

December 2010

NEWS from MCEDC

Marshall County Economic Development Corp.

Community Conversation on Economic Development Ignites Discussion on Regionalism & Innovation in Marshall County

Richard Longworth, author of *Caught in the Middle: America's Heartland in the Age of Globalism*, challenges participants to think beyond local political, geographical boundaries

Approximately 125 participants gathered at Swan Lake Resort on November 17th for the "Community Conversation on Economic Development," hosted by the Marshall County Economic Development Corporation, the Marshall County Community Foundation and the Bremen Chamber of Commerce, with support from the Ball State Bowen Center for Public Affairs, the Indiana Humanities Council, and NIPSCO. The goal of the event was to engage community leaders in a discussion



Richard Longworth

on the outlook on

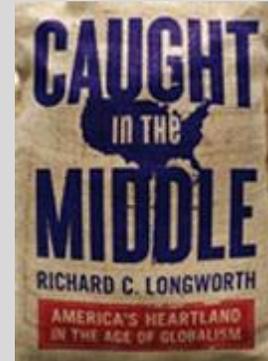
innovation in the economic future of our region, with an emphasis on prospects for Marshall County's success in the age of global competition.

Richard Longworth, Senior Fellow with the Chicago Council on Global Affairs, framed the day's discussion with challenging introductory remarks on what global competition has done historically to "places like Marshall County, all over the Midwest." He offered that areas like Marshall County will be left even further behind economically if we can't,

with some level of urgency, think "bigger" than local political jurisdictional battles, and if strategic alliances aren't formed to create differentiation and relevance in the changed world order.

Following the keynote presentation, Mark Neidig II, Purchasing Manager with Indiana Tool & Manufacturing (ITAMCO, with locations in

both Plymouth and Argos) shared some of the dynamic research, specialized applications and collaborations his family's company has embarked on successfully in order to remain industry leaders. Guest speakers from around the region presented information about ways they currently work with Marshall County, and the direction that may take in the future to best leverage the strengths of the region.



Two facilitated breakout sessions and written feedback affirmed several key Economic Development priorities that MCEDC will be working on in the near term, which include building a strong message and complete communications platform for marketing Marshall County, advocating for the prioritization of affordable, high-capacity broadband infrastructure, and working with education leaders to build workforce development and skills training connections within the existing school systems and secondary education providers.

Many thanks to all who were able to attend and contribute during the day. A full report will be issued to participants; if you do not receive a copy and would like to request one, please contact MCEDC.

Whitley Products Expands in Plymouth Industrial Park *State and local incentives approved to create 30 new jobs*

Indiana Economic Development Corp., MCEDC and PIDCO collaborate to make competitive economic development project happen



Whitley Products, Inc., a leading supplier of fabricated tubular products serving the diesel engine, agricultural, off-highway equipment and HVAC industries, has recently expanded its business to include an additional warehousing site and new equipment to increase production capacity in Plymouth.

The company currently has 76 employees in Plymouth and plans to hire 30 additional employees locally by 2012. Whitley has leased half of a 62,000 sq ft building on Flora Street in the Plymouth Industrial Park from

Plymouth Industrial Development Corporation (PIDCO). The additional site will allow Whitley to restructure operations and improve efficiency at its existing location, a 40,000 sq ft facility located nearby on Stanley Drive.

Provisions to lease additional space in the building on an as-needed basis and a favorable option to purchase helped make the project work, combined with state and local incentives coordinated through the Marshall County Economic Development Corporation (MCEDC).

A total investment of \$1,080,000 is projected by Whitley to equip the new facility. The Plymouth City Council approved a five-year tax abatement to phase-in personal property taxes on new equipment and retooling associated with the project.

Indiana Economic Development Corporation offered performance-based Economic Development for a Growing Economy ("EDGE") tax credits valued at \$250,000 to encourage Whitley to invest in and bring the new jobs to its Indiana location.

The expansion is the result of a major contract award to Whitley by a premier international manufacturer of agricultural equipment.

Business Retention & Expansion Program Yielding Positive Results

Local businesses look to MCEDC for assistance with regional B-to-B connections, business planning assistance tools, access to financing sources

What does your business need? Contact MCEDC to participate

A coordinated Business Retention & Expansion Program was launched in 2010 to determine the opportunities for growth and understand the challenges faced by existing Marshall County businesses. Many free and low-cost resources are available that can help guide decision-making at critical junctures, whether a business is in the idea stage, new or relatively new to operations, or well advanced.

"Economic Gardening" is a meaningful approach understood by Economic Development practitioners today -- it means



Jennifer Laurent,
MCEDC Executive
Director

working with existing businesses to stabilize them if they are vulnerable, to grow them from within if possible, and to launch spinoffs and patentable technologies in instances where new profitable companies might emerge. A successful BRE Program works to identify the strengths of the local business climate and can address barriers to growth.

Confidential assistance with business plans, financial reviews, demographic data analysis, marketing strategies, process or energy assessments, and legal, management or human resource issues is available. Ask for a little help before you need a lot of help! Marshall County businesses may be served on site with resources and expertise from around the region including the North Central Small Business Development Center, Business Resources, Inc., the North Central Business Assistance Center, and the Purdue Technical Assistance Program. Contact Jennifer Laurent, MCEDC Executive Director, for an appointment today.

Bates Corporation Growing in Bourbon

Refurbished IH tractor parts supplier's niche is strong

New Warehouse Completed in Bourbon Industrial Park

Before the first snowfall in November, the Bates Corporation of Bourbon celebrated its growth alongside MCEDC and Town of Bourbon officials with a dedication ceremony upon completion of a new 18,000 square-foot warehouse.

Bates Corporation is a family-owned and operated business begun in 1965 specializing in new, used and rebuilt tractor parts. The company started as a livestock trucking operation, and since 1980, has grown into the largest exclusive Indiana Harvester (IH) used and rebuilt parts inventory in the U.S.

With the addition of the new warehouse building, Bates Corporation now comprises more than 38,000 sq ft on Elm Road in the Bourbon Industrial



Park. The venture was assisted by MCEDC and the Town of Bourbon, and three generations of the Bates family were on hand to express appreciation and mark a new direction of growth for the business, which includes plans to cultivate a growing international export market share.

The construction project, managed by McCollough Scholten Construction, Inc., Elkhart, began Aug. 1.

Michiana Lean Network Now Taking Applications

Lean/Six Sigma Process Leaders Unite

Several businesses in the Elkhart/St. Joseph/Marshall County region are organizing a revival of the Michiana Lean Network, which North Central Indiana Business Assistance at the Elkhart Chamber hosted several years ago. Organizers hope to have the network up and running by January, 2011.

The primary purpose of the new group will be to network businesses engaged in Lean/Six Sigma Continuous Improvement efforts in order to learn and benchmark from each other. NCI will initially host the program with an appointed steering committee to direct and guide activity. The annual membership fee of \$500 will be discounted to \$300 for any business holding membership in their local Chamber of Commerce. For additional information about this program, contact Jennifer Laurent at MCEDC at (574) 935-8499 or Jim Walsh at NCI at (574) 293-1531 ext 121.

Marshall County Represented in Michiana Regional Partnership

New organization will market region across state lines

Marshall County is one of seven counties that make up the new Michiana Regional Partnership, a unique Economic Development collaboration organized to include four Indiana counties (Marshall, Kosciusko, St. Joseph and Elkhart, IN) and three Michigan counties (Berrien, Cass, and St. Joseph, MI). The strategic positioning effort identifies the commonalities of the region as a shared labor force and media market, advantageous proximity to Chicago, and opportunity strength across industries that depend highly upon logistics and transportation.

The Indiana Economic Development Corp. (IEDC) supports the effort fully, and separately recognizes the four Indiana counties of Michiana as a defined region for state Economic Development marketing campaigns. More news to come on this important partnership in 2011!

CONGRATULATIONS to ...

Sam Schlosser (President, Plymouth Foundry)

The Indiana Chamber of Commerce has renamed their Volunteer of the year award in honor of Sam Schlosser of Plymouth. A Volunteer of the Year honoree in 2003, Sam has been annually considered for repeat recognition in that category. In recognition of his service and contributions, outstanding Indiana Chamber volunteers going forward will be recipients of the "Samuel C. Schlosser Volunteer of the Year" award.

1st Source Bank

1st Source Bank ranked No. 1 among all banks in Indiana for the number of Small Business Administration, (SBA), 504 loans closed during the last fiscal year, according to SBA figures. 1st Source received the No. 1 ranking out of more than 120 active SBA lenders in the state.

and THANK YOU to ...

the many Marshall County businesses who find time to creatively "give back" during the hectic holidays!

"Warm Up Marshall County" coat drives, Marshall County Neighborhood Center food pantries and Adopt-a-Family program, "20 Days of Giving" toy collection ...

It is gratifying to see the philanthropic leadership and personal involvement our businesses have in this close-knit community. Your efforts impact so many in Marshall County, and are appreciated by so many more.

May your days be Merry & Bright! Happy New Year!

Contact Information

phone: (574) 935-8499

Join our mailing list!



Try it FREE today.

This email was sent to derek@marshallcountyedc.org by jennifer@marshallcountyedc.org | [Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).
Marshall County Economic Development Corporation | 2864 Miller Dr. | Plymouth | IN | 46614