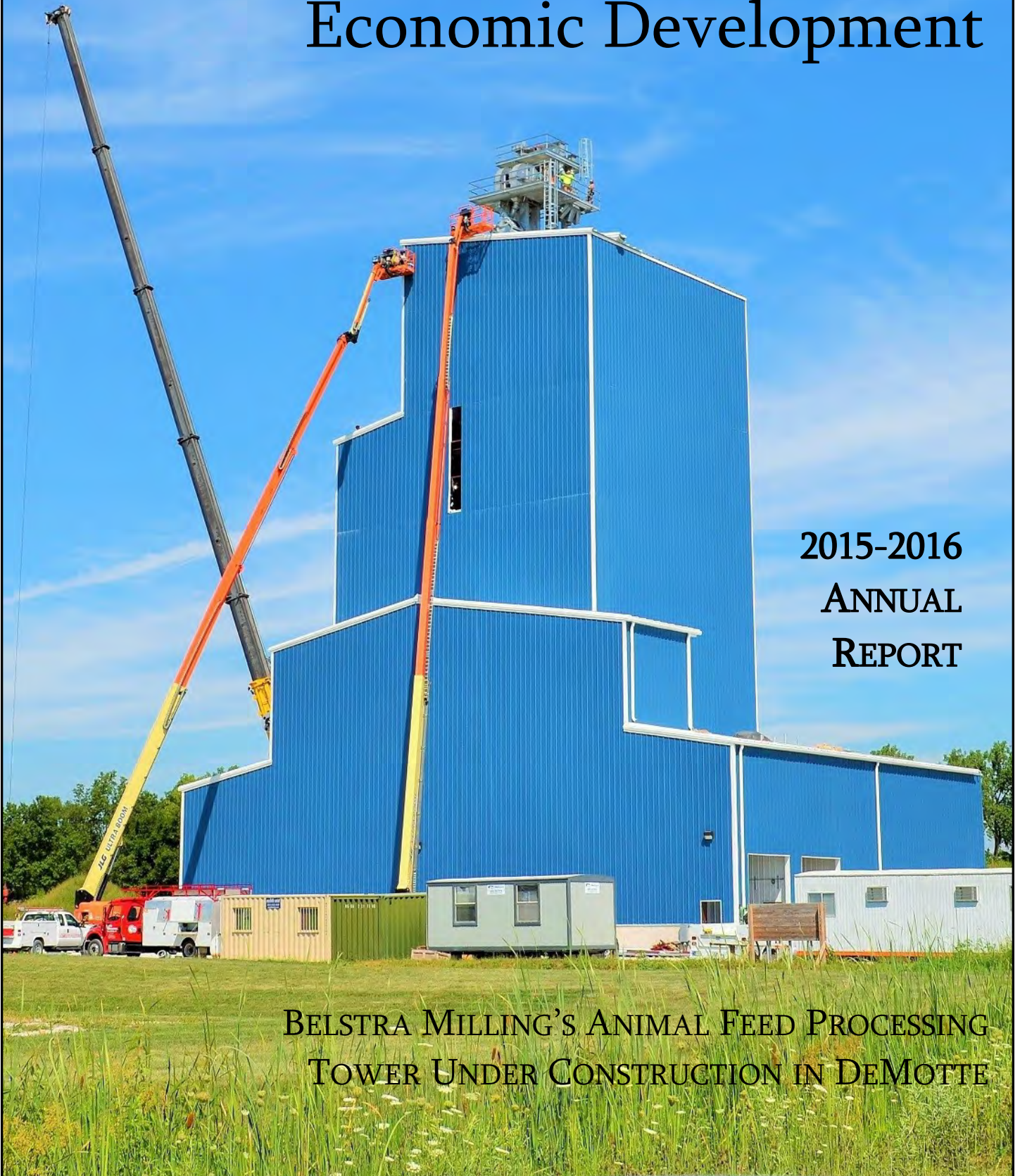


Jasper County Economic Development

2015-2016
ANNUAL
REPORT

BELSTRA MILLING'S ANIMAL FEED PROCESSING
TOWER UNDER CONSTRUCTION IN DEMOTTE



The Jasper County Economic Development Organization, Inc. (JCEDO) is the countywide economic development entity for Jasper County, Indiana. A public-private 501(c)(3) corporation founded in 1986, JCEDO provides a comprehensive array of professional economic development services to help investors create wealth and prosperity. Our Mission Statement is: *“Strengthen and diversify the local economy, attract quality jobs, and encourage entrepreneurial growth to create opportunities for Jasper County and its residents.”*



DEAR STAKEHOLDERS AND FRIENDS:

As JCEDO celebrates 30 years of providing effective economic development and related services throughout Jasper County, we would like to thank you, our stakeholders, for your support since our inception. From the beginning, JCEDO has been committed to helping local businesses grow, assisting businesses relocate to Jasper County, and supporting entrepreneurs in new enterprises.

We’ve also launched marketing initiatives designed to raise the visibility of Jasper County and the municipalities of DeMotte, Remington, Rensselaer and Wheatfield. Our goal is to be known throughout the state and region as an attractive place for business investment, job creation, tourism, and living.

JCEDO’s efforts over the past July 1 - June 30 fiscal year are summarized in this report. Thanks again for your support of JCEDO as we look forward to another successful year in 2016-2017!

Dirk Eggleston, Chairman

TABLE OF CONTENTS

Who We Are — 2
Marketing — 3
Partnerships — 4
Infrastructure — 5
Business Outreach — 6
New Investment — 7-8

FINANCIAL RESULTS

Total Revenue
\$197,505.44
Total Expenses
\$188,273.30
Net Income
\$9,232.14

2015 – 2016 BOARD OF DIRECTORS

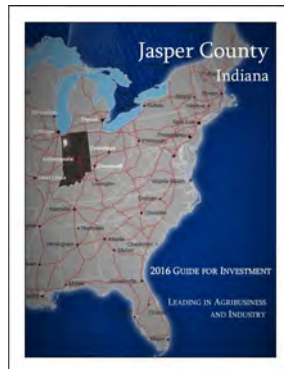
Dirk Eggleston – T&M Limited Partnership
Chairman
Bryan Washburn – Jasper County REMC
Vice Chairman
Bill Del Principe – Del Principe & Allie, CPA’s
Treasurer
John Dyke – Town of DeMotte
Secretary

Tony Albrecht – Lafayette Bank & Trust
Rein Bontreger – Jasper County Council
Jonathan Cripe – Town of Remington
Kendell Culp – Jasper County Commission
Gunner Greene – Iroquois Bio-Energy
Kenny Haun – City of Rensselaer
Alan Hurley – Evers & Gratner Farms
Larry Kosanovich – AmeriMac McDonalds
Steve Marsh – Titan Construction Services
JoAnn McElfresh – Jenkins Realtors
Brian Melchi – Town of Remington
Robert Pastoor – Saint Joseph’s College
Tim Schreeg – Jasper County Hospital
David Schrum – Kentland Bank
Jon Schwab – Presidio Group
Barry Seaton – NIPSCO
Robert Smith – CenturyLink
John Sturges – Monsanto
Rodney Urbano – Town & Country Paving
Mitch Van Kley – The Hamstra Group
James Wakefield – Christian Clinic
Steve Wilson – Wilson Industrial Sales

Kevin Kelly – President
Sheila Schroeder – Director of Tourism &
Community Relations

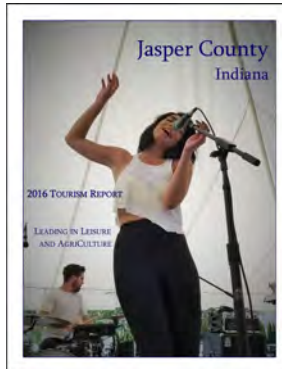
One of JCEDO's principal priorities is to tell Jasper County's positive story and strengthen its brand recognition and favorable reputation in the marketplace. In the past fiscal year, the emphasis continued to be on improving the promotional endeavors launched in previous years and to increase their reach. Our principal communications initiatives were:

The 2016 Guide for Investment supplies information on topics important to people evaluating business investment decisions. The guide is updated annually at the beginning of each year and contains data related to demographics, transportation infrastructure, work force, education, utility services, and quality of life.



JCEDO's News For You E-Newsletter is distributed electronically on the first day of each month to over 1,000 people and organizations. The purposes of the publication are to regularly communicate with our stakeholders and contact network, provide information about development and related activity taking place in Jasper County, and to positively promote Jasper County and its attributes.

Visit JCEDO's website at WWW.JASPERCOUNTYIN.COM and access Available Property Information, Interactive Maps, Jasper County and Northwest Indiana Profiles, and descriptions of DeMotte, Remington, Rensselaer and Wheatfield. Understand the Reasons To Invest in Jasper County, discover how we're Building From Within to improve our attractiveness as a business and residential location, and review the Jobs Available page.



The Jasper County Tourism Initiative is led by the Jasper County Tourism Commission. JCEDO supplies administrative and staffing support for the initiative and partners with tourism interests across Jasper County, as well as with regional and statewide advocates including the South Shore Convention and Visitors Authority, the Indiana Tourism Association, and the Indiana Office of Tourism Development. Learn more by visiting the Jasper County Tourism Commission's Facebook Page, from the 2016 Tourism Report, and/or at WWW.DISCOVERJASPERCOUNTY.COM.

JCEDO's 5th Annual Golf Classic and Annual Meeting in August 2015 at Sandy Pines Golf Club was an enjoyable success attracting 101 attendees. The TV Cable of Rensselaer golf team won The JCEDO Cup and the annual JCEDO Board of Directors election was held. In December 2015, JCEDO hosted its 6th Annual Christmas Open House to celebrate the holiday season with 74 colleagues and friends. We also launched an expansion and remodeling of the JCEDO office.



You can also tune in to WRIN - The Bear 1560 radio the first Monday each month to hear JCEDO representatives provide updates on Jasper County's economic development and tourism news, events, and community related activities.



Collaborating with our economic development partners on business attraction and expansion projects, marketing initiatives, and public policy advocacy is important. We also attend numerous economic development related meetings, training and events at the regional, state and national levels. JCEDO's primary partnerships include:

The Indiana Economic Development Corporation promotes Indiana, provides business relocation/expansion leads, offers incentives, and operates the ZoomProspector online search engine/database - which has 68 industrial, commercial & office properties in Jasper County representing 490,656 square feet of building space and 3,850 acres.



The Northwest Indiana Forum is the regional economic development entity for Jasper, Lake, LaPorte, Newton, Porter, Pulaski and Starke Counties. JCEDO is involved in the Economic Development and Public Policy Committees.



JCEDO's Electric Utility Partners all focus on marketing, networking and training and include the Indiana Municipal Power Agency, NIPSCO and the Wabash Valley Power Association.

The Indiana Chamber of Commerce is one of our state's leading business advocacy groups and JCEDO is represented on their Economic Development Policy Committee. In 2016, we joined the Indiana Manufacturers Association to support their efforts to advance manufacturing interests across Indiana. We also continued our involvement in the National Federation of Independent Business and their public policy initiatives.



The International Economic Development



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL

Council and the Indiana Economic Development Association are groups for economic development professionals at the national and state levels. JCEDO was involved in their Education/Certification Advisory Committee and Board of Directors respectively.

MEETINGS, TRAINING, EVENTS

Agbiosciences Innovation Summit
Area Development/Consultants Forum Reception
AT&T IMS Hospitality
Ball State University Basic ED Course
Bruce Carter Associates IMA Hospitality
Carroll White REMC Delphi Ribbon Cutting
Duke Energy Holiday Reception
Fabtech Italian Night & Indiana Dinner
Garmon Construction Appreciation Dinners
Hoosier Hospitality Conference
IMPA AgriNovus/Dairy Strategy Webinar
IMPA Electricity 101 Workshop
Indiana Chamber Legislative Preview & D.C. Fly-in
IEDA Annual & Summer Conferences
IEDA Tax Increment Financing Seminar
Indiana Economic Forum Annual Meeting
OCRA Community Strengths/Weaknesses Webinar
OCRA Regional Conference
Indiana Tourism Association Meetings
International ED Council 2015 Annual Conference
KIRPC ED Strategy & Brownfields Meetings
Northwest Indiana Forum AIRE Golf Promotion
Northwest Indiana Forum Annual Meeting
Northwest Indiana Forum Legislative Reception
NWI Economic Development Forum/Expo
NWI SBDC Entrepreneurial Excellence Awards
One Region Luncheon & Priorities Summit
Purdue Extension Legislative Session Webinar
Purdue Extension Property Tax Seminar
Regional Development Company Annual Meeting
Site Selectors Guild 2016 Annual Conference
The 2016 Rail Summit
The Times Hall of Fame Luncheon
Wabash Valley Power ED Meeting

Jasper County and the municipalities of DeMotte, Remington, Rensselaer, and Wheatfield each have a vision for making strategic investments that preserve and enhance their ability to retain and attract businesses and residents. JCEDO applauds these efforts by our county and community leaders and regularly attends local government meetings to supply information and offer support for community development and infrastructure initiatives. We helped Main Street Rensselaer, Remington Main Street and similar organizations improve historic and commercial areas. We also participated in ribbon cuttings, retail promotions, parades and events, and planning for streetscape amenities.

The most significant public sector investments made in the past year, currently underway, or anticipated to occur in the next year include:

MEETINGS ATTENDED

Jasper County Commissioners — 9
Jasper County Council — 5
DeMotte Town Council — 5
Remington Town Council — 8
Rensselaer City Council — 11
Wheatfield Town Council — 6

JASPER COUNTY GOVERNMENT: Actively worked for passage of legislation by the Indiana General Assembly that resulted in distribution of nearly \$10,500,000 to local taxing entities in Jasper County - including \$6,141,832 directly to Jasper County Government that will be used for road improvements. In addition, the Jasper County Income Tax was lowered by .10 percent to 2.864 percent. Also, the Jasper County Airport continued to improve and modernize by installing a new \$500,000 fuel farm.



TOWN OF DEMOTTE: Planned and is preparing to start a \$450,000 reconstruction of the U.S. 231 and Forsythia Street intersection to accommodate increased traffic due to area business growth. They are also initiating a major community-wide streets improvement program financed by the one-time distribution of approximately \$600,000 in accumulated excess local option income tax proceeds.

CITY OF RENSSELAER: Completed a new \$4,000,000 fire station as well as extended a water main to serve the State Road 114 commercial corridor to I-65 at the cost of approximately \$1,100,000. They also started construction on a \$8,700,000 wastewater treatment facility to eliminate combined sewer overflows discharging into the Iroquois River.



TOWN OF REMINGTON: Started construction on their new \$4 million, 1.7 million gallon per day Water Treatment Plant that is projected to be operational in the first quarter of 2017. They are also making major improvements to Community Park including a storm water drainage project and implementation of Phase 1 of their Trails Plan - a 1-mile paved asphalt trail to encircle the park estimated to cost \$400,000.

TOWN OF WHEATFIELD: Completed improvements to the Wheatfield Wastewater Treatment Plant and sewer lines serving the community. They also constructed a new parking lot in downtown and partnered with the local business community and other stakeholders to make significant enhancements to Centennial Park including an expanded pavilion and upgraded playground equipment.

Jasper County offers a favorable business climate and is dedicated to helping maintain and enhance an environment that stimulates expansion, attraction, creation and retention of profitable businesses. JCEDO's role in helping businesses grow and prosper is to supply information and expertise, recommend real estate, and provide access to incentives such as tax increment financing and tax abatement.

In the past fiscal year we experienced a decline in new prospect, inquiry, and visits/presentations activity. JCEDO defines a Prospect as an opportunity to assist an entity considering either expanding, relocating to/from Jasper County, or starting up. When we furnish information or research assistance we classify it as an Inquiry. A Visit is when a prospect tours available properties or comes in from outside Jasper County to meet. A Presentation is a prospect meeting without a property tour. During the year, we recommended 114 available industrial, commercial and office properties to entities searching for real estate. This was a 16.8 decrease from last year.

JCEDO's Business Retention and Expansion Program is focused on direct outreach to local businesses. Last year, we visited 161 Jasper County businesses and organizations to identify growth opportunities, address challenges and express appreciation. This was a 13.4% increase over visits we made in 2014-2015. We also networked with local business leaders through the Demotte Chamber of Commerce, the Remington Wolcott Community Development Corporation, the Greater Rensselaer Chamber of Commerce, and the Wheatfield Chamber of Commerce.

The leading component of JCEDO's Business Attraction Program is our E-Blast Marketing Initiative. Target markets are real estate and industrial interests located



along the I-65, I-80, I-90 & I-94 corridors in central and northwest Indiana and in the Chicago area. We added companies in several new target counties last year and distributed 47,407 marketing flyers to our target markets in 2015-2016, a 3.4% increase over the previous year.

PROSPECTS-INQUIRIES-VISITS/PRESENTATIONS

Prospects — 42 (-27.6%)
Inquiries — 34 (-34.6%)
Visits/Presentations — 13 (-38.1%)

PROSPECTS BY SOURCE

Call In — 9 (21.4%)
Indiana ED Corporation — 9 (21.4%)
Northwest Indiana Forum — 9 (21.4%)
JCEDO E-Blast — 5 (11.9%)
Email In — 4 (9.5%)
BRE/Outreach Call — 2 (4.8%)
Event — 1 (2.4%)
Indiana Municipal Power Agency — 1 (2.4%)
JCEDO E-Newsletter — 1 (2.4%)
JCEDO Website — 1 (2.4%)

PROPERTY RECOMMENDATIONS

Remington Corporate Center — 21 (18.4%)
Smith Transport Complex — 12 (10.5%)
Lintner Industrial Park — 10 (8.8%)
Small Commercial Buildings — 10 (8.8%)
Small Commercial Sites — 10 (8.8%)
Presidio Building Rensselaer — 8 (7%)
Tonnor Building — 8 (7%)
Drexel Industrial Park — 6 (5.3%)
Johnson Building — 6 (5.3%)
Pomp Tire Building — 5 (4.4%)
Jasper Equipment Building — 5 (4.4%)
DeMotte Industrial Park — 4 (3.5%)
Gratner Site — 3 (2.6%)
Lafayette Bank & Trust Building — 3 (2.6%)
Large Greenfield Parcels — 3 (2.6%)

During the July 1, 2015 through June 30, 2016 period, investments were made across Jasper County that contributed to the growth of the local and regional economy. These investments demonstrate Jasper County's attractiveness as the premier location for business growth and profitability in rural north-west Indiana. JCEDO is pleased to have the opportunity to feature 12 significant projects that were either completed in the past year or are currently under construction with completion expected in the near future. We're also optimistic that the trend of development in Jasper County will continue in the next year and beyond.

While JCEDO was not directly involved in all of these projects, we are proud of the success they represent. Briefly described below and on the following page are the most visible new and expanded investment projects that created additional tax base and employment in Jasper County in 2015-2016.

AYDA'S MEXICAN CUISINE IN RENSSELAER: After 6.5 years in leased space, they purchased a highly visible 12,024 square foot building on historic Rensselaer square. Ayda's expanded their restaurant to 2,080 square feet, doubled employment to approximately 12, and reopened in the new location in September 2015.



BELSTRA MILLING COMPANY IN DEMOTTE: Completion of their new \$14 million animal feed ingredient premix processing plant is anticipated in late-October 2016. Just the latest in a series of investments at their complex on along US 231 that supports the regional dairy and hog industries, the facility is expected to initially employ 8-10.



CASEY'S GENERAL STORE IN DEMOTTE: Opened their newly constructed, 5,300 square foot convenience store and fuel station on DeMotte's primary commercial corridor in early November 2015. They invested approximately \$1.2 million and employ 26 full and part-time employees.

COMFORT SUITES IN RENSSELAER: The new 75 room "suites" hotel opened in June 2016 at I-65 and State Road 114. The four-story, 51,000 square foot facility features all the amenities important to business and leisure travelers. They invested over \$5 million and employ 22.



FASTENAL IN RENSSELAER: The industrial supply company relocated from a multi-tenant retail center into a stand-alone building in the Drexel Industrial Park. They leased 5,576 square feet, took occupancy in early June 2016, employ 3, and have been located in Rensselaer since 2007.

FIRST CHURCH IN DEMOTTE: Took occupancy of their newly constructed 39,000 square foot, \$5.5 million church facility on a 36 acre campus located at the southeast corner of US 231 and State Road 10. The church employs 9 full and part-time, includes a 700 person capacity auditorium, and opened in May 2015.



MACALLISTER MACHINERY IN RENSSELAER: Invested \$1.4 million to construct a 12,000 square foot building on 12 acres in order to relocate their Agriculture Division's agriculture machinery sales and service facility from a smaller location in Rensselaer. They employ 6 and held their grand opening in September 2015.



NATIONAL GYPSUM IN RENSSELAER: Started construction in May 2016 on a \$12 million, 50,000 square foot expansion of their 122,000 square foot building in the Lintner Industrial Park. They make drywall joint compound and tape and are adding a second compound production line and distribution space. Their 42 person workforce is expected to increase by 10 when the project is completed in late 2016 or early 2017.



REINFORCEMENTS DESIGN IN RENSSELAER: The graphics, promotional and screen printing firm added 1,512 square foot to their 4,320 square foot building along State Road 114 beginning in May 2016. Installation of a new digital printer was also included and they plan to complete the project in October 2016.

REMINGTON FARMS IN REMINGTON: This seed corn, seed soybean, popcorn, and commercial corn farming company completed construction of their new 22,000 square foot office and shop facility. They employ approximately 9 and relocated from a smaller building in Remington in June 2016.



REMINGTON SEEDS IN REMINGTON: Started construction in Spring 2016 on a 75,000 square foot distribution center expansion at their campus along U.S. 24. They anticipate the facility being operational by the Fall 2016 harvest and are the largest corn and soybean seed contract production, packaging and distribution company in the United States.

TOWN & COUNTRY PAVING IN DEMOTTE: Completed a 1,152 square foot addition to their headquarters in February 2016 that essentially doubled their office space. Located in the DeMotte Industrial Park, this paving contractor and materials supplier employs 9 and grows by approximately 30 during construction season.



The twelve projects highlighted in this report represent a combined new estimated capital investment of \$43,860,000 and an increase of approximately 101 new jobs. Because of these projects, an additional 264,620 square feet of building space has or will be constructed on 59 acres. During the comparable 2014-2015 period, an estimated \$16,000,000 in new capital investment resulted in the creation of 118 jobs and the construction of 197,920 square feet of building space utilizing 15 acres. Congratulations and thanks to those making these investments that are vital to Jasper County's progress!