

Economic Development Corporation of Elkhart County

SHAPING THE FUTURE



Elkhart County is proactively moving ahead and creating its own opportunities. Instead of living through boom and bust, the EDC of Elkhart County has made a commitment to build an economy that is diverse and resilient- building of manufacturing strength, but also attracting service, finance, and research.

-Christopher Steele, Investment Consulting Associates

2013 Annual Report

MISSION

Create an economically vibrant community by:

- Recruiting, retaining and strengthening our economic base
- Being a catalyst for diversification, innovation and economic change

VISION

The EDC will leverage our entrepreneurial spirit, expertise and regional resources to develop a more prosperous community through a diversified, resilient and knowledge based economy.

CHAIRMAN'S MESSAGE



Wes Herschberger

Chief Executive
Officer of
MapleTronics
Computers
2012-2013
Board Chair

Well done Elkhart County! The EDC's mission is to create an economically vibrant community and we have already started. Thanks to the RV and marine industry, our core industry sectors, we rank #1 in the nation for job creation.

2013 was monumental in a number of ways. Our board of directors embraced a unanimous decision to commission research to quantify our existing assets and find ways to diversify Elkhart County's economic base. Results were eye opening – not necessarily what we wanted to hear, but we needed to know – to advance Elkhart County to the next level. The board is ready to act.

2014 will begin the drafting of an action plan to be unveiled in Q1. To sustain the economy, we need to broaden the base of manufacturing and add further diversification. The EDC of Elkhart County will focus on areas to strengthen connections between businesses and suppliers and attract companies to the county which will complement existing businesses already present here.

We undertake this paradigm shift with the understanding it will take time and financial resources. In tandem with this new attraction program is the reality – we will need to find a way to not only retain our homegrown talent, but also attract workers from outside Northern Indiana. People who will come here to fill the jobs being created.

This approach is not revolutionary as an idea. What is revolutionary – we now have the people, the board and investors around us that believe in the vision and see this is the right time to get this job done.

OUR TEAM



Dorinda Heiden-Guss
President & CEO



Dave Ogle
Director of Business Retention
& Expansion



Sherm Hansen
Advancement Director



Ginger Lyons
Development Associate



Denise Hoke
Office Manager

2013 COMPANY ANNOUNCEMENTS

COMPANY	COMMUNITY	TYPE	TOTAL INVESTMENT	JOBS ANNOUNCED
AgSync Incorporated	Wakarusa	Existing	\$590,000	15
Alliance Aluminum Products, Inc.	Bristol	Existing	\$1,625,500	10
Aluminum Line Products Company	Elkhart	New	\$2,595,314	22
Boyd Corporation	Elkhart	Existing	\$3,382,000	30
Cleer Vision Tempered Glass	Elkhart	Existing	\$1,770,000	40
CountryCraft Cabinets, LLC	Bristol	Existing	\$275,465	100
Crown Audio Inc.	Elkhart	Existing	\$1,980,000	54
Dave Carter & Associates, Inc.	Goshen	Existing	\$4,995,000	38
Drew Industries Incorporated	Several	Existing	\$12,750,000	800
Girard Systems//Girard Products LLC	Goshen	New		
Indiana Galvanizing, LLC	Middlebury	New	\$3,015,000	60
Mueller Electronics	Wakarusa	New	\$1,900,000	23
Quality Hardwood Sales	Nappanee	Existing	\$8,811,100	25
Reflex Industries	Elkhart	Existing	\$3,690,000	50
Reschcor, Inc.	Bristol	Existing	\$7,653,500	43
Thor Industries, Inc.	Elkhart	Existing		
Triangle Rubber Company, LLC	Elkhart	Existing	\$13,190,000	100
Vista Manufacturing, Inc.	Elkhart	Existing	\$3,075,000	15
Zeeland Lumber & Supply	Elkhart	New	\$1,560,000	72
Totals			\$72,857,879	1,497

INVEST IN OUR FUTURE

Special THANK YOU to our many investors! Our team has been busy meeting with existing companies, sharing our message and mission. We are committed to building a vibrant economy.

Private businesses to local municipalities, countywide, understand our value to the citizens of Elkhart County.

Ways to make your gift to the EDC of Elkhart County – a not-for-profit, 501(c)(3) corporation – schedule a visit or telephone conversation by calling: 574-293-5627 or email: edc@elkhartcountybiz.com.



GROWTH IN THE MARKET



Two Major Corporate HQs Move to Elkhart County Two multi-billion public corporations – Drew Industries Inc. and Thor Industries Inc. – moved their corporate headquarters from New York state to Elkhart County in 2013. Drew moved here from White Plains. Thor relocated its headquarters from New York City.



Indratech Indratech will triple their manufacturing footprint with the latest expansion since arriving in Elkhart about six years ago. This is their second expansion as they diversify their product reach to lessen the impact during economic downturns. Rick Copenhaver, general manager, hopes the addition will be complete by December 2014.

Vista Manufacturing Tod Tieszen, president and co-owner of Vista Manufacturing, will be the first to tell you he was "scared to death" about the potential tax impact of moving from his antiquated, 12,000-square-foot warehouse into a new facility. But thanks to guidance from the EDC, he learned about and obtained a tax phase-in from Elkhart County and training grant assistance from the state of Indiana to build a new, 38,000-square-foot facility. He moved into the two-story facility in August. "We're very excited about this venture. It has put us in position to explode in our business and markets," he said.



SMART Corp. LLC The environmentally conscious SMART Corp. has carved out a successful niche in the production of kitchen cabinets for hospitals, the hospitality industry and extended care facilities. SMART broke ground this year on their project announced in December 2012. "It was evident to all of us that Elkhart County wanted us to stay here," said Kirk Barron, president and one of the company's four owners. "It was just a good fit. It's a comfort knowing the EDC and local, county and state officials are behind us."

Quality Hardwoods Their expansion will feature computerized scanning equipment that will scan every board before it enters the rip saw to help maximize the best use of each board. Reducing waste is a key factor in high-volume operations such as Quality Hardwoods, states owners Darin Hurn and Freeman Miller.



Triangle Rubber & Plastics Co. The company's \$13.2 million investment will create 100 jobs, a third of which will require skilled labor to build and monitor the robots used in the production process. EDC staff outlined the advantages of tax credits from the state of Indiana, which will assist the company's investment. Edward Gerwels, Triangle's vice president and part owner, said the Shovel Ready status for DJ Construction's property in the Beck Industrial Park was a key factor in the decision to expand there. Gerwels also anticipates a good labor pool in Elkhart County.

Mueller Electronics Mueller Electronics has begun to hire a score of engineers to develop the computer technology that supports "precision farming." This relatively new term in agriculture speaks to the use of computers to guide and regulate the proper application of fertilizers as a way to reduce costs. Mueller Electronics is gaining a foothold in this new technology with leading farm equipment manufacturers. Indiana tax credits will help offset the cost to train its new hires.



AgSync AgSync is investing \$590,000 to create 15 jobs to staff its growing operations. State tax credits will help offset training costs. AgSync offers web-based products designed to manage the wide range of complexities in aerial application to farmers' fields. Products range from a simple map to work-order-in-seconds to a real-time system that synchronizes the relationship among growers, retailers, consultants and applicators.

CERTIFIED SITES READY FOR DEVELOPMENT

Beck Industrial Park – County Road 17

- Developer // DJ Construction Company Inc.
- Size // 37+ Acres : 18 Acres is largest tract
- Advantages // Distribution : Logistics : Warehouse
- Location // 5 minutes from Interstate 80-90 & US 20. Direct access via enhanced, 4-lane road
- Recent Construction // Marine Fasteners, Inc. : Triangle Rubber & Plastics Company
- Water & Wastewater // City of Elkhart
- Electric // Indiana Michigan Power & NIPSCO
- Natural Gas // NIPSCO



Waterford Commons Business Park – County Road 27

- Developer // Hoogenboom-Nofziger Corporation
- Size // 220 Acres
- Advantages // Medical device : Financial : Tech : Headquarters : Insurance : Work-Live : Recreational Greenway
- Location // Interstate 80-90 access via enhanced, 4-lane road & US 33
- Water & Wastewater // City of Goshen
- Electric & Natural Gas // NIPSCO



Putting Elkhart County on the map are two developers committed to growing and diversifying Elkhart County. Site selectors and business owners across the globe access the State's site database. Now with DJ Construction and Hoogenboom-Nofziger Corporation we are featured.



INVESTOR RECOGNITION

ADEC, Inc.
AE Techron
Anabaptist Mennonite Biblical Seminary
Ancon Construction Co., Inc.
ASA Electronics
AT & T
ATC Trailers
Atwood Mobile Products
B & B Molders LLC
Barnes & Thornburg LLP
Beacon Health System
Benteler Automotive
Borger Design & Construction |
The Borger Group
Bradley Company
Bull Moose Tube Company
Business Development Corporation
Center for Hospice Care
Challenger Door
City of Elkhart
City of Goshen
City of Nappanee
Collection Services of Goshen
Commodore Corporation
CommunityWide Federal Credit Union
Concord Mall - Triyar Cannon Group
Cressy & Everett Inc.
Crowe Horwath LLP
Crystal Ballroom Catering
Culver Duck
D & W Incorporated
Dave Carter & Associates
DEHCO Inc.
DJ Construction Company, Inc.
Dometic
Dwyer Instruments, Inc.
EA Technologies
Easy Shopping Place
EdwardJones | Scott Puckett
Elkhart Chamber of Commerce
Elkhart Clinic LLC
Elkhart County Board of REALTORS®, Inc.
Elkhart County Community Foundation
Elkhart County Convention & Visitors Bureau
Elkhart County Government
Elkhart General Healthcare System
Elkhart Plastics
Essenhaus Inn & Conference Center
Exact-Tech Machining Inc.
Fairmont Homes, Inc.
First Federal Savings Bank
1st Source Bank
First State Bank

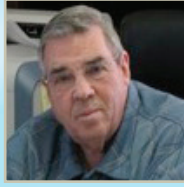
FM Stone Commercial
Foremost Fabricators, LLC
Forest River Inc.
Frontier Communications
Gaylor Electric
GDC, Inc.
Gibson Insurance Group
Goshen Chamber of Commerce
Greencroft Retirement Communities
Greenfield Corporation
Hampton Inn
Hansen and Associates LLC
Hawkins Water Tech, Inc.
Heritage Financial Group, Inc.
Hoogenboom-Nofziger Corporation
Horizon Transport, Inc.
Indiana Community Bank
Indiana Manufactured Housing Association
Recreation Vehicle Indiana Council, Inc.
Indiana Michigan Power
Indiana Plastics, Inc.
Indiana Toll Road
Indiana University Goshen Hospital
Insight Accounting Group
Inter-Cambio Express, Inc.
Interlogic Outsourcing, Inc.
Interra Credit Union
Ivy Tech Community College
J.A. Stauffer CPA PC
J.A. Wagner Construction, Inc.
Jack Cittadine, Attorney
Jayco, Inc.
JPR | Jones Petrie Rafinski
Kem Krest Corporation
Key Bank
KIB Electronics
KMC Controls
Kountry Wood Products | Kountry Cabinets |
Borkholder Furniture, Inc.
Krugger, Lawton & Company, LLC
Kuert Concrete, Inc.
L & W Engineering, Inc.
Lake City Bank
Lamar Construction Construction
LaSalle Bristol
LaVanture Products Company
Lithotone, Inc.
M-3 Associates, Inc. / Wilson Properties LLC
Majority Builders, Inc.
MapleTronics Computers
Marbach, Brady & Weaver, Inc.
Markley Enterprise Inc.
Maverick Packaging, Inc.

McCuiston & Poe Certified Public Accountants
McGladrey LLP
Menno Travel Service
Mid-City Supply Company Inc.
Middlebury Chamber of Commerce
Mid-States Construction, Inc.
MITO Corporation
Molded Foam Products
MSC Industrial Supply Company
MutualBank
Nappanee Area Chamber of Commerce
Newmark Grubb Cressy & Everett
NIBCO Inc.
Niblock Excavating
Northern Indiana Public Service Company
Northland Corporation
Office Interiors
Old National Bank
OmniSource
OSMC
PNC Financial Group
Reach 360
Rieth-Riley Construction Co., Inc.
Robert Weed Plywood Corporation
Roberts Environmental Services, LLC
Salem Insurance Agency, Inc.
Schrock Commercial
Schurz Communications Inc.
Siemens Healthcare Diagnostics
SMART Cabinetry
Smoker Craft, Inc.
South Bend Airport
South Bend Medical Foundation, Inc.
Supreme Indiana Operations, Inc.
Teachers Credit Union
Tenneco
The Centre, P.C.
Thor Industries
Tom Naquin Auto Group
Town of Bristol
Town of Middlebury
Town of Millersburg
Town of Wakarusa
Truck Accessories Group, LLC
Turtle Top
Utilimaster Corporation
Wakarusa Chamber of Commerce
Warrick & Boyn LLP
Waste-Away Group, Ltd.
Welch Packaging Group, Inc.
Wells Fargo Insurance Services USA, Inc.
Yoder, Ainlay, Ulmer & Buckingham, LLP

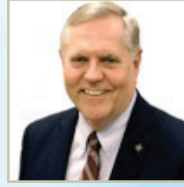
2013 BOARD MEMBERS



John Place
Ancon Construction
President



Richard Moore
City of Elkhart
Mayor



Allan Kauffman
City of Goshen
Mayor



Larry Thompson
City of Nappanee
Mayor



Richard Gentle
Crowe Horwath LLP
Tax Partner



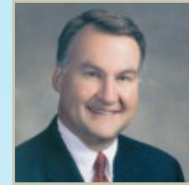
Kyle Hannon
Elkhart Chamber of Commerce
President & CEO



Mike Yoder
Elkhart County Board of
Commissioners
Vice-President



John Letherman
Elkhart County Council
President & Member At-Large



William B. Burton
1st Source Bank
President



James Hiatt
First State Bank
President & CEO



Bud Stout
Foremost Fabricators
President



David Daugherty
Goshen Chamber of Commerce
President



James Brenneman
Goshen College
President



Jim Finan
Indiana Michigan Power
Manager of Economic & Business
Development



James Dague
IU Goshen Health
Retired President & CEO



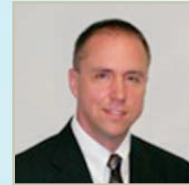
Thomas Coley
Ivy Tech College
Chancellor



Trish Hankila
KMC Controls, Inc.
Chief Financial Officer



Thomas Stark
Lake City Bank
Retired Vice President



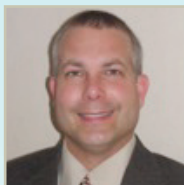
Wes Herschberger
MapleTronics Computers
Chief Executive Officer



Joseph Cataldo
McGladrey LLP
Assurance Director



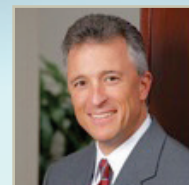
Sam Pohl
Middlebury Chamber of Commerce
Executive Director



Jeff Kitson
Nappanee Area Chamber of
Commerce
Executive Director



Donald Babcock
NIPSCO
Director of Economic Development



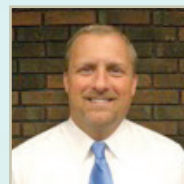
Alex Strati
Old National Bank
Northern Region President



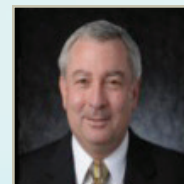
Richard Florea
Truck Accessories Group, LLC
President



Ken Julian
Thor Industries, Inc.
Vice President of Human Resources



Jeff Troxel
Town of Wakarusa
Town Manager



Robert Bernhard
University of Notre Dame
Vice President for Research
Professor of Aerospace & Mechanical Engineering