



Tipton County Economic Development Corporation

NEWS & VIEWS

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DC Coaters to Expand Tipton Facility

Dennis Cook, President and Founder of DC Coaters, Inc., has announced the company will expand its operations in the Tipton County Industrial Park. This expansion will double the size of the 20,000 sq. ft. building to 40,000 sq. ft. at an estimated cost of over \$600,000. Cook stated, “This will bring our total real estate investment to well over \$1 million. In addition, the company will be moving and upgrading the E-Coat machine located in Muncie, Indiana to the Tipton facility at an estimated cost of \$550,000. Most importantly, this expansion will retain 30 full-time jobs at an average wage of \$14.62 per hour and add 11 new jobs to the Tipton payroll at an estimated average wage of over \$14.00 per hour bringing our total employment to 41 plus 10-20 temporary employees supplied by Staffing Resources. We anticipate our total wages, fringe benefits and temporary employee costs for 2005 to be in excess of \$1.7 million.”

DC Coaters supplies the automotive industry with electro-deposition painting services painting over 30 million parts in 2004. DC Coaters customers include Steel Parts Corporation, LH Industries, Small Parts Corporation, Kauffman Products, Batesville Tool & Stamping, Delphi Automotive Systems and many others.

DC Coaters broke ground in July of 1993 at the Tipton County Industrial Park. The Tipton County Economic Development Corporation is assisting DC Coaters with this expansion including technical assistance, drainage improvements to the Industrial Park and one acre of land. No tax abatements are being requested. For more information on DC Coaters, visit www.dccoaters.com.

Search Committee continues

Search for New EDC Director

A total of 57 resumes were received in response to advertisements placed for the Executive Director’s position at the Tipton County Economic Development Corporation. The director’s position became vacant in early October with the resignation of Bill Konyha whom had served in that capacity since 1995.

EDC Search Committee reviewed 32 applicant resumes who indicated some experience in economic development or a related field. The committee then selected eleven names to begin a telephone interview process before beginning the personal interviews. The committee hopes to begin the personal interview process in early January and fill the position by January 31. Most of the applicants are Indiana residents with the exception of a few.

The committee consists of Jim Ashley, John Graham, Don Havens, Commissioner Dennis Henderson, Mayor George Ogden, Jan Smith, Ted Tetrick, and Dave Voris.

Ads were placed in the Kokomo and Tipton Tribunes and online with the Indianapolis Star Career Builder and the Indiana Economic Development Association (IEDA) website.

Building a better community ~ Advocates for business ~ Working together for you and your business

Chairman's Message

from Don S. Havens, EDC Chairman

A new year begs a look forward – a bigger challenge than a look back – and so here goes.

The political environment in the city and county will be the most conducive in the last 30 years (or ever?) for that broad class of issues we generally call economic development. The nearly ratified (at this writing) county-wide dispatch agreement is a indication of more co-operation, reform and efficiencies in our local government. These efficiencies support a spirit working together for the common good. These efficiencies will ultimately be a part of economic development.

The hiring of a new executive director – be he or she full-time or part-time – will send a message about the TCEDC near-term (3-5 year) goals. I expect one these goals to be manageable employment growth and retention in our current industry (e.g. D.C. Coaters) and the addition of small but solid and diversified new operations (e.g. Maddox Excavating). Another goal will be to focus on a major infrastructure improvement for the long-term (8-10 years) such as a western access to connect the city industrial area to US 31 via the only assured interchange at SR 28.

Our county and city involvement in the US 31 Coalition beginning this January will give us both a voice and information. This information will lead to knowledge and eventually to progressive choices regarding our relationship to this most important project. The projected date for completion of the interstate type highway through Tipton County is 2021 – just 16 years from now.

Finally, the TCEDC will continue to be supportive of efforts by others to fill the ever increasing amount of empty retail space with new business. Our primary contribution will be to keep our community focused on a positive population trend, a trend away from our aging population statistic (young families) and the addition of tax base (to keep the individual tax burden from increasing) for only these facts will secure our economic future.

My New Year wish to you: Be positive in thought, be progressive in policy and be optimistic about your home county.

TCEDC Board Member Profiles . . .

In this and future issues of News & Views, EDC staff hopes to acquaint our readers with who we are by providing information about the individuals who serve on the board of directors of the Tipton County EDC.

Ron Warren, owner of Ramsay Business Solutions in Tipton, has served on the board of directors for the Tipton County EDC since 1986. Ron is one of several of the initial board of directors who continues to serve on the board. He also served on the steering committee whose insight formed the Economic Development Corporation. Ron was motivated to serve the community in this way due to the loss of some of the community's largest employers in the mid 80's including FMC Corporation, Perfect Circle and Stokely. As a small business owner, Ron was concerned about the economic and business climate within Tipton County. Ron and his wife Susan have three children, Chris, Rick and Katie. Ron enjoys spending time golfing and jogging.

Jan Smith is the newest TCEDC Board of Director as of June 2004. She replaced Nancy Poer. Jan and her husband Keith are owners of Smith Building, Inc. of Tipton. Jan has three children, Scott Woods, Shanna Haecker, and Kreigh Smith. Jan is interested in the economic growth of Tipton and the challenges to bring growth and agricultural interests together. She is a graduate of Tipton High School and serves on the Tipton County Community Fund. In her spare time, Jan enjoys skiing, boating, and reading. She is also a fitness instructor.

MADDOX EXCAVATING TO LOCATE AT NORTHGATE

Tipton County EDC has been working with Maddox Excavating, LLC of Carmel, Indiana for many months to locate a site suitable for the company's needs. The company recently selected a site in Northgate Business Center. The company proposes to construct a pre-engineered steel building of at least 4,500 sq. ft. A purchase agreement for the 6-acre site is presently in the works. An agreement hopes to be reached on the sale of the property before mid January.

Shawn Maddox is President of Maddox Excavating and a Tipton County resident and native. Maddox Excavating is an owner operated company with more than 18 years of combined subdivision contracting experience specializing in residential site development, commercial and industrial site development, utility installation, and residential excavating (water and sewer hookups). They employ 15 at the Carmel facility.

Chamber & EDC Unite Efforts to Market Tipton County

The Tipton County Chamber of Commerce and Tipton County EDC have joined forces to market the Tipton County community to potential new businesses and new families. Both groups will jointly lease the billboard located on U.S. Highway 31 that has been used by the Tipton County EDC for many years. Both will share in the annual cost of the lease.

A special thanks goes to **Reed Sign Service, Inc. of Kokomo**, owners of the sign, for offering to give it a new design at no cost to the Chamber or EDC. Their contribution and assistance is greatly appreciated. The new design will include the Chamber and EDC contact information (phone numbers and website addresses). The billboard is located on the west side of U.S. 31 just south of the Tipton and Howard County line.

HEARTFELT THANKS TO OUR FRIENDS

The Tipton County Economic Development Corporation and Tipton County Chamber of Commerce wish to take this opportunity to thank all who attended our Holiday Open House on December 2 at the C.W. Mount Community Center. This year's event was well attended. The Chamber and EDC wish to also extend our sincere thanks to the following businesses and individuals who donated gifts for the drawing that was held during the evening. They included:

Coldwell Banker Havens Realty
First Farmers Bank & Trust
First National Bank & Trust
Gifts Plus
Jean's Flowers & Gift Shop
Jim Dandy Restaurants
Moser Jewelers
Mr. & Mrs. Joe VanBibber
National City Bank

Pizza King
Pizza Shack
Ramsay Business Solutions
Shirley Computer / Radio Shack
STAR Financial Bank
TDS TELECOM
Young's Water Conditioning & Appliances

2004 EDC CONTRIBUTORS ACKNOWLEDGED

The Tipton County Economic Development Corporation has been successful in creating wealth and opportunity for the Tipton County community for more than eighteen years. It all started with a simple message—"Looking to the Future of Tipton County." What has really kept us going has been the generous support and confidence of our friends and supporters as well as the confidence and support of our elected officials. On behalf of our board of directors and staff, thank you for your confidence, your support and your friendship! It is appreciated more than you know.

AcraLine Products, Inc.

Ashley Construction

Baumgartner & Co. Asphalt Services

BRS Mechanical

BrindleBox Design

Brumbaugh Greenhouse

Campbell Seed Inc.

CINERGY / PSI Energy

DC Coaters, Inc.

Dan Young, LLC

84 Components

Farmers Mutual Insurance Co.

First National Bank & Trust

Havens Realty Company, Inc.

IMPACT Cooperative, Inc.

Irving Materials, Inc.

Lauth Property Group

Lee Landscaping, Inc.

Luttrell Insurance Agency, Inc.

Marsh Supermarkets, Inc.

Maxey Home Construction, Inc.

McCormack's Printing Impressions, Inc.

McNeal & Company, CPAs

Medicine Shoppe Pharmacy

Midwest Sheets

Moore Title & Escrow Co.

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

Ramsay Business Solutions

Realtors Association of Central Indiana

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 ACE Hardware

Tipton Automotive Supply Corp. / NAPA

Tipton County Tribune

Tipton Ford Mercury, Inc.

Title Guaranty & Abstract Co., Inc.

Tragesser Concrete Forms, Inc.

VECTREN Energy

Young Nichols Funeral Home, Inc.

Mr. & Mrs. Warren Baird

Mrs. Gene Doversberger

Mr. & Mrs. Monty Henderson

Mr. Wyatt Johnson, P.E., L.S.

Mr. & Mrs. William Konyha

Ms. Nancy Nicholson

Mr. & Mrs. Allen Perry

Ms. Nancy Poer

Mr. David Quigley, Attorney at Law

Mr. & Mrs. Clinton Rockey

Mr. & Mrs. Donald F. See

Dr. Michael T. Smith, D.D.S.

Mr. & Mrs. Steven Smith

Mr. & Mrs. Ted A. Tetrick

Support Tipton County EDC through the MARSH SUPERMARKETS Community Shopper™ Program

You can demonstrate your support of the Tipton County Economic Development Corporation and our efforts by registering to participate in the MARSH Fresh IDEA Program. When you register your MARSH Fresh I•D•E•A Card and purchase MARSH brand products, MARSH will donate 1% of the purchase price of MARSH products to TCEDC with no cost to you or our organization.



Registering is easy. To sign up online, visit the MARSH website at www.marsh.net and click the 'Community Shopper™' icon. Simply provide the requested information and enter our **Express Code #351675022**. It's that easy! Contributions paid to our organization in 2004 through this program were \$52.97.

Remember to do your shopping at MARSH and generate 1% of the purchase of Marsh-brand products to our organization. There's no easier way to show your support and generosity so why not join today!!

Agriculture Economics 101

by Monty Henderson, EDD project director for
North Central Indiana Economic Development District

Long before the first automobile was built, agriculture was the key industry in North Central Indiana. Newcomers were attracted to the region by good soil and favorable climate.

The discovery of natural gas opened the door to manufacturing and the region prospered as new occupations were introduced in the heartland of Indiana. Soon, more people began to work in the factories than on the farms.

For example, the population of Tipton County peaked at 19,116 in 1900 (vs. current 2000 census 16,577) due to the early “boom” years (when both agriculture and industry were in steep growth phases). Other counties, such as Cass, Fulton, Miami, and Wabash, have grown only modestly the past 100 years. Howard County, with a large auto manufacturing influence is the only county in the region that has grown significantly in population (28,575 in 1900 vs. current 84,964).

The number of farmers has dropped steadily since 1900, thanks to technology like hybrid corn, pesticides, and mechanization. There were 211,000 farms in Indiana in 1915. That number was nearly halved to 115,000 by 1965 and by 2000 the state had only 64,000 farms. Farms totaling 1,000 acres or more tripled from 1,144 in 1974 to 3,817 in 2002. Certainly, a farmer can produce more today than ever before and that trend does not appear to be slowing.

Twenty years ago, a farmer could provide for his family with a 500 acre grain farm. Today, a farmer requires nearly 2,000 acres to do the same.

It is obvious that our rural landscape has undergone great change as our farm population has slowly been replaced by non-farm citizens. Instead of going out to the barn to begin a day’s work, our rural citizens are now more likely to get into their vehicles and make a commute to their place of work.

The agriculture businesses are also consolidating to keep pace with the smaller number of clients who farm larger acreages. The local cooperatives and small dealers that were once a mainstay in nearly every community are being forced to compete with large conglomerates that can operate more efficiently, resulting in fewer Ag businesses.

Vertical integration in both the farm and the farm industries is providing for a constant changing of names, products, and services.

Some farms now produce products for specific niches and even enter into the retail sector to directly serve customers. Giant Ag companies now are more directly involved in the processing of the grain and livestock they buy from farms. Many now contract and control the entire farm to market process. For example, a major poultry company contracts with farmers to raise chickens. The company provides the chicks, the feed, and the trucking to their packing plants, where the final product is then shipped to the retail distributor. The farmer is now simply the custodian of the chick to hen feeding process and he bears little market risk compared to his forefathers.

Many economists now foresee this process evolving into nearly all of the major agriculture industries. Agriculture products themselves are commodities, with nearly all commodities traded world wide. The profit in commodities is usually generated in efficiencies fueled by sheer capacities that are influenced by volume. World competition is greater than ever, resulting in lower prices and more risk to the producer.

Looking toward the future of agriculture in North Central Indiana, it would appear that our long standing heritage of producing fine livestock and grain crops will not cease, but the way in which it occurs will continue to change greatly, as will the role of the farmers and industry that serves them. They will both likely be fewer in number, but will produce a higher value of quality products at a more efficient price to feed an ever-changing world.

Learn more about NCIEDD at www.inheartland.com.

Web Building Database

If you are an owner of vacant property and/or a building consisting of office, retail or industrial space in Tipton County, the Tipton County EDC can list your property on the *Available Properties Database* located on the Tipton County EDC website at www.tiptonedc.com. National site selection databases of the major utility companies and the Indiana Department of Commerce are linked to ours expanding and increasing its effectiveness.

In order to do so, we ask owners to provide their permission in writing. Owners will be asked to complete an Available Properties form to assist staff with the addition of their information to the database. Staff will create a page listing all information about the facility including location, square footage, contact information, and will take a photograph to be included in the database as well if none is provided. The completed information will be submitted to the owner to assure all information is correct before it is posted on the website.

This service is available at no cost to Tipton County property owners and is a great way to market your vacant building to potential tenants and/or buyers. Check out *Available Properties* on our website at www.tiptonedc.com. If you are interested in participating in this opportunity, contact our office by calling (765) 675-7417, by email to degillam@tds.net or stop by the office located at 136 E. Jefferson Street to inquire.



Tipton County EDC MISSION STATEMENT

The TCEDC was organized for the purpose of promoting 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.

TCEDC 2004-05 OFFICERS

Don Havens, Chair
James Ashley, First Vice Chairman
John Graham, Second Vice Chairman
David Reep, Secretary
Ronald Warren, Assistant Secretary
Patrick N. Logan, Treasurer

2004-05 BOARD OF DIRECTORS

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Visit us on the Web at www.tiptonedc.com

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