



2005 Annual Report

CONTINUED

# GROWTH

Good for our community  
Good for our investors

Tipton County Economic Development Corporation

For nineteen years, the efforts of the Tipton County Economic Development Corporation (TCEDC) have focused and continue to focus upon the economic well being of our community through job creation and quality of life improvement, thereby promoting a positive business climate in Tipton County.

During 2005, we continued to partner with our friends and supporters in our efforts. In this report you will read about some of the projects we focused upon throughout the year. It highlights our vision, mission, and strategy—the positive things TCEDC and those who partner with us do each day to make Tipton County a better place to live and work.

The TCEDC provides information and 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, assist existing companies with expansion projects, and 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. They know that when we all work together – more can be accomplished. We sincerely express our thanks and appreciation to each one. A list of our 2005 supporters can be found in this report.

We look ahead with great optimism and are excited about the future of Tipton County. With continued planning and execution, we along with our partners will continue our efforts to create long-term prosperity that extends to all citizens of Tipton County for years to come. As we begin our 20<sup>th</sup> year of community and economic development, 2006 promises to challenge us in many new ways.

For more information about Tipton County Economic Development Corporation contact 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)

# Letter from the Executive Director

Dear TCEDC Board of Directors, Friends and Supporters;

The year started off very active with former Interim Director Joe VanBibber and myself meeting simultaneously with different clients throughout my first week of employment in early March. The board had already negotiated with Maddox Excavating LLC to move their headquarters from Carmel to our Northgate Business Center and construction was already underway. This new to Tipton company created over \$200,000 in new investment and 15 new jobs in the community at the beginning of 2005.

Chairman Don Havens and the Board took the opportunity of a new Executive Director to reestablish our corporate processes and procedures as they exist in the By-Laws. By doing this we give every Board Member a greater opportunity for active participation in all aspects of economic development.

One of the first things I noticed when researching Tipton County for possible employment was the existence of several good agricultural businesses, in addition to all of the farms (which are also businesses). From the very beginning I was working with agriculture, starting in my first week with client R.G. Transport, and the Cygnus Indiana Farm Fest held in September at the Tipton County Fairgrounds. The year finished with County Council approving tax abatement for Pioneer Hi-Bred International for their new seed testing facility to be constructed in 2006. Pioneer's investment will be in excess of \$1.6 million and will create 6 to 8 new technical positions. Pioneer has more than 135 full-time employees in Tipton County.

In late 2004, the Board entered into an engineering contract with American Consulting, Inc. (ACE) to design the infrastructure extension at Northgate Business Center and bid the work. This project had been delayed because of the recession. Other issues resulted in design delays and the necessity to redesign some of the work. However, by the end of the year we had bid the construction of the project and were reviewing the contract to construct. Bid winner was Maddox Excavating LLC. Construction will commence during the winter of 2006. This project adds 500 feet to the western end of Industrial Drive and extends water and sanitary sewer to the end of the new roadway.

During 2005, I met with many prospects from in-state and out-of-state companies. I visited local businesses and assisted them with training resources and expansion needs. Most of our industries are expanding their production and sales, but since the recession have not added many new jobs. This is due to investment in quicker more efficient equipment and machinery that does not require additional workers. This is a nationwide trend.

By the end of the year, we had successfully negotiated with a new company to begin operations at Northgate Business Center. The company - Tipton Precast LLC - will invest more than \$3 million and build a 20,000 square foot headquarters and manufacturing facility here in early 2006. They will initially employ 13 full-time workers. Tax abatement has been requested for this project, and Tipton Common Council is scheduled to have a public hearing and final reading in January 2006. The size of this project grew throughout the year as we negotiated the details, until it actually doubled in size!

This was a great way to end the calendar year, and it appears that 2006 will be at least as busy as 2005! Our office continues to experience a great deal of inquiries as companies throughout the region expand.

In closing, I want to express our appreciation to the many people who contribute to our success. I am thankful to the elected officials in our city and county government for their assistance and support, and I thank our supporters for believing and investing in our corporation. I am personally grateful to have the opportunity to serve the EDC, our community and to work closely with the dedicated people who give so selflessly of their time and talent. Tipton County is truly blessed to have such visionary people as part of its community!

Sincerely,



William Keir, CEcD  
TCEDC Executive Director



# Business Retention & Expansion

2005 proved to be as challenging and productive as the previous 19 years for the Tipton County Economic Development Corporation. Under the direction of an Interim Director for the first few months, staff continued to work on projects that included plans for the continuation of infrastructure improvements at Northgate, the expansion of several local companies, relocation, and tax abatement assistance.

After several months and numerous interviews, William Keir, a Certified Economic Developer, was chosen to serve as our Executive Director in March. Keir relocated to Tipton from Galion, Ohio where he had served as the director for the Galion Industrial Development office for 13 years. His experience in community and economic development includes business retention and expansion, export development, revolving loan fund and enterprise zone administration, grant writing, and marketing. Keir spent the first few months meeting with state and local officials and contacts in economic development as well as local business and industry leaders.

Throughout the year, staff assisted several prospects, some out-of-state, who were investigating possible relocation to Tipton County and discussions were ongoing at year end with some of those companies. We assisted some of our local companies who were looking to expand their facilities as they continue to grow and prosper.

The Board of Directors and staff spent many hours meeting with American Consulting, Inc., the engineering consultants, and Maddox Excavating, LLC, the contractor for the Northgate utility/roadway project. The utility and roadway extension project is expected to begin rolling full steam ahead in early 2006 and soon these sites will be ready for occupancy.

## **Prospects & Industrial Park Activities –**

TCEDC staff and executive committee worked extensively with Tipton Precast, LLC to locate the company headquarters and production facility at Northgate. That work ultimately resulted in their purchase of 6.7 acres in Northgate for the construction of a 20,000 square foot facility to house their wet cast manufacturing facility, acquisition of a batch plant and all related machinery and equipment related to the business. The company's total investment will exceed \$3 million and create 13 full-time good



paying jobs initially. Construction of Tipton Precast began in the spring of 2006. The company was granted a 6-year abatement of real and personal property taxes by Tipton Common Council. TCEDC provided assistance with the tax abatement application process and made recommendation for abatement to the governing body.

## **Company Expansions – “Growing and Thriving in Tipton County” –**

The majority of new jobs are created through expansion of existing local businesses. Staff provided assistance to several existing companies who were experiencing growing pains. High Performance Alloys of Tipton purchased the former Mycogen Seeds facility near Windfall and will move the distribution portion of the business to that location which will allow the company to expand their production at the Tipton plant. Staff also assisted the company with some zoning issues by working with the County Board of Zoning Appeals to resolve the issues.

Favored Grain of Windfall met with staff to discuss a possible expansion of their facility located there at a later date. They plan to locate company headquarters in Lafayette.



TCEDC staff provided tax abatement assistance to Pioneer Hi-Bred and recommended a 6-year abatement of real and personal property taxes in support of an estimated \$1.6 million expansion and renovation project at their Tipton seed testing facility. The company will create 6 to 8 seasonal part-time employment positions at \$10-\$15 per hour with benefits. Pioneer began site preparation for their \$1.6 million expansion in late fall.

Staff assisted Tipton Electric Motor Services in their search for a larger facility to house the growing business. The company eventually relocated to a multi-tenant building that was recently purchased and renovated by a local businessman and is located in the industrial park area. A portion of the 10,000 square foot facility

remains available.

Staff and City officials met with our county's largest employer, Steel Parts Corporation, at their request to discuss financing alternatives and options for the company. The company currently employs 235 on three shifts.

We worked with Integrity EDM on an expansion project that will add 3 to 5 additional employees to their current 15 highly skilled employees. The company's employment has grown 100% since the beginning of the year.

#### **Retail & Commercial Contacts -**

Staff continued to receive inquiries about the status of the former Hardee's facility 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 continues to work with owners of vacant properties and structures in the county to list them on our Available Sites & Buildings database on our website. This service is available at no cost to the property owner(s) in an effort to locate new tenants for these vacant facilities.

#### **Enhancing Quality of Life -**

Economic development is not just about creating jobs! It's about building communities-physically, economically, socially and culturally. Aside from their specific business-related needs, companies want in their communities what citizens want in their communities. Companies have many choices about where to locate a new operation. Overall quality of life and lifestyle are far more important to them now than at any time in the past and are often far more important than any economic incentive a community may offer. Research tells us that the high-tech and the highly educated workforce have a strong preference for communities that are broadly diverse and offer a wide variety of recreational and cultural opportunities. Lifestyle is important to today's workforce, and, consequently, it is important to their employers.

Staff attended a Transportation Workshop with several city and county officials in hopes that the information provided will assist us with planning for the US 31 upgrade to a limited access interstate highway, and a county thoroughfare study.

Staff provided assistance to the Tipton County Auditor, the Mayor of Tipton, and the Town Clerks of Kempton and Windfall with revisions to their Capital Improvement Plans (EDIT Plans). Required by Indiana Code, the Plans detail how each entity intends to spend their portion of Economic Development Income Tax funds each year.

We continued our participation with the City of Tipton's Façade Committee in awarding grants to building owners for façade improvements. The City of Tipton provides \$10,000 annually for assistance to those who improve the appearance of their buildings. During 2005, grants were awarded to several businesses.

Staff started work with the State on the Indiana Workforce Development Strategy – the new Workforce Development Region Four of which Tipton County is included. The new much larger region consists of 12 counties as the State has reduced the total number of regions. Two county representatives were selected to serve Tipton County – one from government and the other representing the business sector.



Located at Northgate Business Park, construction of Maddox Excavating, LLC was completed in 2005.

# Communications

## Marketing the Area -

Providing companies with access to the information they need is a necessary component of our efforts, and to further that goal staff continued to improve upon our website by attending a seminar hosted by Indiana Municipal Power Agency (IMPA). The seminar was presented by Robert and Janet Ady of Ady International Company and Voltedge, Inc. who conducted assessments of IMPA member websites - compliments of IMPA. An assessment of the TCEDC website provided additional ideas and points to consider when updating our website. Our marketing efforts continue to focus upon a user-friendly website that provides the detailed information that companies look for and require about our community. Most updates are completed in-house by TCEDC staff. The TCEDC website can be viewed at [www.tiptonedc.com](http://www.tiptonedc.com).

The internet has become the first step in the site selection process for today's site consultants and site selection teams. 53% of site selectors rated websites as the most effective marketing technique a community can use. Those same site selectors ranked the following information head and shoulders above all else in the usefulness of an economic development website – information on incentives, demographic data, and a directory of available buildings and sites. Also noted is the effectiveness of quality maps.

Those driving south of Kokomo along US Highway 31 will notice the combined efforts of the Tipton County EDC and Tipton County Chamber on the former TCEDC billboard.

## 18<sup>th</sup> Annual Meeting –

Michael “Mickey” Mauer, President of the newly formed Indiana Economic Development Corporation (formerly the Department of Commerce) served as guest speaker at the eighteenth annual meeting of the Tipton County EDC held in June. Election of our board of directors and officers are held during the annual meeting.

Several awards are presented during the event to local businesses and individuals. Nominations for the awards come from the public and recipients are selected by the EDC Awards Committee. This year Ramsay Business Solutions was awarded the Ida Matthews Award for Corporate Citizenship. McCormack Printing Impressions, Inc. received the Young-Nichols Business of the Year Award. The Donald F. See Leadership Award was presented to county resident Helene Heath; and Entrepreneur of the Year was presented to The Granpa Cratchet Company and its creator, Sam Bowman. Our 5 and 10-year investors were recognized for their financial and/or in-kind support.



# 2005 Investors

TCEDC is enhanced by its partnerships – both public and private. When we all work together more can be accomplished. We acknowledge our investors for their commitment to this partnership. Thank you for your participation and your support!

## Corporate Partners

ACE Hardware of Tipton  
Acra Line Products, Inc.  
Ashley Construction  
Baker & Daniels  
Baumgartner & Co. Asphalt Services  
Brumbaugh Greenhouse  
CINERGY / PSI Energy  
Clay County Rural Telephone Co-op, Inc.  
DC Coaters, Inc.  
Farmers Mutual Insurance Company  
First National Bank & Trust  
High Performance Alloys, Inc.  
Irving Materials, Inc.  
Jean's Flowers & Gifts  
Kelley, Inc.  
Lauth Property Group  
Luttrell Insurance Agency, Inc.  
Maxey Home Construction, Inc.  
McCormack's Printing Impressions, Inc.  
Medicine Shoppe Pharmacy  
Midland-IMPACT Cooperative, Inc.  
Midwest Sheets  
National City Bank

Package Right Corporation  
Pioneer – A Dupont Company  
Pizza King - Cardini's Inc.  
Pizza Shack by the Tracks  
Ramsay Business Solutions  
Ray Bros. & Noble Canning Co., Inc.  
Reed Sign Services  
Roberts & Dybdahl, Inc.  
Shirley Computer / Radio Shack  
Smith Building, Inc.  
Smithville Telephone Company, Inc.  
Steel Parts Corporation  
TDS TELECOM  
TenBrook Sales, Inc.  
The Henderson Group, Inc.  
The House of Glass, Inc.  
Tipton Automotive Supply Corp.-NAPA  
Tipton County Tribune  
Tipton Ford Mercury, Inc.  
Tragesser Concrete Forms  
Young-Nichols Funeral Home, Inc.  
84 Components Co.

## Individuals & Professionals

Mr. & Mrs. Warren Baird  
Mr. & Mrs. Thomas Dolezal  
Mrs. Gene Doversberger  
Mr. & Mrs. David Gillam  
Mr. Don Havens - Havens Realty Co.  
Mr. & Mrs. Monty Henderson  
Mr. Wyatt Johnson, P.E., L.S.  
Mr. William Keir  
Mr. Patrick Lindley  
Mr. Patrick N. Logan, C.P.A.  
Ms. Nancy Nicholson  
Mr. & Mrs. Allen Perry  
Ms. Nancy Poer  
Mr. David B. Quigley, Attorney at Law  
Dr. Michael T. Smith, DDS  
Mr. Stephen B. Smith



# 2005 - 2006 Board of Directors

## Board Officers...

**Don S. Havens, Chair**

Appointed - Tipton City 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

**Thomas Dolezal**

Tipton County Commissioner

**Richard Rippy**

Tipton City Council

**Lee Williford**

Superintendent, Northern Community School Corporation

**Robert Schultz**

Superintendent, Tipton Community School Corporation

**Michael Harlowe**

Hospital Administrator

**J. Richard Henderson**

Tipton County Council

**Richard Timm**

Telephone

## Elected Board of Directors...

**Warren Baird**

Agriculture

**Mark Noble**

Agriculture

**James L. Powell**

Financial Institution

**Steven B. Smith**

Commerce

**Don McElfresh**

Financial Institution

**David L. Voris**

Agriculture

**Jackie Cardin**

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**

**Ray E. Noble, Business**

**Donald F. See, Retired**

## Staff...

**William Keir, CEcD**

Executive Director

**Debra L. Gillam**

Executive Assistant

# Financials

In accordance with the Indiana State Board of Accounts, TCEDC contracted with a CPA to conduct a biennial audit (as allowed in Indiana Code 5-11-1-25). We have received the required confirmations that this arrangement is acceptable to our local government funding agencies. The audit covers calendar years 2004 and 2005.

Randy Grimes, C.P.A. conducted a complete biennial audit of the Tipton County Economic Development Corporation as required by the State Board of Accounts and found that all financials were in order. Your investment in the TCEDC has been accounted for and is greatly appreciated. An overview of the financial report is available to our investors upon a written request.

Randy Grimes, CPA, LLC  
1821 Teasdale Lane  
Kokomo, Indiana 46902-4570  
(765) 455-8517

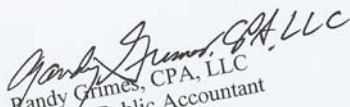
## Independent Auditor's Report

Board of Directors  
Tipton County Economic Development Corporation  
Tipton, Indiana

I have audited the accompanying statements of financial position of the Tipton County Economic Development Corporation as of December 31, 2005 and 2004, and the related statements of activities, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. My responsibility is to express an opinion on these financial statements based on my audits.

I conducted my audits in accordance with generally accepted auditing standards and Governmental Auditing Standards issued by the Comptroller General of the United States. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audits provide a reasonable basis for my opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities and net assets of the Tipton County Economic Development Corporation at December 31, 2005 and 2004, and the results of its operations and cash flows for the years then ended, in conformity with generally accepted accounting principles.

  
Randy Grimes, CPA, LLC  
Certified Public Accountant  
May 6, 2006

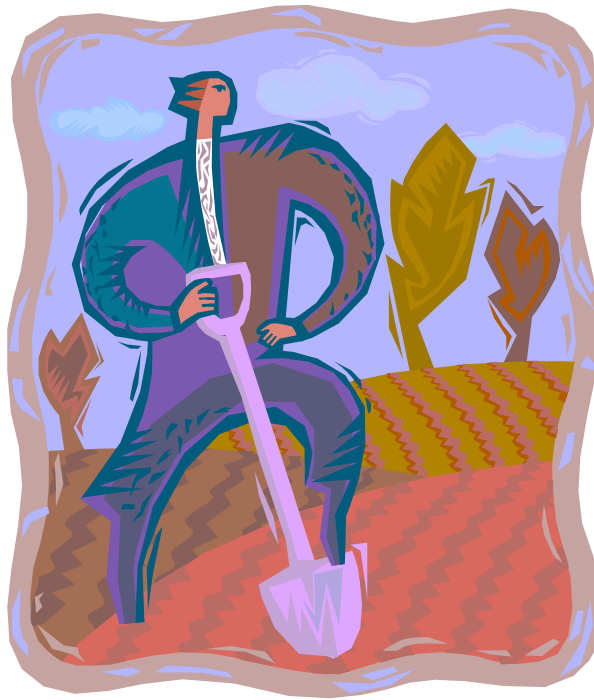
Tipton County Economic Development Corporation  
Profit & Loss Budget vs Actual  
January through December 2005

	Jan - Dec 05	Budget	Variance
<b>Income</b>			
Tipton County	60,000	60,000	0
City of Tipton	45,000	45,000	0
Tipton Hospital	0	3,000	(3,000)
Town of Windfall	0	2,000	(2,000)
Private Contributions	21,400	20,241	1,159
Grant Administration	9,821	7,041	2,780
Golf Outing	6,059	6,500	(441 )
Other Income	4,702	0	4,702
<b>Total Income</b>	<b>\$ 146,982</b>	<b>\$ 143,782</b>	<b>\$ 3,200</b>
<b>Expense</b>			
Salaries	75,337	85,619	(10,282)
Health Insurance - Director	4,023	7,500	(3,477)
Pension Plan	2,194	2,850	(656)
FICA	5,763	7,267	(1,504)
Workmens Comp	457	400	57
Unemployment	354	140	214
Relocation Expense - Director	2,500	2,500	0
Cell Phone - Director	400	480	(80)
Postage	1,521	1,600	(79)
Office Supplies	1,106	1,200	(94)
Office Equipment	340	3,881	(3,541 )
Audit	0	325	(325)
Professional Services	0	1,200	(1,200)
Contractual Services	6,000	0	6,000
Marketing	4,250	5,200	(950)
Printing	2,018	3,000	(982)
Travel	912	1,200	(288)
Education	1,440	600	840
Telephone	2,587	2,800	(213)
Utilities	1,557	1,200	357
Insurance	3,314	2,750	564
Copy Lease / Maintenance	366	600	(234)
Fund Raising	2,243	2,400	(157)
Interest Expense	99	800	(701 )
Miscellaneous	1,028	1,200	(172)
Service Charges - Bank	0	50	(50)
<b>Total Expense</b>	<b>\$ 119,809</b>	<b>\$ 136,762</b>	<b>\$ (16,953)</b>
<b>Net Income</b>	<b>\$ 27,173</b>	<b>\$ 7,020</b>	<b>\$ 20,153</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)