



NEWS from MCEDC

Marshall County Economic Development Corporation

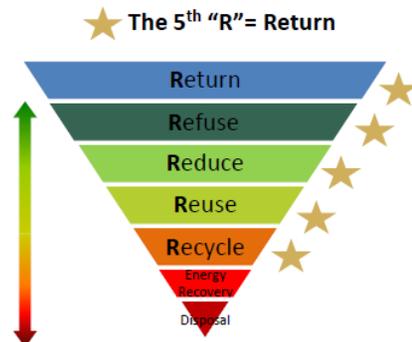
October 2012

Purdue to Host New Sustainability ROI Course in Plymouth ... FREE Registration is Now Open

November 15th "The 5th "R" to Sustainability = RETURN on Investment"



MCEDC is pleased to have a dynamic collaboration with Purdue Manufacturing Extension Partnership (MEP) to bring relevant, world-class knowledge to the front doors of our local industries. Purdue MEP has developed an outstanding new one-day course on Sustainability, one of the hottest topics in business today. This program will first be offered in Marshall County AT NO COST to participants. Reserve your seats today!

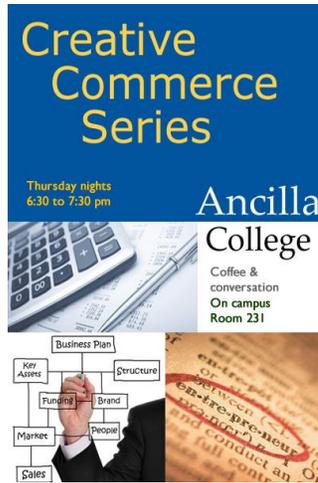


This program will educate participants in sustainable manufacturing practices that reduce energy and compliance costs which can lead to significant savings. Some of the questions to be answered include: What is "Sustainability"? Where are my opportunities to save money? How do I become "zero landfill"? Is there really a Sustainability ROI? And how do I form a Sustainability Program?

The class will be held at the Plymouth School Corporation Administration Office located adjacent to Plymouth High School.

[Click here for more information on the Sustainability Program and for registration!](#)

Ancilla College Introduces ... "Creative Commerce" Lecture Series for Entrepreneurs



Ancilla College has launched **Creative Commerce**, a new series of open, public workshops on planning, funding, and building successful businesses in Northern Indiana.

The presentations and discussions are designed for entrepreneurs and business professionals and will bring together business veterans and experts with new business owners and entrepreneurs. Participants will learn about effective strategies for starting and growing small businesses and be given the opportunity to meet and learn from other business owners. Topics addressed in the series include social media, starting and growing a new business, logistics, financing, and healthcare.

Upcoming:

Thursday, October 25

You Can't Drive Through the Lake: Northern Indiana & Our Logistics Future

- Andrew Laurent, Anacostia Rail Holdings and Chicago South Shore & South Bend Railroad

Thursday, November 1

How I Built My Business and What I Learned Along The Way

- Randy & Eleanor Danielson, Johnson-Danielson Funeral Home and the Remembrance Centre

Thursday, November 8

The ABC's of Financing a New Business

- Tim Braun, Elevate Ventures
- Dale Cramer, Lake City Bank
- Tedd Schaffer, Business Development Corporation

Thursday, November 15

Today's Healthcare Environment

- Al Guttierrez, St. Joseph Regional Medical Center

[Click here for more information and to RSVP for the workshops!](#)

Public-Private Partnership with Metronet Zing Proposed to Increase Broadband Access in Marshall County



Business today moves at the speed of light ... and access to robust, reliable, and cost-competitive broadband telecommunications services is one of the key components in attracting new businesses and establishing a more diverse, knowledge-based economy.

MCEDC has worked with City of Plymouth leaders, current service providers and local stakeholder organizations to inform dialogue and advocacy for expanding Marshall County's broadband infrastructure as a priority.

The City of Plymouth and Marshall County are jointly conducting due diligence on a proposed public-private partnership with **Metronet Zing**, a regional dark fiber (carrier neutral) broadband infrastructure initiative. The project would entail a conduit built from Plymouth along U.S. 31 to connect to the carrier hotel at Union Station in South Bend and the long-haul fiber network "on-ramp" located there. The value proposition of the nonprofit Metronet model includes increased opportunity for competition among private sector carriers in "lighting" dark fiber to serve individual business needs with no limits on capacity. MCEDC recently facilitated an informal demand assessment to learn from area businesses the satisfaction level with current broadband services available, perceived cost/value, and expectations for future telecommunication needs.

Both the City of Plymouth and Marshall County will be considering measures this fall to put potential shared funding in place for the infrastructure required. MCEDC and Metronet are able to demonstrate the positive impact this project will have on prospects for growth for Marshall County by pointing to the nearby success and expansion of the Metronet subscriber network. In addition to the Economic Development benefit, the local governments will be evaluating their participation based on savings on telecommunications to be realized in their own costs of doing business. It will be important for elected officials to hear from citizens and business leaders on this issue, so please become informed and let your voice be heard.

Please call the MCEDC office to learn more about this effort, or if you wish to have a speaker attend a local group meeting!

Focus on Innovation in Agricultural Technology: Headsight Expanding in Marshall County

Unique Family Business Growing to Meet Demand

[Headsight, Inc](#) has announced plans to construct a new R&D and manufacturing facility outside of Bremen, in Marshall County.

Headsight is a highly innovative agricultural technology company specializing in the design of corn and grain header height control sensors and row guidance products for corn harvesting. These must-have, intelligence-adding accessories are designed to increase agricultural yields and profits for the farmer.

The small, entrepreneurial family company has been in business on Fir Road in Bremen since 1997, and in recent years has experienced phenomenal growth, as much as 50% annually. Headsight owner Rich Gramm calls himself more of an "inventor" than anything, and gives credit to a team of talented engineers who implement the vision and continually seek to improve upon Headsight products.

The \$4 million expansion project will include a new 18,000 sq. ft. building which will house new R&D, CAD, and prototype production equipment. These investments are expected to create an additional 6 jobs and will aid in retaining the existing 10 jobs at the facility.

Real and personal property tax abatement applications were approved by the Marshall County Council in October to support the project. Gramm reported that the plan is to begin construction yet this year, and expressed appreciation for the County's role in helping facilitate the decision to move forward. He said that while his company did not employ a large number of individuals directly, the jobs are attractive ones. Gramm also noted that significant indirect benefits of his company's success will be realized in its supply chain, which is largely local.

CPEG Secures Funding for Entrepreneurial Growth & Development for Northern Indiana Region

The Corporate Partnership for Economic Growth (CPEG) recently announced it had raised \$1 million in the region to support entrepreneurship for the next three years in St. Joseph, Elkhart, Kosciusko and Marshall counties.

This funding will be matched by \$2 million from the Indiana Economic Development Corporation to support the work of Elevate Ventures in the region. Elevate provides experienced entrepreneurs-in-residence such as Tim Braun, who is currently stationed

at Innovation Park at Notre Dame, and other expertise aimed at entrepreneurs whose ideas or businesses have high-growth potential.



"It shows a strong commitment by our

community to moving the economy forward through entrepreneurship and emerging sectors with strong local growth potential," says Shawn Peterson, president and CEO of CPEG, which led the fundraising effort.

Local donors include 1st Source Foundation, CB Richard Ellis, the Community

Foundation of St. Joseph County, Crowe Horwath LLP, the Elkhart County Community Foundation, Elkhart General Hospital, KeyBank, Lake City Bank, McGladrey LLP, Memorial Hospital and Health System, Mutual Bank, NIPSCO, Old National Bank, StepStone Angels - Warsaw, the University of Notre Dame and an anonymous donor.

"This is an important step to increasing the number of entrepreneurial companies in northern Indiana, a region that has consistently demonstrated a new level of engagement and commitment to promoting innovation," Indiana Secretary of Commerce Dan Hasler said in a release announcing the completion of the effort. "We are proud to continue to support Elevate Ventures' initiatives to catalyze new job growth in the region and further solidify Indiana's reputation as a place where pioneering ideas can develop into the next great company," Hasler added.

Elevate Ventures is a not-for-profit group that was launched in April 2011 to guide Indiana's 21st Century Fund, which was established by the General Assembly. The organization focuses on helping fund and assist startup companies with high-growth potential. Elevate is capable of providing seed capital of up to \$1 million to help fund emerging businesses as long as there are matching funds. More importantly, however, the organization has the experience to assist startups in emerging technologies and the connections to find outside investors.

With \$75,000 in seed money provided by CPEG, Magnet Investors and OrthoWorx, Elevate Ventures already has provided advisory services to 80 companies in the region, connected others with the Edward Lowe Foundation in Cassopolis for strategic positioning services and helped secure more than \$700,000 in angel investing for three area ventures.

There will be more information forthcoming regarding Elevate Ventures' efforts in the region, but in the meantime, the successful completion of the fundraising campaign is a tangible demonstration of the region's commitment to economic development.

Securing the assistance of Elevate Ventures for the next three years helps solve two of the economic development shortcomings that were identified in a Regional Entrepreneurial Action Plan presented last year. "Though these type of activities sometimes take years to see a payoff, it's important to lay a solid foundation for future growth and to demonstrate that efforts are well under way," says Peterson, adding that those interested in connecting with budding entrepreneurs in the region should contact CPEG or Elevate Ventures.

Source: Ed Semmler, South Bend Tribune

Economic Development Workshop to be offered by MCEDC
& Thayr Richey, Strategic Development Group
for Marshall County Elected Officials

What: ED 101 Course for all elected officials, board appointees and municipal department heads

When: November 15th, 1 p.m.- 4 p.m.

Where: Swan Lake resort & Conference Center, Plymouth

Why: Because every local leadership role is important to the growth and prosperity of Marshall County!

Please Contact MCEDC today to register.

Featured Industrial Property:
2400 Walter Glaub Drive, Plymouth - PIDCO Industrial Park

FOR SALE -- AVAILABLE NOW

Located just off of U.S. 30 and west of U.S. 31, this 98,000 sq ft building sits on a prime 7 acre site in the Plymouth Industrial Park.

The original warehouse building was constructed in 1996; a perpendicular addition doubled the building's size in 2001.

Features: New exterior cladding, 18 to 25 foot ceiling heights, 4 loading docks, 8 overhead doors, 6" floor slab, 3,000 sq ft office space.



[Click here for more information on this available property!](#)

"Workforce & Talent for Advanced Manufacturing & Technology" Event Held at Swan Lake Resort



Thank you ... to the many Marshall County industry leaders and human resource professionals who participated in the launch of

the **InfusE Industry & Education Partnership** on August 9th, at Swan Lake Resort & Conference Center in Plymouth. The focus of the day-long event was "**Workforce & Talent for Advanced Manufacturing & Technology.**"

This event convened Marshall County businesses for the first time to specifically engage in discussion on new grassroots efforts to address the critical issues of workforce "skills gap" and training resources available, in development, and still needed by local industries. To get involved with the InfusE partnership or support these efforts, please contact Dan Tyree, Plymouth School Corporation Superintendent and InfusE Chair, at dtree@plymouth.k12.in.us.

Contact Information

phone: (574) 935-8499

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