



**#1**  
JOB GROWTH IN  
STATE OF INDIANA



**#6**  
FOR RECESSION  
BUSTING  
ATTRIBUTES



**#2**  
IN THE NATION  
FOR ADVANCED  
MANUFACTURING

*Ongoing Reputation of Excellence*

**2016**

Economic Development  
Corporation of Elkhart County

**Annual Report**

**#8**  
YEAR-OVER-YEAR  
GROWTH IN MID-  
SIZE COMMUNITIES



**#51**  
OUT OF TOP 100  
LEADING LOCATIONS  
IN UNITED STATES

**91** PROJECTS

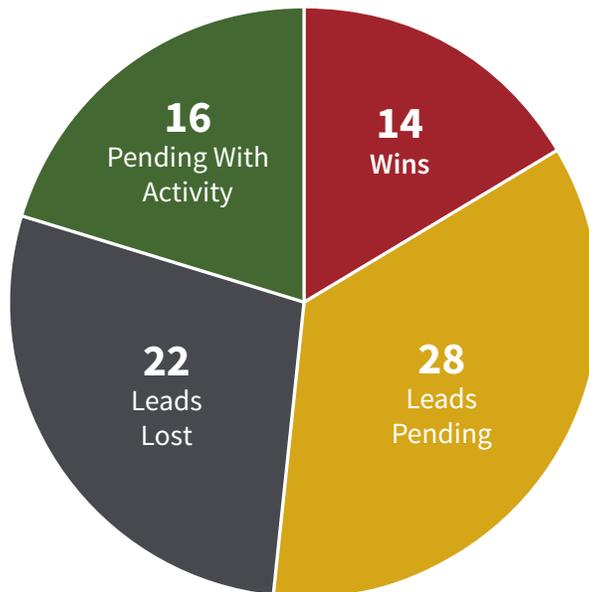
**14** WINS

**\$68M** Total Capital Investment

**2016**  
LEAD  
REPORT

**56**  
ATTRACTION  
LEADS

**24**  
BUSINESS  
RETENTION  
LEADS



**80** LEADS IN 2016

## Message from the Chairman of the Board

What an exciting year for Elkhart County! Not only were we selected as one of the counties to benefit from the \$42 Million awarded to the Regional Cities Initiative, but also our communities came together to create the Vibrant Communities initiative.

The Economic Development Corporation of Elkhart County once again had another productive year. As part of our mission, we continue to work with existing companies to create connections between other companies, universities and investors for expansions and internal growth. We have also worked diligently to diversify the county, by meeting and welcoming site selectors to visit our communities.

*As Chairman of the Board for the Economic Development Corporation of Elkhart County, I strongly believe executing the EDC's mission and vision will bring greater diversification to our community, which in turn will add resilience and vitality to our manufacturing industry.*

Furthermore, these actions will result in the enhancement of our communities, and with the help of the Regional Cities funds, Elkhart County is positioned to be at the top of the list for quality of life and place.

Thank you for supporting and believing in our mission.

**Ken Julian**  
Vice President of Human Resources  
at Thor Industries LLC

## Message from the President & CEO

*The accolades continue to roll in....*

2016 is another year that Elkhart County shined bright! We continue to lead the region in Job Growth and Industrial Investment. Wall Street 24/7 ranked Elkhart County 1st in the State of Indiana for job growth - 10th in the nation. Our industrial base continued to strengthen and diversify with existing manufacturers finding new markets for their products. Consolidations in core industries have proven to strengthen the commitment to Elkhart County for manufacturing operations. Several of these manufacturers have multiple expansions planned for 2017 in the region.

The EDC of Elkhart County has met with over 75 Site Selectors and Corporate Real Estate operations as we look to attract new business our community. The recurrent theme of those meetings focuses most positively on Elkhart County's Entrepreneurial Spirit and Quality Workforce. They also reveal a potential weakness for further growth - lack of available workforce. There is rarely a question of the quality of the labor force in Elkhart County. The question posed is quantity. We continue to have a net migration of workforce into the county on a daily basis. Those looking at Elkhart County question our ability to sustain this model in the future.

The EDC of Elkhart County sees this as a community challenge. This is something that industry and local government must come together to address. The challenge is too great for any one entity to take on alone. Great ideas will evolve when we come together as we did to launch the Vibrant Community initiative. 2017 promises to be a great year as our community continues to lead and collaborate so that all may enjoy Elkhart County's robust economy.

**Mark A. Dobson**  
IOM, AE President & CEO



Bearcat Corp. has been in the aluminum fabrication business since 1971 and is noted for producing superior quality products for both the trailer and marine industries. Bearcat is one of the

largest manufacturers of marine products in the industry. Their industry standard aluminum ladders are highly rated and make a useful addition to docks, pools, and boats. The EDC of Elkhart County facilitated State of Indiana incentives for \$14.5 M of new investment to expand and modernize an existing metal fabrication facility in Goshen, In. 40 new jobs could be created from the successful completion of this project.



ASA Electronics® has been designing and manufacturing mobile electronic products for the

Marine, RV, PowerSports, Agricultural, Construction, Commercial Vehicle, and Bus industries since 1977. Their proprietary brands are JENSEN®, JENSEN Heavy Duty®, iN-Command® Control Systems, Marine Audio®, Voyager® and ADVENT® Air. ASA Electronics is also a distributor in specialty markets for SiriusXM® Satellite Radio and Polk Ultramarine® products. The EDC of Elkhart County facilitated State of Indiana incentives for \$10.5 M of new investment to expand and modernize the company's employee training program. 30 new jobs could be created from the successful completion of this project.



Kem Krest manages and markets customer branded parts and chemicals, from suppliers to dealership networks

and production facilities, on behalf of Original Equipment Manufacturers (OEMs) within the Automotive, Agriculture/Industrial and Defense industries. The EDC facilitated State of Indiana incentives and City of Elkhart tax phase totaling \$510k in support of \$8.7M of new investment to construct and equip a new product distribution facility. 43 new jobs could be created from the successful completion of this project.



Monogram Foods Solutions is a leading manufacturer and marketer of value-added meat products, snacks and appetizers. Monogram specializes in

strategic co-packing, private label and branded business, with both owned brands and licensed brands. The EDC of Elkhart County facilitated state and local incentives for \$5.3 M of new investment to construct and equip a new corn dog manufacturing line at their Bristol, In food processing facility. 74 new jobs could be created from the successful completion of this project.



Cleer Vision Tempered Glass, LLC (CVTG) is a full service custom glass fabricator located in Elkhart, IN. Whether you are looking for high volume custom Tempered, Insulated, Silk Screen or Specialty Fabricated

products, we invite you to see the Cleer Vision difference. The EDC of Elkhart County facilitated State of Indiana incentives for \$4M of new investment to improve technology on their tempering glass production line. 10 new jobs could be created from the successful completion of this project.



Founded in 2002, Genesis Products' rapid growth is driven by a commitment to constant improvement. With an emphasis

on wood and laminate products, Genesis has the unique ability to meet their customer's needs throughout the supply chain – from sourcing and design, to assembly and distribution. The EDC of Elkhart County facilitated state and local incentives for \$3.7 M of new investment to update and equip their manufacturing lines at their Goshen, In. wood processing facility. 100 new jobs could be created from the successful completion of this project.



Core Wood Components is located in Elkhart, Indiana. The company primarily operates in the production panel and moulding business. Core's relocation in 2016 was necessary to

handle their current volume as well as provide the necessary room for machinery and materials for our expected growth over 2017-2019. The EDC facilitated State of Indiana incentives to support \$1.9 M of new investment to rehabilitate and existing building and equip their wood manufacturing lines. 60 new jobs could be created from the successful completion of this project.



InTech Trailers specializes in building the absolute finest all aluminum custom trailers in the industry. Quality, fit and

finish that stands above the rest...it is something that is ingrained in the culture of their dedicated Amish workforce. Whether it is the mitered joints in their extruded aluminum trim or the perfect welds found on their frames, you will see the inTech difference everywhere you look in every aspect of an inTech Custom Trailer. The EDC of Elkhart County facilitated State of Indiana incentives for \$1.7 M of new investment to construct a new building and equip their custom aluminum trailer manufacturing lines at their Nappanee, In. fabrication facility. 60 new jobs could be created from the successful completion of this project.



Since 1971, MTS Products has been manufacturing and expanding product lines to provide the most complete product selection of musical instrument and custom cases with unmatched design flexibility. All case products are shipped from their 100,000+

square foot manufacturing and warehouse facilities. They also offer custom design services to meet any set of specifications or project requirements. The EDC of Elkhart County facilitated state and Elkhart County incentives for \$700 K of new investment to update and equip their manufacturing lines at their Elkhart, In. case manufacturing facility. 42 new jobs could be created from the successful completion of this project.



Poly Electronics has 43 years of successful history in developing and manufacturing custom electronics, ranging from a

printed circuit board to a turn-key assembly. Poly Electronics specifically designs their products to meet industry standards while continuously striving to exceed customer expectations by providing both well-designed and functional electronics. Poly Electronics has engineered over 3,500 different custom electrical products throughout their history. The EDC facilitated state and Elkhart County incentives for \$980 K of new investment to update and equip manufacturing lines at their custom electrical device manufacturing facility in Elkhart. 3 new jobs could be created from the successful completion of this project.

## Executive Committee



**Ken Julian**  
*Chairman*



**Jim Dague**  
*Past Chair*



**John Place**  
*Secretary*



**Trish Hankila**  
*Treasurer*



**Mike Yoder**  
*Chairman of  
Nominating Committee*

## Board of Directors

**John Place**  
Ancon Construction

**Gregg Fore**  
Dicor

**William B. Burton**  
1st Source Bank

**James Dague**  
IU Goshen Health, Retired

**Donald Babcock**  
NIPSCO

**Philip Newbold**  
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Greater Elkhart  
Chamber of Commerce

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Forest River –  
Marine Division

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Ivy Tech College

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Elkhart County Board  
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**Ken Julian**  
Thor Industries, Inc.

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City of Goshen

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Elkhart County Council

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Goshen College

**James Malone**  
Nautic Global Group,  
Former Chairman

**Jeff Troxel**  
Town of Wakarusa

**Phil Jenkins**  
City of Nappanee

**Richard Hill**  
Faegre Baker  
and Daniels

**Amy Sink**  
Interra Credit Union

**Jeff Kitson**  
Nappanee Area  
Chamber of Commerce

**Robert Bernhard**  
University of  
Notre Dame

## EDC Team



**Mark Dobson**  
*President and CEO*



**Chris Stager**  
*Vice President of  
Retention and Expansion*



**Jacqueline Letherman**  
*Operations Manager*



**Sherm Hansen**  
*Advancement Director*



**Denise Hoke**  
*Advancement Coordinator*



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