



2019

Annual Report



Director's Note

Cliché or not, some of the best stories feature the protagonist drawing upon assets they have around them to better themselves in preparation for what's to come. Whether it's Rocky Balboa hitting frozen meat carcasses, Daniel LaRusso kicking atop a post on a beach, or Frances "Baby" Houseman practicing "the lift" with her partner in the lake: they knew what they wanted, were willing to put in the time and effort to build their strengths, and utilized their environment to get there. For the record, yes— I've watched other movies past 1987.

This past year was a 365-day "work-out montage" for Greensburg and Decatur County. Many of the initiatives commenced in 2018 continued into the next year, and 2019 was when the heavy-lifting and busy work really commenced. Economic and Community Development are often defined by ribbon cuttings, check-presentations, groundbreaking, etc.—but these are all results of years of building partnerships, strategic planning, wise investing, and seizing opportunities. Property assets need to be developed, the workforce needs to be educated, and the community needs to be marketed so we can be "at the right place at the right time." In 2019 we were running through the streets of Philadelphia, and the music is just starting.

That is not to say Greensburg and Decatur County didn't enjoy enough successes to put together a highlight reel. We continued to hover in the 2-3% unemployment range, and, with a labor market that tight, the EDC continued our focus on talent attraction through community development projects and programs. We added a housing map to our website, to help facilitate interested developers in selecting available lots for residential homes. We worked in concert with the Stellar Team on a branding effort, to help market and highlight many of the new quality of life projects that took shape, including a new splash pad and downtown renovation. All the above were marketed to local realtors and lenders at the regional meeting of MIBOR members, a presentation we hope to continue into 2020.

2019 proved to build additional significant partnerships, another key element of the development story, and another source of success. We joined our regional partners at conferences in Charlotte and Chicago, marketed our neck-of-the-woods at site selector events in Cleveland, Greenville (SC) and Atlanta, and represented the home crowd at the International Economic Development Annual Conference held in Indianapolis. Locally, the EDC was an active part of the Manufacturer Educator Partnership (MEP): a collection of local industry, primary and secondary education and state organizations all set with the goal of improving job and training opportunities for our local workforce. Another great local partnership along these lines was the Catapult Program, an intense training opportunity in advanced manufacturing for unemployed people in the region. Three cohorts (roughly 15 students each) made it through the program by the fall of 2019, and the program continues to be refined moving into 2020. We appreciate all our partners and their support and look forward to continued cooperation in the years to come.

Lastly, there was the "traditional" economic development. We aided Schwing Sawmill and Hardwoods in navigating the area planning approval process, provided investment in Rouge Bridal through the revolving loan fund, helped coordinate the utilities for the Midwest Logistics development and the Business Enterprise Park, and worked closely with the developers surrounding the Veterans Way area—helping them with the tax abatement process among other needs. We handled site visits from outside interested parties, all well-received—but we continue to hone our skills in determining how we can best help our local business and attract new ones to our community.

There are still more sit-ups, push-ups, and crane-kicks to be done before we're ready: Broadband is a necessity for growth and we will continue to press for its expansion in the county; Our infrastructure— including rail, streets, utilities, and even funding resources—need to be on a continued path of improvement; and Workforce Attraction will always be a central point of focus, so we can grow the community the way we want in the most effective way possible. We're up for the challenge, and we don't mind the work. 2019 made us sweat... we just need a good soundtrack.



COMMUNITY DEVELOPMENT

In a period where it's more common for a person to select a community before a job, maintaining and enhancing the quality of life for your region becomes as important as any business incentive. The EDC has embraced this notion, and has increasingly focused on partnering to bring much needed advancements and amenities to our community

COMMUNITY BRANDING CAMPAIGN

The EDC continued to facilitate the Branding Campaign with Miles Herndon, working with other entities to convene 3 "generational meetings" to gather input, as well as employ online surveys to reach as many as possible. These results incorporated into logo designs for not only Greensburg, but St. Paul, Westport, Lake Santee, New Point, and Millhouses—as well as to craft a storyline for the campaign. All pieces are still in the process of refinement and should be launched in 2020.



STELLAR PROJECTS

The EDC continues to be part of the Stellar team, forging ahead with projects planned out during 2016 when the city applied for the Stellar grant. One of the projects was completed in 2019. The Rebekah Park splash pad, sponsored by Delta Faucet, was a huge success in the community.

Other projects continue to take shape, such as the Rebekah Park Amphitheater, Pirate Park, and more. We look forward to being able to present these completed projects in 2020, adding to the list of many amenities our community can provide to current and prospective community members.



BROADBAND EXPANSION

The EDC took the initiative to be the lead organization in expanding broadband internet access through the county, holding strategic meetings with both public and private entities, working regionally for greater impact, initiating broadband studies of the immediate county and region, and helping to establish the city and county as "Broadband-Ready."

INDY POWER PARTNERSHIP

Traveled to Atlanta, GA and Greenville, SC to the Indy Power Partnership Site Selector's Forum through the South-Central Indiana Economic Development Group. It proved very valuable for networking with site selectors one-on-one, connecting with state IEDC reps, and other LEDO's in Indiana.

"LEDO DAY"

Attended "LEDO Day" at the Indianapolis Motor Speedway on behalf of the Indiana Economic Development Corporation. This event was to thank local EDC's, officials, and other leaders for their work in our region, as well as a networking opportunity.

REGIONAL STRATEGIES

The economic climate in rural Indiana and the Midwest Region at large require greater cooperation between regional partners. The EDC understands the value in these partnerships, and makes every effort to coordinate with other communities/organizations to maximize Decatur County's assets and visibility.

2025 VISION

Was a panel participant in the 2019 Indiana 2025 Vision report card regional presentation through the Indiana Chamber of Commerce, hosted by HMIN

21ST CENTURY TALENT REGION

Took the lead in regional partnerships to become designated as a 21st Century Talent Region. This initiative, led by the Secretary of Career Opportunities and Talent Blair Milo, helps to assemble regions to focus on their skill needs and coordinate recruitment efforts accordingly. Greensburg/Decatur County is to be part of two regions: The first formed out of the ECO 15 regional partners; and the second consisting of the I-74 Corridor group.

AGRICULTURE

Attended meetings of a regional "Ag Roundtable" (headed by Rush, Shelby and Decatur Counties) which will be partnering with Purdue and the Indiana State Dept. of Ag to do an agriculture-based SWOT analysis of a ten-county region.

TELL US WHY YOU LOVE
GREENSBURG
AND **DECATUR COUNTY.**
↓ TAKE OUR SURVEY. ↓

BUSINESS DEVELOPMENT

Whereas there has been a shift toward community enhancement in the economic development field, traditional development practices and successes remain a priority, and the two focuses continue to intertwine.

SMALL BUSINESS EXPANSION

Worked with Dan Schwering of Schwering Sawmill and Hardwoods, to determine an area for expansion within the county, as well as the potential for incentives.

THE EDC REVOLVING LOAN

A Revolving Loan was awarded to Rouge Bridal to expand products and renovate their retail space. They hope to include private areas for bridal parties who come in for fittings. They are hoping this leads to a more personalized shopping experience.

EXPANDING RAIL SERVICES

Continued working with partners such as the Indiana Department of Transportation, the County Redevelopment Commission (Honda TIF), Genesee & Wyoming Railroad and our local utility providers (among others) to plan for and expand services to strategic properties such as the Business Enterprise Park, Adams Rail Park and The Agriculture Corridor.



SOME EVENTS ATTENDED IN 2019:

- ICSC Regional Retail Conferences in Columbus, OH and Chicago, IL where contact was made with various developers, marketers, and retail businesses
- Area Development Site Selector's Event in Charlotte, NC. The format of this conference consists of nationally known site selectors presenting on the trends they are seeing in the economy, as well as specific areas of development, including incentives, real estate, and new technology.
- Indiana Economic Development Association's "Explore Southern Indiana" and Annual Conferences. These events featured break-out sessions covering everything from the importance of childcare in talent attraction, to data centers, to regional and global ED trends.



INCREASED ATTRACTIONS ON 421 EXIT

Worked with two developers: one involving a project in front of the Hampton Inn (Gas Station with restaurant and C-Store), and another concerning a Travel Plaza and Hotel. Projects were submitted for tax abatements in June and approved in August. Another project consisting of a co-working space geared toward light industry was approved in November.

WORKFORCE

The Economic Development Corporation understands that attracting and maintaining a skilled labor force continues to be a challenge across the state in the current economy. In conjunction with efforts to enhance the attraction of our community, the organization is making strides to ensure that housing and educational opportunities keep up with our growing need for new residents.

OUR GROWING COMMUNITY

2019

3,369

Total number of commuters who live out of county but work in Decatur County



Top 5 Counties sending workers INTO Decatur County

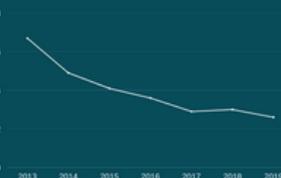


LABOR FORCE

Our labor force continues to increase as more workers come into the county and more jobs become available

UNEMPLOYMENT RATE

Unemployment rate in Decatur County for past 7 years



+ 800 workers since 2014

2019 JOB FAIR

In cooperation with the Chamber of Commerce and Michelle Russell of Decatur County Schools, we hosted a March Job Fair for residents seeking opportunities, as well as educate students on life/work after high school.

HOUSING MAP

Created a "Housing Map" for the City, showing all available undeveloped lots for home construction.

THE CATAPULT PROGRAM

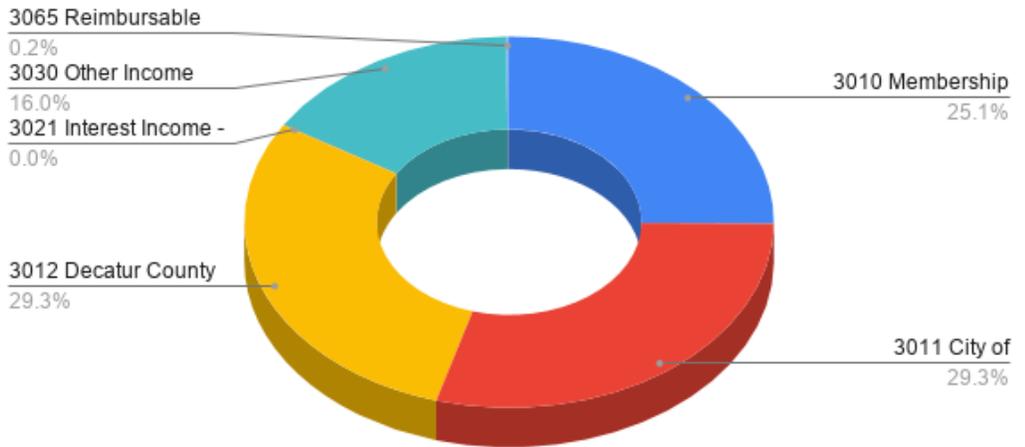
Partnered with Honda, Conexus, and Vincennes University to help launch the "Catapult" manufacturing program in Decatur County. This program is an intense training class running a month long and has achieved great success in areas such as West Lafayette (Subaru) and Princeton (Toyota) in lowering employee turnover. 3 classes averaging roughly 15 graduates each went through the program in 2019.



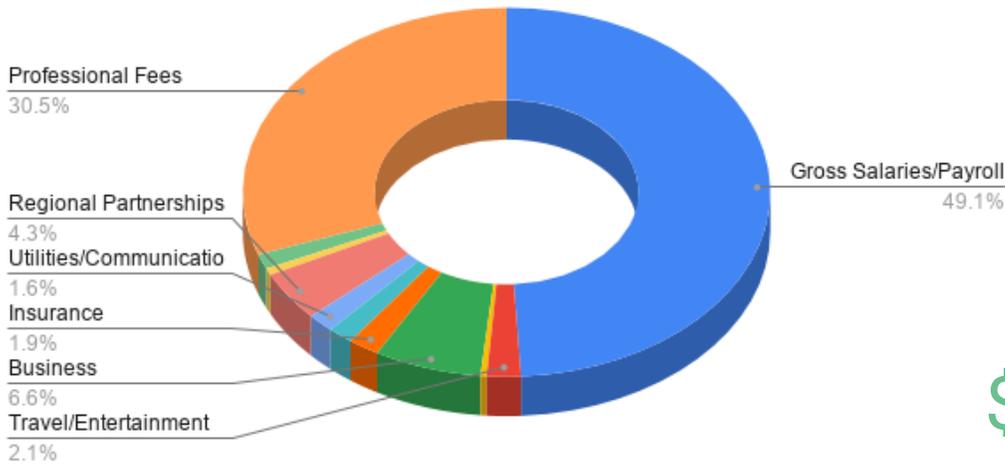
Financial Statement '19

Income:
\$204,833.60

Income



Expenses



Expenses:
\$207,984.26

Total Assets:
\$323,765.98

Revolving Loan Fund:
\$155,711.40

Board Members

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David Miers

Miers Farm Corp.

Vice President

Brett Abplanalp

Decatur County REMC

Secretary

Steve Freeman

Shirk's International

Treasurer

Chris Bower

First Financial Bank

Decatur County Community Schools	Jarrod Burns
Chamber of Commerce	Jeff Emsweller
City Council	Kevin Fleetwood
County Council	Dyar Forkert
Greensburg Community Schools	Tom Hunter
Vectren	Nathan Kunkler
City of Greensburg	Mayor Dan Manus
Decatur County Memorial Hospital	Rex McKinney
Decatur County Commissioner	Rick Nobbe
Duke Energy	Chip Orben
Hitachi Powdered Metals	Greg Owens
Honda Manufacturing of Indiana	Randy Powell
KOVA	Brad Reed
E.T.C.	Dustin Tarter
Delta Faucet	Scott Wesseler

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Runnebohm Construction

Bob Carmony



EconomicDevelopment
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OF GREENSBURG/DECATUR COUNTY