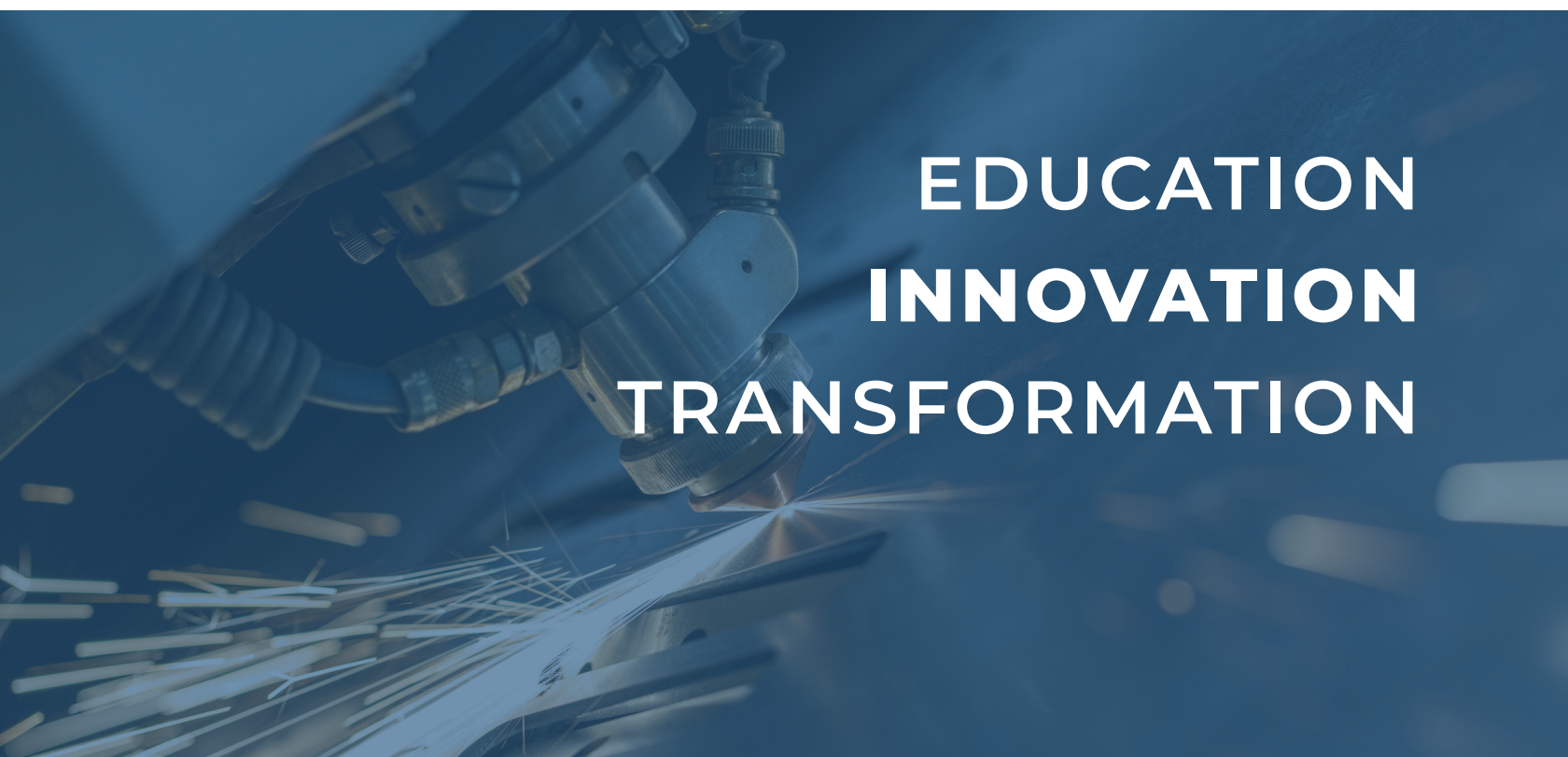


2018 ANNUAL REPORT



EDUCATION
INNOVATION
TRANSFORMATION

MESSAGE FROM THE CHAIRMAN OF THE BOARD

Elkhart County experienced another booming year in 2018! Business Facilities ranked Elkhart-Goshen Metropolitan Statistical Area (MSA) #2 in Job Growth for Mid-Sized MSAs and #7 in Economic Growth Potential for Small MSAs. Elkhart County was also ranked 5th on the list of US Counties with Fastest Job Growth by MarketWatch.

Our local companies also made national news with their successes. To name a few, Patrick Industries and Thor Industries made the Fortune Magazine's 2018 list of the 100 Fastest-Growing Companies. Thor Industries purchased German RV manufacturer Erwin Hymer Group SE to become the largest RV Maker in the world! Forest River created a new division called East to West and North to South RV. Lastly, Jason Lippert, CEO of LCI Industries, was named the 2018 EY Entrepreneur of the Year for the Midwest Region! What an exciting time to live and work in Elkhart County!

The Economic Development Corporation of Elkhart County (EDC) had a terrific year as well. They worked closely with Purdue MEP to host training classes for manufacturing companies. They helped Purdue MEP fill a need for 552 employees through Leadership Courses and classes like ISO Internal Auditing, Statistical Process Control, Cyber Security Awareness and many others. The EDC also continued to work closely with local companies to assist with their expansion needs. With the strong economy in 2018, many companies were looking to expand their operations, so the EDC reached out to offer their assistance in applying for state and local incentives. Lastly, the EDC met site selectors around the country to inform them of our community and the strength of our local economy.

As Chairman of the Board for the Economic Development Corporation of Elkhart County, I'm proud of what was accomplished in 2018 and I look forward to another fruitful year in 2019.

Thank you for your support!

John Place

President, Ancon Construction

We are a not-for-profit economic organization serving the community with the cities, towns, chambers of commerce, investor partners, and businesses of Elkhart County, Indiana.

We are known as the "Concierge to Elkhart County Industry". Our primary objectives are the retention and expansion of local businesses, attraction of new businesses to Elkhart County, and local entrepreneurial development.

OUR MISSION

Create an economically vibrant community by:

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

OUR 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.

FEATURED COMPANY PROFILES & UPDATES



Grand Design RV was created in 2012 and operates as an independent business within Winnebago Industries. Based in Middlebury, Grand Design manufactures towables and fifth-wheels. The EDC facilitated Elkhart County tax phase-in and State of Indiana tax incentives for a 12.5 M investment to construct and equip a new manufacturing facility which could result in 266 new jobs upon successful completion of this project.



A division of Forest River, East to West is an RV startup that builds high quality RVs from concept to completion with a limited number of floor plans. The EDC facilitated City of Elkhart tax phase-in and State of Indiana tax incentives for a \$15 M investment to construct and equip a new manufacturing facility which resulted in 650 new jobs.



For over 40 years, L&W has been a leading Tier 1 supplier in the automotive industry, specializing in metal stamping, welded assemblies, and hot stampings. The EDC facilitated State of Indiana tax incentives for a \$4.2M investment to construct and equip a new manufacturing facility. 40 new jobs could be created from the successful completion of this project.



Lippert Components is a leading supplier of premium components to the recreational vehicle, manufactured housing, trailer, bus, marine and heavy truck industries. The EDC facilitated City of Goshen tax phase-in incentives for a \$30M investment to design, construct and equip a new manufacturing facility. A total of 100 new jobs could be created from the successful completion of this project.



LOOK Trailers currently produces models ranging from the small entry-level 4'-wide enclosed cargo trailers to the 8.5'-wide custom built 53' goosenecks. The EDC facilitated State of Indiana Tax incentives for a \$3M investment to construct and equip a new manufacturing facility in Bristol. A total of 100 jobs could be created from the completion of this project.



Pinnacle Seating, Inc., an Indiana based manufacturer of 24/7 Intensive use chairs, Ergonomic Office and Industrial chairs, R.V. Marine and specialty Seating Applications. The EDC facilitated City of Elkhart tax phase-in incentives for a \$1.2M investment to construct a new manufacturing facility. 15 new jobs could be created from the successful creation of this project.



Postle Aluminum has been producing extruded aluminum and specialized components for the recreational vehicle (RV) industry as well as other industries since 1974. The EDC facilitated City of Elkhart tax phase-in, rezoning, and annexation as well as State of Indiana incentives for an \$7.5M investment to modernize and equip an existing manufacturing facility that could create 20 new jobs.



For over 50 years, Satellite has been advance engineering their portable restrooms, restroom trailers, trucks, and deodorizers to be stronger, last longer, and most importantly, be user friendly. The EDC facilitated Town of Bristol tax phase-in and State of Indiana tax Incentives for a \$9.6 M investment to construct and equip a new manufacturing facility. 70 new jobs could be created from the successful completion of this project.



Tredit Tire and Wheel Company, Inc. is the leading assembler and distributor of tires, wheels and related accessories to trailer Original Equipment Manufacturers (OEMs) throughout North America, including recreational vehicle (RV), cargo, utility, marine, horse/livestock, and heavy-duty equipment. The EDC facilitated City of Elkhart tax phase-in and State of Indiana tax incentives for a \$2.2M investment to equip an existing manufacturing facility. A total of 35 new jobs could be created from the successful completion of this project.



Truma develops, manufactures and sells heating and air conditioning systems, hot water boilers, maneuvering systems and products for energy and gas supply. The EDC facilitated City of Elkhart tax phase-in incentives for a \$4.2M investment to construct and equip a new manufacturing facility. 8 new jobs could be created from the completion of this project.



Tuscany is a Ford Authorized Specialty Vehicle Manufacturer. Tuscany has received Ford Motor Company's Quality Excellence Award every year it was given, as well as recognition from Ford's Quality Vehicle Modifier program. The EDC facilitated City of Elkhart tax phase-in and State of Indiana incentives for a \$7.6M investment to construct and equip a new manufacturing facility. 35 new jobs could be created upon the successful completion of this project.

US Rod Company, LLC is the parent company of US Rod Manufacturing, LLC, a premier sucker rod provider within their industry. The EDC facilitated City of Nappanee tax phase-in and State of Indiana tax incentives for a \$40.3 M investment to construct and equip a new manufacturing facility. US Rod Manufacturing anticipates the creation of 75 new jobs upon successful completion of this project.



Wholesome Grain Solutions specializes in natural grain processing, refining, and product storage components using high quality, non-GMO and organic Corn, Soybeans, and Soybean Meal as well as Non-GMO waxy corn. The EDC facilitated City of Nappanee tax phase-in and State of Indiana tax incentives for a \$2.7 M investment to construct and equip a new manufacturing facility. 9 new jobs could be created as a result of this project.



Winnebago Industries, Inc. is a leading U.S. manufacturer of outdoor lifestyle products under the Winnebago, Grand Design and Chris-Craft brands which builds quality motorhomes, travel trailers, fifth wheel products and boats. The EDC facilitated Town of Middlebury tax phase-in and State of Indiana tax incentives for a \$12.3M investment to acquire land, construct, and equip a new manufacturing facility. 225 new jobs could be created from the completion of this project.

Executive Committee



John Place
Chairman



Bill Burton
Vice-Chair



Ken Julian
Past Chair



Mike Yoder
*Nominating
Committee*



Rick Gentle
Treasurer



Lori Stanger
Secretary

Board of Directors

Don Babcock
*Director of Economic
Development, NIPSCO*

Robert Bernhard
*Vice President for Research,
University of Notre Dame*

Bill Burton
*Senior Vice President,
1st Source Bank*

Thomas Coley
*Chancellor, Ivy Tech
Community College*

Brian Dickerson
*President, Final Phase
Electric & City of Elkhart
Councilman*

Rick Gentle
*Tax Partner,
Crowe Horwath LLP*

Brad Hartman
Senior Manager, RSM USA

Richard Hill
*Partner, Faegre Baker
Daniels*

Phil Jenkins
Mayor, City of Nappanee

Levon Johnson
*President/CEO, Greater
Elkhart Chamber of
Commerce*

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

Nick Kieffer
*President, Goshen
Chamber of Commerce*

Jeff Kitson
*Executive Director,
Nappanee Area Chamber
of Commerce*

John Letherman
*President, Member at
Large, Elkhart County
Council*

Tim Neese
Mayor, City of Elkhart

John Place
*President,
Ancon Construction*

Carl Risk
*President,
Elkhart General Hospital*

Lori Stanger
*Director of Human
Resources, Kem Krest*
Mike Stump
*Director of Public Relations,
Forest River*

Jeremy Stutsman
Mayor, City of Goshen

Jeff Troxel
*Town Manager,
Town of Wakarusa*

Jack Welter
*President & CEO,
Elkhart Plastics, Inc*

Mike Yoder
*Vice President of
District 2, Elkhart County
Board of Commissioners*

EDC Team



Chris Stager
*President
and CEO*



Jacqueline Letherman
*Operations
Manager*



Sherm Hansen
*Advancement
Director*



Denise Hoke
*Advancement
Coordinator*



Cara Anderson
*Project
Manager*



300 NIBCO Parkway, Suite 201 | Elkhart, IN 46516
Toll Free: 877-535-1002
Phone: 574-293-5627 | Fax: 574-343-2951
www.elkhartcountybiz.com

NOTABLE PROJECTS OF 2018

LaborShed Study

In 2018, the EDC of Elkhart County completed a LaborShed Study with the assistance of enFocus, a South Bend consulting company. The study included a Company Survey and a Worker Questionnaire. The Questionnaire received more than 600 responses that consisted of demographic, training, and commuting questions as well as employment status. We received answers from 87 companies in Elkhart County which included information on general hiring, hiring challenges, training and retention, and skill needs. enFocus also interviewed 10 of the 87 companies to gather more in-depth information on their responses. In 2019, we look forward to implementing the Action Plan that results from the surveys and continued discussions.

Thank you to the following contributors that made the LaborShed possible: I&M Power, 1st Source Bank, Old National Bank Foundation, Elkhart County Convention & Visitor's Bureau, First State Bank, KemKrest, and Fifth Third Bank.

Ex-Offender Program

The EDC worked with the Indiana Department of Corrections and 8 correctional institutes to bring ex-offenders into the Elkhart County workforce in 2018. There were 11 companies in the county who were involved in the program and 291 ex-offenders that returned to Elkhart County. Many of these ex-offenders are trained and ready for a manufacturing position.

Elkhart County Veteran Support Program

The EDC worked closely with Work One's Veterans' Employment Representative, Mark Mathes, to create a program that would improve upon the quality of life for veterans currently living in Elkhart County. This is a three-tier program launched in October of 2018. It includes the creation of a Veteran Resource Booklet, a Veteran Support Group, and mentorship program. The resource booklet will be released at the beginning of 2019 with the mentorship program to follow closely behind. The Veteran Support Roundtable met twice in 2018 to discuss the booklet and strategies of how to move this initiative forward. The basis of this program is to make Elkhart County a true "veteran-friendly" community, not only to take care of our local veterans, but also to attract retiring military to our area.

Purdue MEP Training Courses

The EDC of Elkhart County's collaboration with Purdue University Manufacturing Extension Partnership (MEP) that began in 2017 is flourishing. What started out as a pilot program to address a need for accessible workforce training in the county has blossomed into a thriving partnership. In 2018, over 550 locally employed Hoosiers received training in courses such as Leadership Development, Risk Management, Kaizen Facilitation, and more. In addition, Purdue MEP delivered four informational sessions on Collaborative Robots ("Cobots")-industrial robots designed to work with and among employees. These are just an example of the training courses offered at the EDC through Purdue MEP. For more information and to view upcoming training events visit: <http://www.elkhartcountybiz.com/training-courses/>

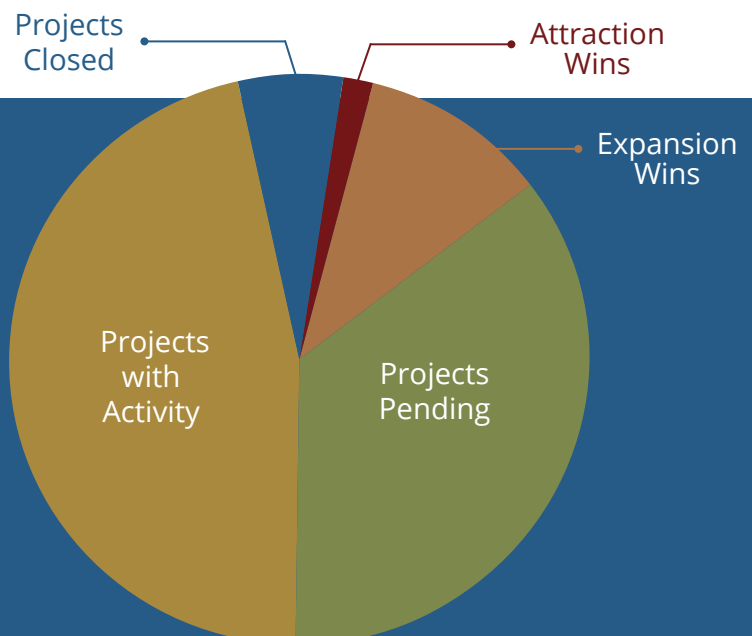
2018 Project Report

132 Total Number of Projects

18 Number of Project Wins

\$149,678,043

Total Capital Investment



THANK YOU TO OUR 2018 INVESTORS!

1st Source Bank	Elkhart County Government	Mapletronics
Agdia	Elkhart General Healthcare System	Marbach, Brady & Weaver, Inc.
ALPCO	Elkhart Plastics	Martin Brothers Contracting, Inc.
AMBS Anabaptist Mennonite Biblical Seminary	ET&T Enterprises, Inc.	Martin's Supermarket
Ancon Construction Co., Inc.	Fifth Third Bank	Maverick Packaging, Inc.
ATC Trailers	First State Bank	Menno Travel Service
Barletta Boats	FM Stone Commercial	Mid-City Supply Company, Inc.
Barnes & Thornburg LLP	Forest River Inc.	Mid-States Construction, Inc.
Beer & Slabaugh, Inc.	Forum Architects, LLC	MSC Industrial Supply Company
Bennington Marine Group	Gaylor Electric	Mutual Bank
Bethel College	Genesis Products	Nappanee Area Chamber of Commerce
Boyd Corporation	Gibson Insurance Group	Newmark, Grubb & Cressey
Bradley Company	Global Link Distribution	Niblock Excavating
Business Development Corporation	Goodwill Industries	NIPSCO
Cadet Construction LLC	Goshen Chamber of Commerce	Northland Corporation
Center for Hospice Care	Goshen College	Northwestern Mutual
Challenger Door	Goshen Stamping Company	Nuway Construction
Champagne Metals LLC	Great Lakes Forest Products, Inc.	Office Interiors
Chemical Bank	Green Stream Company	OmniSource
City of Elkhart	Greencroft Retirement Communities	Physicians Health Plan
City of Goshen	Hampton Inn	PNC Financial Services Group
City of Nappanee	Hansen & Associates	ProAir LLC
Commodore Corporation	Hawkins Water Tech., Inc.	PWI
Community Foundation of Elkhart County	Hoke, Denise	Reschcor, Inc.
CommunityWide	Hoogenboom-Nofziger Corporation	Rieth-Riley Construction Co., Inc.
Federal Credit Union	Horton Group	Robert Weed Plywood Corporation
Concord Mall - Triyar Cannon Group	Indiana Michigan Power	RSM
Crowe Horwath LLP	Indiana Plastics, Inc.	Salem Insurance Agency, Inc.
Culver Duck	Insight Accounting Group	Satellite Industries
D & W Incorporated	Inter-Cambio Express, Inc.	Schrock Commercial
Das Dutchman Essenhaus Inn & Conference Center	Interlogic Outsourcing, Inc.	Schurz Communications Inc.
Dave Carter & Associates	Investment Planning Associates, Inc.	Serim Research Corporation
Dec-O-Art	Ivy Tech Community College	Smoker Craft, Inc.
DJ Construction Company, Inc.	J.A. Wagner Construction, Inc.	SVO Group
Dometic, LLC	Jayco, Inc.	Teachers Credit Union
Dwyer Instruments, Inc.	Jenkins Automotive	Tenneco
Dynamic Metals	JPR Jones Petrie Rafinski	Thor Industries
Easy Shopping Place	Kem Krest Corporation	Town of Bristol
Eby Ford Lincoln Mercury	KIB Electronics	Town of Middlebury
EdwardJones Ross M. Hougland	Kiel NA	Town of Syracuse
EFP	Kountry Wood Products Kountry Cabinets	Town of Wakarusa
Elkhart Chamber of Commerce	Kruggel, Lawton & Company, LLC	Truck Accessories Group, LLC
Elkhart Clinic LLC	Kuert Concrete, Inc.	Utilimaster Corporation
Elkhart County Board of REALTORS®, Inc.	L & W Engineering, Inc.	Vista Manufacturing, Inc.
Elkhart County Convention & Visitors Bureau	Lake City Bank	Wakarusa Chamber of Commerce
	LaVanture Products Company	Welch Packaging
	LeMaster Steel Erectors	Welter Foundation
	Lithotone, Inc.	WNDU-TV
	Majority Builders, Inc.	Zeeland Lumber & Supply