

2017 Annual Report  
[www.whywaynecounty.com](http://www.whywaynecounty.com)

900 North E Street, Suite 100 • Richmond, Indiana 47374 • 765-983-4769



# Overview



**Jeff Jackson, 2017 Chair**

Economic development means different things to each of us. It may be courting a new employer; assisting an existing employer in its effort to expand; facilitating or leading efforts to improve the skills of our workforce; educating the public about available job opportunities; showing prospects existing facilities or green field locations; providing information on utilities, workforce, community and infrastructure availability; building relationships with brokers, site selectors and other economic development professionals; assisting with infrastructure development projects; seeking out industrial park expansion or new industrial park sites; promoting the area's quality of life; gathering data to support cost of living reports; or generally doing whatever can be done to capitalize on the assets of the community. But the one objective of economic development in Wayne County that any of these activities must support is GROWING JOBS.

Valerie and the entire staff of the EDC understand that their role is to GROW JOBS. And it isn't just the number of jobs they strive to grow, but the quality of the jobs being added. When they rolled out the "Home In Wayne" marketing campaign last Thanksgiving, the goal wasn't just to make us "feel good" about Wayne County, but to remind us and former residents who were home for the holidays that there are good jobs right here. When you combine that fact with our extremely low cost of living, short commute times, cultural amenities, and family who live close by maybe some of those who grew up locally will decide to return and again make their "Home in Wayne". When these people return, they bring with them new and different skills and experiences to share and employ. They return home to help us GROW JOBS.

Economic development is a process. Ongoing efforts to improve infrastructure and access to the Midwest Industrial Park to accommodate Blue Buffalo and the rest of the park are a part of the process as is promoting job opportunities by supporting and leading the launch of Hoosier Opportunity, a website for employers in Jay, Randolph, and Wayne counties serving job seekers from all over. Other efforts to support economic development and job growth include the "Find a Job Friday" program which introduces employers to area students interested in after-graduation job opportunities. The EDC also increased its participation in the Japan-America Society of Indiana to encourage additional new investment by Japanese companies here in Wayne County. This year, the EDC supported expansion projects by Richmond Casting Company, Vandor Corporation, TBK America, Inc., Silgan White Cap Corporation, Osborn, DOT Transportation, and Lintech International.

This was my second chance to chair the EDC Board. And as we move forward in 2018, which will be the 25th Anniversary of the EDC, in my opinion the current EDC is better prepared than ever to lead and assist Wayne County in its effort to GROW JOBS now and into the future.

## 2017 Officers

Chair - Jeff Jackson (Mayor of the City of Richmond)

Vice-Chair - Tim Frame (Wayne County Area Chamber of Commerce)

Treasurer - Lee Elzemeyer (Wayne County Commissioners)

Secretary - Robert Warner (Hagerstown Town Council)

Immediate Past Chair - Paul Witte (Wayne County Area Chamber of Commerce)

## 2017 Board of Directors

Johnnie Barrett (Centerville Town Council)

Beth Leisure (Cambridge City Town Council)

Larry Parker (Richmond Common Council)

Josh Russell (Wayne County Council)

Sayward Salazar (Mayor of the City of Richmond)

Tracie Upchurch (Wayne County Area Chamber of Commerce)

Susan Yaeger (Wayne County Commissioners)

(Appointing bodies)

# Recognition



**Robert Warner**

## Economic Development Partnership Award

This year we'd like to recognize Robert Warner for his time and effort in helping navigate several complicated and challenging projects for the EDC. Bob was appointed to the EDC Board of Directors in 2014 by the Hagerstown Town Council where he served as town manager for six and a half years before becoming the Wayne County Highway Engineer in June of 2014. Prior to that, Bob had worked for 25 years at two industrial facilities and two consulting firms. He has a master's degree in Civil Engineering from Lehigh University in Bethlehem Pennsylvania

and received his bachelor's degree in Civil Engineering from the University of Cincinnati. He's a registered Professional Engineer in Indiana and Ohio and was named Young Engineer of the Year by the Indiana Chapter of the National Society of Professional Engineers in 1991.

Bob's diverse experience and knowledge have made him a valuable member of our team. He's been instrumental in his role as county engineer in leading and managing the Gaar-Jackson and Round Barn road improvements that will provide tenants in the Midwest Industrial Park and other nearby industrial users the ability to safely utilize exit 145 off Interstate 70 in Centerville. He's been highly involved in helping to craft the best option for the future of the Western Wayne Regional Sanitary District to cost-effectively serve its customers while planning for new commercial and industrial growth in and around the Gateway Industrial Park. Serving on the EDC's Industrial Park Committee, Bob has been integral in developing strategies to acquire additional land for industrial park expansion in Richmond.

Bob has served on the Industrial Park Committee since being appointed to the EDC board. He became chair of the committee in 2014 and continues in that role. Bob also served as treasurer in 2016, secretary in 2017, and currently serves as vice chair. Bob was reappointed to a second three-year term in 2017 by the Hagerstown Town Council. Bob and his wife have called Wayne County home since moving here in 1982. We are grateful for the wealth of experience and dedication Bob brings to the EDC and our community!

## Outgoing Board Members

The EDC of Wayne County is happy to recognize the contributions of two outgoing board members: Tracie Upchurch and Lee Elzemeyer.

Tracie Upchurch was appointed by the Wayne County Area Chamber of Commerce in 2011 to serve the remainder of a term for a previous appointee. She was then reappointed by the Chamber for her first three-year term in 2012 and again for her second three-year term in 2015. Tracie served as the vice chair of the board of directors in 2012, chair in 2013, and past chair in 2014. She was a member of the Marketing and Communication Committee during her entire tenure on the EDC board, and chaired the committee in 2012. Tracie still continues to serve on this committee.

Lee Elzemeyer was appointed to the board by the Wayne County Commissioners in 2012 and served two consecutive three-year terms. Lee served as treasurer in 2013 and 2014. He served as the chair in 2015 and past chair in 2016. He again served as treasurer in 2017. In addition, he also served on the Marketing and Communication Committee in 2012.

The EDC was fortunate to have these two outstanding board members volunteer their time and effort to improving the economy and quality of life for Wayne County. Their time, effort, and talents are appreciated not only by the EDC, but also by the entities they were chosen to represent.

## EDC Staff



Valerie Shaffer  
President  
valerie@whywaynecounty.com  
12 years of service



Renee Doty  
Manager of Community Affairs  
renee@whywaynecounty.com  
15 years of service



Alaina Geres  
Office Manager  
alaina@whywaynecounty.com  
6 years of service



Sarah Mitchell  
Manager of Existing Business & Education  
sarah@whywaynecounty.com  
First year of service

## Partnering Communities

Cambridge City  
Centerville  
Economy  
Hagerstown  
Milton  
Mt. Auburn  
Richmond  
Wayne County



# Business Development



## Richmond Casting Company

The gray and ductile iron casting company, located at 1775 Rich Road, has been in Richmond for almost 40 years. In 2017, the company made the decision to invest in their plant, receiving a \$10,000 Economic Development Income Tax (EDIT) grant. The project retained 28 jobs and the company invested \$545,000. The expansion included the purchase of new machinery which creates the molds in which molten iron is poured to produce a casting. The new machinery replaced older, less efficient equipment and allows the company to produce a stronger mold as well as increasing efficiency and reducing maintenance costs.

Pictured from left to right:  
Ray Gregory, Vice President of Operations  
and Gill McBride, President/CEO

## Vandor Corporation

This locally-owned and operated company expanded their funeral products division, investing \$1.8 million and creating 30 new full-time jobs. The EDC provided a \$26,000 EDIT grant to assist with the purchase and installation of new machinery at their second plant located at 1620 Rich Road in Richmond. The new equipment allows the company to produce standard

value hardwood caskets. Vandor Corporation was established in Richmond in 1972, beginning with the production of precision die cut casket interior components. Since then, Vandor has added numerous patented products sold in North America in both funeral and non-funeral related industries.





## TBK America, Inc.

The Japan-based supplier of water pumps for large trucks expanded their product line to include the assembly of oil and lube pumps. The EDC provided a \$27,000 EDIT grant to assist with the purchase and installation of new equipment, tooling and retooling, as well as new fixtures. The company invested \$1.8 million and has committed to creating 21 new full-time jobs. The company is a Tier 1 automotive supplier with customers all over the globe. They located in Richmond's Midwest Industrial Park at 3700 West Industries Road in 2008. TBK America is the company's first North American facility.



## Silgan White Cap Corporation

The company made a \$2.5 million investment in upgrades to existing equipment in 2017. The EDC assisted with the project by providing a \$10,752 EDIT grant for training on the new upgrades for 20 employees. The company, located at 1701 Williamsburg Pike, manufactures caps

for a number of different food and beverage producers globally. The Richmond location is one of eight Silgan White Cap manufacturing plants located throughout the United States.





# Business Development



## Osborn

Osborn consolidated its Richmond, Virginia operations into the North American finishing headquarters located in Richmond, Indiana. The move created 47 new jobs and retained 20 existing jobs. The relocation resulted in new capital investment totaling \$2.3 million in the Richmond plant. This is the fifth expansion at Osborn's Richmond facility, which located at 2350 Salisbury Road in the Midwest Industrial Park in 2004. While Osborn did not accept an offer of an EDIT grant for the project, the EDC assisted with building a strong business case for the Virginia plant to relocate here to Indiana. A unit of Jason Inc., Osborn manufactures high-quality technical and maintenance brushes and polishing buffs for hundreds of commercial and consumer applications.

## Lintech International, LLC

Based out of Macon, Georgia, Lintech International recently purchased the former Marvel building that sat vacant for nearly a decade. Located at 233 Industrial Parkway, the 119,000 square foot building underwent upgrades costing upwards of \$800,000 that included a new fire suppression system, security and telephone systems, temperature-controlled storage areas, and enhancements to offices and conference rooms. This building will serve as Lintech's second warehouse and distribution center. While the company did not

apply for an EDIT grant, the EDC was happy to assist them with any needs that arose while they were in the process of purchasing and establishing their new facility. This project will create six new jobs. Lintech offers a broad range of distribution and storage services including industry leading specialty chemical products, outstanding service, and logistics combined with temperature controlled and flammable storage capabilities.





## Dot Transportation, Inc.

With companies all over the nation competing for truck drivers, Dot Transportation knew they had to do something creative. They developed the Earn to Learn Training Program. Training for new drivers can last between 8 to 10 weeks. As part of the training program Dot Transportation covers the cost of CDL driving school. In addition, new drivers are paid a weekly \$500 stipend while in driving school and during training with an experienced Dot driver. The EDC partnered with Dot Transportation to provide a \$77,142 EDIT grant to help offset the cost of training. Dot Transportation has committed to hiring 36 new full-time CDL drivers and investing \$702,000 in training. The company will also invest \$2.4 million to purchase 24 new semi-trucks and trailers. Dot Transportation is a division of Dot Foods which recently celebrated a decade at their location in the Gateway Industrial Park at 14600 Gateway Road in Cambridge City.

## 2017 Project Summary

- Total number of projects: 7
- Total new job commitments: 140
- Total retained jobs: 48
- Total annual payroll: \$7,625,426.77
- Average wage: \$19.50
- Total private investment: \$12,288,651.50

## Did you know...

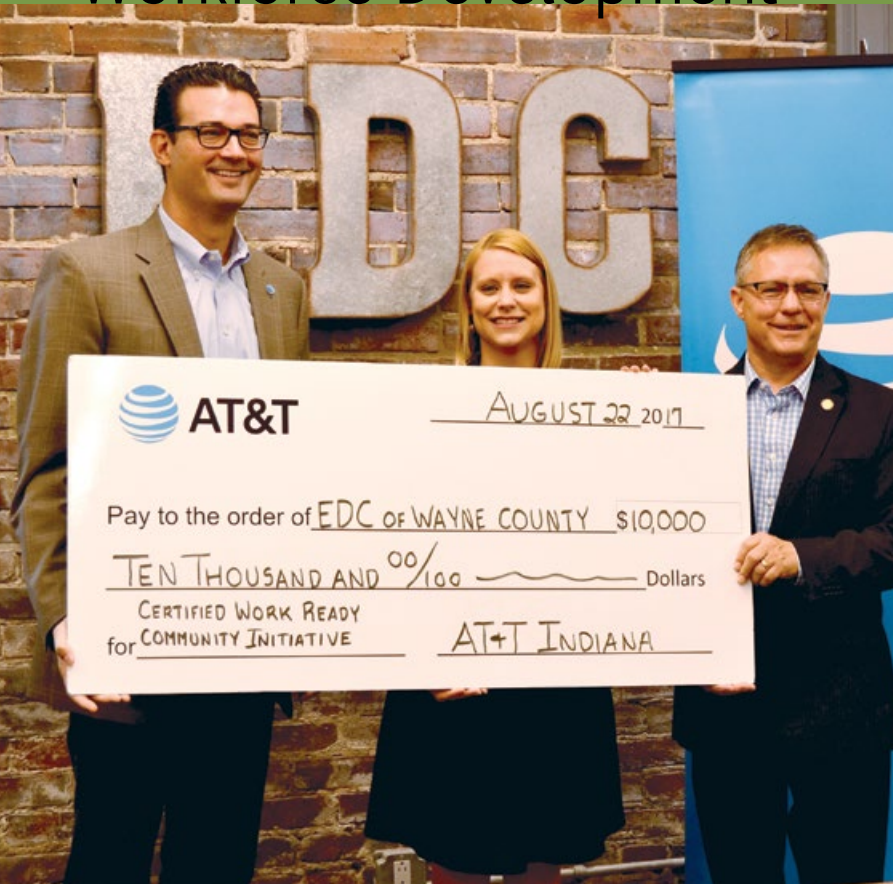
Richmond ranks consistently on the Cost of Living Index's Top 10 Least Expensive Urban Areas list.



THE COUNCIL FOR COMMUNITY  
AND ECONOMIC RESEARCH



# Workforce Development



## AT&T Aspire Grant

The EDC of Wayne County was fortunate to be awarded a \$10,000 AT&T Aspire grant from AT&T's signature philanthropic initiative. AT&T Aspire drives innovation in education through technology, social innovation and relationships to ensure all students have the skills they need to succeed in school and beyond. The funding will be used to provide ACT WorkKeys career assessments to Wayne County high school students. WorkKeys gauges a student's skill level and allows them to see what employment opportunities align with their assessment results. The students' test scores will also be counted toward the maintaining goals for Wayne County's ACT Certified Work Ready Community designation.

Pictured from left to right:  
AT&T Indiana President Bill Soards,  
Valerie Shaffer and Indiana Senator  
Jeff Raatz.

## Hoosier Opportunity

As more companies seek to locate or expand in Wayne County it becomes increasingly important we provide tools to help them find the qualified workforce they seek. The EDC of Wayne County joined our counterparts in Jay and Randolph counties to launch



Hoosier Opportunity, a website designed to connect job seekers with employers from the three partner counties. In the first year of being launched, over 134,000 people have visited Hoosier Opportunity and 150 companies have signed up to use the website. Each partner county supports Hoosier Opportunity with \$10,000 in annual advertising in addition to promotion via social media. Sign up for both companies and job seekers is easy. Once signed up companies can post as many jobs as they want at no charge. All jobs posted on the site must pay at least \$10 an hour and come from an employer who has a facility located in at least one of three partner counties. The EDC would like to thank the Wayne County Area Chamber of Commerce and Richmond Mayor Dave Snow for providing a portion of the seed money for this important initiative. Find Hoosier Opportunity at [hoosieropportunity.com](http://hoosieropportunity.com).

## #FindaJobFridays

Find a Job Fridays rose out of efforts to promote the Hoosier Opportunity website. The third Friday of each month representatives from local companies visit Wayne County high schools during lunch. They set up booths, much like a job fair and get a chance to engage with students to talk about the skills they're looking for in an employee and career opportunities available with their company. Students get a chance to ask questions, learn what skills are needed by employers, and learn about local career opportunities.

## Companies who have participated

- Contract Industrial Tooling (CIT)
- Dot Foods
- Hill's Pet Nutrition
- Primex Plastics
- Quanex
- Reid Health



# Workforce Development

## National Manufacturing Day

The EDC of Wayne County again partnered with Ivy Tech Community College, Wayne County Area Chamber of Commerce and local manufacturers to host students from four Wayne County high schools on plant tours in celebration of National Manufacturing Day. On October 6th, Hagerstown and Richmond high school students toured Hill's Pet Nutrition, Ahaus Tool and Engineering, and Primex Plastics. On October 13th Northeastern and Lincoln students toured Sugar Creek, Contract Industrial Tooling (CIT), and Osborn. As part of the tours the students were also able to visit Ivy Tech's career training labs. Students were able to see how products are made and learn about career opportunities and skills needed to work at local companies. The EDC would like to thank the companies who were willing to open their doors for tours and for sponsoring T-shirts and lunch for the students.

Primex Plastics



Hill's Pet Nutrition





# Industrial Park Development

## Infrastructure Improvements

The EDC worked with many partners to plan for several utility upgrades at both Wayne County industrial parks.

Utility upgrades at the Midwest Industrial Park in Richmond were made to support Blue Buffalo, but will also serve current and future tenants as well:

- Construction began on widening Round Barn and Gaar-Jackson roads to bring the roadways up to truck grade standards to ensure truck traffic could safely access the Centerville interchange on Interstate 70 to and from the park. This was a collaborative effort initiated by the EDC but supported by Wayne County, the City of Richmond and Town of Centerville. County Highway Engineer Bob Warner led the efforts. The project is expected to be completed by fall of 2018.

- Vectren Energy Delivery installed a new regulator station on the corner of West Industries and Round Barn roads allowing for the extension of a gas main into Phase 2 of the industrial park.

- Indiana American Water extended a new 20" water main to ensure adequate water service is available.

- Richmond Power and Light is working on the engineering and design for a new electrical substation that will be dedicated to existing and future industrial park tenants.

Blue Buffalo also purchased an additional 35.9 acres in Phase 2 to allow for future expansion opportunities. This leaves one remaining 32 acre lot available in Phase 2.



The EDC also continues to work with county officials to find wastewater solutions for the Indiana Gateway Industrial Park. Capacity is needed to support existing industrial customers in the park that will also allow for additional capacity to be added in the future. The Gateway Industrial Park is located off Interstate 70 at the Cambridge City/Hagerstown interchange, exit 137.

## Community Development

### Former Reid Hospital Demolition

The EDC Board of Directors were proud to partner with the City of Richmond, Wayne County and Reid Health by approving the use of \$1,420,000 of Consolidated EDIT dollars to aid in the clean-up and demolition of the former hospital building. The abandoned structure had become an eye sore and safety hazard along Chester Boulevard (U.S. 27), one of Richmond's busiest corridors. Soon the structure will be demolished and the site cleaned up and ready for the EDC to assist in marketing to prospective users.

### We Moved!

2017 was a year of change for us at the EDC. We left our home of over 20 years and moved into the newly renovated historic Depot Building located at 900 North E Street in the Depot District. Not only is the new location more accessible and our office more visible we are also contributing to helping with the revitalization efforts in the growing Depot District.



# Marketing, Sales & Public Relations

## Home in Wayne Holiday Campaign

Toward the end of 2017 the EDC launched a new awareness campaign. We needed a way to get the message out that many things have changed in Wayne County. Home in Wayne was created to focus on Millennials, particularly those who had once lived here and might be interested in coming back in an effort to reverse population decline and enhance our labor pool.



At the core of the campaign is a website ([homeinwayne.com](http://homeinwayne.com)) that helps people rediscover Wayne County and provides data on topics like work, dwell and live. We placed table tents, posters, and coasters in locally owned bars and restaurants, places people are likely to go during visits with friends and families. These materials

directed people to the website as well as encouraged them to share their experiences on social media using a designated hashtag, #homeinwayne. We sent postcards to “empty nesters” encouraging them to share the website with their family members who might be home to visit during the holidays. We also ran radio ads on both local stations between Thanksgiving and New Year’s. The feedback we received from area businesses was positive and traffic to the website during the six-week timeframe was strong. Efforts will continue in 2018.



## Japan-America Society of Indiana (JASI)

JASI plays a large role in helping connect Japanese investors with communities in Indiana. They were instrumental in assisting with planning of the 2016 Japan mission for East Central Indiana in which Valerie Shaffer and Richmond Mayor Dave Snow participated. Six Japanese companies have locations in Wayne County. To underscore the importance of the Japanese investment in Wayne County the EDC provided a sponsorship toward the construction of the new JASI Culture Center located in the historic Union Station building in downtown Indianapolis. The sponsorship provides visibility for Wayne County on the donor wall located in the culture center. The new center will allow JASI to greatly expand its services and we’re happy to be able to assist JASI in completing this important project.



## East Central Indiana Livability Magazine

The East Central Indiana Regional Partnership publishes a magazine that showcases the quality of life in our region. In 2017 we, along with the Wayne County Area Chamber of Commerce and the Wayne County Convention and Tourism Bureau, placed a full-page ad in the magazine promoting Home in Wayne. These magazines will be distributed through area businesses and placed in hotels and motels across the region. The magazine is also provided to site selectors and company representatives who visit looking for locations to make new investments. Companies can also use the magazine in their employee recruitment efforts.

## whywaynecounty.com

As marketing strategies for economic development organizations became more place based we felt we needed to make a change to our URL to more accurately reflect our location as opposed to the acronym for our organization. A location-based web address would also boost search engine optimization. We knew we would be changing many of our printed products to reflect our new office address so it was a good time to change our URL. After polling the Marketing and Communication Committee we chose [whywaynecounty.com](http://whywaynecounty.com). This address not only reflects our location, but also provides us with new marketing options. Our former URL, [edwc.com](http://edwc.com) still functions so we can be found with whichever address is being used.





## Follow us:



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



[www.linkedin.com/company/EconomicDevelopmentCorporationofWayneCountyIndiana](https://www.linkedin.com/company/EconomicDevelopmentCorporationofWayneCountyIndiana)



[twitter.com/edcofwayneco](https://twitter.com/edcofwayneco)



<https://www.facebook.com/Brightside-868828606569050/>

\*Cover drone photography courtesy of Kevin Shook, That Drone Guy, LLC