  
Mr. & Mrs. William S. Konyha  
Max McNeal, CPA - McNeal & Co., CPAs  
Ms. Nancy Nicholson  
Mr. & Mrs. Allen Perry  
Ms. Nancy Poer  
Quigley & Quigley, Attorneys at Law  
Mr. & Mrs. Clinton Rockey  
Mr. & Mrs. Donald F. See  
Dr. Michael T. Smith, DDS  
Ms. Sharon D. Smith, P.A.  
Mr. & Mrs. Stephen B. Smith  
Mr. & Mrs. Ted A. Tetrick

# 2004 - 2005 Board of Directors...

## Board Officers...

**Don S. Havens, Chair**

Appointed - Tipton Common Council

**John Graham, Second Vice Chair**

Elected - Agriculture

**Ronald Warren, Assistant Secretary**

Elected - Commerce

**James Ashley, First Vice Chair**

Elected - Business

**David Reep, Secretary**

Appointed - Tipton Utility Service Board

**Patrick N. Logan, Treasurer**

Elected - Certified Public Accountant

## Appointed Board of Directors...

**Madonna Alderson**

Tipton County Council

**George Ogden**

Mayor - City of Tipton

**Dennis Henderson**

Tipton County Commissioner

**Greg Summers**

Tipton City Council

**Robert Schultz**

Superintendent, Tipton Community School Board

**Mike Harlowe**

Hospital Administrator

**J. Richard Henderson**

Tipton County Council

**Richard Timm**

Telephone

## Elected Board of Directors...

**Warren Baird**

Agriculture

**Monty Henderson**

Agriculture

**James L. Powell**

Financial Institution

**Steven B. Smith**

Commerce

**Ted A. Tetric**

Financial Institution

**David L. Voris**

Agriculture

**Tom Dolezal**

Commerce

**Dr. Jack Hughes**

Commerce

**David B. Quigley**

Professional - Attorney

**Jan Smith**

Business

**Joe VanBibber**

City Plan Commission

## Directors Emeritus...

**Richard W. Holland, Retired**

**Allen Perry, Retired**

**Donald F. See, Retired**

**Ray E. Noble, Business**

**Robert M. Schram, Retired**

## Staff...

**William S. Konyha**

Executive Director

**Debra L. Gillam**

Executive Assistant

**TIPTON COUNTY ECONOMIC DEVELOPMENT CORPORATION**

2004 Financial Statement

Schedule of Budget to Actual Expenses

<b>INCOME</b>	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>
Tipton County	61,050	60,000	1,050
City of Tipton	46,050	45,000	1,050
Town of Windfall	0	2,000	(2,000)
Private Contributions	24,423	28,199	(3,776)
Grant Administration / Development Fees	8,011	7,041	970
Golf Invitational	6,649	6,500	149
Other Income	7,841	0	7,841
Interest Earned	4	100	(96)
<b>TOTAL RECEIPTS:</b>	<b>\$ 154,028</b>	<b>\$ 148,840</b>	<b>\$ 5,188</b>
<b>DISBURSEMENTS</b>			
Salaries	82,731	98,550	15,819
Health Insurance	8,079	10,028	1,949
Pension Plan	2,482	2,957	475
FICA	6,329	7,490	1,161
Workman's Compensation	457	400	(57)
Unemployment	123	140	17
Postage	1,769	2,800	1,031
Office Supplies	1,465	1,200	(265)
Audit	250	325	75
Professional Services	4,928	2,700	(2,228)
Contractual Services	5,700	0	(5,700)
Marketing	9,324	7,200	(2,124)
Printing	3,126	3,000	(126)
Travel & Entertainment	1,576	1,200	(376)
Education	285	600	315
Telephone	2,410	2,800	390
Utilities / Trash Collection	1,324	1,200	(124)
Insurance	3,467	1,200	(2,267)
Copy Lease & Maintenance	611	600	(11)
Fund Raising	2,272	2,400	128
Interest Expense	383	800	417
Miscellaneous	1,668	1,200	(468)
Bank Service Charges	12	50	38
<b>TOTAL DISBURSEMENTS:</b>	<b>\$ 140,771</b>	<b>\$ 148,840</b>	<b>\$ 8,069</b>
<b>EXCESS (DEFICIT):</b>	<b>\$ 13,257</b>	<b>\$ 0</b>	<b>\$ 13,257</b>

# OUR MISSION STATEMENT

**“A statement of vision”**

**“To promote economic development, to increase the number of available employment opportunities, to enhance the strength of the business sector, and to create economic stability in Tipton County.”**

136 E. Jefferson Street ● Tipton, Indiana 46072 ● (800) 461-4907 or (765) 675-7417

[www.tiptonedc.com](http://www.tiptonedc.com)