

Welcome Back Home.

SPRING COMES EARLY TO WINAMAC

Beginning in the first quarter of this year, Winamac Coil Spring (WCS) will once again have a presence in its namesake. PCED is working with the company as it prepares to move its wireform division into the former Chesapeake Recycling building on U.S.-35 South. Relocating to this 52,416-s.f. facility will raise WCS's total footprint to more than 200,000 s.f., allowing the company to expand production both here and in Kewanna. WCS plans to transfer nine existing employees to its new plant, with hopes for impressive new-job creation and production expansion over the next ten years.

To assist with the move, PCED has offered WCS a forgivable loan of up to \$150,000, which, pending final approval from the County Council, the company will use to renovate the building to its specifications. The principal and interest of the loan will be forgiven provided that WCS meet certain job-creation benchmarks over the next decade.

When asked about working with PCED, WCS Plant Manager Anthony Pesaresi said, "It's been a very productive partnership. [The director]'s involvement has been crucial in expediting the process." PCED is excited to welcome WCS back to Pulaski County.

Continued on page 2.

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!

2014 Economic Development Summit to focus on quality of life and Primacy of Place™

Indiana economic-development veteran Dick Heupel, currently Director of Economic and Community Development for Ball State University's Building Better Communities (BBC), will visit Winamac in early March to give the keynote address at the 2014 Pulaski County Economic Development Summit.

Amongst BBC's programs is the Primacy of Place™ (PoP) Initiative; PoP "represents a community's strategic choice to dedicate their resources toward placemaking and the improvement of life experiences for residents, businesses, and visitors." Mr. Heupel's talk will focus on the importance of quality of life — of PoP — in a community, particularly in terms of the impact that it has on economic performance.

He will offer commentary on the strengths, weaknesses, opportunities, and threats to quality of life particular to rural communities and to Pulaski County specifically, with suggestions on how better to take advantage of what we have to make Pulaski County a more attractive place for residence, business operations, and tourism.

Prior to Mr. Heupel's keynote speech, PCED Executive Director Nathan P. Origer will address the state of the county economy. The Summit will take place at 7:00 p.m. E.S.T. on Tuesday, 4 March, at the Winamac Event Center, 221 South Logan Street. Supper will be served. For more information or to register, contact Director Origer.

CONGRATULATIONS TO ...

David Broad and Rod Button on the end of six years of membership each on the CDC!

the Pulaski County Sheriff's Office on 175 years of service and protection!

Celebrations! on its receipt of a \$90,000 revolving loan for expansion into the venue business!

Pulaski County on continuing to have the best unemployment rate in northwestern Indiana!

Company profile: putting the 'Winamac' back in 'WCS'

Continued from page 1.

Walter Pesaresi left his job in Logansport in 1948 and moved to Winamac to venture off on his own, making coil springs. Begun in a garage, WCS has lasted 66 years and spanned three generations of Pesaresi- and Huber-family leadership. Dedication to its customers, to its employees, and to exacting quality standards created a foundation of values that continues to guide the growth and accomplishments of the company.

After nearly a decade in Winamac, the firm had outgrown its humble home and had to find a site ready for expansion: an abandoned creamery in Kewanza. Since the 1957 move, WCS has enjoyed steady growth, focusing on providing high-quality springs for a variety of applications in numerous industries. WCS products end up in the machines of companies like John Deere, AGCO, Caterpillar, and Polaris, as well as those of smaller businesses.

A relationship with John Deere dating to the 1970s has been crucial to WCS's success. In the 1990s, the company became a primary supplier of springs to Deere & Company, and, as a result, monthly sales figures doubled between March of 1993 and March of 1998. Since the Great Recession, WCS has enjoyed a tremendous rebound, including posting \$36 million in sales in 2012.

New life brewing for Tippecanoe Beverage property

At a meeting in late January, the Winamac Town Council approved a resolution preliminarily designating the former beer-distribution facility as an Economic Revitalization Area, thereby taking the first step toward granting tax abatements to incent investment. The Council heard further information regarding Antares Trailers, a company considering the site, as well as an out-of-county location and the possibility of investing in another state.

On Monday, 10 February, at 7:00 p.m. E.S.T., the Council will conduct a public hearing on the matter, after which it will either approve or deny tax-abatement requests from Antares and NorTip, which would be leasing the site to Antares. The company expects to create dozens of new jobs over the next few years, as well as to include components produced elsewhere in Winamac in its trailers, and PCED looks forward to working with this new corporate citizen.

Currently boasting a robust 188 employees, WCS believes that a happy staff is a productive staff. Its motto, "Our employees are our greatest asset", is emblazoned on the outer wall of the Kewanza plant. When people are hired by WCS, they tend to stay in the family; most employees have been with WCS for at least five years, and several have logged more than two decades with the company. This fact, along with the safe, clean, and friendly work environment shows that the WCS motto is more than just words.

Due to demand from its current clients, WCS has expanded from its core competency of coil springs into wireform production. Wireforms and coil springs, which come from a similar raw material, often function together in machinery, so this was a logical expansion from the perspectives of both producer and consumer. Because wireforms can be shaped exactly to customer specifications, this allows many of WCS's clients to fill all of their needs through a single vendor. Because of the ready customer base, the wireform division has seen rapid growth, necessitating expansion into the new facility. For WCS, 2014 will mark both a new horizon and a return to something old, and PCED will be with them for every step of the way.

Incumbent-worker training underway in Pulaski County

Overcoming the cold, snow, and greyness of dawn in January, 25 employees representing six local manufacturers crowded around tables in the meeting room of the Winamac Municipal Utilities Complex on two consecutive Fridays to participate in the first leadership-training course provided locally by Ivy Tech Corporate College (ITCC).

In "Communication Skills for Supervisors", these front-line leaders received insight, instructions, and examples to help them to improve their on-the-floor supervisory abilities. This will likely be the first of many courses in leadership and other subjects made available to local companies' employees.

This programming is coordinated by PCED, ITCC, and a committee of local human-resources and operations directors. The group will meet again in early February to review this first class and to plan future offerings. For more information, contact PCED Executive Director Nathan P. Origer

Pulaski County hits the small screen

In early January, the long-awaited “Peaceful Pulaski County” episode of *Savor Indiana* debuted on PBS stations across Indiana. Received positively, it has even earned a second spot in Lakeshore Public Television’s weekly schedule. Listings for future air times can be found on PBS affiliates’ Websites, but would-be viewers are not limited to older media alone. Associated Images has made the program available, in individual segments, at <http://www.savorindiana.com/> (and it will soon be posted to *Pulaski Online*).

With production of *Savor* in our rearview mirror and the program now available for our enjoyment and to

encourage vacationers to sample the peace and tranquility — and paint-based violence — that our community offers, the focus has turned to showing off Pulaski County’s serious side.

The Associated Images crew spent three days in early December visiting businesses across the county, capturing day-to-day plant-floor, cubicle-space, and meeting-room operations; interviewing business owners and managers; and witnessing young entrepreneurship in action. The program’s primary

segments will profile Adaptasoft, Fratco, and the Braun Corporation; the episode will also highlight Pulaski Memorial Hospital and PCED’s student-business-plan competition at Winamac Community High School, as well as showing off the main branch of the Pulaski County Public Library.



PCED Executive Director Nathan P. Origer and Savor Indiana host Kevin Gardner wage war against Fort Knox Paintball owners David and Justin Wagner.

Currently undergoing editing, the Pulaski County *ExtraordINARY Indiana* episode is slated to debut on Friday, 7 February, at 10:00 p.m. E.S.T. on Lakeshore Public Television Airing across Indiana, as well as in Chicagoland, it will exhibit our business-friendly climate to new prospective employers and our wonderful work environment to job seekers. The episode will put Pulaski County on the map as a place in which to do business, potentially creating new opportunities for existing companies in the county.

While *Savor Indiana* shows the world that Pulaski County is a great place to visit (and to call home), our second television appearance of the year will feature the people who make our county a great place in which to do business. To learn more, contact PCED Executive Director Nathan P. Origer.

PCED working toward young professionals organization

If you are a young professional who lives or works in Pulaski County, then perhaps you have noticed that something is missing. No, not Chipotle. What is missing is the opportunity to network — a young professionals organization (YPO). Seeking to address this void, PCED is in the initial stages of establishing an organization to meet the needs of the community’s young professionals.

A YPO is an volunteer-led group made of, by, and for young professionals. The primary purpose of a YPO is career development, mostly focused on networking opportunities. In addition to this, YPO’s often provide members with low-commitment, low-pressure ways to improve their professional profiles, as well as to give back to their community. Taking

part in a YPO can provide young professionals with leadership and volunteer experiences that will make them stand out in a job search and in the community. Importantly, a YPO exists to serve the needs of its members, so its purpose will adapt as its membership grows and changes.

Immediately prior to PCED’s 4-February meetings, a PCED committee will discuss initial steps for establishing a broader steering committee; setting a mission, a vision, and membership parameters; and marketing the YPO to potential members. If you think that a Pulaski County YPO has something to offer to you, then you are likely a member-to-be. For more information, contact PCED Executive Director Nathan P. Origer.

PULASKI COUNTY, PARADISE ON THE TIPPECANOE



(Image credit: Scott Roudebush)

Pulaski Online *rebuild underway*

In November, having reviewed five proposals and established a committee that conducted finalist interviews, PCED elected to continue working with the County's longtime Web-host, Valparaiso-based Golden Tech, choosing the company and its sister-company, Crane + Grey, to overhaul the County Website. The County Commissioners then ratified this decision.

The project will produce a state-of-the-art design, as well as a "microsite" platform that will allow participating community organizations to be hosted on the 'site in a way that allows for continuity throughout the 'site without sacrificing the identity of each group.

The new *Pulaski Online* will feature lush, high-quality photographs and videos; a more intuitive, user-friendlier layout; an expanded offering of County records, documents, and information; and improved marketing tools for business and tourist attraction.

The Website is tentatively expected to go live in early May, so be on the lookout. It just may be the best local-government and economic-development Website to be found.

THE PULASKI ONLINE JOB BANK

*IF YOU'RE AN EMPLOYER IN PULASKI COUNTY
LOOKING FOR QUALIFIED LOCAL WORKERS,
THEN CONTACT PCED TO ADD A JOB LISTING,
FREE OF CHARGE, TO THE ONLINE JOB BANK.
([HTTP://WWW.PULASKIONLINE.ORG/CONTENT/
VIEW/178/609](http://www.pulaskionline.org/content/view/178/609)). CHECK IT OUT IF YOU'RE
LOOKING FOR A JOB IN PULASKI COUNTY, TOO!*

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's mission is 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
2013-2014 Leadership**

President: Bill Champion, Fratco
Vice-President: David Broad, Alliance EMS
Secretary: David Zeltwanger, DK and Sons, LLC
First Past President: Rod Button, Town of Winamac
Membership Officer: Jamie Bales, Alliance Bank

Executive Director: Nathan P. Origer
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Assistant to the Director: Terry L. Howard II
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