

Economic Development

DESCRIPTION

Economic Development's services are designed to attract, retain, generate, and facilitate expansion of high quality business and industry resulting in a stable, diverse local economy and an improved standard of living for the citizens of the County. The County is becoming an increasingly important part of the diverse and growing Richmond metropolitan economy. Based upon economic forecasts, the County should continue to maintain above average employment rates, per capita income, and growth. The main purpose of this service is to provide an expanding tax base and employment opportunities for Hanover citizens, while improving the overall standard of living. Economic Development assists existing businesses in the County in expansion, relocation and retention issues, and recruits new businesses to the County from foreign and domestic markets that may be interested in relocation, expansion, or consolidation. The Department also works to designate additional areas of the Comprehensive Plan for development and recruit industries to the County.

GOALS AND OBJECTIVES

- Manage new investment (new companies and expansions) projects by providing site location assistance information and permit review assistance;
- Market Hanover as business location;
- Network in professional Real Estate community;
- Continue to host an annual "Industry Appreciation Week" event;
- Continue to send a quarterly newsletter to County businesses;
- Continue to maintain a business resource center;
- Maintain a database of available sites and buildings and an economic development internet site, and;
- Maintain a database of existing and prospective businesses.

SERVICE LEVELS	<u>FY02</u> <u>Budget</u>	<u>FY02</u> <u>Actual</u>	<u>FY03</u> <u>Budget</u>	<u>FY03</u> <u>Forecast</u>	<u>FY04</u> <u>Budget</u>
Per capita cost of operating department	\$ 10.09	\$ 9.45	\$ 10.36		\$ 10.07
Business prospects serviced	115		100	115	100
Information inquiries	200	200	250	200	250
Existing business visits	95	95	85	95	95

Lodging Available (Hotel Rooms)

	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>2001</u>
Town of Ashland	1,200	1,017	1,082	1,082
County (excluding Town)	459	519	519	519

Source: Ashland-Hanover Chamber of Commerce

BUDGET HIGHLIGHTS

FY03

This budget is a maintenance level budget for the Department. The increase in the operating expenditures results from the payment to the Greater Richmond Partnership increased by \$15,000.

FY04

Maintenance level funding is provided in FY04.

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BUDGET SUMMARY

Expenditures

	FY02 Budget	FY02 Actual	FY03 Budget	FY04 Budget	Percent Change
Economic Development					
Salaries and Fringe Benefits	\$ 319,383	\$ 313,179	\$ 342,699	\$ 361,045	5.4%
Operating Expenditures	600,771	548,312	625,868	617,590	-1.3%
Capital Outlay	-	-	-	-	0.0%
Total Expenditures	\$ 920,154	\$ 861,491	\$ 968,567	\$ 978,635	1.0%

Revenue

Recovered Costs - Economic Development	\$ 131,000	\$ 168,309	\$ 169,000	\$ 164,000	-3.0%
Governor's Opportunity Fund	-	125,000	-	-	0.0%
Total Department Generated Revenue	\$ 131,000	\$ 293,309	\$ 169,000	\$ 164,000	-3.0%
Generated Revenue Percent of Budget	14.2%	34.0%	17.4%	16.8%	

Other General Fund Revenue

Other General Fund Revenue	\$ 789,154	\$ 568,182	\$ 799,567	\$ 814,635	1.9%
Other General Fund Percent of Budget					
Full-time Positions	5	5	5	5	0.0%
Full-time Equivalents	5.0	5.0	5.0	5.0	0.0%

FUTURE FUNDING ISSUES

	FY05 Plan	FY06 Plan	FY07 Plan	FY08 Plan
Expenditures				
Salaries and Fringe Benefits	\$ 371,876	\$ 383,033	\$ 418,524	\$ 431,079
Operating Expenditures	633,030	648,855	668,757	685,476
Capital Outlay	-	-	-	-
TOTAL	\$ 1,004,906	\$ 1,031,888	\$ 1,087,280	\$ 1,116,555

Revenue

Recovered Costs - Economic Development	\$ 149,000	\$ 135,000	\$ 123,000	\$ 112,000
Governor's Opportunity Fund	-	-	-	-
Total Department Generated Revenue	\$ 149,000	\$ 135,000	\$ 123,000	\$ 112,000
Generated Revenue Percent of Budget	14.8%	13.1%	11.3%	10.0%

Other General Fund Revenue

Other General Fund Revenue	\$ 855,906	\$ 896,888	\$ 964,280	\$ 1,004,555
Other General Fund Percent of Budget				
Full-time Positions	5	5	6	6
Full-time Equivalents	5.0	5.0	6.0	6.0

The Plan includes funding for a Secretary in FY07. All other funding is maintenance level.

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