

Economic Development

DESCRIPTION

The Economic Development Department provides services designed to attract, retain, 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 objective of the

Department 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 with expansion, relocation (within the County), and retention issues, and recruits new businesses that may be interested in relocation, expansion, or consolidation to the County from both domestic and international markets. The Department also works to designate additional areas of the Comprehensive Plan for business development.

BUDGET SUMMARY

	FY07 Actual	FY08 Budget	FY09 Budget	FY08 to FY09	FY10 Plan
Expenditures					
Personnel	\$ 440,862	\$ 482,704	\$ 508,947	5.4%	\$ 529,884
Operating	591,569	692,229	648,782	(6.3%)	668,245
Total Expenditures	\$ 1,032,431	\$ 1,174,933	\$ 1,157,729	(1.5%)	\$ 1,198,129
Revenues					
Other Revenue	\$ 165,000	\$ 202,000	\$ 191,000	(5.4%)	\$ 184,000
General Fund Revenue	867,431	972,933	966,729	(0.6%)	1,014,129
Total Revenue	\$ 1,032,431	\$ 1,174,933	\$ 1,157,729	(1.5%)	\$ 1,198,129
Generated Revenue Percent	16.0%	17.2%	16.5%		15.4%
General Fund Percent	84.0%	82.8%	83.5%		84.6%
Full-time Positions	5	5	5	0.0%	5
Full-time Equivalents	5.0	5.0	5.0	0.0%	5.0

BUDGET HIGHLIGHTS

The overall decrease in the FY09 budget is the result of the FY08 budget including \$55,000 of one-time expenditures for the development of a

retail strategy initiative. Personnel expenditures are up due to compensation benchmarking.

Economic Development

GOALS AND OBJECTIVES

- Implement the *Business First – Hanover* business retention and expansion program
- Maintain and enhance programs and services to support the retention and expansion of existing businesses
- Encourage new investment projects (new business attraction and existing business expansion) by providing site location assistance information and permit review and approval assistance;
- Market Hanover as a business location;
- Network in professional real estate community;
- Host an annual “Business Appreciation Week” event;
- Publish a quarterly newsletter for distribution to all County businesses;
- 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>FY07</u> <u>Actual</u>	<u>FY08</u> <u>Budget</u>	<u>FY08</u> <u>Forecast</u>	<u>FY09</u> <u>Budget</u>
Per capita cost of operating department	\$10.41	\$11.67	\$11.67	\$11.32
Business prospects serviced	45	55	65	65
Information inquiries	150	200	225	225
Existing business visits	32	75	75	75

Lodging Available (Hotel Rooms)

	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007**</u>
Town of Ashland	1,014	1,198	1,198	1,173	1,012
County (excluding Town)	519	519	519	541	519

Source: Survey of establishment 5/06

** Projected