

*Welcome Back Home.*

## Incentives and Financial Assistance Pay Dividends Locally

SINCE APRIL 2011, WHEN Nathan P. Origer took over as CDC executive director, six basic employers in Pulaski County have started or expanded local operations in part incited by tax abatements granted by either the County Council or the Winamac Town Council: Fratco, Galfab, BraunAbility, Remington Seeds, Antares (now Direct Trailer), and Galbreath. (A seventh abatement was granted, but that project never materialized.)

Cumulatively, at the various points at which the applications for tax abatements were considered, these companies employed 1,068 locally. As of today, they have a collective workforce of more than 1,300 — an increase of about 250. Of these six companies, only one has failed to surpass the expected number of new jobs on schedule, a couple have impressively exceeded projected totals (whether due to the incited expansion, other growth, or both), and none have cut employment levels. Some are still growing!

Additionally, Winamac Coil Spring is slowly, steadily increasing the workforce at its Winamac plant, a facility acquired and furnished in part with

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### *DID YOU KNOW ...*

**that the Valparaiso-based Regional Development Company can help you to get up to 90-percent financing at a lower interest rate for business growth and expansion?**

*Contact us to learn more!*

### **Student business-plan competition returns to Winamac Community High School**

The coming of another school year has brought about the fourth annual business plan competition conducted in Brandon Burgess's classroom in Winamac. Students are busily preparing plans for such businesses as a carpet-cleaning service; a hotel; a sports shop focusing on bicycle and cross-country-ski sales, services, and rentals; a bowling alley; a coffee shop; and a hybrid brick-and-mortar/online resale shop.

As always, Ron Gifford of the Starke County Economic Development Foundation and the Northwest Indiana Small Business Development Center has been providing excellent assistance with this program. First National Bank of Monterey's Bob Cannedy has spoken to the students about the financial information needed in a business plan, and Pulaski County Revolving Loan Fund borrower Tony Holliday of Clear Decision Filtration has given back to the community by speaking to the students about planning and running a business.

Anyone interested in providing time, talent, or treasure to support this program is encouraged to contact CDC Executive Director Nathan P. Origer.

### **CONGRATULATIONS TO ...**

Don Galbreath and to County Commissioner Larry and Dr. Garry Brady on their inductions into the Society of Innovators of Northwest Indiana! (Photos, page 3.)

BraunAbility on the new opportunities for growth that acquisition by Patricia Industries will provide!

Alliance Bank on the establishment of its Junior Board of Directors program for local students!

# ALL THE CDC NEWS THAT'S FIT TO PRINT

CDC Executive Director Nathan P. Origer cares so much about transparency that even his drumset, the same kit played by John Bonham on the 1974 Led Zeppelin tour, is see-through. Wanting the citizens, elected officials, and partners in the community to know just exactly what the CDC has been up to lately, he hereunder offers a comprehensive update of the recent goings-on of the organization. Starting in 2016, he'll also be heading into the community for regular CDC coffee hours at which residents can ask questions, offer opinions, or inform him that he's wrong about something.

An ongoing project occupying much of Origer's and Project Coordinator Krysten Hinkle's time is the Pulaski County Hometown Collaboration Initiative. Working with the community committee, CDC staff have been planning and hosting meetings on a regular basis as the group works toward developing a capstone project within the placemaking "building block".

The committee has so greatly emphasized the need for improved tourism coordination and marketing that additional outside advisors have been brought in to assist the team in developing a tourism-oriented project that still meets State expectations for HCI and successfully works toward improving quality of life in Pulaski County. This actually dovetails strategically with the CDC's plans for amplified tourism-development work in 2016; an informal, *ad hoc* tourism advisory committee comprising local tourism-industry representatives will be established to provide policy and programming guidance to the CDC.

In addition to serving on the Winamac Parkway Committee, the director has also been supporting community-development efforts in our county seat by working with Town officials and downtown stakeholders to establish a State-recognized Main Street organization, which ultimately will make Winamac eligible for certain grant programs and, more important, foster broadbased partnerships. Meanwhile, Mrs. Hinkle has been serving as Pulaski County's official Indiana Bicentennial coordinator, leading the local committee, serving as a liaison between the State and local entities interested in formally celebrating the Bicentennial, and working on plans for an extraordinary community celebration of the Bicentennial Torch Relay next October.

Workforce development has come to play a significant role in CDC business-retention efforts. Director Origer expects to be appointed by the governor to the Region 1 Works Council within the coming weeks. Details are still being worked out for the RAM-Tech CTE program to be implemented at West Central High School. Monthly luncheon meetings of human-resources and operations leaders from local manufacturers continue to allow for the planning of incumbent-employee training courses, idea-sharing, and hearing from guest speakers. In 2016, a Pulaski County human-resources group will begin meeting, allowing for these professionals from manufacturing and other sectors to come together to collaborate, to network, and to learn.

Also coming in 2016 is Leadership Pulaski County, a comprehensive leadership-skills-building course following a Purdue Extension-developed curriculum. The director frequently partakes in educational outreach through serving on the board of Junior Achievement serving Pulaski County and engaging with students at different grade levels at both West Central and Winamac for Junior Achievement.

Along with all of these projects, programs, and undertakings, the CDC continues to work with potential small-business owners thinking about investing in Pulaski County; making progress on the development of a rail-served industrial park on the west side (Appraisals have been completed!); providing support to the Advisory Plan Commission and Board of Zoning Appeals (The new, user-friendly, flexible Unified Development Ordinance is almost complete and should be in effect as of 1 January 2016!); planning the establishment of a countywide Redevelopment Commission; and providing staffing for the Pulaski County Advisory Commission on Industrial Development.

When not running or attending meetings, visiting students, or sending three e-mails while juggling two conference calls, the director has also snuck off a time or two to attend professional-development courses and conferences.

The CDC began operations on 1 January 1996. In honor of 20 years of service, the CDC will use the 2016 Economic Development Summit (Tuesday, 1 March) as a vehicle for celebrating this milestone, Stay tuned for details on this great event!

# Local innovators honored by Ivy Tech



*Left: Winamac industrialist Don Galbreath receives a plaque honoring his induction as a Fellow of the Society of Innovators of Northwest Indiana at the 2015 induction ceremony held on Thursday, 22 October, at the Horseshoe Casino in Hammond. Mr. Galbreath, recognized for his tremendous contributions to the waste-handling equipment industry, was nominated by CDC Executive Director Nathan P. Origer*



*Right: County Commissioner Larry Brady (r) and his brother, Dr. Garry Brady, stand to be acknowledged as 2015 members of the Society of Innovators; they were recognized for their Brady Stick pelvic-alignment device.*

## Assistance and Incentives, Investment and Job Growth: the measurable benefits of economic development

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help from the County in the form of a forgivable loan. All told, these companies have invested more than \$15 million in real- and personal-property improvements while expanding job opportunities and the local income-tax base.

In addition to tax abatements, the CDC has the Pulaski County Revolving Loan Fund (RLF) at its disposal. Earlier this year, AdaptaSoft paid off its second loan a couple of months early, and then Winamac Lumber Yard, in September, completed repayment an entire year ahead of schedule. About the time Winamac Lumber cut its last check to the RLF, Sandy and Gary Saltsman broke ground on the new banquet hall they are building south of Francesville, Meadow Springs – a Place for Celebrations. The RLF helped to fund the bed-and-breakfast portion of this multi-faceted project.

The banquet-venue aspect of the Meadow Springs project is being financed in part by one of

our wonderful partners, the Regional Development Company (RDC) out of Valparaiso. The RDC not only administers Small Business Administration (SBA) 504 loans in northwestern Indiana, across the Hoosier State, and in Chicagoland, but as of this year also helps the CDC to manage the RLF.

Recently, the RDC, on whose loan committee Director Origer serves, held its 2015 annual meeting, at which its members and partners celebrated the successes of the past year. In 2015, the RDC made 18 SBA 504 loans worth \$10.3 million that leveraged more than \$28.6 million in investment and created or retained 276 jobs. Since 1994, the RDC's \$175 million in loans have leveraged more than \$500 million in investment and helped to create or to retain 6,631 jobs in its service area. Talk about incredible results from small businesses, those underappreciated engines of our economies. Talk about great work from a great organization!



*Sandy and Gary Saltsman, family members, employees, and finance and construction partners pose in front of the Meadow Springs sign at a ceremonial groundbreaking.*

## PULASKI COUNTY, HOME TO ...

- the Northern Indiana Power from the Past antique-engine-and-tractor show.
- Winter Wonderland
- the Francesville Fall Festival, Monterey Days, the Medaryville Crane Cruise, trick-or-treating at the State Park and so much more!

**PULASKI COUNTY:  
WELCOME BACK HOME.**

## So, what is a tax abatement, anyway?

It's one of the most common tools available to an economic developer to make expansion, relocation, or new development in his jurisdiction more enticing. But how does it work? Exactly which taxes are abated?

Crucial to understanding tax abatements is realizing that, typically, *no existing burden is removed*. Except in limited, infrequent cases wherein a building has been vacant for so long that providing a discount on the existing taxes is justifiable to encourage investment *by a new user*, tax abatements only offer a break on new revenues generated as the result of new expenditures. Generally, instead of paying the full value of the taxes on a new building or machine, a business pays a portion of those taxes, with that portion normally increasing every year until the abatement period has concluded, typically after five or 10 years.

If the fiscal body that granted the abatement would at any point deem the project not to be compliant (not enough jobs created or investment made, for example), then it could deny abatement of that year's taxes. Additionally, provisions, including "claw-backs", can be used to offer protection if a company doesn't keep its word or closes up shop.

## THE PULASKI ONLINE JOB BANK

IF YOU'RE AN EMPLOYER IN PULASKI COUNTY LOOKING FOR QUALIFIED LOCAL WORKERS, THEN [ADD A JOB LISTING](#), FREE OF CHARGE, TO THE ONLINE [JOB BANK](#). CHECK IT OUT IF YOU'RE LOOKING FOR A JOB IN PULASKI COUNTY, TOO!

## WHY PULASKI COUNTY?

DIVERSIFIED, ENTREPRENEURIAL, AND HERE TO GROW WITH YOU.



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  
2015-2016 Leadership**

President: Bill Champion, Fratco  
Vice-President: Lawrence Loehmer, Town of Monterey/  
Loehmer's Hardware and Farm Supply  
Secretary: Gregg Malott, Pulaski Memorial Hospital  
Membership Officer: Larry Brady, Commissioner  
Board member: John Plowman, Town of Winamac/  
Link Environmental Equipment

Executive Director: Nathan P. Origer  
[nporiger@pulaskionline.org](mailto:nporiger@pulaskionline.org)  
Project Coordinator: Krysten L. Hinkle  
[cdcasst@pulaskionline.org](mailto:cdcasst@pulaskionline.org)

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