

Welcome Back Home.

GALFAB RECEIVES TAX ABATEMENT, STATE INCENTIVES FOR EXPANSION

AT HEARINGS in December and January, the Winamac Town Council granted ten-year, 100-percent alternative-deduction-schedule tax abatements on manufacturing and IT equipment and on building improvements at manufacturer GalFab at the request of Pulaski County Economic Development (PCED) Executive Director Nathan P. Origer.

Owner Don Galbreath and President Greg Podell brought in equity partner Millbrook Capital Management (MCM) to finance expansion here and to acquire a waste-equipment distributor with two locations in Illinois and Wisconsin. A division of the new Wastebuilt Environmental Solutions, LLC, GalFab Acquisition, LLC, will lease the property at 612 West Eleventh Street from GalCo, Inc., invest some \$300,000 over the next four years, and retain about 65 jobs and add at least 20 new positions as it seeks to expand its product line and share of the waste-equipment market. Mr. Podell has assumed the role of CEO of Wastebuilt.

Given GalFab's roots in the community and the impressive vision laid out for him by Mr. Podell, Origer told the Town Council, offering such incentives was not simply about ensuring retention and expansion in Winamac, but about showing the

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DID YOU KNOW ...

that the Small Business Administration offers small-business loans and loan guarantees, assistance with venture capital, training and counseling, help with government contracts, and more?

Contact us to learn more!

SCILL offers Welding Technology Programs for adults and high-school students

Knox-based Starke County Initiative for Lifelong Learning (SCILL) recently launched an AWS-certified-instruction twelve-week Adult Welding Program, recognizing the ever-present need for skilled welders in our region. Partnering with Vincennes University, SCILL offers a state-of-the-art welding laboratory on the campus of the Knox Middle School.

The course covers blueprint reading and symbols; measurements; safety; MIG, TIG, stick, and oxy-acetylene; aluminum, stainless, and rolled-pipe; flat, angle, vertical up and down, horizontal, and overhead steel; brazing; plasma cutting; and oxy-fuel burning.

The program includes job fairs, and tours of and speakers from local plants. AWS-certification and college-credit opportunities exist.

For information about enrollment, tuition, or financial aid, or if your company may be interested in supporting, recruiting from, or sending employees to the program, please contact SCILL Center Executive Director Jerry Gurrado at 574-772-8001.

Also, SCILL has established a vocational welding-technology program for students of North Central Area Vocational Cooperative high schools and for those who meet certain eligibility-requirement exceptions. Call the number above to find out if your child may be eligible.

CONGRATULATIONS TO ...

Fratco on 90 years of drainage-tile production in Francesville!

PMH and Thomas F. Barry, Jr., new CEO — and thanks to Rick Mynark for 28 years of service!

The Town of Winamac on its receipt of a \$249,996 Safe Routes to School grant!

White County on landing the \$350-million Magnetation iron-ore-pellet plant for Reynolds!

Moving forward with strategic plan, PCED looks west

Completed in 2010, [Pulaski County: Mapping a Path Forward](#), an economic-development strategic plan, has guided the operations of PCED over the last two years. The annual summits held in 2011 and 2012 were the results of a recommendation in the “Key Action Steps” section of the document; 2012’s “Year of the Entrepreneur” theme arose from the plan’s recommendation to “build upon the strong entrepreneurial history of the community”.

Perhaps the most important Key Action Step — and certainly the most ambitious — is the development of the ‘Pulaski County Center for Agricultural-Renewable Energy,’ or ‘PC-CARE’, a rail-served agricultural-technology/industrial park to be sited in the US-421/CSX corridor, on the west side of the county.

Developing the CSX corridor is also listed as a Vital Regional Project in the Kankakee-Iroquois Regional Planning Commission’s Comprehensive Economic Development Strategy. Recently, White County secured the promise of a \$350-million iron-ore-pellet plant on this line near Reynolds.

At its January meeting, PCED heard from Bob Aloï, PE, of Territorial Engineering, LLC (TE), out of Koontz Lake, in Starke County. The firm has significant rail-development experience, having been responsible for most of the design at the booming rail-served Knox Industrial Park.

Having heard Mr. Aloï’s presentation and asked numerous questions of him, PCED voted unanimously to instruct Executive Director Nathan P. Origer to approach the County Commissioners

and County Council to request approval for this project, an additional appropriation to fund it, and that the Commissioners enter into a contract with TE.

Once the Commissioners and Council have granted preliminary approval, PCED will begin working with TE and CSX to identify promising properties. After the list is narrowed to two-to-four sites with willing and cooperative owners, TE, with input from CSX, will conduct feasibility studies for each property and prepare preliminary development plans, addressing utilities, ground quality, rail and road service, and other concerns, with cost estimates to be included in the plans.

Ultimately, PCED and the County will apply to the United States Department of Commerce’s Economic Development Administration, another funding agency, or both for a grant to acquire land and to develop infrastructure to the certification standards of Indiana’s Shovel Ready program and, potentially, CSX’s Select Sites program. Grant-match funds will come from the County Economic Development Income Tax (CEDIT), which exists to fund economic-development activities, including the operations of PCED.

Building on the community’s workforce, strong agricultural base, and central location, and the growing demands for alternative-energy sources and a more diversified food economy, this rail-served park will significantly increase Pulaski County’s economic competitiveness, offering an excellent location for both homegrown start-ups and outside

GalFab growing in Winamac, creating jobs

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community’s commitment to a strong, long-lasting relationship with this homegrown company.

In addition to the abatement, the company has received \$700,000 in Economic Development for a Growing Economy (EDGE) tax credits from the Indiana Economic Development Corporation (IEDC). A refundable credit against income taxes calculated as a percentage of the expected increased tax withholdings generated from new-job creation, the EDGE incentive may not be offered until a local commitment has been made.

Founded by the Galbreath family in 1992, GalFab manufactures hoists, hoppers, containers, and other waste-storage and transportation products.

MCM is a single-family investment firm presided over by founder John Dyson, a private-equity and public-service veteran in New York who co-founded and co-owns a winery in the Hudson Valley on a former dairy farm near his hometown, Millbrook.

Established in 2005, IEDC is charged with overseeing tax credits, workforce-training grants, public-infrastructure assistance, and other economic-development programs. Responsible for supporting and guiding efforts to improve Indiana’s economy, IEDC is governed by a 12-member board chaired by the governor. Pulaski County is served by IEDC’s Northwest Region, based in Crown Point.

PULASKI COUNTY, PARADISE ON THE TIPPECANOE



(Image credit: Scott Roudebush)

FREE Business–start-up Workshop

The Starke County Economic Development Foundation is hosting a free workshop, sponsored by the Northwest Indiana Small Business Development Center, on Wednesday, 30 January, from 6:00-8:00 p.m. CST, at its office at 1915 South Heaton Street (U.S.-35) in Knox. The pre-business–planning session explores opportunities, responsibilities, and challenges that business ownership involves. To register, contact Lisa Dan at 574-772-5627 or ldan@scedf.biz.

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LOOKING FOR A JOB IN PULASKI COUNTY, TOO!*

Forum welcomes PCED

PCED has joined the Northwest Indiana Forum, a regional economic-development organization (REDO) serving the seven counties of northwestern Indiana. Citing the various northwest-region agencies that serve Pulaski County (e.g., ISBDC, WorkOne), commuting patterns, and the experienced staff and diverse membership of the Forum, Executive Director Nathan P. Origer led PCED in furthering regional cooperation and participation in this direction.

PCED is also a charter member of Indiana's Technology Corridor (formerly MidWest Indiana REDO), a nine-county group in west-central Indiana.

WHY PULASKI COUNTY?

**WE'RE IN THE MIDDLE OF EVERYWHERE;
YOU CAN BE, TOO.**



**CONTACT PCED @ 574-946-3869, OR VISIT
[HTTP://WWW.PULASKIONLINE.ORG/](http://www.pulaskionline.org/)**

Our Mission

Pulaski County Economic Development holds to a mission to promote and improve the quality of economic development throughout Pulaski County in pursuit of excellence through the following endeavors:

- *Supporting the expansion and continued investment of Pulaski County businesses.
- *Recruiting new business and industry into Pulaski County.
- *Promoting tourism and the increase of transient spending in Pulaski County.
- *Developing and supporting business services such as workforce development, infrastructure, planning, financial programs, technology initiatives and entrepreneurial programs.
- *Conducting charitable and educational activities.

**Pulaski County
Community Development Commission/
Economic Development
2012-2013 Leadership**

President: Rod Button, Town of Winamac
Vice-President: Cheryl Stone, Rick's Service
Secretary: Andrew Fritz, Fritz Farms
First Past President: David Broad, Alliance EMS
Membership Officer: Jamie Bales, Alliance Bank

Executive Director: Nathan P. Origer
nporiger@pulaskionline.org

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