



Miami County Economic Development Authority (MCEDA)

Business Retention and Expansion Program
December 10, 2009

Background

Rural County

- 36,000 population

Major Industry Sectors

- Manufacturing and
Agriculture

Economic Development Authority

- Entity of County Government
- Serves as Redevelopment
Commission
- Responsible for
redevelopment of Grissom
AFB

Member of NCIEDP



BR & E Program Highlights

Director of Business Retention/Expansion

- POC for all existing business efforts
- Ivy Tech Workforce and Economic Development
- Miami County Career Advisory Council
 - Internship program
 - Project Lead The Way (Peru and Maconaquah)
- Mayor's Cabinet
- Incentive Preparation and Annual Compliance Assistance
- IUK Lilly Grant – Advisory Council for Internships and Leadership Training

BR&E Highlights

Executive Pulse

- Existing business surveys
- Annual visits
- Survey Expansion includes
 - Core Competencies
 - Wage and Benefit Survey
 - Current Outsourcing
 - Used for business attraction
 - Work Keys Certified
- Data collected/reviewed
 - Locally and Regionally



Executive  Pulse™

BR&E Highlights

Core Competencies

- Process versus products
- Data Use
 - Networking via MCEDA website
 - Business resources tab
 - Alphabetized list/w contact info
 - Innovations Link
 - Matching core competencies to new innovation and tec
 - » Improved processes
 - » Diveristy
 - Business attraction
- Building a regional data base





BR &E Highlights

Other Programs

- CEO Roundtables
- Revolving Loan
- Marketing Grant
- Trade Show Registrations
 - Diversity
- Weekly drop-ins



Please Contact

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Miami County Economic Development Authority

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