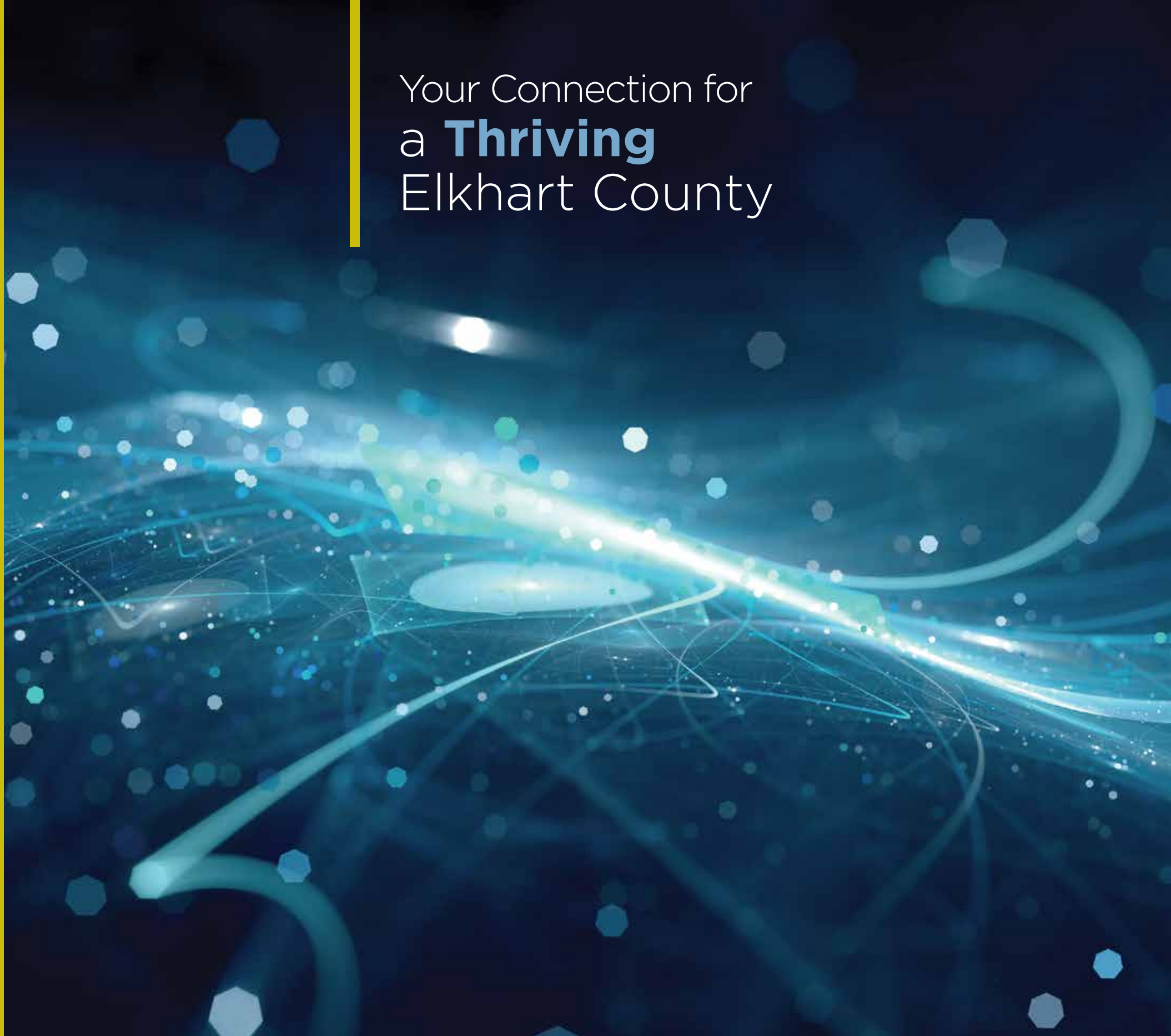




Your Connection for  
a **Thriving**  
Elkhart County



**ECONOMIC DEVELOPMENT CORPORATION  
ELKHART COUNTY**

574-293-5627  
edc@elkhartcountybiz.com

[elkhartcountybiz.com](http://elkhartcountybiz.com)



[elkhartcountybiz.com](http://elkhartcountybiz.com)



E



## OUR MISSION

Create an economically vibrant community by: Recruiting, retaining and strengthening our economic base, and 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.

## WHO WE ARE & WHAT WE DO:

*The Economic Development Corporation of Elkhart County is 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, workforce development, and local entrepreneurial development.*

## What is the Economic Impact of 100 NEW JOBS to a community?

### In terms of PEOPLE



**112** <sup>more</sup> HOUSEHOLDS



**4** <sup>more</sup> RETAIL STORES



**107** <sup>more</sup> PASSENGER CARS



**91** <sup>more</sup> SCHOOL CHILDREN



**359** <sup>increased</sup> POPULATION

### In terms of MONEY



**\$2,324,304** <sup>increase in</sup> ANNUAL INCOME



**\$1,178,422** <sup>increase in</sup> RETAIL SALES



**\$876,263** <sup>increase in</sup> BANK DEPOSITS



**\$269,619** <sup>increase in</sup> OTHER SALES

Information provided by the Economic Development Corporation of Elkhart County, Indiana  
\* Source: US Chamber of Commerce, Martin Lefkowitz



## HISTORY OF THE EDC OF ELKHART COUNTY

Organized in 2001, The Economic Development Corporation of Elkhart County (EDCEC) is a public private partnership and the lead economic development organization for Elkhart County, Indiana. With a mission to attract and retain diversified businesses, both domestically and internationally, the EDCEC serves as a resource and advocate to cultivate the competitiveness and profitability of industry, whether locating or expanding to Elkhart County, Indiana.



The EDCEC delivers an integrated approach to economic development strategy combining business attraction, expansion and retention activities, workforce attraction and development as well as strategic long-term planning. The EDCEC teams with the real estate development, land use planning and design professionals to present comprehensive location solutions to new and existing companies. The EDCEC provides confidential relocation and economic development services in close collaboration with regional and national partners to assist with site selection, community networking, workforce attraction and development, and navigation through the state and local incentives and regulatory process.

As a nationally recognized economic development leader in the State of Indiana, the EDCEC provides strategic vision and “whatever it takes approach” to ensure continued economic vitality while providing quality job opportunities, a diverse and inclusive quality of place and long-term prosperity for the residents and businesses of Elkhart County.



## HOW CAN WE HELP?

*We live and breathe all things Elkhart County. If you're thinking about a new business location, our team of economic development experts can help you decide whether Elkhart County is the perfect fit — and connect you with the resources you need to break ground and THRIVE in Elkhart County.*

### EDC'S EXPERT SERVICES

We are committed to attracting, growing and retaining business and industry for Elkhart County, Indiana. Our services include:

- Operational Cost Analysis
- Incentive Comparisons
- Workforce Surveys & Research
- Research & Support for State and Local Tax Structures
- Connections to Key Resources
- Project Management

**Business Solutions:** Our team is responsible for the recruitment, retention and economic vibrancy of business and industry in Elkhart County, Indiana. The team provides concierge services by removing barriers for business, utilizing county as well as state programs.

**Financial Incentives:** A variety of tax incentive programs are available to encourage business development and growth in Elkhart County. Local tax incentives are based on three qualifiers: number of jobs; wages of jobs and investment (real and personal) property. All incentives require approval in advance of project start. Elkhart County has streamlined the process in securing incentives for quality investment and job creation.

**Utility Resources:** Utility rates are among the lowest in the nation. Whether electric or natural gas, our utility partners support and make it easy to do business in Elkhart County, Indiana. Negotiated Sales Service, Energy Access Online, Engineering & Construction services with Power Quality Analysis are all tailored to suit customer's specific gas requirements and company profile.

**Site Selection:** Business incentives, low corporate tax rates and AAA credit rating all make Elkhart County, Indiana, a great place to live, work and play. Elkhart County continues to provide economic vibrancy and an ecosystem ideal for growth and vitality to our communities and state. Our Business Response Team make establishing your business easy, risk-free and efficient, whether for relocations or expansions. Contact us today for assistance.

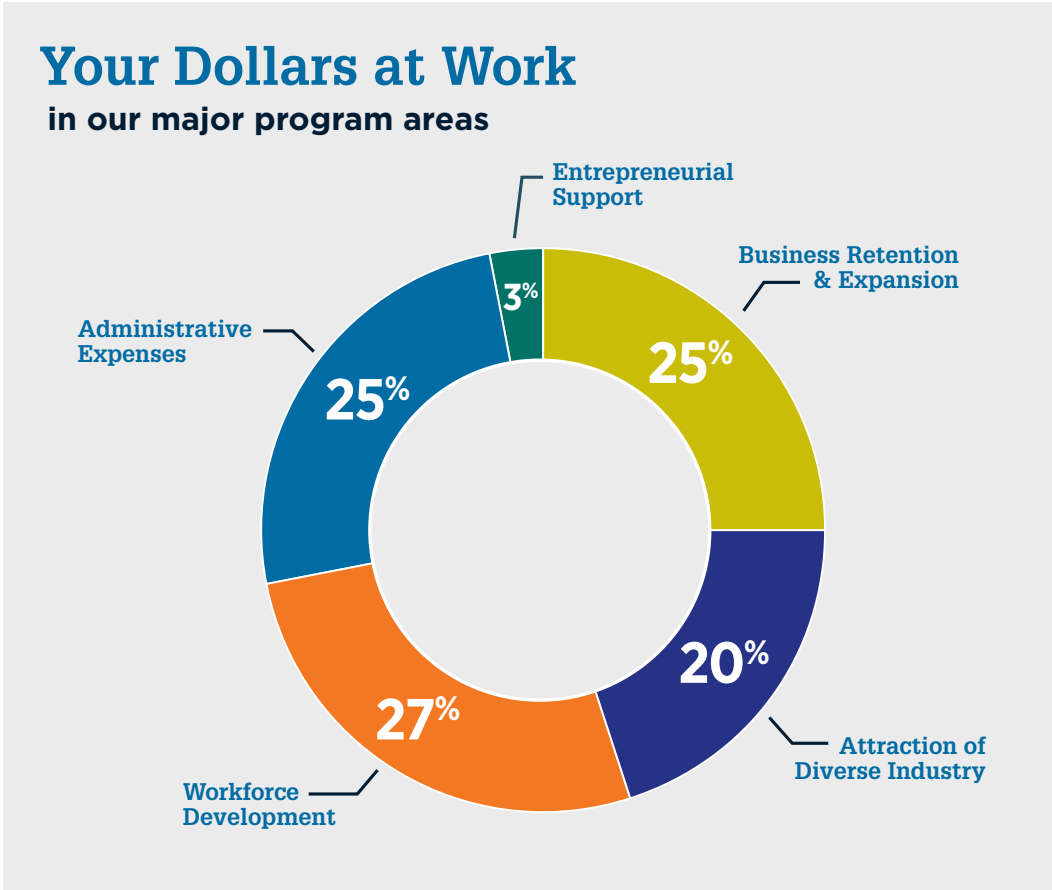
**Workforce Development:** The EDC of Elkhart County and Purdue University Manufacturing Extension Partnership present training classes designed to improve and streamline your business process by leveraging unlimited resources of professional experts. Together, we serve more than 100 companies annually by implementing continuous improvement principles in areas of productivity, growth, and technology.

# YOUR DOLLARS AT WORK

As a not-for-profit, 501(c)(3) corporation, the Economic Development Corporation of Elkhart County is funded by our county, city and town governments, private businesses, banks, and utility companies. Support a healthy, vibrant economy with your gift to the EDC of Elkhart County!

## Your tax-deductible donation will immediately help:

- Preserve existing industries and jobs which make us successful
- Diversify businesses seeking to expand and establish in Elkhart County
- Increase the skill level of our workforce



## Program Success

- Created 27,232 new jobs since 2002
- Facilitated new investment in Elkhart County since 2001 totaling over \$1.9 Billion
- Produced \$125 million in new capital investment in 2019 with 932 jobs created.
- Created a skills enhancing program to assist companies with employee retention by offering training courses in the areas of Lean, Leadership and Quality through a partnership with Purdue MEP. To date, a total of 1,212 local Hoosiers have taken a training class and 182 local and regional companies have benefitted from this program.

# ELKHART COUNTY PROFILE

The city sits on the Elkhart and St. Joseph Rivers. Elkhart is most known for two industries: recreational vehicles and musical instruments. It has been referenced as the RV Capital of the World and the Band Instrument Capital of the World for decades. The city is also known for its Jazz Festival and one of America's largest County Fairs. The city is home to several higher learning institutions including Associated Mennonite Biblical Seminary, Goshen College, a campus of Bethel University, Indiana Institute of Technology, Indiana University South Bend and Ivy Tech Community College.



## Top Cities Where Manufacturing is Thriving ...

### Elkhart, Indiana

AdvisorSmith conducted a study on 318 U.S. cities to determine the top cities where U.S. manufacturing is thriving. Elkhart, Indiana, was the top manufacturing city and the only midsize city in the top 5. Elkhart and the surrounding cities in Elkhart County are referred to as the "RV capital of the world." 65% of all RVs produced in the United States are produced in Elkhart County. Elkhart, Indiana, also the #1 place where manufacturing is thriving in the U.S., had the highest concentration of manufacturing jobs on a per-capita basis. In addition, it has more than 881 diverse manufacturing establishments, including producers of electronic components and musical instruments. Its farms are notable for making the county the largest producer of dairy products in Indiana, with milk production at more than 279 million pounds per year.

In 2018, the city produced 507% more jobs for manufacturing, on a per-capita basis, than the average U.S. city and had a manufacturing output of \$6.68 billion. During the study period, manufacturing output grew by a compounded annual growth rate of 6.4%, while manufacturing employment grew by 4.1%. Manufacturing output per capita in Elkhart was \$32,489 at the end of the study period. Elkhart County ranked #1 in the nation for robots per 1,000 workers. In 2015, Elkhart-Goshen had 35.9 robots for every 1,000 workers. (Brookings Institute Study)

**Elkhart County Advantages**

- ✓ **Logistics**
- ✓ **Interstate Access**
- ✓ **Low Taxes**
- ✓ **Workforce**
- ✓ **Proximity to Major Markets**
- ✓ **Low cost of Doing Business**

## Colleges/Universities

Elkhart County is home to eight colleges/universities and there are a total of 35 located within an hour's drive.

LOCAL INCENTIVES AVAILABLE

The Application Process

- STEP 1
- Company meets with EDC of Elkhart County, and key leadership.
- STEP 2
- Company completes and submits Indiana Application for Incentives to IEDC and Community Application.
- STEP 3
- EDC / Community submits letter of support to IEDC on behalf of the company.
- STEP 4
- IEDC reviews Application and Letter of Support and issues Pre-commit Letter to the company.
- STEP 5
- Company reviews Pre-commit Letter and has 30 days from the date of the correspondence to accept or decline.
- STEP 6
- Company completes Community Tax Phase-In process:

A. Company completes and submits the local application, statement of benefits forms and payment of filing fee prior to the Declaratory Resolution.

B. Public meeting - Declaratory Resolution. Company to attend and speak to their project before Council members.

C. Public hearing - Confirmatory Resolution. Company to answer questions from Council members and the public. Anticipate questions from the media.
- STEP 7
- Press release / media coverage to be coordinated by the EDC of Elkhart County.
- STEP 8
- State and Local Community Tax Phase-in incentives will require annual reporting. Local community tax phase-in incentives will require Compliance with Statement of Benefits forms (CF-1).

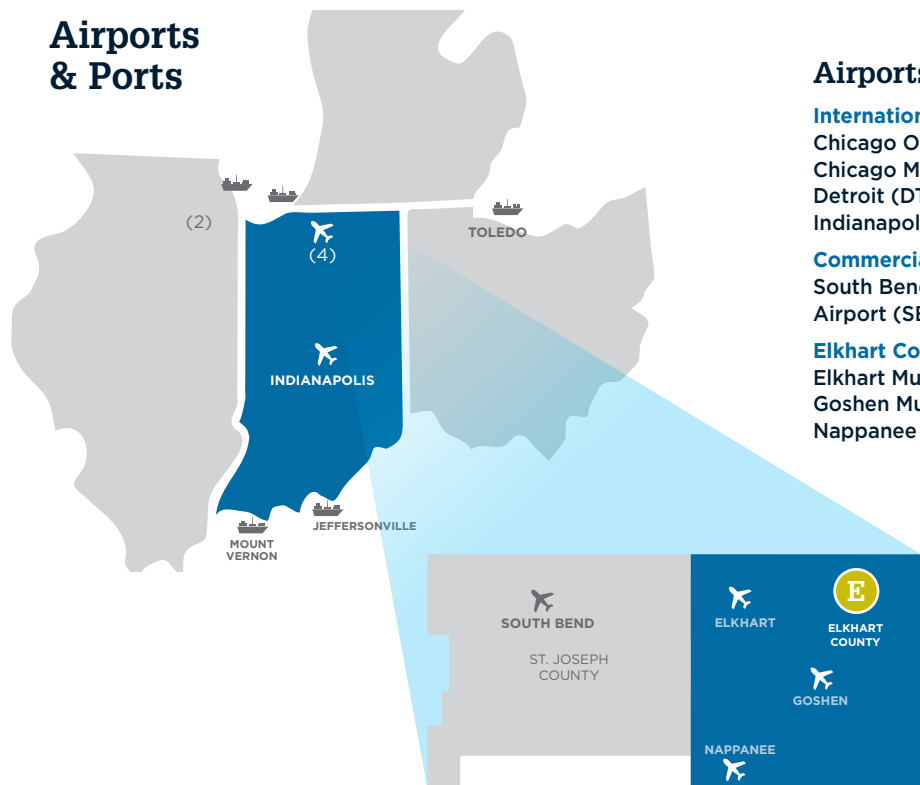
Tax Phase-in: Process / Required Forms – State of Indiana

Real Property	Forms Needed
Statement of Benefits – Real Estate Improvements	Form SB-1 / RE (Real Property) State Form 51767 (R6 / 10-14)
Compliance with Statement of Benefits Real Estate Improvements*	Form CF-1 / RE (Real Property) State Form 51766 (R3 / 2-13)
Application for Deduction from Assessed Valuation of Structures in Economic Revitalization Areas (ERA)**	Form 322 / RE State form 18379 (R14 / 6-16)
Notice of Assessment of Land and Structures**	Form 11R / A State Form 21366 (R15 / 11-15)

Real Property forms are filed with the County Auditor.

*\*Must file for each year the tax deduction is claimed.  
\*\*Once project is complete file both forms with County Auditor to begin claiming the tax deduction.*

Airports & Ports



Airports

**International**  
Chicago O'Hare (ORD) 140 mi.  
Chicago Midway (MDW) 120 mi.  
Detroit (DTW) 170 mi.  
Indianapolis (IND) 160 mi.

**Commercial Airport**  
South Bend International Airport (SBN) 35 mi.

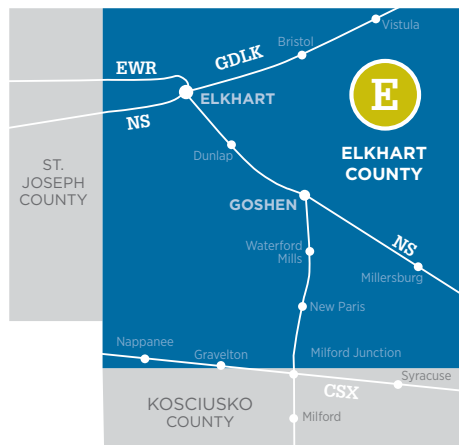
**Elkhart County Airports**  
Elkhart Municipal Airport  
Goshen Municipal Airport  
Nappanee Municipal Airport

Ports

**Ports of Indiana**  
Burns Harbor 77 mi.  
Jeffersonville 248 mi.  
Mount Vernon 337 mi.

**International**  
Illinois Port 110 mi.  
Port of Toledo, Ohio 141 mi.

Railways



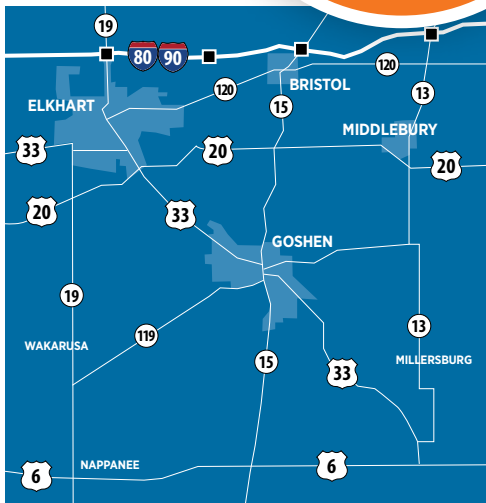
Railways

Norfolk Southern (NS)  
CSX Transportation (CSX)  
Elkhart & Western (EWR)  
Grand Elk Railroad (GDLK)



Highways

Elkhart County is served by Interstate-80/90 with four 4-entry and exit locations. Elkhart County is served by six 6 state highways and four US highways. The county is also easily accessible to Interstate 69.





Tax Phase-in: Process / Required Forms – State of Indiana

Personal Property***	Forms Needed
Statement of Deduction from Assessed Valuation Personal Property in Economic Revitalization Area	Form 103-ERA State Form 52503 (R13 / 1-16)
Schedule of Deduction from Assessed Value Pool 5 Property in Economic Revitalization Area	Form 103 – P5 / ERA State Form 52498 (R11 / 12-15)
Equipment List for New Additions to ERA Deduction Personal Property in Economic Revitalization Area	Form 103-EL State Form 52515 (R2 / 11-15)
Statement of Benefits Personal Property	Form SB-1 / PP State Form 51764 (R4 / 11-15)
Compliance with Statement of Benefits Personal Property	Form CF-1 / PP State Form 51765 (R3 / 11-15)

Personal Property forms are filed with the County Assessor.

\*\*\*Must file all forms each year the tax deduction is claimed.

Tax Phase-in: Process / Required Forms - Communities

Community	Real/Personal Property
Elkhart County	Elkhart County Tax Phase-in Application
City of Elkhart	City of Elkhart Tax Phase-in Application
City of Goshen	City of Goshen Tax Phase-in Application
City of Nappanee	Application for Tax Abatement
Town of Bristol	Elkhart County Tax Phase-in Application
Town of Middlebury	Town of Middlebury Tax Phase-in Application
Town of Millersburg	Elkhart County Tax Phase-in Application
New Paris (unincorporated)	Elkhart County Tax Phase-in Application
Town of Wakarusa	Elkhart County Tax Phase-in Application



STATE INCENTIVE PROGRAMS AVAILABLE

EDGE  
Economic Development for a Growing Economy Tax Credit

The Economic Development for a Growing Economy (EDGE) Tax Credit provides a refundable tax credit to businesses that create new jobs that improve the standard of living for Indiana residents. The credit certification is phased in annually for up to 10 years based upon the employment ramp up outlined by the business.

EDGE-NR  
Economic Development for a Growing Economy Tax Credit Non Resident

The Economic Development for a Growing Economy- Non Resident (EDGE-NR) Tax Credit provides a nonrefundable tax credit to businesses that create new jobs that are filled by residents from another state. The credit certification is phased in annually for up to 10 years based upon the employment ramp up outlined by the business.

HBI  
HOOSIER BUSINESS INVESTMENT TAX CREDIT

The Hoosier Business Investment (HBI) Tax Credit is the IEDC’s primary capital investment tool. The HBI tax credit provides an incentive to businesses to support job creation and capital investment that improves the standard of living for Indiana residents. The nonrefundable income tax credits are calculated as a percentage of the eligible capital investment to support the project. The credit may be certified annually, based on the phase-in of eligible capital investment.



IDGF  
INDUSTRIAL DEVELOPMENT GRANT FUND

The Industrial Development Grant Fund (IDGF) provides assistance to municipalities and other eligible entities as defined under I.C. 5-28-25-1 with off-site infrastructure improvements needed to serve the proposed project site. Upon review and approval of the Local Recipient’s application, project specific Milestones are established for completing the improvements. IDGF will reimburse a portion of the actual total cost of the infrastructure improvements.

The assistance will be paid as each Milestone is achieved, with final payment upon completion of the last Milestone of the infrastructure project.

RTC  
REDEVELOPMENT TAX CREDIT

The Redevelopment Tax Credit (RTC) provides an incentive for investment in the redevelopment of vacant land and buildings as well as brownfields. This credit, established by Indiana Code § 6-3.1-34, provides companies and developers an assignable income tax credit for investing in the redevelopment of communities, improving quality of place and building capacity at the local level.

The IEDC may not award more than \$50 million in credits each state fiscal year. Any credit award over \$7 million must include a requirement that a portion of the credit be repaid by the company or developer.

HQRTC  
HEADQUARTERS RELOCATION TAX CREDIT

The Headquarters Relocation Tax Credit (HQRTC) provides a nonrefundable tax credit to a business that relocates its headquarters to Indiana. The credit is assessed against the corporation’s state tax liability. The HQRTC is established by Indiana Code § 6-3.1-30.

DATA CENTER SALES  
TAX EXEMPTION CAPITAL  
INVESTMENT INCENTIVE

The Data Center Gross Retail and Use Tax Exemption provides a sales and use tax exemption on purchases of qualifying data center equipment and energy to operators of a qualified data center for a period not to exceed 25 years for data center investments of less than \$750 million. If the investment exceeds \$750 million, the IEDC may award an exemption for up to 50 years. This program is established by Indiana Code § 6-2.5-15.

Local governments may also provide a personal property tax exemption on qualified enterprise information technology equipment to owners of a data center who invest at least \$25 million in real and personal property in the facility.

CRED  
COMMUNITY REVITALIZATION  
ENHANCEMENT DISTRICT TAX CREDIT

The Community Revitalization Enhancement District (CRED) Tax Credit provides an incentive for investment in community revitalization enhancement districts (Indiana Code 36-7-13). The credit is established by Ind. Code 6-3.1-19. Please note that the CRED tax credit is not the same as the CRED financing tool established under Indiana Code 36-7-13.



SEF  
SKILLS ENHANCEMENT FUND  
WORKFORCE TRAINING GRANT

The Skills Enhancement Fund (SEF) provides assistance to companies to support training of employees required to support business growth in Indiana. The grant may be provided to reimburse a portion (typically 50%) of eligible training costs over a period of two full calendar years from the commencement of the project.



Grants from the Skills Enhancement Fund may only support training that leads to a post-secondary or nationally-recognized industry credential, or is specialized company training. If the training is provided to an existing employee, the company must also provide an increase in wages.

Specialized company training should meet the applicable industry standard or be administered by a third party.

### Indiana ranks #7 in the top 20 states for doing business

#5 in overall cost of doing business

#5 in competitive labor market

#9 in Workforce training programs

#8 in energy availability & costs

#4 in logistics and infrastructure

#5 in site-readiness programs

#5 in available real estate

#5 in cooperative & responsive state government

#9 in corporate tax structure

#6 in favorable regulatory environment

#7 in speed of project permitting

Source: the 11th annual Site Consultant's Survey, Area Development Site and Facility Planning Q3/2020

Methodology: Top states for doing business rankings reflect the results of the 2020 survey of leading consultants to industry who provided their top state picks in 13 categories that impact companies' location and facility plans. The states in each category were ranked based on the number of mentions in the particular category, and total mentions in all 13 categories were calculated to rank the top 20 states overall.

Note: The list below highlights projects completed, and is not an extensive list.

2001	• EDC first Staffed	
2002	• Monaco Coach	
2003	• Wieland Designs • Manchester Tank • Newmar	
2004	• Coachmen • Kobelco Compressors • Dutchmen	
2005	• Meijer • Flexible Concepts • Elkhart Metals • Elkhart Brass	• Benteler Automotive • Aluminum Trailer Corporation • Plumrose
2006	• Allen Foods	
2007	• Damon Corporation • Indratech of Indiana • Tenneco • FlexForm Technologies	• Siemens Medical Diagnostics • Dynamic Metals • Noble Composites
2008	• Indratech of Indiana • Conn-Selmer • Tenneco	• KIK Custom Products • Inter-Cambio Express
2009	• Coachmen • Dometic • Dwyer Instruments • Electric Motors Corporation • Energy-Inc. • Gulf Stream Coach	• Kem Krest • Lake Cable • Atwood Mobile Products • Bimbo Bakeries • Robert Weed Plywood • Welch Packaging
2010	• ABC Bus • Bennington Marine • E.K. Blessing Company, Inc. • Heartland R.V.	• Jayco • Kinro • MSC Industrial Supply • Nexus R.V.

EDC of Elkhart County has facilitated in a total of:  
**\$1,919,421,103**  
INVESTMENTS SINCE 2002

**27,232**  
TOTAL JOBS CREATED

\*as of January 2020



Timeline continued on next page



2011	<ul style="list-style-type: none"> <li>• Alpha Systems</li> <li>• Benteler Automotive</li> <li>• Dynamic Metals</li> <li>• GDC Corporation</li> <li>• Kiel NA LLC</li> </ul>	<ul style="list-style-type: none"> <li>• Kem Krest</li> <li>• Kinro Manufactuirng</li> <li>• Lippert Components</li> <li>• Molded Foam Products</li> </ul>	<ul style="list-style-type: none"> <li>• Monaco RV</li> <li>• Special Metals Corporation</li> <li>• Utilimaster</li> <li>• Wieland Designs</li> </ul>
2012	<ul style="list-style-type: none"> <li>• Agdia</li> <li>• Atwood Mobile Products</li> <li>• Champagne Metals</li> <li>• Colbert Packaging Corporation</li> </ul>	<ul style="list-style-type: none"> <li>• Conn-Selmer</li> <li>• Forest River</li> <li>• Genesis Products</li> <li>• Grand Design R.V.</li> </ul>	<ul style="list-style-type: none"> <li>• Lionshead Specialty Tire &amp; Wheel</li> <li>• Marine Fasteners</li> <li>• Supreme Industries</li> <li>• Utilimaster</li> </ul>
2013	<ul style="list-style-type: none"> <li>• Boyd Corporation</li> <li>• Cleer Vision Tempered Glass</li> </ul>	<ul style="list-style-type: none"> <li>• Drew Industries</li> <li>• Indiana Galvanizing</li> <li>• Reschcor</li> </ul>	<ul style="list-style-type: none"> <li>• Triangle Rubber</li> <li>• Vista Manufacturing</li> </ul>
2014	<ul style="list-style-type: none"> <li>• Alliance Sheets</li> <li>• Alpha systems</li> <li>• ATC Trailers</li> <li>• Ameritrans Bus</li> <li>• Challenger Door</li> </ul>	<ul style="list-style-type: none"> <li>• Commodore Corporation</li> <li>• Divisified Machine</li> <li>• Forest River</li> <li>• Grand Design R.V.</li> <li>• Great Lakes Forest Products</li> </ul>	<ul style="list-style-type: none"> <li>• Kem Krest</li> <li>• Sapa Extrusions</li> <li>• Satellite Industries</li> <li>• Smoker Craft</li> <li>• Thermo Bond Buildings</li> </ul>
2015	<ul style="list-style-type: none"> <li>• ACC Climate Control</li> <li>• Furrion</li> <li>• Global Link Distribution</li> </ul>	<ul style="list-style-type: none"> <li>• Kessington Machine</li> <li>• Lozier Store Fixtures</li> <li>• Monogram Foods</li> <li>• Talon Products</li> </ul>	<ul style="list-style-type: none"> <li>• Trim-Lok</li> <li>• Universal Trailer</li> <li>• Welch Packaging</li> <li>• Winnebago</li> </ul>
2016	<ul style="list-style-type: none"> <li>• Bearcat</li> <li>• ASA Electronics</li> <li>• Kem Krest</li> <li>• Monogram Foods</li> </ul>	<ul style="list-style-type: none"> <li>• Cleer Vision Tempered Glass</li> <li>• Genesis Products</li> </ul>	<ul style="list-style-type: none"> <li>• Core Wood Components</li> <li>• InTech Trailers</li> </ul>
2017	<ul style="list-style-type: none"> <li>• Alpha Systems</li> <li>• Barletta Boats</li> <li>• Clayton Homes</li> <li>• Days Corporation</li> </ul>	<ul style="list-style-type: none"> <li>• Dynamic Metals</li> <li>• Entech</li> <li>• Grand Design R.V.</li> </ul>	<ul style="list-style-type: none"> <li>• Lionshead Specialty Tire &amp; Wheel</li> <li>• Newmar</li> <li>• Travel Lite RV</li> </ul>
2018	<ul style="list-style-type: none"> <li>• Grand Design R.V.</li> <li>• East to West</li> <li>• L &amp; W Engineering</li> <li>• Lippert Components</li> <li>• Look Trailers</li> </ul>	<ul style="list-style-type: none"> <li>• Pinnacle Seating</li> <li>• Postle Aluminum</li> <li>• Satellite Industries</li> <li>• Tredit Tire</li> <li>• Truma</li> </ul>	<ul style="list-style-type: none"> <li>• Tuscany Motor Company</li> <li>• US Rod</li> <li>• Winnebago</li> </ul>
2019	<ul style="list-style-type: none"> <li>• Alliance R.V.</li> <li>• Ameri-Kart</li> <li>• Brinco</li> </ul>	<ul style="list-style-type: none"> <li>• Champion Chair</li> <li>• CTS/Research &amp; Development</li> <li>• Flexible Concepts</li> </ul>	<ul style="list-style-type: none"> <li>• Great Lakes Forest Products</li> <li>• Jomar Machining</li> <li>• Stair Supplies</li> </ul>

Are you ready to take your  
business to the next level?  
Contact us today!

edc@elkhartcountybiz.com  
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President & CEO

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