

NEW & EXPANDING BUSINESSES IN GREENE COUNTY

CORN FLOUR PRODUCERS, LLC, *Worthington*



Corn Flour Producers LLC, located just north of Worthington on State Road 67 is showing growth and making plans to increase capacity in the future.

Corn Flour Producers, LLC is a limited liability company made up of farmers, tortilla manufacturers, restaurant owners, and other individuals interested in adding value to locally grown corn. The company produces a wide variety of flours for use in the production of table tortillas, shells, and chips.

CFP was formed in 2004 with 16 partners that had one common goal: milling high quality Indiana corn into premium flour for the tortilla industry. Production began in August 2006.

Co-founder Louis Rusch is a Knox County farmer who rounded up investors for \$8 million in Atlanta, Georgia, Worthington plant, is president association and given the firm a

The flour milling process 1.3 and attained year of business.

On average the bushels of white destined for small, makers in the eastern part of the country. Within a year, the company hopes to add a second production line and approximately 20 new employees.



operation has the capacity to million bushels of corn per year about 600,000 bushels in its first

company processes about 50,000 and yellow corn monthly that is family owned tortilla and corn chip



The majority of the plant's employees live in the Worthington area and the company buys corn from farmers in southwest Indiana -- with about two-thirds coming from Greene County and the remainder primarily from Knox and Daviess counties. They are

the only end user of bulk corn in the area.

The company was started as a Value-Added Enterprise, taking locally grown food grade corn and milling it into premium corn flour that is used in the production of corn chips, tortillas, enchiladas, and other Mexican foods.

Plant Manager Leonardo Olavarrieta says "Customers like the texture and flavor of our flour for the tortilla. It's better, I think, because the farmers are part owners of the business, and they bring us their best. The farmers around here know what we need."

Information and photos courtesy of the Nick Schneider, <Greene County Daily World

METAL TECHNOLOGIES, INC., *Bloomfield*



<http://www.metaltechnologiesinc.com>

Metal Technologies, Inc. began in the early 1990's as a Metal Fabrication Division of Bedford Machine & Tool in Bedford, Indiana, when management decided to try to expand their longer run production capabilities.

In 1998, the company began machining Corvette cross members (which are now also the cross members for the Cadillac XLR) and cylinder tubes for the elevator market.

In 2001, MTI began manufacturing several Allison Transmission components for the hybrid transmission that goes into commercial buses throughout the world. Early in 2006, MTI began production machining for the Duramax diesel crank case.

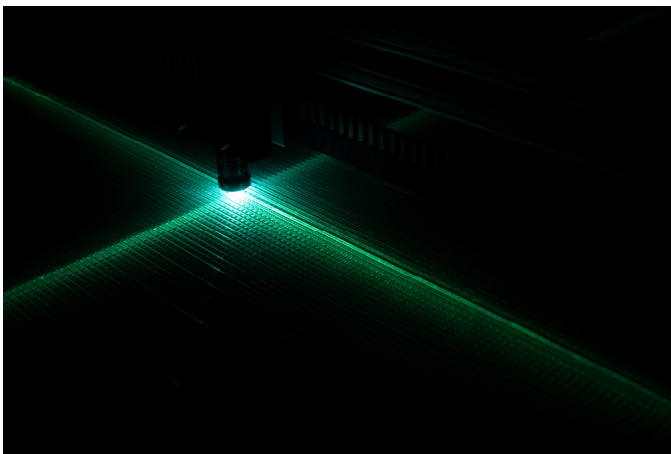


To facilitate growth and to better serve their customers, in 2005, MTI purchased a 130,000 square foot facility in Bloomfield, Indiana for its machining processes. Over the

next 12 months, MTI will invest \$4.2 million in capital equipment for to build six-speed transmissions and with the expansion will come new jobs.

MTI President Doug Conrad cites Greene County's workforce as one of the main reasons for the company's decision to expand its operations into Bloomfield, as well as a business-friendly atmosphere and the cooperative

spirit of the Bloomfield Town Council in bringing MTI to Bloomfield. Conrad also cites the fact that Greene County is a HUB Zone as being an advantage to the company as it moves forward in the marketplace.



PART-TEC LTD., *Linton*

<http://www.parttec.com/>

PartTec, Ltd. is an instrumentation company created four years ago by Hershel Workman and Dr. John Cameron, former Director of the Indiana University Cyclotron Facility (IUCF) to facilitate the transfer of particle beam technologies to public and private institutions interested in developing particle beam science

programs with limited capital investment. PartTec, a past grant recipient from both the Department of Energy's Small Business Innovative Research

Program and from the Indiana 21st Century Fund, focuses on research and development associated with particle beam accelerators and instruments.

Headquartered in Bloomington, Indiana, PartTec opened a manufacturing facility in Linton to supply the Oak Ridge National Laboratory with specialized neutron detectors after being awarded a \$513,000.00 contract with the U.S. Department of Energy to build 20 neutron detectors for the Spallation Neutron Source located at Oak Ridge. These unique detectors utilize a system of crossed wavelength-shifting optical fibers and neutron scintillators. The scintillators emit light when struck by neutron particles and the light is collected by the optical fibers



"PartTec is very pleased to work with SNS and glad that we can assist such a notable organization with their research needs," says CEO Hershel Workman. "PartTec is the only commercial enterprise in the world producing this type of neutron detector and we believe this contract will help position us as the preferred partner in supplying this technology for public and private organizations conducting neutron scattering research."

PartTec chose Linton as the location for a manufacturing facility after their production manager introduced Workman to Linton Mayor Tom Jones. Workman was impressed with Jones' enthusiasm and support for small business and the strong work ethic in Greene County. Workman also cites the proximity of Linton to major universities such as Indiana University, Indiana State and Rose-Hulman Technical Institute as a major competitive advantage. Greene County's HUB Zone was also important to PartTec because of the work they do for the Federal Government.

LINTON OFFICE LEASING, LLC,
Linton



Linton Office Leasing, LLC is a unique entrepreneurial venture focused on developing a professional business center in downtown Linton.

Entrepreneurs Christopher and Jennifer Wathen purchased a building at 75 South Main Street, with the goal of developing for lease several professional office suites under one roof.

With beautiful hardwood floors and crown molding throughout the building, businesses will enjoy a first-class, professional setting to work in and meet their clients. Each of the offices has separate phone and cable connections, but share a common entrance and reception areas. The layout of the building is particularly well-suited for independent salespersons, freelancers, consultants, designers, and other professional service providers.

“We’re certainly very excited! It’s wonderful when one new business opens in Linton, but this project could bring up to five or six!” said Christopher Wathen, representing Linton Office Leasing, LLC. He added, “This project is much, much more than simply a place for businesses to rent space.”

This project will support new and growing businesses and will soon offer a wide range of business training, support programs, flexible lease terms, and shared equipment – all in a professional working environment. Not only will this project foster these individual businesses, but it will benefit the area by providing: professional services to the community, local employment opportunities, diversity to the downtown business mix, and enhancement to the quality of life for all residents.

GREENE BIO-FUELS, LLC, Bloomfield



A young rural Bloomfield entrepreneur is seeing some of the fruits of his labor and vision blossom right before his eyes in the form of big brilliant, yellow-colored sunflowers.

Sawyer Sparks, a sophomore agriculture economic student at Purdue University, is excited about the

prospect of marketing his sunflower crop that will soon be transformed into locally-produced biodiesel fuel to serve Greene County customers.

Sparks' new business venture goes by the name Greene Bio-Fuels.

Unlike the recent technological push to produce bio-fuels from soybeans and corn, Sparks is promoting sunflowers as his alternative fuel source.

"I've always wanted to be in production agriculture. It's hard to get started when you really don't have anything to get started with," Sparks said while looking over his sunflower field. "I had to look at what a niche market was -- what other people aren't doing. It was like no one else is growing sunflowers around here, so we tried it.

Sparks' start-up cost for his first year's crop -- which was planted May 18, 2007 -- was about \$10,000 and he's confident he can turn a profit in the 120-day growing season. "We'll get about \$13,000 out of it," the 20-year-old student predicted.

Sparks hopes to develop a Greene County market for his biofuel. "I'm taking the sunflower seeds and I'm going to crush them. I'm going to harvest them with a regular combine. "Hopefully by next year, this will be much bigger. I've already got some more land lined up."



Sparks partnered with one of his school buddies, Alex Weathers, in acquiring the land. Weathers, also a sophomore at Purdue, helped with the planting in the spring.

The planting was done with the help of a conventional old corn planter that was a gift from the White River Valley High School FFA program. The sunflowers were planted in 30-inch rows with a four-row planter. There were some early problems with Japanese beetles eating some of the heads off the plants, but the problem was not widespread.

"Bees are pollinating it and that's real good," Sparks said. "Other than the beetles, there haven't been any real problems. This is the perfect kind of ground for this -- moderate sandy/clay."

The field has previously been planted in both corn and soybeans and sat idle last growing season.

"You can double crop these with wheat right after this," he pointed out.

Sparks said he did a lot of research leading up to the actual planting and talked to professors at school and agriculture experts throughout the state. They say sunflower oil will work as an alternate fuel source. It's more popular in western states, but the idea is catching on in the so-called "Corn Belt".

"Anything that I came up with, I had to prove myself wrong," Sparks said.

Through trial-and-error, Sparks believes this idea will work.



"You get about 200 gallons of fuel per acre. I mix the oil that is crushed out of the seeds with methanol and other substances and you get biodiesel out of it. You can run it in diesel trucks and tractors," he explained. "The first year I'm going to try it out in my farm equipment and some other people that I know are farmers and I'm

going to market it to them."

Sparks contends this kind of biofuel is much cheaper than can be purchased at the commercial pumps.

"The price I am toying with is \$2 a gallon -- compared with what diesel is right now. I'm making money at \$2 a gallon because it's going to cost me about 40 cents a gallon to make it," he explained. "You make it (the sunflower oil) with methanol and it makes D-100 diesel. If you have a newer diesel it's against warranty to run D-100 in it. I know people that run D-100 and they do it in brand new trucks all the time."

The young businessman says there is also a market for the sunflower stalks, which can be crushed and used as a high-protein livestock feed for cattle and swine. Sparks plans to do the actual crushing process at his parent's farm near Tulip. The crusher and processor will crush about six tons of seeds daily. He hopes to make this a complete Greene County project.

The seed is Pioneer Seed from the Worthington plant, where Sparks actually works at his full-time summer job as a field scout -- who walks the seed crop fields in a two-state area looking for bugs and weeds.

"I get off work and come here and do the same thing," he said with a laugh.

An admitted optimist who someday also would like to get involved in local politics, Sparks said, "I only plan to sell to Greene County customers. I only plan to buy seeds from Greene County. I plan on marketing to Greene County. I want to help the community and create jobs here in the community. I would really hope this would have several employees in the future. I would like to get farmers on board."

"We're (in Indiana) just known as the Corn Belt ... I'm just hoping people will buy this and realize in Greene County there is more than corn and soybeans and you can make a profit off of it."

*Information and photos courtesy of the Nick Schneider,
<Greene County Daily World*