

EDC of
Wayne County
Indiana
Hard Working. Easy Living.



2016
Annual
Report



Overview



Paul Witte
2016 Chair

In 2016, the EDC capitalized on opportunities that will benefit Wayne County for years to come. Omen Casting announced their plans to open their first North American location in Wayne County. Blue Buffalo also announced their plans to open and build a state-of-the-art facility in the Midwest Industrial Park. Both projects came together pretty quickly with the cooperation of many governmental entities. Governor Holcomb, Lieutenant Governor at the time, visited Wayne County in September for the ribbon cutting of Sugar Creek's state-of-the-art facility and the ground breaking for Blue Buffalo. In November, EDC President Valerie Shaffer and Richmond Mayor Dave Snow joined a trade mission to Japan with our partners in the East Central Indiana Regional Partnership to strengthen our relationships with companies who call Wayne County home, as well as introduce the region and Wayne County to new prospects. Building on the momentum and relationships developed in Japan will be important to carry on in the future.

The EDC staff played a vital role in bringing these projects to our area. Our staff works diligently to market Wayne County as an attractive place for employers. Valerie brings key stakeholders and decision makers to the table to give prospects the most attractive package possible for companies to either expand or locate in Wayne County. Valerie and her staff also work with our existing businesses to assist them wherever possible in their continued growth and success. Our existing businesses are a key component in our community.

The new businesses and expansion projects would not be possible without other entities creating a sustainable environment for employers. In 2016, Wayne County was designated as an ACT Certified Work Ready Community. This process took over two years. It could not have been accomplished without the collaboration and support of many organizations. This designation demonstrates how Wayne County's workforce is qualified to fulfill new and existing employment opportunities.

Economic development never stops and is ongoing community wide. Wayne County has to continue to strive for an educated and trained workforce. We have to provide an environment for people in our community to enjoy life outside of employment. We also need affordable and attractive housing options for our existing and potentially new workforce.

Wayne County has great educational opportunities with six high schools and five colleges and universities. There are nineteen parks in Richmond alone, as well as parks located in Centerville, Cambridge City, Hagerstown, and Fountain City. Our community also offers cultural opportunities in music, art, and theatre that are second to none. In my opinion, Wayne County makes an attractive option for everyone. The assets and amenities help the work of the EDC to attract new investment from our local employers as well as new prospects. Thank you to everyone who has made our area an outstanding place to work, live, play, and go to school.



Economic Development Partnership Award

There's no question, economic development is challenging. A deep knowledge of diverse and complicated topics is required. It's impossible for one person to acquire all the expertise needed to navigate through a project from start to finish. That's why we rely on partners so heavily. In Wayne County we're fortunate to have knowledgeable people who are not only good at their jobs, but who are passionate about making our communities better places to live and work. This year we recognize Elijah Welch as the recipient of the Economic Development Partnership Award.

Elijah consistently goes above and beyond to help us get the information we need by the tight deadlines we need it. He provides technical expertise to guide us in making good decisions to avoid future problems

and ensure our clients have a good experience in Wayne County. Elijah is a licensed professional engineer in Indiana and the district engineer for the Richmond Sanitary District where he's been employed for 12 years. He has a B.S. in Civil Engineering from Purdue University and is a member of the Chi Epsilon National Civil Engineering Honor Society. In 2016, Elijah won the Engineering Excellence Award from the American Council of Engineering Companies. He's a member of the Indiana Water Environment Association, and an Indiana past Young Professional Engineer, as well as a member of the EDC's Industrial Park Committee and the Richmond Plat Committee. In addition, Elijah is a volunteer youth sports coach and owner of Muddy Monkey, a small business in Richmond.



Elijah Welch

Recognition of Board Members

We'd like to recognize three outgoing board members for their time and expertise. Kyle Clark, Jim Cohen, and Nancy Green were appointed to the board in 2011, and then were reappointed in 2014 by their respective appointing bodies. All three served two consecutive three-year terms, the maximum allowed by the EDC's bylaws.

Kyle Clark was appointed by the Wayne County Commissioners. During Kyle's tenure with the board he served six years on the Industrial Park Committee. In 2015 he was appointed to serve on the Funding Taskforce as part of our strategic planning activities.

Jim Cohen was appointed by the Cambridge City Town Council. Jim joined the Executive Committee in 2012 as Secretary. He served as Vice Chair in 2013 and Chair of the Board in 2014. In addition, Jim also served on the Industrial Park Committee, chairing that committee in 2013.

Nancy Green was appointed by the Mayor of Richmond. Nancy served six years on the Marketing and Communication Committee, chairing that committee in 2015 and 2016. Nancy joined the Executive Committee in 2013 as Secretary and served as Vice Chair in 2014. Nancy continues to serve on the Marketing and Communication Committee joining past board members Kevin Ahaus and John Meredith.

Partnering Communities

**Cambridge City
Centerville
Economy
Hagerstown
Milton
Richmond
Wayne County**

2016 Officers

Chair – Paul Witte (Wayne County Area Chamber of Commerce)
Vice Chair – Jeff Jackson (Mayor of Richmond)
Treasurer – Robert Warner (Hagerstown Town Council)
Secretary – Tracie Upchurch (Wayne County Area Chamber of Commerce)
Immediate Past Chair – Lee Elzemeyer (Wayne County Commissioners)

(Appointing bodies)

2016 Board

Johnnie Barrett (Centerville Town Council)
Kyle Clark (Wayne County Commissioners)
Jim Cohen (Cambridge City Town Council)
Tim Frame (Wayne County Area Chamber of Commerce)
Nancy Green (Mayor of Richmond)
Larry Parker (Richmond Common Council)
Josh Russell (Wayne County Council)



Valerie Shaffer
President
valerie@edcwc.com
11 years of service

Business Development

Blue Buffalo ~ Heartland Pet Food

Wayne County is an excellent location for pet food manufacturers and food processors. Meat, grain, and dairy producers are plentiful, not only within the state, but from neighboring Ohio as well. Blue Buffalo's wholly owned subsidiary, Heartland Pet Food, joins several other high-quality animal nutrition and food processing companies who call Wayne County home.

Heartland Pet Food became the first tenant to locate in the newly developed Phase II of the Midwest Industrial Park. The company is investing \$147 million to build a state-of-the-art manufacturing, distribution, and research and development facility. The company plans to create 165 full-time jobs and be operational in 2018. Collaboration on the project involved the City of Richmond, Wayne County Government, the Town of Centerville, as well as the EDC of Wayne County and the Indiana Economic Development Corporation (IEDC).

Blue Buffalo is a leading manufacturer of natural foods and treats for dogs and cats. Founders Bill and Jackie Bishop formed the company after losing their beloved Airedale, Blue, to cancer. Blue's illness prompted the Bishop family to take an interest in a wide range of pet health issues and develop a super-premium pet food using only the highest quality natural ingredients.

Project Snapshot:

- \$147 million investment
- 165 new full-time jobs
- \$28 million performance based TIF bond awarded
- Public infrastructure improvements pledged
- High quality dog and cat food production

2016 Project Summary

- Total New Job Commitments: 265
- Total Annual Payroll: \$9,162,400
- Average Wage per Hour: \$16.62
- Total New Private Investment: \$163,000,000
- Total Occupied Industrial Space: 475,000SF



Omen Casting Group ~ Omen USA

Israel-based Omen Casting Group kicked the year off with an announcement they were locating their first North American facility, Omen USA, in Wayne County. Omen Casting is a high pressure aluminum die casting company producing parts for the global automotive industry.

Omen USA is leasing 75,000 square feet in a building located at 1600 Rich Road in Richmond. The company plans on creating up to 100 full-time jobs and investing \$16 million in equipment and renovations to their building by 2019.

Omen Casting has facilities in Israel, Portugal, and Russia. The Richmond location will manufacture aluminum parts for drivelines, steering components, and oil pumps which will be installed in cars for American and German automotive manufacturers.

Project Snapshot:

- \$16 million investment
- 100 new full-time jobs
- \$275,000 Economic Development Income Tax (EDIT) Grant
- Property Tax Abatements
- High pressure aluminum die casting company for the automotive industry

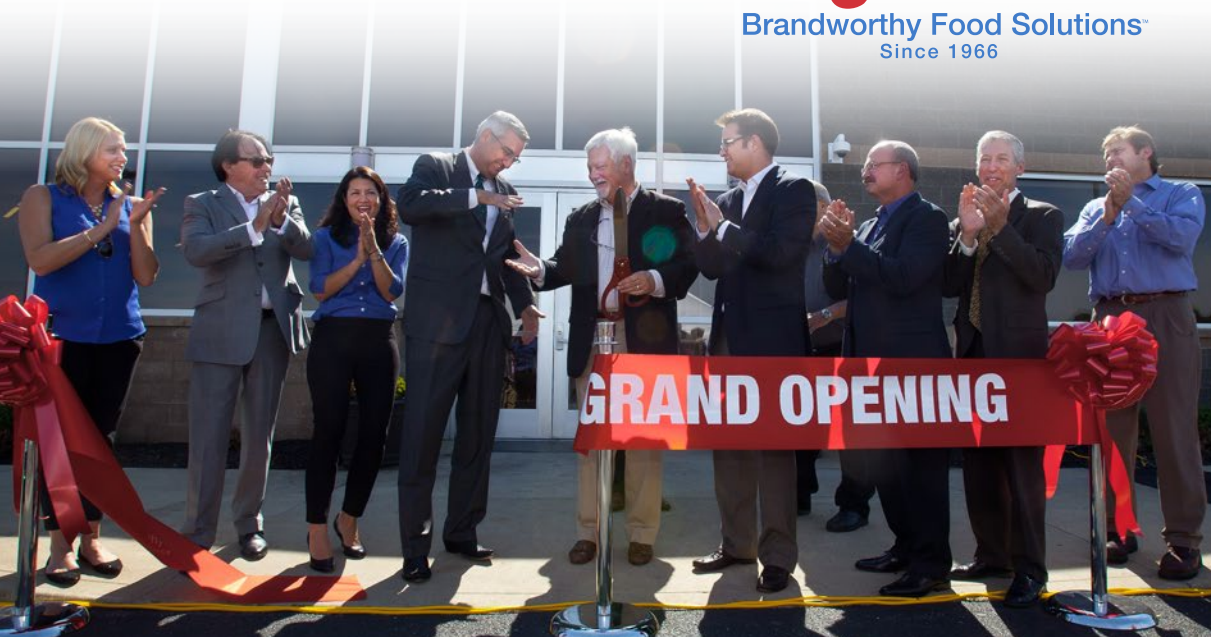


OMEN USA
HIGH PRESSURE
DIE CASTING

Sugar Creek Brandworthy Food Solutions

Sugar Creek Brandworthy Food Solutions cut the ribbon on their new state-of-the-art food processing facility in September of 2016. The company expanded the footprint of the building to over 418,000 square feet, making a \$120+ million investment and projecting the creation of 400 total new jobs with over 300 new

jobs being created to date. Governor Eric Holcomb as Lieutenant Governor helped founder, John Richardson, cut the ribbon on the new facility.



Alaina Geres
Office Manager
alaina@edcwc.com
5 years of service

Business Development

Japan Trade Mission

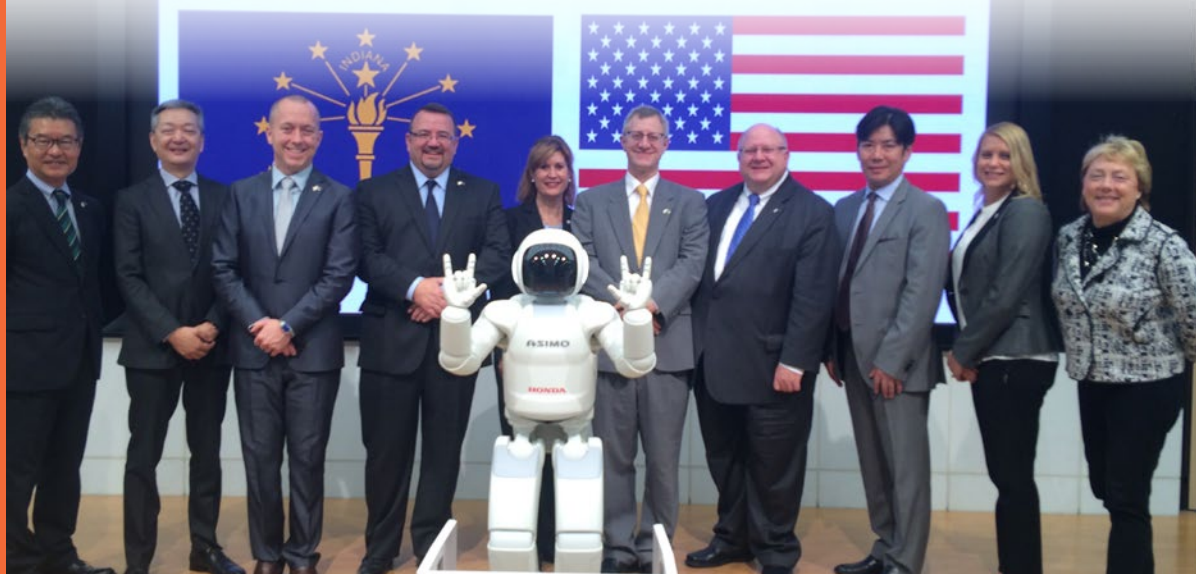
The state of Indiana ranks as a top location for Japanese investment in the United States. In East Central Indiana, Japanese companies employ approximately 4,000 people. There are five Japanese companies with facilities in Wayne County. For these reasons it makes sense to seek opportunities to strengthen our business ties and build relationships with existing and prospective companies in Japan.

In November, Richmond Mayor Dave Snow and EDC President Valerie Shaffer participated in the first international trade mission organized by the East Central Indiana Regional Partnership (ECIRP). They were joined by ECIRP President and CEO Mindy Kenworthy, as well as the mayor of Rushville, the president of the Rush County economic development organization, and a representative from the Japan-America Society of Indiana. The IEDC's Japan office helped to coordinate a busy itinerary. The delegation attended 14 meetings over

6 days, including face-to-face sessions with top level executives of companies either considering new investment, or who already have facilities in the region. By meeting directly with top decision makers, the group had a chance to provide information, answer questions, and address any concerns company officials identified.

Valerie and Mayor Snow were able to meet with representatives from all five Japanese companies located in Richmond. Those companies include: TBK America, Yamaguchi Manufacturing USA, Asahitec America, Yukiya USA Gasket, and Suncall America. After returning from Japan, the EDC had the opportunity to work with TBK America, who recently expanded at their Richmond location, adding 21 new jobs and investing \$1.8 million.

The delegation also spent time visiting Waseda University which has a long-standing exchange student program with Earlham College. The delegation explored ways to expand upon the relationship, such as developing reciprocal internship opportunities with Richmond's Japanese companies. Lastly, the delegation spent a day in Tochigi Prefecture, Indiana's sister state.



Marketing, Sales & Public Relations

- 124 meaningful contacts with site selectors, commercial real estate brokers, and company representatives by President Valerie Shaffer through attendance at conferences, events, and the international trade mission to Japan.
- The EDC responded to 21 project leads, completed 6 requests for information, and conducted 9 site visits.
- Business retention and expansion efforts led to 73 meetings with local companies.
- Developed a full-page ad for Site Selection Magazine to compliment the Top 25 Micropolitan recognition in the Governor's Cup edition.
- Worked to develop a new webpage showcasing Wayne County's business case for the food processing industry.
- Prepared printed materials for the Japanese Trade Mission promoting Wayne County's business and quality of life assets.

Featured Articles

- BizVoice, September/October issue (published by the Indiana Chamber of Commerce)
- Business in Focus Magazine, May issue

Awards and Recognition

- Top Five Awards of Excellence, Advanced Manufacturing, Expansion Solutions Magazine (November/December)
- President Valerie Shaffer named a Top 50 Economic Developer by Consultant Connect
- Top 25 Micropolitans, Governor's Cup edition (March) of Site Selection Magazine

Workforce Development

- Wayne County achieved the ACT Certified Work Ready Community designation. This designation provides an objective view of the county's labor force. We join Delaware, Randolph, Fayette and Rush counties as Certified Work Ready.
- With partner counties Jay and Randolph, began working on the development of Hoosier Opportunity, a talent recruitment website to match companies located in the three-county area with job seekers from anywhere. Find the website at hoosieropportunity.com.
- Celebrated National Manufacturing Day in October in collaboration with Ivy Tech Community College and the Wayne County Area Chamber of Commerce. Over 130 area high school vocational career education students toured Ahaus Tool and Engineering, Belden, CIT, Osborn International, and Janesville Acoustics.
- The EDC worked with Northeastern High School to bring 20 employers to a transitional job fair geared at students preparing to make the transition from high school to the workforce.
- Partnered with the Richmond Area Career Center to help students in vocational programs connect with employers through in-class presentations and internships.
- Worked to bring in 10 employers for a job fair geared at Excel Center graduates. Several students found employment within a week of attending the job fair.



Renee Doty
Manager of Community
Affairs
rdoty@edcwc.com
14 years of service



Joe Henry
Manager of Existing
Business & Education
joe@edcwc.com
2 years of service



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