

Appendix III: *EGR 8 Survey Materials*

E-mail Sent to 602 Organizations in EGR 8 Inviting Participation in Survey

I'd like to ask you to take part in an important study on the future of our region's economy.

With support from the U.S. Economic Development Administration and Indiana state government, researchers from Purdue and Indiana Universities are studying opportunities for economic growth in rural regions of the nation. A key part of the study examines economic conditions in a particular region. For this purpose we've chosen Indiana's **Economic Growth Region 8**, which includes Brown, Daviess, Greene, Lawrence, Martin, Monroe, Orange and Owen counties.

Through this survey we're asking business and community leaders to share their views on the region's strengths and weaknesses as a place to do business and help identify promising opportunities to target for economic development.

All responses will be treated confidentially; only statistics pooled across respondents will be reported from the survey. Any individual responses will remain anonymous, so you should feel free to respond frankly to the survey questions. We will gladly share a report of the study's findings with you when it is completed.

I hope you will take a moment today to complete the survey online at www.ibrc.indiana.edu/EGR8survey.html. If you have any questions, you may contact us at 812-855-5507 or ibrc@iupui.edu. Your opinions can make a difference in our region's economic future. Thank you for taking part in this important study.

Sincerely,

Jerry N. Conover, Ph.D., Director
Indiana Business Research Center
Kelley School of Business – Indiana University
1275 E Tenth St., Bloomington, IN 47405-1701

Cover Letter Mailed to Selected Regional Stakeholders Inviting Survey Participation

May 2006

I am writing to ask you to take part in an important study on the future of our region's economy.

With support from the U.S. Economic Development Administration and Indiana state government, researchers from Purdue and Indiana Universities are studying opportunities for economic growth in rural regions of the nation. This study has the full support of Governor Mitch Daniels and the Office of Rural Affairs.

A key part of the study focuses on a detailed analysis of economic conditions and opportunities in a particular region. For this purpose we've chosen Indiana's **Economic Growth Region 8**, which includes Brown, Daviess, Greene, Lawrence, Martin, Monroe, Orange and Owen counties; for your reference, a map of the region appears on the reverse side of this page.

This survey is one of several means we're using to gather information from business and community leaders in the region. Your participation will enhance understanding of the region's strengths and weaknesses as a place to do business and help identify promising opportunities to target for economic development.

All responses will be treated confidentially; only statistics pooled across respondents will be reported from the survey. Any individual responses will remain anonymous, so please feel free to respond frankly to the survey questions. We will gladly share a report of the study's findings with you when it is completed.

I hope you will take a moment today to complete the survey. The easiest way to do so is online at www.ibrc.indiana.edu/EGR8survey.html. If you prefer, you may complete the enclosed survey form and mail or fax it to us at the indicated address or number.

Your opinions can make a difference in our region's economic future. Thank you for taking part in this important study.

Sincerely,

Jerry N. Conover, Ph.D., Director

Cover Letter Mailed to a Second List of 150 Organizations in EGR 8 Inviting Survey Participation

June 2006

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Mailed Version of the Survey on the Business Climate in Economic Growth Region 8

You are encouraged to complete this survey **online** at www.ibrc.indiana.edu/EGR8survey.html
Please mark your answers to the questions below as indicated. If you feel a need to explain an answer, you
may write in the margins or on the back of the page.

Your Organization. This information will help us understand the perspectives of people in different kinds
of organizations.

1. How many years has your organization operated in this region?
 1 to 2 years 3 to 5 years 6 to 10 years 11 to 20 years more than 20
years
2. Is your organization headquartered outside this region? YES NO
3. In which county is your organization located? _____
4. Which classification best describes the primary business of your organization? (Check only one)

<input type="checkbox"/> Agriculture, forestry, fishing or hunting	<input type="checkbox"/> Real Estate, Rental or Leasing firms
<input type="checkbox"/> Mining	<input type="checkbox"/> Professional, Scientific or Technical Services
<input type="checkbox"/> Utilities	<input type="checkbox"/> Management of Companies or Enterprises
<input type="checkbox"/> Construction	<input type="checkbox"/> Admin. & Support Svcs, Waste Mgt. or Remediation Svcs
<input type="checkbox"/> Manufacturing	<input type="checkbox"/> Educational Services
<input type="checkbox"/> Wholesale Trade	<input type="checkbox"/> Health Care or Social Services
<input type="checkbox"/> Retail Trade	<input type="checkbox"/> Arts, Entertainment & Recreation
<input type="checkbox"/> Transportation or Warehousing	<input type="checkbox"/> Accommodation & Food Services
<input type="checkbox"/> Information (media, communications, etc.)	<input type="checkbox"/> Other Services (except public administration)
<input type="checkbox"/> Finance or Insurance	<input type="checkbox"/> Public Administration

Other (please specify: _____)
5. If you know your organization's NAICS (industry) code, what is it? (2 to 6 digits) _____
6. Describe the **primary** product(s) or service(s) your organization offers from this location:
7. What percent of the customers of your local organization are from each of these areas? (*should sum to 100%*)

_____ % within this county
_____ % elsewhere in Indiana
_____ % outside of Indiana but within the U.S.
_____ % outside the U.S.
8. Why is your organization located in this area? _____

Sales/Marketing 1 2 3 4 5

Comments:

13. How would you rate the **quality** of labor in the region for your business? (Circle a number. If you have no experience with a specific type of labor, circle 5 for "N/A".)

	Excellent	Good	Fair	Poor	N/A
HOURLY:					
Skilled	1	2	3	4	5
Semi-skilled	1	2	3	4	5
Unskilled	1	2	3	4	5
SALARIED:					
Management/Administrative	1	2	3	4	5
Professional/Technical	1	2	3	4	5
Sales/Marketing	1	2	3	4	5

Comments:

14. Please rate the following local services in terms of how well they meet business needs. (Circle a number for each service. If you have no experience with a specific service, circle "N/A".)

	Excellent	Good	Fair	Poor	N/A
Water service	1	2	3	4	5
Sewer service	1	2	3	4	5
Solid waste disposal	1	2	3	4	5
Electrical service	1	2	3	4	5
Natural gas or propane service	1	2	3	4	5
Basic telephone service	1	2	3	4	5
High-speed Internet service	1	2	3	4	5
Fire protection	1	2	3	4	5
Police protection	1	2	3	4	5
Construction services	1	2	3	4	5
Availability of affordable child care	1	2	3	4	5
Schools (kindergarten – high school)	1	2	3	4	5
Access to higher education	1	2	3	4	5
Highway access to other areas	1	2	3	4	5
Local roads	1	2	3	4	5
Nearby airport facilities	1	2	3	4	5
Access to major airports	1	2	3	4	5
Air cargo/express service	1	2	3	4	5
Rail cargo service	1	2	3	4	5
Quality of healthcare services	1	2	3	4	5
Affordability of healthcare services	1	2	3	4	5
Business financing	1	2	3	4	5
Professional & business services	1	2	3	4	5

Facilities for business meetings	1	2	3	4	5
Lodging for business visitors	1	2	3	4	5
Process for obtaining local permits/licenses	1	2	3	4	5

Comments:

15. In your opinion, the business climate in this region is:

improving

stable

getting worse

16. In your opinion, what are the main **assets of this region** when it comes to doing business here? Assets include such things as particular organizations or facilities in the area, natural resources or features, proximity to key markets, cultural or recreational opportunities, physical infrastructure (highways, utilities, etc.), helpful local government, and so on.

17. In your opinion, what are the main **drawbacks of this region** when it comes to doing business here?

18. Finally, we'd appreciate any other comments or suggestions you may have about the **advantages or disadvantages of doing business in this region** or the **prospects for the area's economic future**. Feel free to share your views on which industries the region should target for economic growth, and why. (Continue on back if necessary.)

Finally, in case we need to contact you to clarify a response or to send you a copy of the survey results if you requested one, please provide the following information. This information will not be shared with anyone nor used for any other purpose.

Name: _____ Title: _____

Organization: _____

Telephone Number: _____ e-mail address: _____

A copy of the **survey results** will be e-mailed to you if you provide your e-mail address. *Your e-mail address will not be shared nor used for any purpose unrelated to this survey.*

Thank you very much for your help with this survey!

Survey Responses to Open-Ended Questions

Question 8 Responses

Why is your organization located in this area?

ROOTS

1. been in Daviess Co. since its establishment in 1888
2. Began here.
3. born and raised here
4. family company that started in Orange County
5. Founded here, relocation would be costly
6. grew up in this area
7. Grew up near here
8. History and opportunity. Although we have grown to a \$100 Million per year organization, almost all construction is considered local to some degree. As we work throughout the Central and Southern regions of the State and beyond, this area is a good place for our headquarters.
9. history, past good market, good way of life
10. Home of owner, scenic beauty, more affordable standard of living
11. I am here
12. I live here
13. I moved to Lake Monroe 25 years ago. Attended IU in prior years
14. I was born in Bloomington. I started the company because I couldn't get a good job here.
15. just where I was living
16. long history in this area (almost 100 years); good workforce
17. My wife and I like the area. Bloomfield is very centrally located between Indianapolis, Evansville, Terre Haute, Vincennes, and Bloomington. You can partake in the social activities these cities offer and then leave their social problems behind. Bloomfield provides an excellent quality of life. Insurance services can be marketed from virtually any location.
18. organization founded here
19. original home area of husband and wife who started business out of their garage and kitchen table
20. Originally started at this location - near farming area
21. Originally started in this area in 1926 because of the local hardwoods.
22. our kids live here
23. Owners born here
24. started here
25. started here 33 years ago, owners located here to start another business: location, IU, size of community
26. the company was founded here in 1962
27. The founder of the company lived here.
28. the founder chose Bloomington because they liked the Bloomington area and Indiana
29. This is where our parent organization is located.
30. We have always been in southern Indiana as a family.
31. where it originated
32. where opportunity presented itself 29 years ago

COMMUNITY/REGIONAL SERVICE

33. community based hospital system founded over 100 years ago
34. county hospital
35. established and publicly funded to serve Monroe County
36. in the county we serve
37. it is here to support local businesses
38. it's the area hospital
39. local affiliate of a statewide network of providers - founders were Monroe Co. resident

40. local economic development organization
41. Provide a service to the community
42. Provide the region the most up to date information.
43. tax supported
44. The main office is located in Bloomington, Monroe County. we serve 11 counties: Monroe, Morgan, Owen, Lawrence, Orange, Brown, Bartholomew, Decatur, Jennings, Jackson & Scott
45. The people of this area support a daily newspaper and have for over a 150 years. We are interested in the future growth and the current conditions of our area.
46. to assist/support the Orleans business community
47. To best serve our membership and the county.
48. to educate young people
49. to provide electricity to the rural areas of Daviess, Martin & Lawrence Counties
50. to provide electric service to the rural people of these counties (Daviess, Martin & Lawrence)
51. To provide outreach/education/information on behalf on Purdue Unversity which will help improve the lives of Monroe Counties citizens.
52. to service area businesses
53. was created to promote existing businesses, services and promote our area
54. We are a Community College and geographically we cover distinct territories.
55. we are an operating telephone company
56. We are located in every county in the State of Indiana.; county organization
57. We are one of fourteen regions of the community college.
58. We are part of County Government
59. we have an office in every county in Indiana
60. We service students from families who live in this area.
61. We were organized for the purpose of representing the local business community.
62. we were organized in 1937 to provide electric service to rural areas the investor owned utilities refused to serve.

CUSTOMERS

63. 1. Central location for many customers. 2. History.
64. Company serves south central Indiana. Bloomington is a centralized location for our business. In addition we are able to recruit labor in this community.
65. customer base
66. good geographic location to serve our customers (Honda-Ohio, Toyota - Indiana & Kentucky, SIA - Indiana, etc.)
67. home office of primary company
68. our major customer was located in Monroe County in the past and we had decided to locate our facility as close as possible to the customer in order to save transportation cost and time required
69. Started based on local contacts.
70. where we do business

MANDATE

71. by law
72. by state statute
73. Indiana code requirements 5.28.15 - enterprise zone
74. Licensed in this location by the FCC
75. state mandate
76. State requirement
77. the County is our jurisdictional boundary

UNIVERSITY

78. developed out of a program at IU
79. It was Indiana University employees who first chartered the credit union.
80. Near Indiana University
81. proximity to Bloomington campus of IU
82. We serve the university

ACQUISITION

- 83. acquisition
- 84. aquired product from Cook, Inc.
- 85. Prior purchase of another company who started this plant, presumably due to low wage rates.
- 86. purchased the existing company and have not been inclined to move to another location; public school

NEED

- 87. It was founded in 1971 to address an unmet need for emergency services, and has grown and developed in the region.
- 88. need
- 89. need for services

DON'T KNOW

- 90. ?
- 91. I dunno.
- 92. It was here when I started so i can't really answer that

OTHER

- 93. chance
- 94. Grassroots organization started in Bloomington.
- 95. no good reason except we started here
- 96. Office in Bloomington (Monroe)
- 97. public education
- 98. public school corp.
- 99. Public school corporation
- 100. public school corporation
- 101. Quality of living and availability of talent.
- 102. school corporation
- 103. self explanatory
- 104. Talent pool. Quality of life in community, market
- 105. this area allows us to provide affordable quality resources to our customer

Question 16 Responses

*In your opinion, what are the main **assets of this region** when it comes to doing business here? Assets include such things as particular organizations or facilities in the area, natural resources or features, proximity to key markets, cultural or recreational opportunities, physical infrastructure (highways, utilities, etc.), helpful local government, and so on.*

MULTIPLE ASSETS LISTED

1. 1. cost and availability of utilities are moderate 2. labor and living cost are reasonable 3. availability of purchasing factory supply and parts is better 4. supports by local government are remarkable
2. 1. Central location for customers. 2. Quality of life helps retain some employees. 3. Indiana University is a plus in some important ways.
3. 1. Cost and availability of utilities are moderate. 2. Labor and living cost are reasonable. 3. Availability of purchasing factory supply and parts is better. 4. Supports by local government are remarkable.
4. Bio-Med Manufacturing; Forest & Wood Products; Great potetial for tourism; Local gov. finally working together for econ. dev.; 3 major highways intersecting
5. chambers in county, Crane, proximity to higher education, Goosepond/Beehunter marsh, RedBird SRA, Gr. Sullivan St. Forest, good local utilities, hospital, schools, potential for agri-tourism
6. colleges, healthcare, shopping, businesses like Baxter, Cook, GE
7. Educated population, natural scenic beauty, cultural events, SBDC, Chamber of Commerce,
8. educational institutions like IU, Ivy Tech, etc.Cultural and recreational opportunities that contribute to the quality of lie and attract workers. Cultural and socio-economic diversity of area. Relative proximity to larger cities such as Indianapolis, St. Louis, Chicago, Cincinnati, Cleveland, Louisville
9. employees, quality of life, Ivy Tech, water, Indiana University
10. Excellent attitude of governmental units.Integrity, work ethic, values of the citizens. Adequate highways, access to entire midwest. Good educational institutions. Dependable utility service. Well-run local airport.
11. Good people, Beautiful area, IU, Forward thinking governmental services
12. Honesty and integrity of local workforce. Proximity to several cities (Indianapolis, IN, Louisville, KY, Cincinnati,OH, St. Louis, MO, Chicago, IL, Nashville, TN) without the problems cities usually have (Eg. crime, traffic, etc.). Very good local engineering schools (Univ. of Evansville, Rose-Hulman, Univ. of Louisville, Purdue).
13. infrastructure, low cost of doing business, local government
14. IU/Ivy Tech; healthcare delivery system; amenities of southern Indiana region; life sciences companies
15. low cost of labor; reasonable cost of housing; accommodative government environment usually; availability of financing for business
16. low cost of living - open business climate - location to U.S. Population
17. low crime, Crane Naval Support Center, good weather climate
18. Midwest location, limestone industry, proximity to Indiana University, located midway between Indianapolis and Louisville, low labor rate.
19. natural resources (coal, oil, gas, stone, water); proximity to crane; recreational (fishing, hunting & camping); (lots of strip pits); hospital & schools
20. our recycling material recovery facility is rated as one of the top 3 in the State of Indiana. US & national gypsum companies provide good wage employment. Our county has some of the best scenery - but w/ no roads - tourism is poor. Crane Military Base.
21. Proximity to Crane and Bloomington Life Sciences. Good location between Louisville, Indy, Evansville, St. Louis, etc. logistical advantage. Coal, Agriculture, access to cheap labor. IU. Good distance education programs in Indiana.
22. quality workforce, enterprise zones, Crane Naval Center, GM, limestone - natural resources

QUALITY OF LIFE

23. big town sophistication with a small town atmosphere, I.U., engaged citizenry

24. Close knit communities who truly care about their citizens.
25. community; low cost of living; I-69 future; low crime
26. cultural or recreational opportunities
27. High quality of life for staff. Relatively affordable cost of living which creates a more stable labor pool.
28. In many ways this is a progressive, entrepreneurial community, with a city government that supports innovation to some extent. There are a number of resources to support this, cultural, professional, infrastructure, and it is a pleasant place to live with a lot going on in the arts and a huge variety of services.
29. life style
30. no local congestion - rural setting, good environment to raise children, good highways to north
31. Not as rushed as in the larger metro areas.
32. quality of life, available labor
33. quality of life, location, Lake Monroe, I.U., Ivy Tech, Arts & Entertainment, close to Indy airport (1 hr.), Mon. Co. Airport, Downtown square
34. quality of life, recreational activities, access to university and activities
35. The local lifestyle, geography, and the availability of relatively inexpensive property is attractive to our employees. These employees want to live in this area and are typically very loyal and appreciative of their jobs.
36. This region is known for its rich diversity and cultural existence. I think it has a solid and strong reputation of being a place of interest. It is inviting, safe, attainable and has much to offer.
37. Working in 11 counties, they all have their unique features. Overall Region 8 provides us with recreational, cultural and educational resources that enhance our ability to deliver quality leadership and career development programs to girls aged 5-17. Many of our collaborations are in Monroe County however, they are growing in Lawrence County. we look to Indiana University for interns in the service learning programs.

UNIVERSITY

38. Access to affordable higher education and responsiveness to workforce training needs of local business community through presence of Ivy tech Community College-Bloomington.
39. higher educational opportunities
40. I. U.
41. I. U.
42. Indiana University - educational and cultural opportunities to customers
43. Indiana University has helped our business to grow.
44. Indiana University is a major draw and source of business
45. Indiana University students and the spouses of students.
46. Indiana University, cultural and recreational facilities, good people
47. Indiana University, cultural/arts opportunities.
48. Indiana University, Ivy Tech
49. Location to Bloomington - I.U. and Ivy Tech
50. University generates business for about 8 months a year.
51. university resources; active Chambers of Commerce

ACCESS

52. access to limestone; local government
53. access to river barges, good employee workforce, rural community
54. fly from Indianapolis to most locations in eastern US 4-5 hours; drive to many locations within 8 hours
55. Grain processing plant, farming community, within 100 miles of Indianapolis airport, Vincennes University less than 20 miles, Southern Indiana University within 50 miles, Sits on Hwy 50 & Hwy 57. Amusement parks, theatre and major sporting events of any kind all within 100 miles. What else could you want?
56. Proximity to Indianapolis/Terre Haute/ Columbus and somewhat Evansville. Indiana University and a good regional Hospital such as Bloomington Hospital. Also, the proximity to the Crane Naval Base.
57. proximity to larger cities - culture and higher education

58. Smaller area, easy to get around town. (most of the time) Highway 37 gives easy access to other areas, such as Martinsville and Bedford.

NATURAL RESOURCES

59. natural beauty, natural resources, progressive community cultural activities
60. natural resources
61. natural resources our best sell - wooded hillsides, water - small lakes/large lakes common road, Brown County State Park, Art Colony, wildlife
62. natural resources, new casino currently being constructed in French Lick
63. natural resources, recreational facilities, desire of locals to make things better, make SW Indiana a place with potential
64. natural resources, tourism, recreation, new casino at French Lick

LABOR

65. affordable labor force
66. Affordable labor. Low competition.
67. good work force; willingness of government to offer incentives
68. quality workforce for our business in place
69. willingness of workforce to train for new jobs; hard working blue collar; nearness to Evansville, Bloomington, Terre Haute; Crane; Amish

CRANE

70. Crane base
71. West Gate @ Crane Technology ParkCrane NSWCAccess to training and higher educationBusiness friendly government

NONE

72. none
73. There are no assets when it comes to my business.

OTHER

74. availability of low cost land, buildings
75. Close to local farming area
76. Consistent customer base.
77. enterprise zone incentives
78. Lawrence County & Bedford small enough to be communicative!
79. Local government is weak so most everything in county and surrounding counties suffer. Utilities are stable and crop farming, coal mining and tourism is always promising.
80. local govt. controls utilities, Goosepond
81. local, need for same day service
82. locally owned/managed utilities; huge recreation area; The physical infrastructure is acceptable for our business. There is no other particular asset that would keep our business here.
83. physical infrastructure
84. Please see survey
85. recreational opportunities, natural resources
86. recreational, shopping and artistic venues add to our business from people coming in for full weekend packages. If we were to promote and expand these areas, more people would come, increasing our business.
87. strong local chamber of commerce - local government - strong Daviess Co. Growth Council
88. utilities, fiber availability, cultural and recreational

Question 17 Responses

*In your opinion, what are the main **drawbacks of this region** when it comes to doing business here?*

MULTIPLE DRAWBACKS LISTED

1. Lack of Interstate access. 2. Lack of engineering school in area. 3. Under investment in infrastructure in area, especially sewers & highways.
2. poor highway to Louisville; distance to nearest higher education institution; unskilled workforce - low % of college graduates
3. Property available is nonexistent, high taxes with poor services, roads (county) are dirt/rock, very poor. No culture here i.e. movie theaters, art galleries or lodging. We have 1 motel which has 12 rooms with no phones in the rooms.
4. Very limited access to major highways/interstates--difficult to travel. Very limited quality, affordable housing--difficult to attract talent to area. Limited cultural events--must drive 1 hour+ to get to. Very homogeneous population with limited cultural/ethnic diversity--difficult to attract culturally diverse talent.

INFRASTRUCTURE

5. Access from other areas due to having to rely on State Road 37 or State Road 46.
6. Access to Highway system
7. Access to major airport
8. access, although 69 going in will only help people coming in from Indy.
9. Distance from a major airport.
10. Educational level of citizens (needs to be improved); East/West highways need up-grading, widening, lane additions.
11. Greene Co. does not have a four lane road; No land for sale; Rural area does not have sewer in all areas (infrastructure)
12. inadequate infrastructures in an area; expensive housing in surrounding areas
13. inconvenience of road system - has not grown with population
14. Infrastructure and roadways. There is no Interstate close by.
15. interstate highway availability
16. lack for infrastructure (i.e. server & comm tech)need for highway expansion to help with traffic flow
17. lack of 4-way highway, lack of area airport, good quality lodging, lack of 911 addressing, no local mfg., too many commuting out of county to work so they do their 'trading' where they work vs. at home, housing
18. lack of connecting Interstate Hwy. (i.e. I69 needed) north to south. Lack of high (good) paying medium skilled jobs in area.
19. lack of infrastructure and local politics
20. lack of interstate (need for I-69)
21. lack of interstate, lack of resources for start-ups, needs more of a regional approach without being over run by Evansville & Bloomington
22. need a better transportation link
23. Need Interstate
24. no commercial airport service; I-69 progress is too slow
25. no major highways; airports
26. opposition to I69 extension
27. physical infrastructure - lack of good access to the interstate highway system
28. physical infrastructure - roads, water, sewer
29. poor highway system
30. poor roads, higher energy & utility cost
31. poor roads, transportation, out dated infrastructure
32. poor state highways / no interstate highways within 30 miles of area
33. roads (Interstate highway, sewers)
34. roads are not large enough to accommodate traffic
35. Secondary roads

36. transportation, lack of large industry
37. transportation, job opportunities
38. we have no major highways, need I-69 ASAP

LABOR FORCE

39. deteriorating work ethic; trainability of workers
40. It is getting hard for us to hire factory workers, even unskilled workers, who have better working attitudes, behaviors and enthusiasm.
41. labor pool
42. Lack of available qualified workforce
43. lack of skilled workforce
44. Professional and skilled labor is difficult to find and we have trouble encouraging personnel to relocate to Indiana.; n.a.
45. Quality of labor. Willingness to work. Motivation of work force.
46. seasonal, always transitioning work force because of university,
47. supply of good employees; lack of economic growth
48. The lack of economic activity forces us to seek construction projects outside of the region. The workforce is lacking in the computer and communication skills needed in a business environment. Administrative, Managerial and Professional positions are difficult to fill due to a lack of candidates with post high school educations.
49. The percentage of employees without skills
50. understaffing, cultural differences
51. union mentality

BUSINESS CLIMATE

52. a very difficult business climate on receptivity to marketing, development, and permits.
53. Bloomington is very anti-growth. Difficulty in finding qualified staff in surrounding rural areas, eg, nurses
54. city government is not business friendly! special interest groups creates conflicts. topography limits expansion
55. economically depressed, but improving
56. government (local) not easy to work with. Community not visionary or progressive. not business friendly
57. Indiana has become anti small & midsize business! Almost no communication through all the many agencies we deal with! The worst being IDEM!
58. negative political business climate
59. no effective LEDO; lack of cooperation between local governments; no growth - don't rock the boat mentality
60. This region is not aggressive in trying to attract and retain a diverse business base as other locals that we work. Much discussion on Growth Management Plans, Property Tax incentives, Utility hook-on fees and the predictability of the consistency of the planning and zoning process. Also, local transportation improvement initiatives are woefully lacking compared to other locals.

LOCAL GOVERNMENT

61. city government
62. Government anti-business views
63. lack of county zoning, land sue planning, industrial parks, airport too small, economic development funding - permanent sources like credit tax
64. local government
65. Local government support, highways
66. local government viewed (and generally acts) as anti-growth
67. no permanent economic development funding source such as an EDIT tax
68. political bureaucracy; image/attitude towards business climate and growth; workforce issues (supply)
69. somewhat hostile government

OTHER

70. availability of vacant buildings and sites that are affordable
71. business resources, employees, customers,
72. cost of living, workflow preparation
73. environmental wackos at IU that only want growth in other parts of Indiana (No I-69)
74. Few manufacturing businesses, when/if one shuts down, it would greatly affect the region, need to have more diversified smaller manufacturers and other businesses so if one goes out, the region is not as greatly impacted.
75. For our fund raising purposes the need of donors to maintain their dollars within their home county often impairs our ability to spread the wealth around to less fortunate areas. Attracting and retaining quality professional staff has been a challenge due to the transient nature of the IU population in Bloomington. Just when you have a well-trained educated employee, their spouse/ partner earns a PhD and transfers to another state. We see a decline in volunteers when there are layoffs and closings which impacts our ability to deliver comprehensive girl programs.
76. high cost of housing--disproportionate to the wages in the area; erosion of base of higher wage jobs for unskilled workers
77. high school education is POOR, not much manufacturing
78. I see no drawbacks what so ever.
79. I think the only drawback is that it still has some small town mentalities. It is not easy for outsiders to enter the market without having prior relationships.
80. jobs that bring new money into the local economy have disappeared, 95% of the industrial-manufacturing facilities have moved or closed, these jobs are moving to areas that have close access to interstate highways. lack of a good airport. lack of demand for our type of coal combine to leave no opportunities for our young people. we are slowly losing our customer base!
81. location - mature setting; competition - gambling boats; build up of facilities in our older facilities; major market - Indianapolis
82. manufacturing - going out or out of county
83. Most of the industry in this area is gone. We lost most of the factory jobs that paid a livable wage to people in this area. A lot of people we use to work for now do their own work or have moved to other areas. The university trains a lot of people, but most have to relocate to larger areas to find good paying jobs.
84. permanent local economic development funding, shovel ready sites, communities investing in themselves, access to capital
85. Religion too pervasive into everyday culture. Discounting of education. A pathetic view on life. Too much Wal-mart, litter, fast food, country music. Culture is dead in Southern Indiana (not in Bloomington).; No established product to sell.
86. Slow economic growth makes it more difficult to grow a local business. High unemployment for example creates less demand for our products and services as people can't afford them.
87. Summertime is very slow.
88. The lack of retail sales outlet and no prospects for the future.
89. The main drawback is this is a rural area and much travel is required, and having to compete with the urban areas for professional healthcare workers.
90. This is the most expensive rental house market in the state. We have a very high percentage of high school dropouts to whom little official attention is paid. we are a divided community in this respect-- more advanced degree holders than elsewhere, as well, and the perspectives of these two groups do not necessarily know about and certainly don't help one another. We have virtually no health care for uninsured or working poor, except the emergency room, and little public will to change that, strangely enough. So class divisions exist, the rich and better educated live well, and a large percentage barely scrapes by. The lack of attention to this on the part of the economic development gurus here is dismaying, and just not healthy for the long term economy.
91. Transportation - receiving; many freight companies from north will only come here when they get a full load. Freight is held for days or we have to make trip to Indy to pick-up at Freight Terminal. Time - we waste hours each week, will schedule an appointment only to find surprise by 1 hr. time difference over our distribution trucks lose many hours per week crossing back & forth in & out of time differences. Banks - are not business friendly expect if don't need the _____. Banks should not be allowed to ___ CPA firms used or to have CPA on board. When banks are bought out or merged,

past loaning practices should not be changed for at least one year. We have witnessed many businesses in our area that are forced out because banking formulated change in exceeding credit.

92. WAY TOO LIBERAL

Question 18 Responses

*Finally, we'd appreciate any other comments or suggestions you may have about the **advantages or disadvantages of doing business in this region** or the **prospects for the area's economic future**. Feel free to share your views on which industries the region should target for economic growth, and why.*

1. access to interstate roads
2. any manufacturing not related to wood or wood processing
3. area needs vast improvement in governmental cooperation with business community (very poor at present time)
4. automotive part suppliers
5. Because we have a relatively stagnant economy, losing well-paid manufacturing jobs, and emphasizing high-tech new economy on the high end, we need to take a step back and consider where this is all going. Typical of the United States perhaps, but i am convinced we could do better. we have created jobs for women who are not good employees, because of their history of abuse, and they are beginning, with time, to thrive, but there are few opportunities for them here, in competition with under-employed PhD's and MA's not to mention students.
6. Bedford City Council - Pro Business Environment, Partnerships with local industry
7. businesses succeed and fail everywhere - it is the people not the government that make small business work
8. change the public view of economic development
9. completion of I-69 important for continued growth; tech park at Westgate of Crane needs more committed tenants and that would boost area economy, see 16 & 17 above
10. disadvantage in lack of growth. The prospects are questionable with infrastructure, need support jobs to existing industry (Toyota) (plastics) (drugs) and or service opportunities.
11. Don't feel really advantage unless you are a high paying tech company. Government officials make life pretty miserable for companies that aren't flavor of the month. If we started operations today, doubt we would open our headquarters here.
12. Friendly attitudes of people and family-oriented activities of the area should be great attractions for small to medium, light manufacturing. The area should encourage small, developing businesses in high tech fields.
13. Greene County needs a growth plan with zoning
14. healthy economic development entities and climate
15. I see brain drain everyday. We cannot keep the talent we produce and those left are of a poor selection. Pay is low!
16. I think that the emphasis on medical (Cook, Baxter, Boston Scientific, etc) is a good start. I also think the new Arts Corridor (or whatever we are calling it) I would like to see CAREFUL growth, as I lived in Colorado, and watched it get ruined by unbridled growth
17. I-69 can help with access to other markets
18. I'm part of the university so my business doesn't really fit with the rest of the community. I will say that housing is very expensive here.
19. In the next two years Girl Scouts of the USA will be consolidating operations and reducing the number of Girl Scout Councils in Indiana from 14 to 3. There will be a northern, central and southern council. The southern council will incorporate all of EGR 8 and will extend east/west from Ohio to Illinois and

north/south from Owen County to the Ohio River. The need for employed staff will increase by over 60% as will the need for services for the corporation and its staff.

20. Indiana University and Monroe County Community School are helpful greatly in general and this is one of the factors which make this region more attractive.
21. industries that pertain to outdoor activities and high tech
22. Lack of good roads south, east, & west a problem! Too many nonsensical restrictions to expand any business! Government is our biggest obstacle!
23. most of the infrastructure is in place but there is a faction that wants the area to retro back to the 50's and 60's. we either change and move forward or we die. the future does not wait.
24. must become more business friendly
25. our middle class customers are being laid off and distressed. 19% unemployment in Nashville
26. Recent economic activity has increased from the construction of the French Lick casino. Hopefully, the casino and resort can continue to spur activity once the construction is complete.
27. recreation (make the goose pond into a lake that can support fishing & boating); coal (liquefaction) plants; push the recreational opportunities
28. Senior services will be a greater need in all areas. The anticipated number of senior citizens in the coming years far exceeds the area's capacity. More healthcare professionals will be needed to meet the demand as well as an increase in services and beds.
29. Target industries may include manufacturing, food processing, Crane suppliers & vendors, and tourism.
30. The drawback mentioned above can also be a positive. There is comfort for many with the feel of a small town.
31. The future will depend on high tec and well trained employees like for Cook Pharmica
32. The prospects look good. We have an excellent workforce and co. gov. officials ready to move forward. INDOT has been slow to bring important road improvements, but hopefully that will change in next 5 years.
33. the sewer system needs to be extended to the airport for future growth
34. The university brings in a lot of retired people that enjoy the arts and other activities that Bloomington has to offer. Also has lots of visitors for large events. Sports, shows...etc. A smaller town with larger town extras.
35. There are not the traffic issues in the rural areas that are associated with the urban areas.
36. There is tremendous opportunity for development in the area. Someone willing to make an investment in the local area by developing housing, infrastructure improvement, etc. could spur significant economic growth.
37. this area (Bloomington) has tremendous potential for continued growth in the life-sciences. we have several companies already in Bloomington in this market, IU & Ivy Tech for support.
38. This region has a natural beauty and a very good quality of life with all the offerings of Indiana University and the proximity to Indianapolis, Chicago, Louisville, St. Louis, Cincinnati, etc. This allows us to attract a good professional employee base. I also believe that one of this region's strengths to target for future growth has got to be the life sciences. With Cook, Baxter, Boston Scientific, Cook Pharmica, Indiana University, and the logistical advantages of the Indianapolis area, this region is ideally suited to capitalize on this ever expanding business area.
39. timber, agriculture, ag tourism
40. very good water

41. Wal-Mart Superstore going in at Bedford, but there should be more small manufacturing and other services to complement the area so when Dana, Ford, and GM go down it doesn't make such a major impact. Crane navy base seems to be stable for a time being, but we need small business incentives instead of putting all of our eggs into a few large baskets.
42. we are in serious need of jobs for semi & unskilled people
43. We are in several counties in this region so it is hard to understand how to answer several of the questions.
44. We are in the process of establishing a tech park.; My Ranking: 1) access to broadband for rural communities; 2) cluster energy, advanced materials, agribusiness and defense (Crane); 3) prepare for I-69 4) develop trails, rail to trails. White River Recreational Area.
45. we at present have no product on the shelf in order to be competitive in attracting business
46. We find local govt. and sometimes state govt. to not always be supportive of business growth.
47. We have been at mercy in approx. 1,500,00 in bankruptcy in Indiana alone, in past 2 years, New America or Indiana people are taking over motels -c-stores in Indy. the climate is too good for them when they abuse taxes etc., we have to collect cash for products, ownerships are transferred too easy without company like ours have equipment investment and they take off with equipment. Police are not helpful.
48. We need additional tax base and jobs not just a lot of talk out of Indianapolis. Interstate 69 is very important to our long term economic growth as is West Gate, the tri-county tech park on the northwest corner of NSWC Crane. Greene County has the problem of being the 3rd or 4th largest county in Indiana, but only around 61st in tax base. We can't afford the necessary new infrastructure to support economic expansion. State and federal dollars are vital to our economic expansion. This includes roads, sewer, water and school funding. Saving NSWC Crane in BRAC '05 was critical to the counties surrounding Crane. Had it closed we would have suffered unemployment levels of 25% to 35% in Greene, Daviess and Martin Counties. Cranes future impact on the local economy is huge and cannot be overstated.
49. We see the Westgate and Crane Technology Park as a turning point for our county with higher paying jobs available - new business (store front types) would be encouraged to open; better housing, construction starts?
50. West Gate @ Crane Tri-county Technology Park holds the future for the region.
51. when I-69 does get finished it will bring a great economic boost to our area
52. with 30M+ students in a city of @70M and county of @120M the service industry IS the primary need. unemployment (county) has historically been one of the lowest in the state.
53. with the casino project nearing completion, roads and housing MUST be improved ASAP