

# Letter From The Chairman



At the EDC, our 2009 focus was on existing business retention and expansion. Tim Rogers and the entire EDC staff embraced that focus whole-heartedly. They made a substantial number of visits to local companies to listen to how each was faring in the midst of the worst economy in memory. In several cases their contacts led to opportunities for EDC to assist with expansion or retention projects.

**The list of projects the EDC participated in this year includes:**

- J M Hutton - general purpose grant to assist with expansion
- Berry Plastics - general purpose grant to assist with expansion
- Taconic - grant related to new jobs and equipment moving
- Belden - training grant
- Richmond Casting - an innovative general purpose grant to assist with keeping this company locally owned and in Wayne County
- Jason Finishing Group/Osborn International - general purpose and training grants for expansion, new equipment and jobs
- CIT - general purpose and training grants, new jobs and new equipment
- Reid Hospital - training grant to assist our largest local employer with a training project intended to help control costs

Besides assisting local business, the EDC staff enjoyed other achievements. For example, Valerie Shaffer applied for and received the "shovel ready" designation for our Gateway Industrial Park. Renee Doty has worked diligently to assist the town of Milton to solve its wastewater treatment dilemma by lending her expertise in pursuing funding sources. And Norene Groth has worked tirelessly to improve our electronic marketing and data gathering capabilities. EDC staff also facilitated the life sciences study. That study provided valuable direction on how the community should proceed in its efforts to develop business tied to life sciences.

One of the more valuable efforts undertaken by your EDC board was the focus provided by Kevin Ahaus' Work Plan Task Force. The Task Force's work product provides solid guidance for the EDC staff in its efforts to allocate limited human and financial resources to seemingly unlimited deserving opportunities.

The EDC is extremely conscious of the need to be frugal with tax dollars. To that end, we realigned the duties of our staff, and eliminated two positions. By doing so, we were able to cut our budget ahead of any mandates...and lead by example.

Finally, and perhaps of most importance to the future of economic growth efforts in Wayne County, we have transitioned smoothly to new professional leadership under Tim Rogers. Tim has the confidence of elected leadership at both city and county levels. . . confidence which is critical to "same page" efforts in economic development.

## EDC Board of Directors

### 2009 Officers

Chair – Jeff Jackson (Wayne County)  
Vice Chair – Kevin Ahaus (Wayne County Area Chamber of Commerce)  
Treasurer – Bob Powell (Wayne County Area Chamber of Commerce)  
Secretary – Gary Hackman (City of Richmond)  
Immediate Past Chair – Joe Chamness (Wayne County)

### Board

Steve Holman (Wayne County)  
Donna Spears (City of Richmond)  
Ashton Veramallay (City of Richmond)  
Roger Kem (Cambridge City)  
Mark Smith (Centerville)  
Chad Semler (Hagerstown)  
Rhett Baumgartner (Wayne County Area Chamber of Commerce)

### 2010 Officers

Chair – Kevin Ahaus (Wayne County Area Chamber of Commerce)  
Vice Chair – Gary Hackman (City of Richmond, Mayor)  
Treasurer – Joe Chamness (Wayne County, Commissioners)  
Secretary – Steve Holman (Wayne County, Commissioners)  
Immediate Past Chair – Jeff Jackson (Wayne County, Council)

### Board

Brett Guiley (Richmond, Common Council)  
- New Appointment  
The rest of the board remains unchanged for 2010.

### EDC Staff

Tim Rogers – President/CEO  
Renee Doty – Manager of Community Affairs  
Norene Groth – Development Coordinator  
Danielle Klingman – Receptionist  
Valerie Shaffer – Manager of Business Development

# Economic Development Corporation of Wayne County

## 2009 Annual Report



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## BUSINESS DEVELOPMENT

Taking care of our own was the predominant theme in 2009 for the Economic Development Corporation of Wayne County. During this time of scarce resources it's important to get as large a return on investment as possible. While important, attraction is costly in terms of marketing and incentives and comes with the risk of the unknown. However, equally important is supporting the businesses that already call Wayne County home. Existing business projects can return greater investment and

often represent less risk. In addition, the best marketing campaign for new attraction is having existing businesses tell their stories of success. As the economy remains tough and unemployment high supporting existing businesses as they diversify and expand, or enabling them to remain here, is more important than ever. The EDC is proud to highlight three projects from 2009 that are examples of the importance of business retention and expansion.

### Richmond Casting Company



When the owner of Richmond Casting Company decided to sell then-company president Gill McBride knew chances were good the facility would be closed. Given the state of the foundry industry in the U.S. new ownership would likely mean the facility would be closed. New owners would take the orders, the machinery and move to another location, costing the community 37 full-time jobs paying competi-

tive wages with benefits, including an employee profit sharing program. McBride knew he had to act. Coupled with his own investment, the EDC awarded Richmond Casting Company a \$200,000 EDIT grant to retain the company and jobs in Wayne County. Richmond Casting Company pours gray and ductile iron as well as produces a number of different types of iron castings.

### Jason Finishing Group Osborn International/JacksonLea



Jason Finishing, comprised of Osborn International and JacksonLea, a buffing and polishing products company, employs 2,000 employees across 12 countries. So when they decided to move their North Carolina facility, they could have gone anywhere. But citing a strong management team, engaged employees and a great location, Jason Finishing made the decision to relocate their North Carolina facility to their existing Richmond facility located in the Midwest Industrial Park. The company invested \$550,000 and has committed to creating 50 new jobs by 2012. Jason Finishing currently produces industrial wire, nylon and other brushes for metal finishing, cleaning and brushing. With the addition of JacksonLea they also produce cloth and



abrasive wheel buffs. The EDC of Wayne County awarded the company a \$132,000 general purpose grant to assist with relocation costs and a training grant up to \$25,000.

#### EDC Investment

Since January of 2009, the EDC of Wayne County, through EDIT funds, has assisted existing businesses in the commitment to the retention and creation of over 110 jobs and provided training assistance funds to 8 companies. These projects have resulted in over \$11 million in new investment for Wayne County.

CIT is a materials handling and production machining manufacturer who specializes in making steel racks, containers and machine cabs and canopies for the automotive industry. When that industry experienced a downturn, the company took stock of its machines and the skills of its workforce and found a way to diversify their product line. The company was awarded a three-year contract to produce physical therapy tables for the healthcare equipment industry. With a \$210,000 investment the company renovated

an existing 10,000 square foot building and will add 20 new jobs in 2010. The EDC of Wayne County awarded the company a \$20,000 grant for training assistance and a \$50,000 general purpose grant to help with expenses associated with the expansion.



## MARKETING

In 2009 the EDC of Wayne County invested a significant amount of time and resources into new and improved marketing materials for an increased contemporary and cohesive look. Among the changes

made included the modification of the existing logo for a more contemporary design, a new blend of the existing color scheme and incorporating the new tagline "Hard Working, Easy Living".

#### New Marketing Materials Include:

**Website** – Updated quarterly with new pictures from local business reflecting the new "Hard Working, Easy Living" tagline.

**Fact Book** – Updated frequently, less text driven for easier reading and available conveniently in an electronic version on a flash drive.

**Billboards** – Focus on existing companies located in the parks as well as parcels that are still available.

**Print Ads** – Using local business owners and positive quotes about doing business in Wayne County, ads will be used in periodicals from targeted industries identified in the recent target industry analysis.

**EDC E-News Update** – released quarterly and containing updates on projects as well as available sites and pertinent data including the recent unemployment figures and cost-of-living information.

#### TARGET INDUSTRY ANALYSIS

Target Industry Analysis – the EDC partnered with the Economic Growth Group to conduct an in-depth analysis on targeted industry sectors that match Wayne

County's attributes. Foote Consulting Group, LLC conducted the research that will assist in deciding areas of focus starting in 2010 and for the next several years.

## COMMUNITY DEVELOPMENT

#### MILTON WASTEWATER TREATMENT PROJECT

The town of Milton is on track to receive over \$5 million in grant and loan money from the State Revolving Loan Fund (SRF) and the Community Development Block Grant (CDBG) Program administered out of the Office of Community and Rural Affairs (OCRA). The two state agencies are working together to keep the monthly wastewater rate for residents at \$65. Without any

assistance from grant programs the monthly wastewater rate for residents would be around \$200 a month. The new wastewater system will help alleviate issues caused by failing septic tanks on lot sizes that are too small for new septic systems to be installed. The EDC provided grant administration services for the project.



#### PARTNERSHIP WITH COMMUNITIES

The EDC has worked with several communities in 2009 on various projects. Work continues with Hagerstown in planning for future development that may include an industrial park. Economy improved a quality of life issue with the re-

pair of a cracking sidewalk used by the majority of residents in the community. The EDC provided an EDIT grant to the Western Wayne Regional Sanitary District to conduct a planning study for future growth.

#### SHOVEL READY CERTIFICATION - INDIANA GATEWAY INDUSTRIAL PARK

The remaining available sites in the Indiana Gateway Industrial Park received shovel ready certification in 2009 from the Indiana Economic Development Corporation. The designation certifies the sites have all needed infrastructure in place for fast construction of

new facilities. The sites are also entered into an online database that allows site consultants and businesses to research available shovel ready commercial and industrial properties. The Indiana Gateway Industrial Park is located just south of Interstate 70 at exit 137.

#### PHASE II DEVELOPMENT - MIDWEST INDUSTRIAL PARK

A 166 acre parcel in the Midwest Industrial Park fronting Interstate 70 in Richmond is being prepared for development. The EDC is partnering with the City of Richmond to subdivide the large parcel. Plans include smaller lot sizes adaptable to the needs of the developer

as well as determining the location of a rail spur, roads, utility lines and detention ponds. The subdivision will also help to prepare the parcel for shovel ready certification from the Indiana Economic Development Corporation.



## PARTNERS IN ECONOMIC DEVELOPMENT

**Cambridge City**  
**Centerville**  
**East Germantown**  
**Economy**  
**Hagerstown**  
**Milton**  
**Mount Auburn**  
**Richmond**  
**Whitewater**  
**Wayne County**