



THE *TIME*

IS

*NOW*

*MICHIGAN CITY, INDIANA*



*2018 ANNUAL REPORT  
ECONOMIC DEVELOPMENT CORPORATION MICHIGAN CITY*

2018 WAS A

# GREAT

YEAR IN MICHIGAN CITY

Welcome to a momentous year of economic growth from the city whose time has come in Northwest Indiana - Michigan City. Tucked on the southern tip of Lake Michigan and home to the nation's newest national park, Indiana Dunes National Park, Michigan City continues to forge forward in creating jobs and capital investments while enhancing its small-town appeal through quality of life projects.

In early spring 2018, we celebrated the successes of 13 local companies that believed in the community by investing and creating economic growth for Michigan City at the Business Investment Awards Banquet. Our speaker, Becky Frankiewicz, President of ManpowerGroup North America, delivered a powerful and well received message about creating value in the workforce and the importance of appreciating your human resources. She added that "wages are the cost of entry. You don't have to be ahead (of the market), but are you in line with the market?" This message holds true in the tight employment market today.

One of EDCMC's major focuses has been building the pipeline for our existing companies who are experiencing significant growth but who are also challenged with finding qualified employees. The EDCMC has partnered with Michigan City Area Schools to create symbiotic relationships with the business community to focus on building a curriculum to support current and future employer needs. To that end, the Compressed Air Academy was formed at Michigan City High School with the support and resources from five local companies that are projecting future growth and will need qualified employees to facilitate their economic investment. This business education partnership approach is also followed in the healthcare, software, advance manufacturing and hospitality industries.

In 2018, the EDCMC continued to build on its Business Retention and Expansion Program (BR&E) and saw record returns on its investment in local companies. Most common issues responded to were workforce, expansion and relocation within the city. Both the BR&E and Business Attraction programs saw 14 projects completed, yielding 1,710 retained jobs, 306 new jobs and generating over \$305 million in capital investment.

Significant developments that occurred in 2018 that will continue to grow future dividends were the SiteLink Forum Conference that featured seven site selectors that visited our community and left with positive impressions, two insightful articles in FDI Alliance Magazine that heralded our presence in European markets, and last but not least, the annexation of 426 acres to city boundaries and planned for two new business parks and a major residential subdivision. These initiatives have laid the groundwork for increased economic capital investment and higher paying jobs for all Michigan City residents.

It is time for Michigan City to seize this moment. Lots of planning, public investments and hard work has been carried out by many past community leaders and residents. We are on the cusp of many great accomplishments, projects and initiatives, and we need to keep the momentum moving forward. Let's seize this time to build Michigan City for all our current and future generations. The TIME is NOW!

Sincerely,



**Clarence L. Hulse**



**Clarence Hulse**  
Executive Director

**Katie Eaton**  
Economic  
Development Manager

**Michele Hyland**  
Office Administrator





## EXECUTIVE COMMITTEE

**Mayor Ron Meer**  
City of Michigan City

**Bill Hackney**  
The News Dispatch  
Chair

**Stephanie Oberlie**  
Harbour Trust &  
Investment Management  
Vice Chair

**Linda Simmons**  
Visit Michigan City  
LaPorte CVB  
Treasurer

**Rick Dekker**  
Dekker Vacuum  
Technologies, Inc.  
Past Chair

## BOARD OF DIRECTORS

**Don Babcock**  
NIPSCO

**Tim Bietry**  
Michigan City  
Common Council

**Barbara Eason-Watkins**  
Michigan City Area Schools

**Bill Kaminski**  
Newby, Lewis, Kaminski &  
Jones, LLP

**Dennis Kuhn**  
Horizon Bank

**Dean Mazzoni**  
Franciscan St. Anthony  
Health – Michigan City

**Mary Jo Orlowski**  
Michigan City Chamber of  
Commerce

**Anna Radtke**  
Bridges Waterside Grille

**Brenda Temple**  
Blue Chip Casino, Hotel,  
and Spa

**Brian Tylisz**  
Sullair: A Hitachi Group  
Company



As we strive for more economic opportunities, programs such as the workforce development meetings, facilitated by the Economic Development Corporation Michigan City (EDCMC), will continue to be extremely important. Panelists of workforce development specialists and educators come together to discuss programs being offered in our community with an end goal being the creation of a highly skilled and ready workforce.”

**Mayor Ron Meer**  
State of City Speech



# *WHO WE ARE*

## *THE ECONOMIC DEVELOPMENT CORPORATION MICHIGAN CITY*

Organized in 1996, the Economic Development Corporation Michigan City (EDCMC) has assumed the lead role in attracting new business to the Michigan City area and in assisting existing business expansion. The EDCMC also takes a leadership role in major community-related initiatives, including the Woodruff Business Park and Brownfield redevelopment, among others. Because of its success, the EDCMC is positioned to nurture and generate community leadership for the accomplishment of a consensus-built economic development strategy, combining efforts of many “partner” civic, private and public sector organizations, which undertake specific economic development activities.

### *MISSION STATEMENT*

To develop and implement seamless policies, procedures and programs for economic and community development that drive systemic and long-term viability through collaboration and consensus with our stakeholders and community resources.

### *VISION STATEMENT*

To assure the long-term viability of Michigan City with a healthy and robust business environment, modern public infrastructure, a stable tax base, outstanding customer service and quality human, technical and financial resources so that local leaders are able to sustain needed change.

### *OBJECTIVES*

- Workforce Development & Education
- Business Retention & Expansion
- Business Attraction & Development
- Integration with Community Development
- Organizational Sustainability





CNC mill unveiling ceremony on May 3, 2018. Students in the Modern Machine Technology program at the A.K. Smith Career Center will be using a new Computer Numerical Control (CNC) mill, thanks to a \$10,000 donation from the Morgan Family Foundation.



# *BUSINESS*

*STARTS*

*MICHIGAN CITY OFFERS AN ENRICHING QUALITY  
OF LIFE AS LOCAL BUSINESS THRIVES.*



Many local area officials and community members came out to celebrate the grand opening of Silver Birch of Michigan City, a premier 119-unit affordable assisted living facility for local 65 and older seniors.



# HERE

While the EDCMC does not stand side-by-side with each business as they locate, grow or expand here in Michigan City, there is a strong possibility we spoke with them when their project first began. The EDCMC is the first stop for many businesses when they need assistance. That is why partnerships are essential for our staff, and we make it a priority to maintain relationships and build new



ones. From inquiries about how to start a business, where to find workers and what permits are needed for construction, to incentives for expanding or relocating, the calls we receive are vast. And most of the time, we can walk a business through the availability of services for their needs. At other times, we need to call in the assistance of one of our partners. Either way, we can help.

***THE EDCMC IS THE FIRST STOP FOR MANY BUSINESSES WHEN THEY NEED ASSISTANCE.***

## ***THE NEW EDCMC VIDEO***

After nearly a year in the making, the EDCMC was proud to unveil the “Open for Business” video, which will be used to promote Michigan City’s great business climate for potential companies. It showcases the incredible

quality of life found in Michigan City. From Lake Michigan to museums, we offer many activities for everyone from one to 100 to enjoy. We specifically included

the Promise Scholarship to encourage homeownership for newcomers. With cameos by Don Babcock, Rick Dekker, Sgt. Chris Yagelski, and other notable people, this video will help us sell investors and developers on the great things Michigan City has to offer.

Thank you to the City of Michigan City and WeCreate Media for their help in the creation of this video.

**Watch the video on [edcmc.com](http://edcmc.com), or search for Michigan City, IN – Open for Business on YouTube.**

## ***KEY PARTNERS***

- City of Michigan City
- Michigan City Chamber of Commerce
- Ivy Tech Community College
- Purdue University Northwest
- Indiana University Northwest
- Michigan City Area Schools
- LaPorte County Career and Technical Education
- Greater La Porte Economic Development Corporation
- Michigan City Mainstreet Association
- Northwest Indiana Small Business Development Center
- NWI World Trade Alliance
- Visit Michigan City LaPorte CVB
- WorkOne of Northwest Indiana
- Center of Workforce Innovations
- Northwest Indiana Forum
- Indiana Economic Development Corporation
- Site Selectors - Nationwide
- Commercial Realtors
- Northern Indiana Human Resources Association

# *GROWTH*

&

# NEW

## *CONSTRUCTION*

*THE RETAIL, RESTAURANT, AND SERVICE SECTORS CONTINUE TO POP UP IN MICHIGAN CITY WITH OVER \$305 MILLION COMBINED CAPITAL INVESTMENTS FROM THESE BUSINESSES IN 2018.*

### *NORTHWEST INDIANA SMALL BUSINESS DEVELOPMENT CENTER*

Each year, several individuals approach the EDCMC with hopes of opening a business. Our economy is powered by the small business owner, and the EDCMC is here to help. One of the key players to assist our future entrepreneurs is Lorri Feldt, Regional Director of the Northwest ISBDC. When we receive that first call asking how to start a new company, we call the ISBDC to be the guide through business plans, the need for capital, and how to market. Lorri uses the EDCMC Conference Room to counsel potential clients. In 2018, she met with 25 clients from Michigan City (12 African American, 1 Hispanic, and 2 women). Our partnership with the ISBDC even offered a Business Start Up Workshop to reach entrepreneurs.



Donald Babcock, President of Michigan City Redevelopment Commission, leads dignitaries in a ribbon cutting ceremony in February 2018 inside the new Haskell Building as Mayor Ron Meer, left, and Mike Micka, Vice President of Development of Holladay Properties, handle the scissors.

### *REVOLVING LOAN FUNDS*

The Michigan City Revolving Loan Fund began as a way to provide capital to small businesses that had challenges getting institutional financing. In 2018, we had 10 inquiries about the RLF, and three have started the application process. Once again, Lorri Feldt, Regional Director of the NW ISBDC offered her assistance in creating a business plan which is the first

step in the application process. Niccole Zell, VP Lending at Regional Development Company, will then work with the applicant to move the process forward to assess and make a recommendation to the Revolving Loan Committee. The EDCMC looks forward to working with current and future Michigan City residents to bring their economic dreams to reality.



## BUSINESS RETENTION & EXPANSION PROJECTS

Interacting with local businesses is a key objective for the EDCMC. Through our organization's Business Retention and Expansion (BR&E) program, we strive to meet with our business community to ensure that they receive the necessary support and attention with their needs/issues to compete in the global marketplace.

**Our BR&E program offers assistance and provides information in the following areas:**

- Local, regional, and national incentive programs
- Identify and market to supplier networks
- Workforce Development
- Educational Opportunities
- Small Business Assistance
- Updates about local infrastructure, business environment, and quality of life
- EDCMC acts as a liaison between local business and city government

We conducted 42 Business Retention visits in 2018 which covered numerous topics.

### Mulhern Belting

- \$1,000,000 New Building Investment
- 14,000 Square Feet
- 10 New Jobs
- 15 Retained Jobs

### Blue Chip Casino Hotel & Spa

- \$10,000,000 New Conference Space
- 15,000 Square Feet
- 10 New Jobs

### Fifth Third Bank

- \$1,000,000 New Building
- 2,000 Square Feet

### Fiber Bond

- \$280,000 Equipment Investment
- 10 New Jobs
- 130 Retained Jobs

### GAF

- \$30,000,000 New Building Investment
- 250,000 Square Feet
- 40 Acres of Land
- 50 New Jobs
- 150 Retained Jobs

### Hearthside

- \$3,000,000 Building Purchase
- 100,000 Square Feet
- 100 New Jobs
- 400 Retained Jobs

### Sera Solutions

- \$250,000 Capital Investment
- 2,000 Square Feet
- 15 New Jobs
- 10 Retained Jobs

### Franciscan Michigan City

- \$243,000,000 Capital Investment
- 420,000 Square Feet
- 1,000 Retained Jobs



## NEW PROJECTS



### Holiday Inn Express

\$7,200,000 Capital Investment  
25 New Jobs  
58,000 Square Feet  
Broke Ground in January 2019

### BIG Chrysler Dodge Jeep Ram Car Wash

\$3,000,000 Capital Investment  
5 New Jobs Projected  
1 Acre Land Developed

### Golden Sands Motel

\$2,500,000 Capital Investment  
Under Renovations



### Centier Bank

\$1,500,000 Capital Investment  
2,000 Square Feet  
15 New Jobs  
Broke Ground August 2018



### Biggy Coffee

\$400,000 Capital Investment  
2,000 Square Feet  
15 New Jobs  
Opened in November 2018

### Data Center

\$1,000,000 Capital Investment  
60,000 Square Feet  
10 New Jobs  
Opened in December 2018



# ECONOMIC DEVELOPMENT ACTIVITY

Working hand-in-hand with businesses, whether new or existing, the EDCMC is proud of the impact our work makes in the community.



**\$305,139,000**

total capital  
investment



**306**

new jobs projected



**94**

general  
inquiries were  
responded to



**14**

local  
projects



**96**

requests for information  
were responded to



**42**

visits with local employers



**5**

visits resulted  
in relocation  
discussions



**14**

workforce  
development  
meetings



**140**

community development  
meetings



**23**

visits  
resulted in  
follow up



**138**

companies  
assisted by the  
EDCMC



**25**

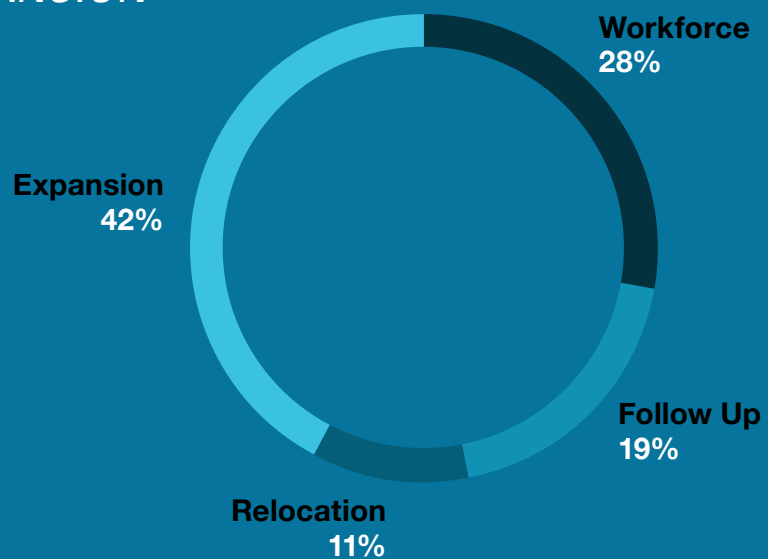
visits resulted  
in expansion  
discussions



**6**

promotional or  
site selection  
meetings

## 2018 BUSINESS RETENTION & EXPANSION



During our Business Retention and Expansion visits we discuss several topics with current employers. Expansion remains the top focus of discussions. In 2018, workforce became a priority to aid in the expansion of businesses.





# 505k

square feet added or  
redeveloped



# 14

new expansion or  
relocation projects  
completed or in process



# 1,710

jobs retained



# 10

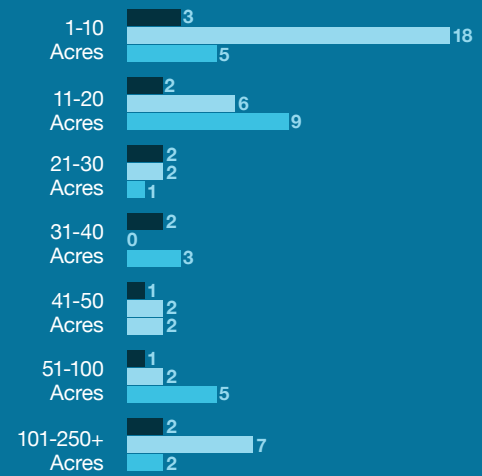
visits resulted in workforce  
development conversations or  
referrals

## LEADS & REQUESTS

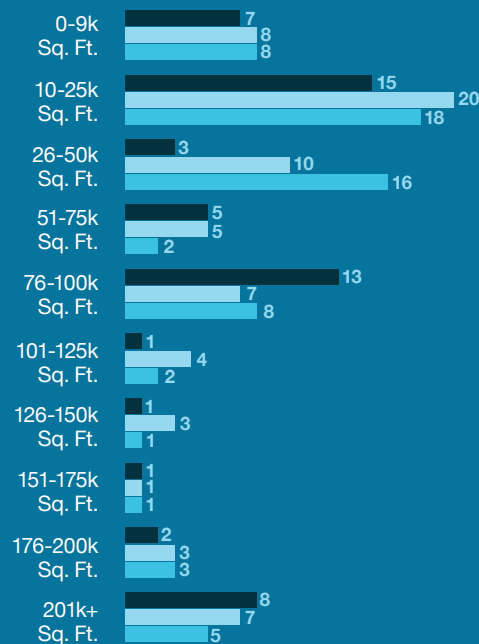


Many of our business inquiries are specific to finding real estate available in or around Michigan City. The EDCMC maintains a database of a variety of commercial properties for sale or lease in the area. We also track the requests for property that come to us, so we may have a better understanding of the types of facilities that are needed for development.

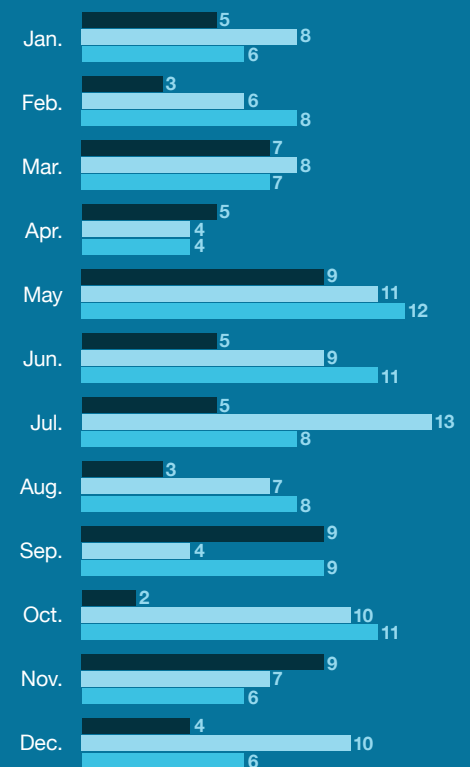
## ACREAGE REQUESTED



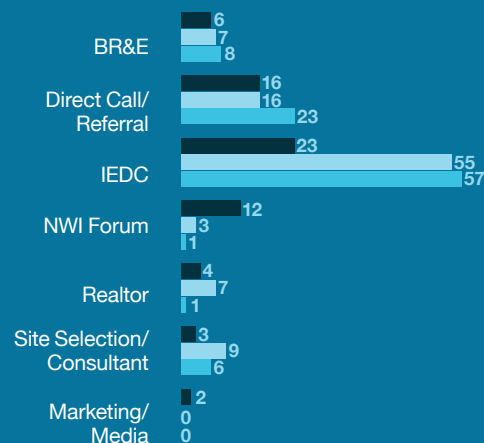
## SQUARE FOOTAGE REQUESTS



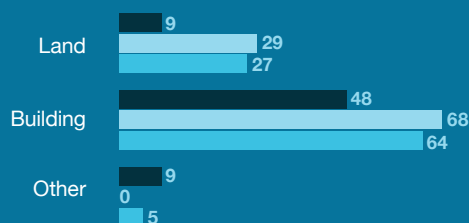
## MONTH RFI RECEIVED



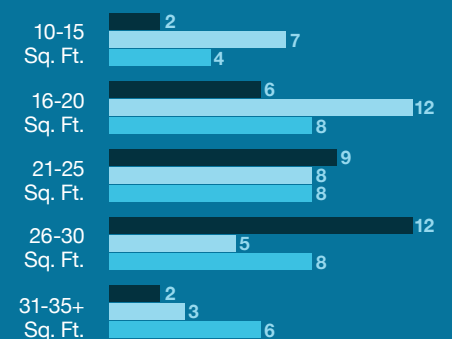
## SOURCE OF RFI



## TYPE OF PROPERTY REQUESTED



## CEILING HEIGHT REQUESTED





# *WORKFORCE DEVELOPMENT*

## *BUILDING A PIPELINE*

### *BUSINESS EDUCATION PARTNERSHIPS TO RESPOND TO BUSINESS AND MANUFACTURING NEEDS*

The EDCMC brings both businesses and educators to the table to ensure that we are preparing the next generation, not only for careers of today, but also looking forward into the future and predicting jobs that may not currently exist. Think about that. Twenty years ago, people were not looking for “Social Media Managers.” Today, that is a popular career choice for the millennial generation.

LaPorte County Skill Up 3 Network was brought to LaPorte County by a consortium of employers, educators, economic developers, government agencies and non-profits to identify and secure the education and training needed to match the needs of LaPorte County employers.

**A.K. Smith Career Center offers courses in:**

- Culinary Arts
- Forklift Operation
- Banking
- Healthcare

**Michigan City Area Schools offer the following courses:**

- Coding
- Energy
- Construction
- Compressed Air Academy
- Work Ethic
- STEM Schools





## MICHIGAN CITY STUDENTS ATTEND IMTS

The Economic Development Corporation Michigan City and the Michigan City Chamber of Commerce partnered again to help send community middle school students to the International Manufacturing and Technology Show (IMTS) and the FABTECH Expo. At these events, students were able to learn about

manufacturing companies and the jobs that go with them. They participated in hands-on experiences and were able to learn about Edge Factor. Edge Factor then visited with community members at the AK Smith Career Center to talk about the programs that will be introduced to LaPorte County schools starting this year. This program is being brought to LaPorte County schools through the Skill Up 3 Network.



## LAPORTE COUNTY SKILL UP 3 NETWORK

Mayor Mark Krentz of La Porte and Mayor Ron Meer of Michigan City, along with the Northwest Indiana Workforce Board, the Center of Workforce Innovations, economic developers, a consortium of employers, educators, and the Unity Foundation joined together to pursue a \$677,000 Skill UP 3 Network grant from the Department of

Workforce Development. In addition, JP Morgan Chase Foundation also provided for this initiative. With the concentration of manufacturing jobs in LaPorte County being greater than the region as a whole, it's believed that the LaPorte County Skill Up 3 Network will address the need for change, while utilizing resources when it comes to identifying and securing the education and training to match the needs of LaPorte County employers.

## MICHIGAN CITY PROMISE SCHOLARSHIP

Mayor Ron Meer's Michigan City Promise Scholarship initiative is in its second full year. The Promise Scholarship was designed as an economic development driver, as well as a tool to help stabilize neighborhoods and schools by requiring homeownership as one of its eligibility requirements. (Full eligibility requirements can be found at [michigancitypromise.com](http://michigancitypromise.com)). But ultimately, Mayor Meer believes that investing in our youth, our most precious resource, is paramount for the successful future and growth of Michigan City.

We are seeing students begin to pursue educational opportunities they did not think were within their reach before the Promise Scholarship.

Available to students who graduate from Michigan City High School and who plan to attend a post-secondary school in Indiana, the Promise Scholarship is helping students pursue bachelor's degrees, associate degrees, and certifications from vocational/technical schools. The scholarship award is up to \$5,000 per year and is renewable for 4 years. In the last two years, the Promise Scholarship has awarded over \$262,000 to 48 students at a variety of institutions in Indiana, including Indiana University, IU South Bend, Purdue University, Purdue Northwest, Ball State, Valpo University, Bethel College, Wabash College, Rose Hulman, Ivy Tech, South Bend Dental Assistant School, University of Indianapolis, IUPUI, Vincennes, and Manchester University. Promise students are studying a wide variety of disciplines, including aerospace engineering, chemistry, journalism, dance, elementary education, nursing, international studies, zoology, construction management, dentistry, animal science, pharmacy, German education, Arabic, nutrition, electronics and computer technology, dental assistance, and paramedic science.

Michigan City's students are excited that the City supports their endeavors and that they will be an integral cog in the growth and leadership of their City. Students today. Leaders tomorrow!



# INVESTORS

MAKING ALL THE  
DIFFERENCE

Special thanks to these generous INVESTORS who are committed to supporting economic development efforts in Michigan City and La Porte. The funds will be used to continue an aggressive Economic Development Program of Action that includes new business attraction, existing business retention, research and marketing.

## PLATINUM LEVEL

\$10,000+

Arconic  
Horizon Bank  
Indiana Kentucky Ohio  
Regional Council of  
Carpenters (IKORCC)  
NIPSCO  
La Porte Hospital  
Sullair

## DIAMOND LEVEL

\$5,000+

Accurate Castings  
American Licorice  
Chicago South Shore & South  
Bend Railroad  
Franciscan St. Anthony Health/  
Michigan City  
LaPorte County Convention  
& Visitors Bureau  
NECA/IBEW  
Space Center  
Tonn & Blank

## GOLD LEVEL

\$2,500+

1st Source Bank  
Dekker Vacuum  
General Insurance Services  
Holladay Properties  
Jaeger-Unitek  
Michigan City Chamber of Commerce  
Regional Development Company  
RQAW  
Walsh & Kelly  
Woodruff & Sons

## SILVER LEVEL

\$1,000+

American Renolit  
American Structurepoint  
Don & Cindy Berchem  
Centier Bank  
Cressy Commercial Real Estate  
CRI-Criterion  
Fidelity National Title  
First Merchant's Bank  
First Trust Credit Union  
G.M. Fedorchak & Associates

Greater Indiana Title Company  
Greater La Porte Chamber of Commerce  
H W Lochner  
Harbour Trust & Investment  
Haas & Associates  
Hickman, Williams & Co  
Kabelin Ace Hardware  
Kingsbury Utility  
KTR  
Larson Danielson  
McColly Bennett Commercial  
Meridian Title  
Michigan City Paper Box Company

Newby Lewis Kaminski and Jones  
News Dispatch/Herald Argus  
Oehmstead Company  
Pioneer Pier  
PNC Bank  
Pyramid Equipment, Inc  
Rieth Riley  
Rowley & Company  
SEH, Inc.  
Sullivan Palatek  
The Antero Group  
Unity Foundation  
Winn Machine

## COPPER LEVEL

Abonmarche  
@ Properties  
Barry McDonnell  
BCA Environmental  
Business Development Corporation  
Cadence Environmental  
Cender & Co.  
Center of Workforce Innovations  
Community Dynamics

Compress Air  
Craighead, Lange & Hough  
Edward Jones/Jon Salisbury  
Environmental, Inc  
Guardian Couplings  
LaPorte County Association of  
Realtors  
Kemp's Office City  
Mayor Ron Meer  
McKay Printing  
Monosol

New York Blower  
Packaging Logic  
Parkinson Hinton  
Pioneer Lumber  
RE/MAX Tom Larson  
Sager Metal Strip  
Schmitt & Kaylor  
sevenOk's  
Shrewsberry & Assoc.  
Strategic Management  
Vermilion Development



## *ECONOMIC DEVELOPMENT INVESTMENT FUND*

The Economic Development Investment Fund has been established with the Unity Foundation of LaPorte County to accept tax-deductible donations. If any other companies are interested in joining the Circle of Investors, please contact:

**Bert Cook, GLEDC**  
(219) 324-8584

**Clarence Hulse, EDCMC**  
(219) 873-1211

A very special thank you to **Blue Chip Casino Hotel & Spa** and the **City of Michigan City** for your significant contributions.







Silver Birch of Michigan City

*OUR COMMUNITY'S INVESTMENT IN ITS  
FUTURE IS INSPIRING AND INSPIRED.*



Franciscan Health Michigan City

# INVESTORS

## APPRECIATION

### BUSINESS INVESTMENT AWARDS BANQUET

The EDCMC hosted the Business Investment Awards on May 17, 2018, to celebrate the success of businesses in Michigan City. Thirteen businesses were the recipients of a Business Investment Award for their investments in Michigan City in 2016 or 2017. Five companies were recognized for significant anniversaries they celebrated in 2016 or 2017. The keynote speaker for the evening was Becky Frankiewicz with ManpowerGroup who spoke of the current workforce and changes that employers will need to make in retaining and recruiting talent. Becky even made time prior to the event to meet with several female leaders in a more intimate setting.



***"YOU HIRE PEOPLE  
FOR WHAT THEY CAN  
DO, NOT FOR WHAT  
THEY'VE DONE."***

**BECKY FRANKIEWICZ**  
PRESIDENT MANPOWERGROUP  
NORTH AMERICA



From left - Clarence Hulse, Mayor Meer, Mayor Krentz, and Bert Cook

### INVESTMENT CAMPAIGN THANK YOU SOCIAL

In February, we had the opportunity to thank the private companies, individuals and other non-profit organizations who support the joint efforts of the EDCMC and GLEDC. The event gave both Michigan City Mayor Ron Meer and La Porte Mayor Mark Krentz the spotlight to highlight the job creation, the private sector investment and overall accomplishments for each city.



From left - Mayor Meer, Brian Tyllisz (Sullair), and Clarence Hulse

### YEARS OF ECONOMIC EXCELLENCE AWARDS

#### 50 Year Recipients

All Phase Electric – 2017

#### 25 Year Recipients

Harbor Chevrolet – 2016

CLH, LLC – 2017

Rowley & Company – 2017

ServPro – 2017

### RECIPIENTS OF INVESTMENT AWARDS

#### 2016

##### Michigan City Paper Box

Invested \$1.2 Million

##### Williams National Lease

Invested \$3.5 Million

##### Sullair

Invested \$5 Million

##### Impreglon

Invested \$325,000

##### SERA Solutions

Invested \$400,000

##### Vanair

Invested \$895,000

##### LEFCO

Invested \$450,000

##### BIG Chrysler Dodge Jeep Ram

Invested \$6.5 Million

#### 2017

##### Michigan City Paper Box

Invested \$1.2 Million

##### Cool Runnings

Invested \$350,000

##### Holladay Properties

Invested \$5.5 Million

##### Reprographic Arts

Invested \$250,000

##### Sonic Restaurant

Invested \$550,000

##### Edgewood Dental

Invested \$987,000



# *BUSINESS* & *COMMUNITY* *DEVELOPMENT*

*PROVIDING OPPORTUNITIES OF SUPPORT FOR BOTH BUSINESS AND COMMUNITY*

## *TAX ABATEMENT/UEZ SEMINAR*

In March, we were fortunate to have Steven R. McKinney with the Indiana Department of Local Government Finance as a guest speaker for our annual Tax Abatement Seminar. Mr. McKinney is a field representative for the department's assessment division. Participants were taken through the whole process from start to finish. The most popular segment included common problems and problem solving options. The end of the program concluded with information on the Urban Enterprise Zone incentive that is offered in Michigan City.



## *BUSINESS AFTER HOURS*

How do you end a great summer? With a Parking Lot Party! The EDCMC, in conjunction with the Michigan City Area Chamber of Commerce, hosted its annual Business After Hours in September. In a creative effort to show off another building for sale, Cadence Energy also sponsored the unique party. We had over 100 people attend, and it's getting bigger and bigger each year. It gives local businesses the opportunity to network and mingle after hours in a more casual atmosphere. Food and beverages were provided by Patrick's Catering.

## *THIRD ANNUAL JOB FAIR*

In April, we continued with a successful Job Fair at the Blue Chip Casino. The partners and sponsors were: EDCMC, Michigan City Area Chamber of Commerce, WorkOne Northwest IN, Blue Chip Casino, Hotel, and Spa, and the City of Michigan City. Fifty-seven employers registered for the event, and over 250 job seekers attended the event. A great new addition was MCAS sending high school seniors who did not have immediate plans after graduation.

## *COMMERCIAL REALTOR MEETINGS*

In February and September, our local commercial realtors were provided information on current projects and offered the chance to promote their properties through the Economic Development Corporation. Attendees were able to share current or new properties being leased or sold in Michigan City. Assistant City Planner, Skyler York, explained several projects taking place including a hotel, apartment complex and the civic plaza. We also invited Superintendent of MCAS, Dr. Barbara Eason-Watkins and Director of AK Smith Center, Audra Peterson to speak about how they are committed to create a pipeline of future employees for Michigan City. At the end of the event, realtors were given the chance to tour the AK Smith Center.

## *OPPORTUNITY ZONES*

The Opportunity Zone program is a new incentive established by Congress in the Tax Cuts and Jobs Act of 2017. It is an incentive program to spur investment in low-income and rural communities which have designated Opportunity Zones. In October, in an effort to reach out to current and future investors, the EDCMC hosted a seminar that covered the goals of Opportunity Zones, the program incentives and creating the fund. Guest speakers were Joseph Dean, Manager, Credits and Incentives Consulting Credits and Incentives, Ryan (Global HQ in Dallas, TX) and Anthony Bridgeman, VP & Relationship Manager of Community Development at PNC Bank Service Indiana in Indianapolis.



**Anthony Bridgeman, VP & Relationship Manager of Community Development at PNC Bank Service**

A man in a white shirt and glasses stands in a factory next to a large yellow machine with the 'DEKKER' logo. The background shows industrial equipment and a wooden pallet.

“

“As far as someone starting a business in Michigan City today, it's location is at the center of railroads, fiberoptic trunks, telecommunications. So much runs through this area that it really just makes great sense for a company to locate here.”

**Rick Dekker**  
**Dekker Vacuum Technologies**

A close-up portrait of a man in a brown blazer and blue shirt, smiling. A small blue pin is on his lapel.

“

“Businesses should start in Michigan City because it's a place of opportunity, and you have a supportive government. You have a supportive business community. The Economic Development Corporation can walk you through the steps to get your business up and operating.”

**Don Babcock**  
**NIPSCO**

A close-up portrait of a man in a suit and tie, smiling. The background shows a modern building with large windows.

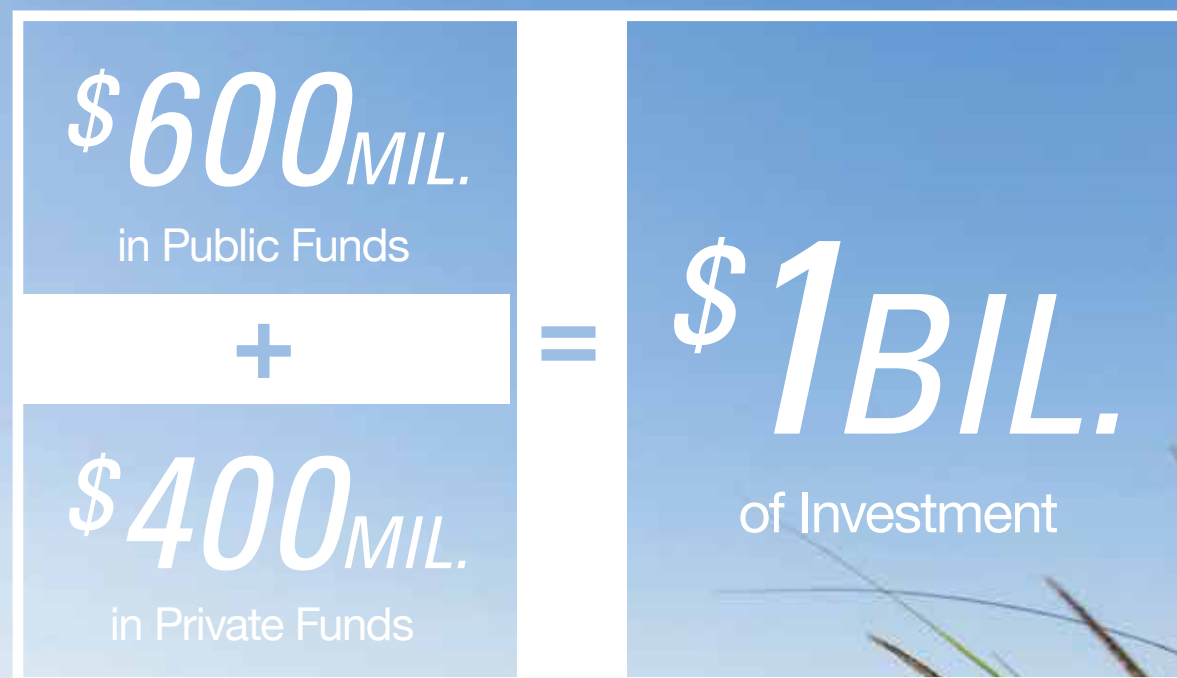
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“From Milwaukee to Chicago to Michigan City to Petoski, we're all here to some extent because of the Great Lakes. We loved that aspect of Michigan City.”

**Darrin Jolas**  
**Vermilion Development**



*A COMMUNITY INVESTED*



\*From 2012-2018



# OPPORTUNITY LIVES IN ANNEXATION

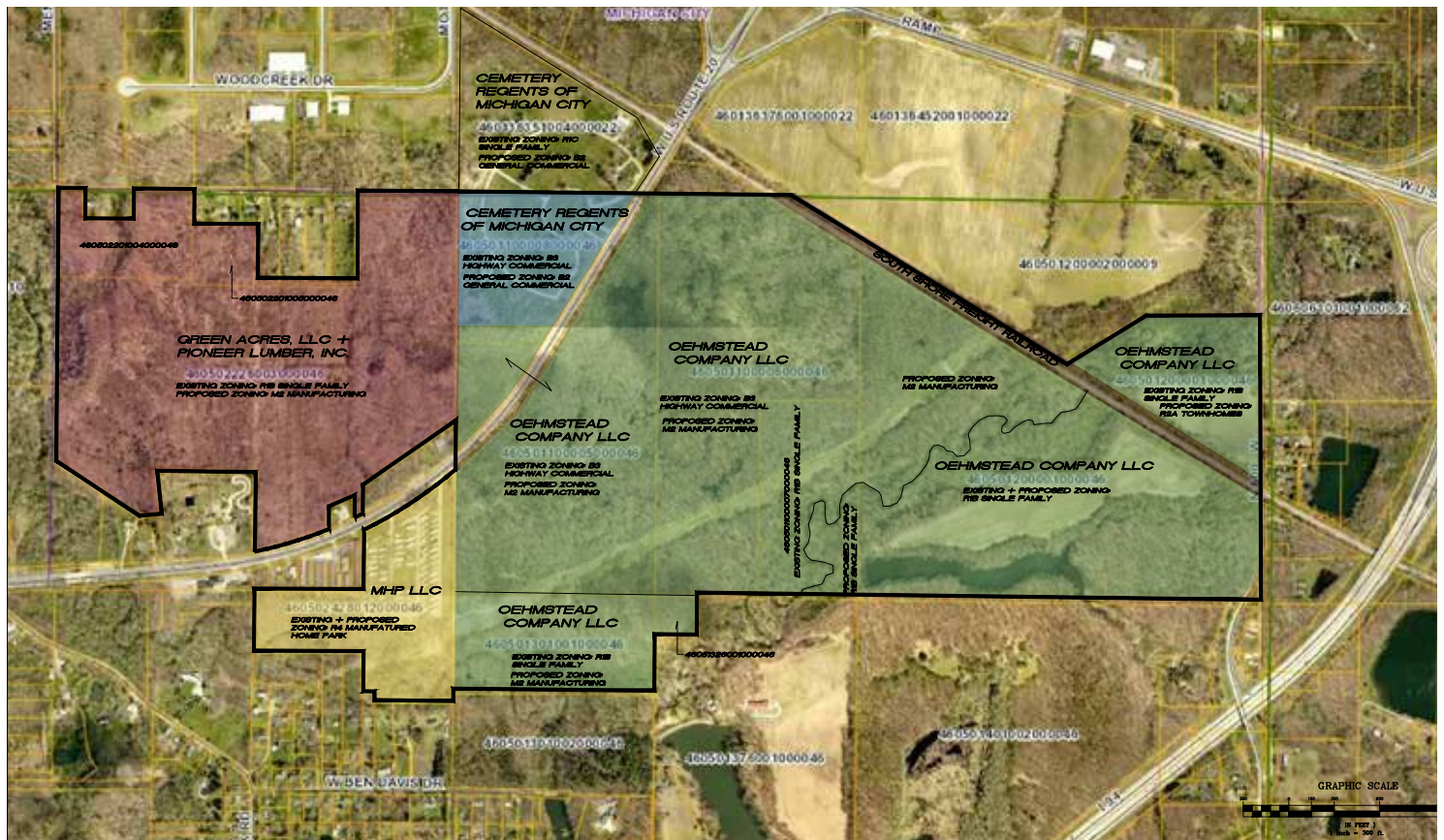
## PLANNING FOR FUTURE DEVELOPMENT

One of the biggest accomplishments for the EDCMC in 2018 was the annexation of 426 acres of land near US 20 and Interstate 94 to use for future economic development. In a friendly annexation requested by property owners (Oehmstead Co., Green Acres, Pioneer Lumber, MHP 1, Illinois Indiana Development Co. and Cemetery Regents of the City of Michigan City, Indiana) the parcels of land will gain access to services like sewer, water and public safety.

The land will primarily be used to market to prospective companies for growth and expansion. It is perfect for manufacturers or large warehouses, as it is near highways, rail and air transportation.

Michigan City Mayor Ron Meer said the city wants to make the property “attractive and shovel-ready for potential investors and developers.”

The annexation was part of a five year old EDCMC Strategic Action Plan that identified areas for future growth. The EDCMC can use this acreage to market to employers and turn their dreams into realities.



426 acres of land near US 20 and Interstate 94



# *SITELINK*

## *CONFERENCE*

### *BUSINESS NETWORKING LEADS TO STRATEGIC COLLABORATION*

The Economic Development Corporation Michigan City partnered with Webster Global Site Selectors to host the SiteLink conference at the Blue Chip Casino, Hotel, and Spa. The event was sponsored by several Economic Development Organizations in Northern Indiana, Southwestern Michigan, and private sector companies. Seven internationally recognized site selectors made presentations on their areas of expertise. They also met with attendees and provided one-on-one feedback and advice on business recruitment strategies.

Keynote speaker, Mark Fisher, President of Dwyer Instruments, spoke about innovation & attracting and retaining top talent. He also talked about the

reasons Dwyer Instruments chose Michigan City in the 1960s and why they have stayed here ever since. Fisher also spoke of the region's strong workforce and partnerships with local universities.

Over the weekend, site selectors and regional developers had the opportunity to explore more of Northwest Indiana. The itinerary included some of region's best-known activities, such as golfing, fishing, touring the Indiana Dues National Lakeshore, and spa treatments. Because of the timing of the conference, several consultants were treated as VIPs at the Great Lakes Grand Prix in Michigan City.

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# *BUSINESS & EDUCATION PARTNERSHIP CREATES OPPORTUNITY*

## *MICHIGAN CITY HIGH SCHOOL PARTNERS WITH SULLAIR: A HITACHI COMPANY GROUP TO BEGIN COMPRESSED AIR ACADEMY*

Sullair, an industry leader in innovative compressed air solutions since 1965, has announced a partnership with Michigan City Area Schools to increase opportunities for students to learn about industrial equipment usage, servicing and repair. With the donation of equipment from Sullair, the Compressed Air Academy will begin this fall at Michigan City High School. The idea for the Compressed Air Academy began at the EDCMC with a study completed about the cluster of compressed air companies in the area, which employ over 2,000 individuals in the area. Purdue University Northwest assisted with compiling data on the industry and completing the study which showed the need for skilled workers.

LaPorte County is home to numerous businesses that are directly or indirectly connected to the compressed air industry and several have already committed to be a part of this new business-education partnership. Introducing students at an early age to numerous career opportunities in the industry will help connect the businesses to their future workforce. The curriculum was developed by former Michigan City Area Schools Director of Curriculum and Instruction, Jan Radford. She assessed the needs of the companies to develop the program. Students countywide will be able to participate in the Academy and have an opportunity to learn more about the local employers in the industry.

The Academy offers one or two year programs where students earn manufacturing industry certifications, preparing them for entry-level positions. The students visit different companies and hear from speakers/trainers in the field. In the Academy, the students work with industry-grade donated air compressor and vacuum systems. They have hands-on learning opportunities at local compressor/vacuum industrial facilities. At the end of the 2 year program, students are eligible for apprenticeships and/or employment with industry partners.

*"MICHIGAN CITY/LAPORTE COUNTY IS AT THE FOREFRONT OF THE COMPRESSED AIR AND GAS INDUSTRY – ONE OF THE FASTEST-GROWING INDUSTRIES IN THE UNITED STATES. MICHIGAN CITY HIGH SCHOOL'S COMPRESSED AIR ACADEMY IS AN EXCITING BUSINESS-EDUCATION PARTNERSHIP THAT WILL HELP US ENSURE WE REMAIN A NATIONAL LEADER IN THIS SECTOR."*

**Clarence Hulse**, Executive Director EDCMC



### **Companies involved in the Academy include:**

Sullair: A Hitachi Group Company  
Vanair Manufacturing, Inc.  
Sullivan-Palatek, Inc.  
Dekker Vacuum Technologies  
Boss Industries, LLC



# MICHIGAN CITY INDIANA

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