

## Business Program Fertilizes Nursery's Growth *\$5 Million Financing Package Includes Renewable Energy Component*



*(Left to right) USDA Rural Development Administrator for Business and Cooperative Programs Jackie Gleason joins Willoway Nurseries Vice President Cathy Kowalczyk, Willoway President Tom Demaline, Ag Credit Board of Directors Hal Dalton, Ag Credit President Neil Jordan and Rural Development State Director Randy Hunt in celebrating the award of a \$5 million financing package. The funding, from Rural Development's Business Program, includes a renewable energy application and will help Willoway Nurseries expand their operations and improve operating efficiency.*

USDA Rural Development Administrator for Business and Cooperative Programs, Jackie Gleason, visited Ohio in March to join State Director Randy Hunt in congratulating a local business during its open house event. Willoway Nurseries, Inc. of Avon, Ohio secured a \$5 million financing package to fund expansion of its greenhouse operations and improve its operational efficiency. Their funding package was the second largest single award by Ohio's business program during Fiscal Year 2006. Key components of the package included the

installation of a new biomass-fueled boiler system and energy saving shades.

"Rural Development's Business and Cooperatives Program provides another tool for business owners to access capital to help improve their business operations," said Hunt. "We invested more than \$28 million throughout Ohio last year to help strengthen the business climate in our rural communities."

Established in 1954, Willoway Nurseries, Inc. is one of the largest wholesale growers of quality

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# Outreach Meetings Forge Links with Lenders

USDA Rural Development just completed a series of outreach meetings targeting lenders from throughout Ohio. The purpose of the meetings was to help increase the understanding and awareness levels of local lenders about Rural Development programs.

Meetings were held in our Marietta and Hillsboro office servicing areas and the turnout was excellent. More than 100 lenders and financial representatives from Southern Ohio gathered to gain a better understanding of how working with Rural Development could help improve their profitability.

State Director Randy Hunt also took time out during the Marietta meeting to recognize Eastern Ohio Mortgage and Concorde Mortgage for their combined use of \$10.4 million from Rural Development's

Guaranteed Rural Housing program. Together they originated 151 loans in Fiscal Year 2006.

Program specific information from Rural Development's Business, Housing and Community Programs was shared to help lenders consider how to better integrate our funding benefits into their daily operations. More outreach meetings are planned with lenders and other entities that have a stake in crafting the future of Ohio's rural economies.

If you have an interest in, or an identified need within your community, please review the office location map included in this newsletter and contact the office in your servicing area. You'll find Rural Development is ready to partner with you in helping you plan and finance your community vision.



*(From left) Larry Kotler, president of Concorde Mortgage Company, accepts an award from State Director Randy Hunt for their support of Rural Development's housing program. Concorde originated 87 loans totaling \$6.4 million in FY 2006.*



*(At podium) Rural Development Housing Program Director Gerald Arnott, explains the benefits of using Rural Development's program to lenders attending the March 2007 USDA Rural Development, SBA Lender Seminar.*



*(From left) State Director Randy Hunt presents Larry Hanaskey, president of Eastern Ohio Mortgage Company with a plaque recognizing their superior performance. Eastern originated 64 loans totaling \$4 million in FY 2006.*

## **Willoway** cont. from p. 1

nursery stock in Ohio. They are ranked among the top 40 nurseries nationally and employ 170 full time and 300 seasonal staff members.

"With the support of our bank, AG Credit and the USDA Rural Development, we were able to fund our greenhouse modernization project," said President / CEO of Willoway Nurseries, Tom

Demaline. "The project fulfills our goal of creating a state-of-the-art facility that will help set the course for the growth of Willoway and our employees. The installation of the Biomass boiler and the use of a renewable energy source affirm our commitment to sustainability and the importance of reducing our dependency on fossil fuels."

# Rural Development Funds Highland County Water Operations Building



*State Director Randy Hunt (third from left) joins Highland County Board President Tom Boyle (scissors in hand), Highland County board members, staff, legislative and civic leaders as they cut the ribbon to officially open the new \$1 million dollar, 8,800 square foot multi-service building. (Inset photo) Larry Cockrell, Highland County Water's general manager gives Hunt a tour of their new facility.*

USDA Rural Development and Highland County Water Company gathered to officially open Highland's new multi-service office building. The facility was financed by Rural Development's Community Facilities Program.

"This event marks the realization of a portion of Highland County Water Company's vision and sets the stage for improved service delivery," said State Director Randy Hunt. "Rural Development administers approximately 40 programs designed to assist communities with planning and financing their development needs. Projects like these help demonstrate our ability to help build and empower communities."

Highland County Water needed to consolidate

operations as part of their plan to comprehensively improve operating efficiency and customer response. Working with Rural Development, a \$750,000 funding package was formulated that financed the construction of the new 8,800 sq. ft. facility. With Highland's contribution, the project's total costs exceeded \$1 million. The new building will include a Board Room that will be available for public use. It will also incorporate a meter department that will be housed, along with other functions, in the 4,725 sq. ft. basement.

Rural Development staff, using various programs, have worked with community leaders of Highland County to invest more than \$11 million since Fiscal Year 2001. These funds

have helped Ohioans become homeowners, foster and strengthen businesses, and bring clean, safe water to communities throughout the state.

"Working with Rural Development was the key to moving this project from a vision to an actual facility; they never gave up on us and worked tirelessly until they found a way to help us," said Larry Cockrell, Highland County Water Company's general manager. "We were really being pinched for space and had absolutely outgrown our previous building. Now we've got this wonderful new facility and it's certainly going to help us provide better service to our loyal customers."

# Senator Voinovich Sponsors Funding Forum

## Federal, State, Local Agencies Leverage Resources

*(Right) Sen. George Voinovich welcomes agency representatives to the day-long funding forum. (Below) More than 100 attendees to the forum focus on program offerings discussed by a variety of speakers.*



State Director Randy Hunt joined a broad group of federal and state funding organizations to participate in a March 2007 funding forum sponsored by U.S. Sen. George Voinovich.

The senator welcomed the group and spoke briefly about his vision for bringing together the collection of service and funding professionals. More than 100 agency and community leaders were present for the day-long forum.

Agency representatives shared general guidelines for accessing their funding and discussed opportunities for collectively leveraging resources to increase assistance opportunities for Ohioans.

Hunt emphasized the comprehensiveness of Rural Development's program offerings and urged those dealing with rural areas and specific requirements to contact his agency for help.

*USDA Rural Development's State Director Randy Hunt talked about the more than 40 programs and \$228 million invested in rural Ohio during Fiscal Year 2006.*



## Guardsmen Honor Agency's Military Support

USDA Rural Development Engineer Matthew McCoppin, who also serves as a captain in the U.S. Air Force (Air National

Guard), presented State Director Randy Hunt with service commemeratives from his recent deployment.

McCoppin is a member of the 121st Air Refueling Wing, stationed at Rickenbacker Air National Guard Base, which deployed to Incirlik Air Base in Turkey. The deployment was in support of Operation Iraqi Freedom (OIF) and Operation Enduring Freedom (OEF). McCoppin served as the 385th Air Expeditionary Group Communications Commander during his February 27 to March 20 deployment.

McCoppin has been with Rural Development for two years and this is his second military deployment since coming on board. "This flag, flown during operations in Iraq, is my salute to everyone in the agency who supported me during both deployments," said McCoppin.

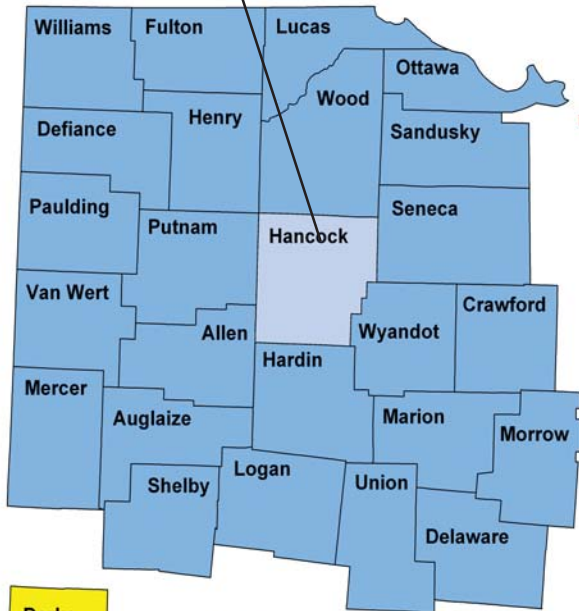
"We all have a responsibility to fully support our troops and Matt has been a great addition to our staff," said Hunt. "We'll proudly display this commemerative as our way of honoring the sacrifices our military members make in preserving our way of life."



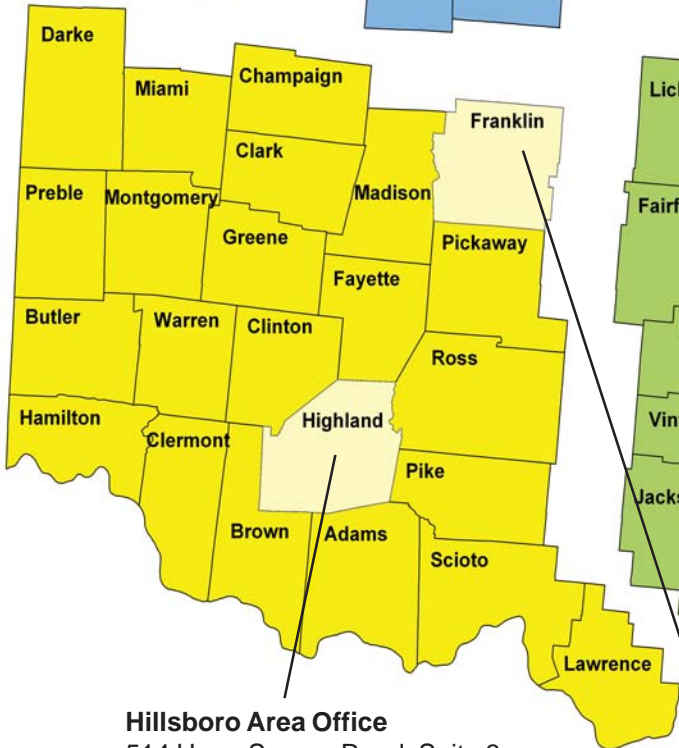
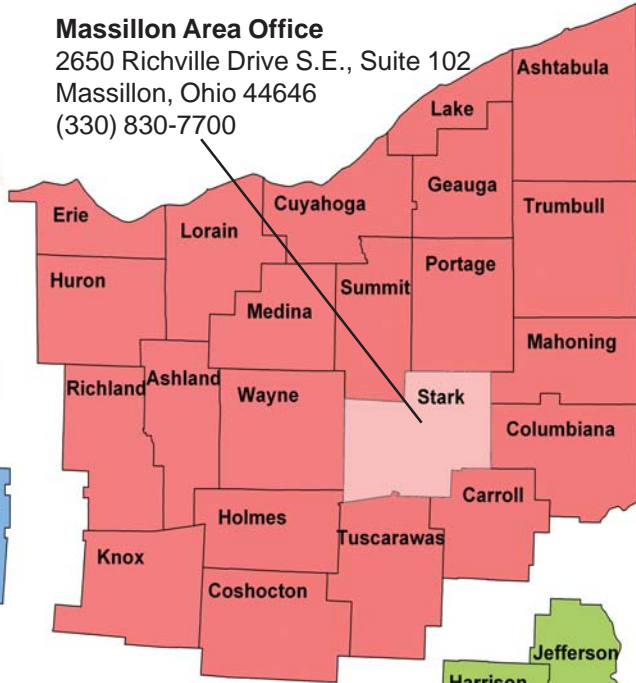
*(From left) State Director Randy Hunt accepts a military service commemerative from Matthew McCoppin, Rural Development Engineer and Ohio Air National Guardsman.*

# USDA RURAL DEVELOPMENT OHIO OFFICES

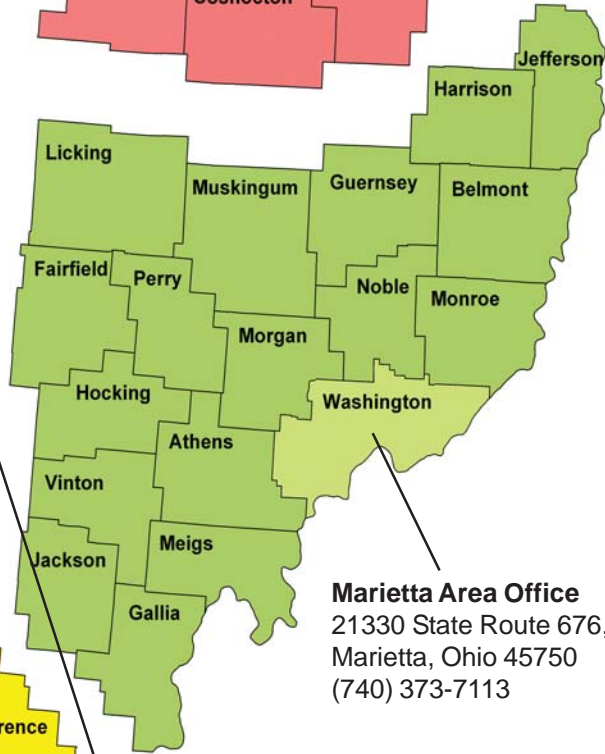
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