Resource Guide

For Grant County Businesses

Grow your business today!

1st Edition, January 2017

Presented by:

Grant County Economic GROWTH Council

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PURPOSE OF THIS GUIDE

Every entrepreneur and small business owner needs access to resources when looking to grow their business, but it is not always obvious who can help. This guide was created by the Growth Council to help local businesses connect with the firms or individuals who have the right expertise to meet their need.

GROWTH COUNCIL MISSION

To facilitate investment and reinvestment for job retention and creation.

GROWTH COUNCIL STAFF

EXECUTIVE DIRECTOR, TIM ECKERLE

Tim has been with the Growth Council since 1984 and has helped numerous businesses start and grow in Grant County. He is a graduate of IU with a degree in geography. In 2016, Tim was named one of the top 50 economic developers in the country.

email: teckerle@grantcounty.com

DIRECTOR OF BUSINESS DEVELOPMENT & OPERATIONS, CHARITY BAILEY

Charity joined the Growth Council team in 2014. Charity holds a degree in Psychology from Asbury University and has extensive background in both customer service and management.

email: cbailey@grantcounty.com

DIRECTOR OF MARKETING & COMMUNICATIONS, DANIELLE TOWNE

Danielle first started with the Growth Council as an intern in 2015. She is a graduate of Taylor University with a degree in International Business and Economic Development. She is experienced in online marketing strategies and website development.

email: dtowne@grantcounty.com

COLLABORATORS

The Chamber
MARION-GRANT COUNTY
CHAMBER OF COMMERCE

THE REFINERY

DISCLAIMER

Entries in this guide were provided to the Growth Council by the firms listed. The Growth Council is not responsible for the businesses or incentives they offer. However, the Growth Council does reserve the right to omit or decline entries provided, to maintain the integrity of this guide as a publication under the Growth Council brand. This list is not comprehensive and those wishing to be included must submit their information to the Growth Council.

"COMMITMENT TO OFFER" FORM

In conjunction with the Growth Council's Small Business Initiative,

my firm _____

Commits to offer the following to small businesses in Grant County:

1._____

2._____

3._____

4._____

(ex. One free hour of consultation)

The primary small business contact for my firm is (list up to 2)

Name: _____

Email: _____

Phone:_____

Steps to Start a Business

ANSWER THE BASIC QUESTIONS

- What kind of business do I want to start?
- Why do I believe I can make this type of business work?
- Why do I believe this type of business is sustainable?

SELECT AN IDEA

HINT! Use your local library or the Growth Council's Tools for Business in your research

RESEARCH

- Industry
- Market & Customers
- Competition

REFINE THE IDEA

HINT! Reach out to a business owner in a similar field for advice on hidden costs and financing

START UP COST ANALYSIS

- Identify a location
- List startup needs & costs
- Identify resources needed
- Look at available resources & financing

WRITE A PLAN

- Outline
- Rough draft narrative
- Startup costs worksheet
- Monthly operating costs
- Cash flow statement
- Income & expense statement
- Breakeven analysis
- Sources & uses of funds
- Finalize narrative
- Executive summary
- Supporting documents

PICK YOUR TEAM

- Lawyer
- Accountant
- Insurance Agent
- Marketing

HINT! This guide has them all!

START UP CHECK LIST

- Name availability
- Legal structure
- License requirements
- State & federal tax registrations
- Register for EIN (TIN)
- Intellectual Property protection
- Business insurance
- Zoning & local requirements
- Site preparation requirements
- Environmental considerations
- Employee considerations
- Image & branding

OBTAIN FINANCING

HINT! Contact the Growth Council with any questions

START YOUR BUSINESS!

Someone has to watch the money.

CHRISTEN SOUERS

DAWN ABDON
(765) 662-0029
dabdon@consideritsolved.com
ERICKA MOWER
(765) 662-0029
emower@consideritsolved.com
OFFER:

- 1 free hour of consultation (tax or business issue)
- 1 free hour of quickbooks consultation or set-up
- Competitive payroll service customized to fit your needs
- Tax planning & retirement planning

DULIN WARD & DEWALD, INC.

MICHAEL ERNST
(765) 662-9955
mernst@dwdcpa.com
VALERIE MCHARRY
(765) 662-9955
vmcharry@dwdcpa.com
OFFER:

- First time free consultation for any business or individual services including: tax & business consultation, quickbooks support, pension planning services (TPA), networking hardware & software support, business valuations

REA LOGAN & CO.

DOUG BRYANT
(765) 664-2366
dougb@realogan.com
TRACY KELLY
(765) 664-2366
tracyk@realogan.com
OFFER:

- Free initial consultation for business or tax issues
- Quickbooks and Quickbooks online support
- Bookkeeping and financial statement preparation
- Complete payroll service

If you build it, they will come.

BOWMAN CONSTRUCTION

JUSTIN WILEY
(765) 664-5161
jwiley.bowman@gmail.com
OFFER:
- Cost estimates for new buildings
- Construction viability for potential projects

HALSTEAD ARCHITECTS

MICHELLE DOYLE
(765) 662-9372
michelle@halstead-architects.com
MIKE HALSTEAD
(765) 662-9372
mike@halstead-architects.com
OFFER:
- Free consultation for architectural services
- Building code review and construction document services
- 3D visualization
- Space planning
- Historic preservation

JGBOWERS INC.

PHIL HERRING
(765) 677-1000
pherring@jgbowers.com
OFFER:
- Design-build
- Pre-construction services, conceptual and architectural design
- Turn-key general construction

Ideas are easy. Implementation is hard.

GRANT COUNTY ECONOMIC GROWTH COUNCIL

TIM ECKERLE
(765) 662-0650
teckerle@grantcounty.com
OFFER:
- Revolving Loan Fund
- Business plan development and review

SALIN BANK

ROB BOYD
(260) 399-1927
r.boyd@salin.com
OFFER:
- Full service banking
- Advocacy and connections

STAR FINANCIAL BANK

BRETT CAREY
(765) 651-6800
brett.carey@starfinancial.com
CHRIS OLIVER
(765) 651-6800
chris.oliver@starfinancial.com
JIM WALLACE
(765) 651-6800
jim.wallace@starfinancial.com
OFFER:
- Small Business Administration lender
- Financial consultations

VIA CREDIT UNION

JAY VANDEBURG
(765) 733-9060
jvandeburg@viacu.org
OFFER:
- Small business financing including SBA options
- Business credit cards
- Business plan review, budgeting, projections advice

Its never too early to plan ahead.

GARDNER FAMILY ALLSTATE

EMILY GARDNER

(765) 674-6788

emily.gardner@allstate.com

OFFER:

- Risk management review
- Consultation on employee benefits and property/casualty risks
- Consultation on financial, life, and retirement for business and employees

INSURANCE MANAGEMENT GROUP

TRENT DAILEY

(765) 664-2333

tdailey@insmgt.com

OFFER:

- Insurance consultation (employee benefits & property/casualty)

Tap into the next generation.

INDIANA WESLEYAN UNIVERSITY

TIFFANY SNYDER

(765) 677-2520

tiffany.snyder@indwes.edu

OFFER:

- Paid interns for start ups (www.iwuacceleratein.com)
- Internship program development
- Marketing your open jobs & internships to IWU students
- Internship & job fair opportunities to market to students (iwucdpartnerships.com)

Its good to have someone in your corner.

KILEY HARKER CERTAIN

ADRIENNE RINES

(765) 664-9041

arines@khclegal.com

OFFER:

- One hour free for any of the items below
- Advice on business organization (LLC, partnerships, etc)
- Assistance organizing/forming a corporation
- Contract preparation & review
- Employment law

Get your work out there!

BURKHART ADVERTISING

LEAH LANNING
(765) 730-7321
llanning@burkhartadv.com
GREG GRISWOLD
(765) 210-4392
ggriswold@burkhartadv.com
OFFER:
- Billboards

EPIC PHOTOGRAPHY

LEAH LANNING
(765) 669-2777
leahlanning@icloud.com
OFFER:
- Headshots
- Corporate photography

HOOSIER JIFFY PRINT

ROB WILSON
(765) 664-3162
hoosierjiffy@gmail.com
RUTH RICE
(765) 664-3162
hoosierjiffy@gmail.com
OFFER:
- 20% off first order to any new business
- Brochures, flyers, letterhead, business cards, etc.
- Apparel & promotional products, including shirts, banners, pens, etc.

No worries... We all need help sometime!

EPIC PHOTOGRAPHY

LEAH LANNING

(765) 669-2777

leahlanning@icloud.com

OFFER:

- mentoring/coaching

GP DESIGN

DAVID & SANDY LOER

(765) 651-4545

sloer@gpdesigns.biz

OFFER:

- Free advice

MODERN MACHINE & TOOL INC.

LES KORPORAL

(765) 934-3110

d.l.korporal@gmail.com or modernmachine@earthlink.net

OFFER:

- Free advice

Just a little bit of everything.

GAS CITY AREA CHAMBER OF COMMERCE

NANCY HOOVER
(765) 674-7545
gascitychamber@indy.rr.com

OFFER (DEPENDENT ON MEMBERSHIP):

- Market your business through our cutting-edge website, Chamber Snapshot. This is an opportunity to have your business featured in front of numerous local consumers to attract them to your business and website.
- Engage in networking opportunities to build new business contacts at our monthly Chamber luncheon (the 3rd Wednesday of every month).
- Share special ads and flyers in our weekly email that goes out to all members for no charge. We will also promote your business or organization through social media.
- The Gas City Chamber staff and diplomats will promote and attend your ribbon cutting and open house events.

MARION-GRANT COUNTY CHAMBER OF COMMERCE

KYLIE JACKSON
(765) 664-5107
kylie@marionchamber.org

OFFER (DEPENDENT ON MEMBERSHIP):

- Business support - referrals, online business directory, Member2Member program, Living Guide, monthly newsletter, mailing labels, job listings, etc.
- Networking - Early Birds, Grant County Young Professionals Network, ribbon cuttings, open houses, Community Marketplace, ambassadors, Business After Hours
- Education - Business Growth Series, Fireside Chat Series, Sales & Marketing Association, Dept. of Labor seminar, sales & marketing seminar
- Advocacy on a local and state level, as well as forums for members to have access to local, state and national legislators

USMS ADVISORS

TINA GOODPASTER
(765) 382-0243 x 403
tina@usmsadvisors.com

OFFER:

- Merchant service provider including low-cost payment processing, POS equipment, etc