

# Synchronist Award Winners 2008

## Difference Makers

### **Corinne Johnson**

### ***Million Dollar Organizer***

Licking County Economic Development, OH

Nominated for the hard, steady, and thorough work of an excellent administrator. "Since we have no budget and a 100% voluntary staff, keeping track and organizing all the documents is a huge responsibility. Corinne, our "Million Dollar Organizer," does it all."

### **Tandy Parish**

### ***Details, Details, Details***

Southeast Colorado Business Retention, Expansion & Attraction (SEBREA)

Dozens of users contribute to improvement of the Synchronist System and/or the development of specific features. Some, like Tandy go the extra mile to make sure tools work more efficiently for all users.

## Mountaineers: ***Challenging Status Quo***

### **Mahoning & Columbiana (OH) Workforce Investment Board: Business Resource Network**

### ***Driven to Collaborate***

Jessica Borza, Jack Hile, Brian Morris

Recognizing the mutual need for company information, the MCWIB stepped forward to provide leadership on the formation of a comprehensive "Business Resource Network." Acknowledged as a model in the State of Ohio by the Lieutenant Governor and others, the program breaks new ground on the use of state-of-the-art Internet collaboration center (storage, sharing, distribution, and secure e-mail communications) deploy the collective power of the partners to serve area business needs.

### **Business Expansion & Strategic Trends: BEST of Iowa**

### ***Leading from the Back***

Alliant Energy – Shelly Turner, John Ziegenbusch  
Black Hills Energy – Mike Fastenau  
Iowa Department of Development – Peggy Kerr,  
Michael Gould  
Iowa Area Development Group – Dan Anderson  
MidAmerican Energy – Deb Calvert, Chair

Leadership comes in many forms, this is the best. Each BEST of Iowa partner is making a selfless investment of time and money to push community partners to reach a new level, never before attained in economic development. Regular "Road Show" motivation and training sessions, one-on-one training, and the first ever statewide competitive capacity report are among a few elements.

## Free Solo: Breaking Past the Basics

### **Community Development Foundation in Tupelo/ Lee County, MS**

### ***Turning Information into Action***

Todd Beadles

Face time makes the difference. It bring out the information that can lead to action benefitting many companies (broadening the scope of workforce training courses offered) as well as action on company specific challenges (resolving power reliability issues).

### **Licking County Economic Development, OH**

### ***No Straight Lines: Working Through the Problems***

Rob Klinger

The Licking County Retention and Expansion Task Force has been in operation for just over two years and has interviewed over 80 companies. In May of 2008, the Task Force hosted an appreciation breakfast titled "Building Partnerships for Our Future". Over 100 representatives from regional and state government, local businesses and community leaders attended the event which was an overwhelming success and an important milestone for their 80% volunteer organization.

### **Mesa State College, Grand Junction, CO**

### ***Growth Driven Challenges***

Georgann Jouflas

Northwest Colorado has experienced steady growth (2-4%) for the last 20 years and since 2004, this growth has accelerated (4-6%). Even though growth is the goal of economic development, it creates problems such as the lack of real-time information to provide a substantive base for planning. The business retention interview process provided much needed information and created a communications bridge between business and those trying to serve them. The analysis of findings clarified issues for a regional summit where participants prioritized issues and potential solutions. The regional approach and foundation funding created an information resource previously unavailable to five rural counties.

## Git 'er Done: Hard Won Successes

### **Franklin County Development Authority, AL**

### ***Leverage: Info for Dollars***

Sherye Price

Franklin County is a rural community located in northwest AL and is in a good position for growth. It has interviewed over 75% of its industrial base in the past two years. As a result, Franklin County has obtained a \$50,000 grant for on-site training for its largest industry. This grant helped to improve productivity, increase wages, and retain the industry in the community. Another grant of \$242,000 was secured to provide fiber optics to three industrial parks, serving 21 companies.

**Mobile Area Chamber of Commerce*****The Missing Link***

Steve Russell

Economic development resources go underutilized by the businesses they were designed to aid because of lack of awareness. After more than 200 executive interviews, the need and the opportunity were clear. The Chamber collected web addresses for programs and organized a simple resources sheet now distributed at every executive interview. One company secured \$114,000 in tax abatements for their expansion.

**Northern Arizona Council of Government (NACOG)    *Leading into Collaboration***

Kris Mass

The NACOG service area encompasses 48,000 square miles, four counties, twenty-two communities and three Local Workforce Investment areas. Executive interview teams included economic and workforce development professionals, which in many cases was a first time collaboration. NACOG is currently developing a regional report to be distributed to their communities as an economic and workforce development planning tool.

**Iowa Lakes Corridor Development Corporation, IA    *Ripping Down Red Flags***

Shaun Arneson

The Iowa Lakes Corridor Development Corporation created an Existing Industry Call (EIC) Program which has now been in place for two years. EIC was intended to assist local businesses as well as build stronger school and business connections. The program has resulted in several workforce initiatives as part of the organization's overall Plan of Work such as an Internship Development 101 Workshop which is to educate local businesses interested in incorporating an internship program and improving existing programs that may already be in place for local businesses.

**Knoxville (TN) Area Chamber Partnership*****Personal Best***

Charley Gray

Since February 2007 the Knoxville Chamber has completed over 200 interviews and is on track to complete their first Existing Industry Annual Report. Falling into the category of "firsts" they have started making and looking at reports and are making extensive use of the assistance tracking on 78 service requests.

**BREI Award Winners - Synchronist Users**

Congratulations to 2008 Business Retention Expansion International Award Winners and Synchronist System Users. Each was recognized for their outstanding existing business/business retention program.

- Community Development Foundation, Tupelo, MS
- Austin Chamber of Commerce, TX
- Colorado Springs Economic Development Corp., CO
- Franklin County Development Authority, Russellville, AL