

ANNUAL REPORT 2022

GROW
WABASH
County



MISSION

Together, Growing a Prosperous Wabash County

VISION

Wabash County will be the model for small town America, making a relevant impact on the global community, by offering vibrant cultural experiences, enriching lifestyles and growing economic opportunities while building on our heritage.

WHO WE ARE

Grow Wabash County is an organization that strategically combines the county-wide economic development organization and Chamber of Commerce. Grow Wabash County is a one-stop-shop for economic and community development efforts. The team focuses on five main areas: Entrepreneurship, Business Development, Workforce Development, Livability, and Investor Services. Grow Wabash County also provides local incentives and other benefits to businesses looking to locate or grow here. Leveraging our community assets with regional partners and local municipalities, Grow Wabash County strives to fulfill our mission of *Together, Growing a Prosperous Wabash County*. The kind of collaboration needed to achieve our mission is possible because when it comes to economic development, Wabash County cities and towns are all in.



Entrepreneurship

Livability

Workforce
Development

Investor
Services

Business
Development



THE GROW WABASH COUNTY TEAM



Keith Gillenwater
President & CEO



Tenille Zartman
Vice President



Sarah Delgadillo
Director of Global
Initiatives



Chelsea Parson
Project Manager



Madison Waldon
Project Manager



Angel Wehrly
MakeMyMove
Coordinator



Alex Downard
Imagine One85
Director



Solomon France
2022-23 Intern



Marilyn Custer-Mitchell
Parkview Wabash
Board Chair



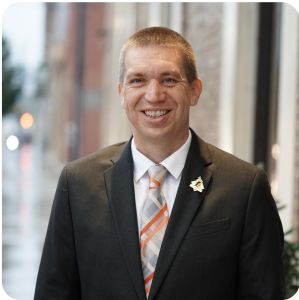
Tod Minnich
The Honeywell
Foundation
Vice Chair



Gary Larson
Ford Meter Box
Treasurer



Emily Boardman
Crossroads Bank
Secretary



Jason Callahan
Indiana State Dept.
of Education



Keith Gillenwater
Grow Wabash
County



Lisa Gilman
Redemption
Development, LLC



Patty Grant
Community Foundation
of Wabash County



Brian Hauptert
Wabash County
Commissioner



Dan Krouse
MPS Egg Farms



Doug Lehman
Douglas C. Lehman,
PC



Mayor Scott Long
City of Wabash



Kristi Lundquist
Lundquist Appraisals
& Real Estate



Adam Penrod
Town of North
Manchester



Patrick Sullivan
Beacon Credit Union



**BOARD OF
DIRECTORS**



A LETTER FROM 2022 BOARD CHAIR, MARILYN CUSTER-MITCHELL, WAYPOINT WABASH

When we rang in the new year of 2022, we knew that everyone at Grow Wabash County - the staff, board, volunteers and the many others who support our organization - had their work cut out for them.

While our focus in 2021 centered on laying a solid, sturdy foundation for projects and initiatives to come, 2022 was the year for us to start making progress on all of these programs and goals.

And work we did! In 2022 Grow Wabash County and the Community Foundation of Wabash County led the work to complete the Imagine One85 strategic plan which was adopted countywide. Approvals and buy-in came from the many communities within the county who joined the initiative including Lagro, North Manchester, Roann, Wabash and Wabash County.

With the necessary structure and approvals in place, work started immediately when Alex Downard took the helm of Imagine One 85 in Fall of 2022. The various committees and initiatives that have already started working are the first steps to begin moving the needle toward our ultimate goal to grow Wabash County's population.

2022 was also the year of housing projects in Wabash County. While we saw historic homes and buildings renovated throughout the county, new homes also continued to be built in North Manchester's Chester Heights neighborhood.

Construction began on new homes in Kentner Creek early on in the year, followed swiftly by equally exciting progress on two additional housing projects located within Wabash city limits - Legacy Heights and East Market Street. Legacy Heights will build homes on the former site of Wabash County Hospital, and received \$2.4 million in READI funds to install the necessary infrastructure for this new housing development.

Grow Wabash County and the City of Wabash also worked together throughout 2022 to make way for the development of new market-rate housing at East Market Street, resulting in a Request for Development Proposal that was published in early 2023.

This is just a small glimpse of the great work done by Grow Wabash County and our local communities in 2022, but these small glimpses are indicative of the grander vision Grow Wabash County has for itself as well for the future of all Wabash County. This vision will propel us through 2023, 2024 and beyond!



A LETTER FROM PRESIDENT/CEO, KEITH GILLENWATER

I am pleased to present to you our 2022 Grow Wabash County annual report. I look forward each year to presenting this report to the community in which we detail all of the great things that our awesome team at Grow Wabash County has been working on and on the positive change we are working to effect in our community.

By now, if you have ever listened to me speak at an event such as our annual Celebration Dinner, or read our previous annual reports, you likely know that I always work in a quote or two that sums up the theme of our work or on the subject matter at hand – and at the risk of typecasting myself I will do that again here.

***“The price of doing the same old thing is far higher than the price of change.”
– former US President Bill Clinton***

If any word can sum up our efforts in 2022, it is change. Grow Wabash County has built its mission around five pillars of service: Entrepreneurship, Business Development, Workforce Development, Livability, and Investor Services, and it is through these five pillars that we work to serve Wabash County and effect positive change. This report will highlight several of the individual programs under each of these pillars and provide an update on how we are working to make things better in Wabash County.

I am also happy to report that our work is paying off. While I serve Grow Wabash County as our President & CEO, I'm blessed to lead an outstanding team of professionals that works together with our dozens of local, regional, and state partners along with a dedicated volunteer board of directors to make a difference in Wabash County – and Wabash County is succeeding.

Wabash County's per capita personal income experienced a growth of over 9.6% from 2020 to 2021 (the last year that data is available), besting the state's impressive growth of 8.2%. Meanwhile, our gross domestic product, or essentially the value of all of the products that are made and sold in Wabash County rose 8.8% for a three year period from 2019 – 2021, compared to only 1.5% growth in the northeast Indiana region.

Coupled with our initiatives like Imagine One 85, housing, workforce training, youth entrepreneurship, and bring new businesses to town, our efforts are paying off.

Ever the creature of habit, I will close our 2022 Annual Report with how I close many of my reports to you, our stakeholders - I'm excited for the future of our community, and I am humbled to be a part of it.

Let's keep working to “Grow” Wabash County together!





Growth Starts Here

"Growth Starts Here" Capital Campaign: Growth Keeps Going!

In our 2019 Annual Report, we wrote about the launch of our Growth Starts Here capital campaign. We set a goal of raising \$1,000,000 in additional private sector commitments to help support big-picture initiatives that Grow Wabash County would undertake for the purpose of growing a more prosperous Wabash County.

This included several initiatives under our five pillars: Entrepreneurship, Business Development, Workforce Development & Talent Attraction, Livability, and Investor Services

In early 2020, we were proud to announce that we successfully closed our Growth Starts Here campaign! We were thrilled with the overwhelming (and quite humbling) amount of support we received as our initiatives resonated with the community. Since we closed our campaign, we have been hard at work implementing all of our programming.

Grow Wabash County is proud of the work we have done to go above and beyond the goals we had set for ourselves as an organization and community through the Growth Starts Here Capital Campaign. In 2022, we expended over \$135,000 in Capital Campaign funds to achieve the following milestones:

Updates include:

- ***Entrepreneurship***

- Established a dynamic student entrepreneurship program that included:
 - Wabash County High School Entrepreneurship Collaborative
 - STARTedUP/Square One Developers entrepreneurship club
 - Annual INnovate Wabash County student pitch competition

- ***Business Development***

- Hired and retained Sarah Delgadillo, director of global initiatives, in shared position with City of Wabash, Wabash City Schools
- Secured space in Japan Times, Business Facilities magazine to promote Wabash County
- Attended various trade shows to promote Wabash County to site selectors, prospective businesses
 - Hannover Messe, Germany
 - SelectUSA, Washington, D.C.

- ***Workforce Development & Talent Attraction***

- Leveraged thousands of dollars in local, state funding to provide scholarships for hundreds of Wabash County residents to attend training programs to earn high-demand certifications
- Hosted informational events, job fair to promote job openings, alternative opportunities for employee recruitment
- Provided funding to support the Robotics Club at MSD of Wabash County

- ***Livability***

- Successfully developed the Imagine One85 Strategic Plan which was adopted by all communities in Summer 2022
- Progress made to create new housing on East Market Street

- ***Investor Services***

- Executed business personal property tax study
- Funded professional development to ensure a well-trained, well-rounded GWC team
- Gifts and initiatives to recognize, celebrate GWC Investors



Awards & Accomplishments

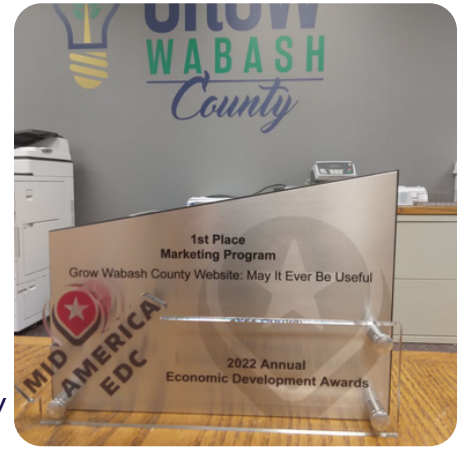


Mid-America EDC Marketing Program Award

Grow Wabash County's website was selected as the recipient of the 2022 Marketing Program Small Division award by the Mid-America Economic Development Council (MAEDC).

Grow Wabash County received this award for its submission of the organization's new website, www.growwabashcounty.com, which was developed in partnership with Golden Shovel, who also coordinated the submission of this website for award consideration.

The award was presented to Gillenwater on behalf of Grow Wabash County during MAEDC's annual Economic Development awards ceremony, on Thursday, December 1 in Chicago.



Arc of Wabash County Community Award

At Arc of Wabash County's annual dinner in September 2022, Grow Wabash County was presented with the 2022 Community Award in recognition of the support GWC provided to Arc as they pursued grant funding from the AWS Foundation as well as in their efforts to find a property that would allow them to expand their services and client base. Grow Wabash County and Arc will continue to explore together ways to make Wabash County's workforce more accessible for all.

Organizational Development

Tenille Zartman

In keeping with the various SMART Goals Grow Wabash County outlined in 2022, Tenille completed an Intercultural Competence Training in Site Selection course in preparation for the organization's trip to Hannover Messe to promote Wabash County to site selectors and prospective businesses.

Keith Gillenwater

Keith represented Grow Wabash County at several conference and trainings throughout 2022. Over the last year, Keith attended: Mid-America EDC Best Practices & Competitiveness Conferences; National Rural Economic Development Association Annual Conference; International Economic Development Council Annual Conference; Advanced Economic Development Leadership Training

Chelsea Parson

In 2022, Chelsea began her refresher course in the Mandarin language. Chelsea graduated from college with a minor in the language and is excited to complete her course in 2023 and use her newly refreshed fluency to help Grow Wabash County in future connections with China and other countries that speak Mandarin.

Sarah Delgadillo

In 2022, Sarah completed the A to Z Grant Writing course through Purdue University. GWC looks forward to having Sarah apply what she learned to future grant opportunities to continue to fund projects and programs to help Wabash County grow in a myriad of ways.

Madison Waldon

As the newest member of the GWC team, Madison Waldon has completed multiple professional development endeavors. In May of 2022, Madison attended the Indiana Economic Development Basic Course at Ball State University. At this training, she was able to immerse into Economic Development with a cohort of individuals around the state of Indiana. As of October, Madison is also a current participant in the Leadership Development of Wabash County course.



Grants & Partnerships

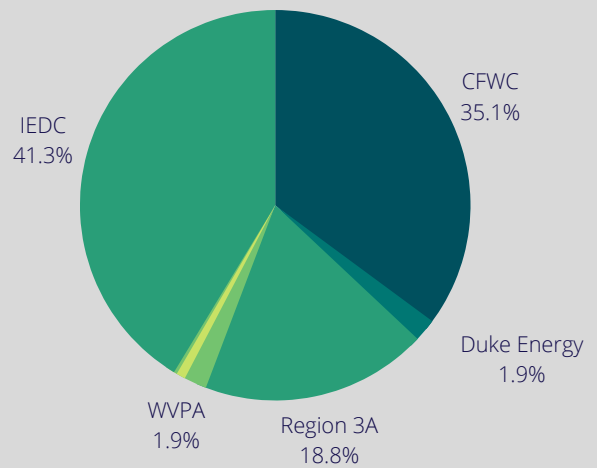




2022 Grants by the numbers **\$266,174**

*in grant funding secured by Grow
Wabash County*

2022 Grant Partners



Grant Awards for 2022

Community Foundation of Wabash County Good Deeds Grant #1 - \$5,000

The ultimate goal that the Young Professionals of Wabash County (YPWC) set out to achieve with the support from this grant was to increase its visibility and accessibility in the Wabash County community.

In an effort to make our community simply more aware of YPWC, they used creative avenues to promote its mission through including: sidewalk clings in Downtown Wabash at popular “hot spots” for Young Professionals, as well as some logoed merchandise. While traditional marketing efforts proved to boost name recognition, the greatest driver of success, as expected, was a diverse calendar of programming throughout 2022 that had local young professionals actively engaging with the group.

With the help of this grant funding, YP covered costs for 9 different events, including 5 Lunch and Learns that covered topics such as gardening and social media navigation while also giving a platform for some of our local organizations including Arc of Wabash County, Wabash County Museum and the American Red Cross.

Community Foundation of Wabash County Good Deeds Grant #2 - \$30,000

Funds for this second Good Deeds grant from CFWC allowed for Grow Wabash County to further pursue avenues to attract and retain talent by contracting with MakeMyMove to launch a strategic attraction campaign. With this funding, GWC has begun the process of highlighting the people, places and things that make Wabash County an ideal place to live. By November of 2023, GWC expected to have 20 newcomers make their move to Wabash County.

Region 3A E-Commerce Grant - \$50,000

Grow Wabash County successfully secured a \$50,000 grant from Region 3A utilizing EDA CARES Act funding to be able to identify and teach small, for-profit Wabash County businesses ways to improve their electronic commerce (e-commerce) presence. As a result, 7 local small businesses were able to receive e-commerce insight and coaching from Cyclone Social free of charge to help increase their online presence and translate that virtual marketplace into increased sales and revenue.

Wabash Valley Power Alliance Grant - \$5,000

With the launch of our new website in early 2022, Grow Wabash County was presented with the opportunity to utilize the Lead Forensics software to track and gather data from visitors to the website in the hopes of understanding what prospective businesses and GWC investors alike seek out from the GWC website. This software was purchased with grant funding from Wabash Valley Power and has proven a crucial tool in achieving the SMART Goals outlined within GWC's new FDI strategy.

Community Foundation of Wabash County Workforce Grant - \$58,479

The primary use for this grant was to develop our local workforce through the removal of financial barriers for Wabash County residents looking to pursue professional certifications in a variety of high-demand skills and industries.

We were able to successfully expend the the funds awarded to GWC in its entirety to cover tuition costs for 20 Wabash County residents that pursued certifications in CDL A licensure (2); Lean Six Sigma (2); Certified Clinical Medical Assistance (4); Welding (8); and CNC Machining (4).

In addition to providing access to education, the grants also helped major employers looking to fill empty positions with newly certified candidates eager to take on these high-wage jobs.

NIPSCO Marketing Support Grant - \$2,000

Grow Wabash County received grant funding from NIPSCO in 2022 to help support the various marketing initiatives, primarily initiatives that focused on marketing our organization as well as Wabash County, Indiana to a wider, more global audience.

Duke Energy Marketing Partnership Grant - \$5,000

Grow Wabash County took its message global in 2022 by attending various trade shows, domestic and abroad, to highlight Wabash County as a viable and valuable place for business development. Summer 2022 saw the Grow Wabash County team attending the Hannover Messe show in Germany, thanks in part to the grant funding awarded to GWC through the Duke Energy Marketing Partnership grant.

Grow Wabash County's trip overseas to explore further FDI opportunities were fruitful and that momentum can and will continue into the future as we work to bring the world to Wabash County and vice versa.

Indiana Michigan Power - Basic ED Course Scholarship

Indiana Michigan Power takes pride in working with local economic development organizations to stimulate economic growth in our area. In May of 2022, Madison Waldon had the privilege of attending the Basic Economic Development Course at Ball State University. She was granted a full scholarship by Indiana Michigan Power to attend this training to promote professional growth and career development.

Indiana Economic Development Corporation - \$110,000

With matching funds of \$110,000 from the Indiana Economic Development Corporation, Grow Wabash County was able to prepare a campaign with MakeMyMove to attract remote workers to Wabash County.

MakeMyMove is a technology company which helps communities develop and execute strategies to get connected with remote workers. Their platform allows for communities to market themselves to an audience of ready to move talent. Grow Wabash County also partnered with the Community Foundation of Wabash County, The Town of North Manchester, The City of Wabash, and Wabash County to follow through with this opportunity.



Entrepreneurship





Entrepreneurship *by the numbers*

\$5,000

*awarded to student entrepreneurs
at 2022 INnovate Wabash County
pitch competition*

19

*clients referred to SBDC by
Grow Wabash County*

10

*new jobs created from local
start-ups supported by
GWC*

Wabash County High School Entrepreneurship Collaborative

At the beginning of the 2021-2022 academic year, Grow Wabash County helped launch northeast Indiana's first chapter of the STARTed UP Foundation. The goal of this program is to empower students to think and work critically and collaboratively and teach them how to professionally present (or pitch) their ideas to a prospective client.

To round out the inaugural year of the club, the students did a tour of Downtown Wabash to meet with various small business owners that offered their own insights and advice for these aspiring entrepreneurs.

At the start of the 2022-2023 academic year, the group pivoted away from the STARTed UP brand and re-established themselves as the Square One Developers club. In 2022, the students continued to connect with businesses and organizations all over Wabash County and tackle challenges presented by their hosts to make them think like a business owner.

Businesses/Orgs that have worked with our students include: Grow Wabash County; City of Wabash; Transform Consulting; JoJo's OIFactory & Co.; Lighthouse Mission; Nicole A Howard Photography; Ohh My! Cakes; Modoc's Market; MPS Egg Farms; Wabash Woollen Works



INnovate Wabash County Pitch Competition

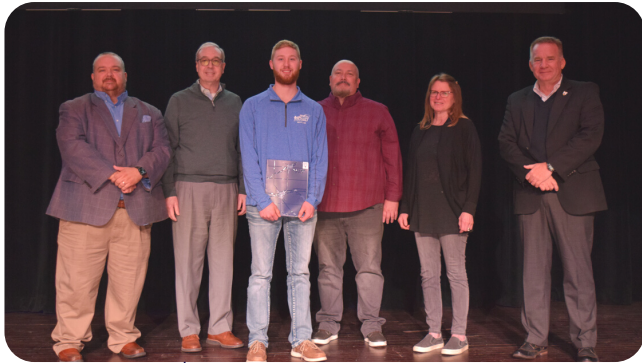
The Eagles Theatre was a hotbed of innovation and collaboration on Wednesday, May 4, 2022 as student entrepreneurs from all over Wabash County took the stage to pitch their business ideas for the 2022 INnovate Wabash County student pitch competition, sponsored by Grow Wabash County as part of the Wabash County High School Entrepreneurship Collaborative.

Over the course of the day, an esteemed panel of business professionals, entrepreneurs and mentors heard a complete slate of business pitches ranging from products to improve day to day life to socially minded programs that supported underprivileged populations.

The panel of judges included:

- **Joe Messer**, Professor of Business, Manchester University
- **John Hoffman**, entrepreneur & business mentor
- **Keith Gillenwater**, President & CEO, Grow Wabash County
- **Lisa Gilman**, local entrepreneur
- **Wes Shie**, SBDC Advisor

The slate of businesses pitched by the students reflected the diversity of innovation and passion of our community. In the end, five pitches were recognized for going above and beyond in their business ventures.



First Place - \$2,000
Tackett Auto Detailing



Second Place - \$1,500
Eliza Grace



Third Place - \$1,000
RapidRoots



Fourth Place - \$500
Freyja



Fifth Place - \$250
Just Breathe

SBDC Connections

Grow Wabash County continues to enjoy a close relationship with the Northeast Indiana office of the Small Business Development Center. In 2022, we referred 19 Wabash County entrepreneurs to SBDC Advisor Wes Shie, who logged over 65 counseling hours with these start-ups.

As a result, 2 new businesses started operations in 2022, creating 10 new jobs and generating \$287,200 in capital investment in Wabash County.

E-Commerce Coaching

Thanks to the \$50,000 grant awarded to Grow Wabash County by Region 3A with funding from the EDA, we were able to provide high-quality coaching and education from Cyclone Social to several Wabash County small businesses.

Over the several weeks, Cyclone Social worked diligently to get to know everything about these entrepreneurs and their business endeavors. Some businesses have been in business for years and were ready to explore how they could generate revenue online. Other businesses were brand new ventures owned by experienced business owners that were looking to try new ventures and were unfamiliar with how to bring their operations to the online marketplace.

As with any program, especially one with new or unfamiliar topics such as e-commerce, there were a few businesses that, after their initial meetings with Cyclone Social, did some reflection and ultimately decided for themselves that e-commerce was not a good fit for their business at this current time due to a variety of reasons. Which, in its own way, is still a positive as it challenged some of our local business owners to really focus on the needs and strengths of their businesses to make decisions that were ultimately best for them and their business.

The businesses that have participated in the full E-Commerce program and are in the process of finalizing their e-commerce platforms are: HayGirl, Vault 85 Menswear, Lily's N Things, Make It Your Own, Steve Johnson Products.

RLF Program

Grow Wabash County has continued to have success with our Revolving Loan Fund Program. At the end of 2022, we had a balance of \$297,719.34* in our traditional revolving loan fund.

This is the largest balance we have had in several years due in large part to two loans paying off in late 2021. We are currently rewriting our dated RLF guidelines and will be rolling them out in early 2023 as we work to put the money to work in the community.

In 2020, in conjunction with the City of Wabash, Grow Wabash County initiated our Wabash County Rapid Response Loan program to help businesses that were immediately and negatively impacted by the COVID-19 pandemic and the ensuing financial hit that businesses were likely going to take. We ultimately made eleven (11) loans in the amount of \$7500 with a 24-month term. We are happy to report that as of 12/31/22 nine (9) of the businesses have retired their loans successfully, and one additional loan is close to completing its term. One loan, the former Uptown VR with owner Ethan Ryder has defaulted on their loan despite our best efforts to work with him to at least start repaying this obligation. All collections from this loan program were rolled into our traditional RLF and our new Micro-Revolving Loan Fund.

Grow Wabash County also launched our first ever micro-loan fund in late 2022. We have made our first loan out of this fund which we hope are the first of many. This program was designed to help the entrepreneur and small business start-up that doesn't necessarily need a large loan from a traditional lender or from the myriad of programs such as the US SBA. With a maximum loan size of \$5000 with a 12-month repayment term, this program fits a niche in the community that was previously unserved, and couples nicely with our traditional entrepreneurship programming we are doing and in particular with our youth entrepreneurship programming.



Workforce Development





Workforce Development

*by the
numbers*

\$71,414

*in scholarship funds awarded by Grow
Wabash County*

20

*new remote workers to move to Wabash
County through MakeMyMove*

10

*training programs executed by GWC with
educational partners*

Certification Training Programs

Overall, the workforce scholarship program awarded a total of \$71,414 in local scholarships for 37 individuals and assisted 93 Wabash County residents get into trainings utilizing other funding through employer funding and grant funds through the state.

CFWC provided \$58,479 in workforce grant and WC also provided an additional \$12,935 in funds to award more scholarships plus leveraged state grant funding through Next Level Jobs and WorkOne's Rural Healthcare Worker grants.

As a result, Grow Wabash County launched or supported 10 certification programs in the following disciplines:

- CNC Maching (2)
- Welding (2)
- Certified Clinical Medical Assistant (2)
- Class A CDL Licensure (on-demand)
- Lean Six Sigma (Green & Black Belts)
- Leadership Development
- Emergency Medical Technician

Leadership Development Wabash County

Leadership Development Wabash County returned for the 2021-2022 cohort complete with new curriculum featuring speakers such as Anthony Juliano, Sue Roesner, Carrie Gillenwater and professors from the Indiana University system.

The 8-month program focuses on four main objectives: know yourself, discover leadership principles, perform community service, and grow network over a 8 month program that meets monthly for an all day session. Each session travels around

Wabash County and includes a panel, host tour and in-depth topics around leadership.

The 2021-2022 cohort graduated 20 people and the current 2022-2023 cohort is training 27 new emerging leaders. Thanks to the generous support of Hoosier Jiffy Print and Downtown Wabash, Inc. we were also able to provide scholarships for multiple participants

Core Sponsors: Bippus State Bank, City of Wabash, Community Foundation of Wabash County, Wabash County Commissioners

Network Sponsor: Town of North Manchester

Lunch Sponsors: Duke Energy, Heartland Career Center, Josiah White's, Manchester Alive, MPS Egg Farms, NIPSCO



Talent Attraction & Retention

Not only did Grow Wabash County help grow the local skilled workforce, we also helped local employers, of all sizes, better connect with that workforce and find the ideal candidates to fill their vacancies. In 2022, Grow Wabash County hosted an informational session that featured two programs that provide alternatives to traditional hiring methods: INVets and Veryable.

INVets

INVets is a program run by veterans for veterans. The program's goal is to help aid veterans transition back into civilian life by connecting them with job opportunities in communities that best fit the wants and needs of the veteran. Grow Wabash County developed the Wabash County profile on the INVets website to promote our communities as a great place for a veteran and their family to start this next chapter in their life. The website also spotlights employers that have agreed to commit to hiring veterans onto their teams.



Veryable

The Veryable software and app has revolutionized the way that certain companies approach attracting talent. Unlike traditional methods that include hiring employees on a contract for extended timeframes, Veryable taps into the "on-demand" gig workforce that has opted for the flexibility of working when and where they want. Intertech Products was one of the first companies in northeast Indiana to sign onto this new way of recruiting with good results. The partnership between GWC and Veryable was also on full display in October when we collaborated with them to film and develop Manufacturing Day campaigns to highlight why manufacturing is a viable career path for many people.

MakeMyMove

MakeMyMove is a technology company which helps communities develop and execute strategies to get connected with remote workers. Their platform allows for communities to market themselves to an audience of ready to move talent. Grow Wabash County partnered with the Community Foundation of Wabash County, The Town of North Manchester, The City of Wabash, and Wabash County to follow through with this opportunity.

Also, with matching funds of \$110,000 from the Indiana Economic Development Corporation, we were able to run with this talent attraction program.

Angel Wehrly, Manchester University student and former GWC Intern, has been hired as a part-time project manager to take the lead on this attraction project.

By November of 2023, we will have 20 newcomers make their move to Wabash County. So far, Wabash County has had a soft launch on the MakeMyMove website with a list of incentives offered for the potential movers. All incentives have been given for free from local businesses with the exception of a \$5,000 relocation incentive.



Job Postings

In 2022, we posted hundreds of jobs for Grow Wabash County investors, and the Job Directory remains one of top pages visited on our website, averaging over 170 page views per month.

We also utilized our social media channels to promote open jobs advertised by our investors as well as the GWC Job Directory. In addition to posting the information on GWC pages, we expanded our reach into various relevant community-based groups. Those posts averaged over 100 shares and dozens of engagements, making them some of the most popular posts on our social media pages.

Young Professionals of Wabash County

The Young Professionals of Wabash County is a member-driven group seeking to help and support young professionals to excel in their careers together in Wabash county. While most members of YPWC between 22-40, there is no age restriction to experience this supportive professional network of dynamic relationships.

In 2022, YPWC expanded its efforts to play a role in attracting and retaining young professionals and emerging leaders to Wabash County. Thanks to \$5,000 in grant funding from the Community Foundation of Wabash County, YPWC hosted a full slate of events in 2022 the included lunch and learns, community service projects and social meet-ups at businesses around Wabash County.

The YPWC steering committee also served as the connector between young professionals and local organizations looking to add new members to their boards and committees. In 2022, YPWC successfully connected 23 people with leadership and involvement opportunities around Wabash County.

Total Facebook Followers: 315

Total Instagram Followers: 216

Total E-Newsletter Subscribers: 271



Heartland Learning Center Project

Despite the loss of the Economic Development Assistance (EDA) grant funding, due to subrecipient and a new location change request, a group of dedicated leaders from both the private and public sector continue to make sure adult education is a priority. and continue forward with formulating what does the best hub look like to encourage for lifelong learning.

In partnership with the Community Foundation of Wabash County, Josiah White's, and Imagine One 85 we have requested funding from Don Wood Foundation to engage a feasibility study that seeks to support an inventory of the current assets, needs, and projected demands in adult education and workforce development in Wabash County.

Because of the identified career training needs in Wabash County, and because of the depth of pre-existing collaboration between several organizations in Wabash County, and with a desire to best steward financial resources, it makes sense to combine efforts for a more comprehensive feasibility study to assess High School and Adult vocational training in Wabash County.

The results of this study will guide the Community Foundation's efforts in developing a clear continuum of education opportunities for adults in Wabash County and how those efforts can work side-by-side and with other education and CTE opportunities, including a potential private, Christian, 21st Century CTE high school run by Josiah White's.



Business Development





Business Development *by the numbers*

43

***face-to-face meetings with
prospective businesses***

\$50M

invested into BioNutrients project

Site Selection Attraction efforts

Our site selection and business attraction efforts are primarily spearheaded by our President & CEO Keith Gillenwater along with Vice President Tenille Zartman, and Director of Global Initiatives Sarah Delgadillo.

With 2022 marking a return to a (more) normal time, and with the ability to travel (and have companies and executives willing to welcome you) Grow Wabash County ramped up our traditional site selection and attraction efforts. Grow Wabash County connected with dozens of companies and site selection consultants throughout the year.

After refocusing our site selection and business attraction efforts in conjunction with Navigator Consulting (detailed later in this report), we undertook a new lead development contract with an economic development consultant to provide twelve high quality leads of foreign companies in our target industries who are looking to expand and that would consider Wabash County as a location. These leads represented companies from across Europe, the Middle East, and Canada, and we continue to develop relationships with these companies.

We hosted several site visits with the projects that would ultimately be announced as Plus5 Global LLC and Bionutrients LLC, and hosted a further site visit with a French company in the fall of 2022.

We also met with dozens of site selection consultants throughout the year, both in person at events or trips to Germany, Washington DC, Albuquerque, NM, Oklahoma City, OK, and Chicago, IL, but also with curated "Fam Tours" wherein we partner with the Northeast Indiana Regional Partnership to bring site consultants into our area. We also do outreach to our site location partners throughout the year to keep them informed of what is happening in Wabash County. As we continue to ramp up our site selector and business attraction goals in 2023 we expect to expand upon these efforts significantly.

Business Retention & Expansion

Grow Wabash County is proud to maintain a robust business retention and expansion (BRE) program. We set SMART goals each year, which in 2022 included meetings with our top 20 largest private sector employers, having meaningful engagement with at least 75% of our total investors, and completing value added work to each of them such as supporting an expansion, workforce development or marketing help, or other technical assistance.

This requires a team effort across the board but is primarily led by our President & CEO Keith Gillenwater & Vice President Tenille Zartman. In mid-2022, with the addition of Madison Waldon as the Project Manager – Investor Services we were able to refocus our efforts on making sure we were not just hitting our goals but being a service to not only our GWC investors but to the community at large. Going forward into 2023, we will continue to grow this engagement with our business community even larger!

Japan-Northeast Indiana Summit

Grow Wabash County was honored to host the 2022 Japan-Northeast Indiana Summit on Tuesday, July 19, at the Eagles Theatre in downtown Wabash. The summit was organized collaboratively with the Japan-America Society of Indiana (JASI) and the Northeast Indiana Regional Partnership (NEIRP) to bring together local leadership, economic development professionals and Japanese-owned businesses operating in northeast Indiana.

The theme of this year's summit focused on automotive electrification and the exciting opportunities, as well as some of the challenges, that this growing trend may offer to the region.

Consul-General Hiroshi Tajima also attended the Summit and presented remarks on the importance, especially in this day and age, of fostering these international ties between Japan and northeast Indiana.

The rest of the day's agenda featured professionals from multiple companies and organizations presenting on what's on the horizon in terms of automotive innovation and electrification.



Bionutrients, LLC & Plus5 Global, LLC project

In February 2022, we announced a pair of new business investment projects, amongst the largest that Wabash County has had in several years. Bionutrients LLC, a joint venture of Wabash County's own MPS Egg Farms and Hello Nature, an Italian producer of bio-stimulants and agricultural products announced a project totaling nearly \$50M in investment along with the construction of nearly 300,000 sq. ft. of building space in the Arc Light Business Park, creating 46 new jobs for the production of their new high-quality fertilizer product.

Plus5 Global Inc. announced the same day that they will be constructing next to the new Bionutrients LLC project a new cutting edge eco-tech facility that will upcycle rubber products into usable industrial products. The company will occupy a 43,000 sq.-ft. facility at the Arc Light Business Park investing nearly \$8.5m USD in machinery and equipment while creating an additional 76 new jobs.

These projects followed the development of the Arc Light Business Park in 2018/19 that we spearheaded in conjunction with Wabash County government and with the assistance of Duke Energy through their Site Readiness program and the City of Wabash through creating incentive programs to be used as a tool to draw in new investment to the site.

Brownfield Redevelopment efforts

A brownfield is defined by the Oxford dictionary as a "former industrial or commercial site where future use is affected by a real or perceived environmental contamination."

In partnership with the City of Wabash and Mayor Scott Long, Grow Wabash County has worked on several brownfield redevelopment efforts. Led by Mayor Scott Long, much progress has been made to foster the environmental remediation and redevelopment the former General Tire site on Bond St. The City is actively in mediation with the responsible parties to get the site cleaned up and ready to make a positive impact on the growth of the City.

Spearheaded by Grow Wabash County on behalf of the City of Wabash Redevelopment Commission, at the time of this writing there is an active request-for-proposals for a plan to redevelopment and reuse the former Abe Sposeep & Sons property at 55 West Water Street. Our sincere hope is to identify a partner to breathe new life into the property, particularly given the investment into the surrounding properties that business owners have made.

Hannover Messe & Verona, Italy

In late-May, early June 2022, Keith Gillenwater and Tenille Zartman, accompanied by Mayor Scott Long attended the Hannover Messe Industrial Expo in Hannover, Germany. The Hannover Messe is the largest industrial-focused trade-faire in the world, with the 2022 event being the first since 2019 due to the pandemic, but still bringing over 66,000 attendees on-site and over 2,500 exhibitors. In conjunction with our partners at the Trans-Atlantic Business and Investment Council, the three of us attended the Hannover Messe trade fair, where in addition to exhibiting at the TBIC booth, we participated in several meetings with individual companies looking to establish as US presence.

During the trade show, Tenille and Mayor Long participated in 16 company lead meetings in Germany and 1 in Italy plus hundreds of soft introductions since Mayor Long and GWC team were partners at a booth at Hannover Messe.

While Mayor Long and Tenille spent the entire week at the show selling Wabash County for investment opportunities, Keith left the show on Tuesday and traveled around Germany with our partners from TBIC to meet with several companies at their facilities representing manufacturers in the building materials, precision machined metals, automotive, consumer products, and various other industries that are a clear fit to our communities target industries. Several of the companies that we met with we are still in contact with today and working to cultivate a potential project.

At the end of the Hannover Messe, the Wabash County team met up in Munich, Germany, site of Keith's last meeting in Germany and travelled together to northern Italy, where we visited the headquarters of Hello Nature, one of the two partners along with MPS Egg Farms in the new Bionutrients LLC venture currently under construction at the southeast corner of US 24 & IN 13 in the City of Wabash. We added this leg to the trip to meet with the owners of Hello Nature to tour their original facility outside of Verona, Italy, to thank them for their large investment into Wabash County, and to discuss future partnership opportunities.



Select USA, Washington, D.C.

In June 2022, Tenille Zartman represented Grow Wabash County at the SelectUSA trade show in Washington, D.C.

SelectUSA is the highest-profile event dedicated to promoting foreign direct investment (FDI) in the United States. The summit is held by the U.S. Department of Commerce's International Trade Administration to promote foreign direct investment to the United States, the only such U.S. effort at the federal level.

We had 100s of touch points thanks to GWC's presence as a booth during the show that neighbored the booth for the Northeast Indiana Regional Partnership. In fact, GWC was one of the few county-based EDO's which set us apart from the primarily state-focused booths. GWC had 26 meetings with companies in three days, and 24 lead follow-ups.



Foreign Direct Investment Efforts

FDI Strategy & Navigator Consulting

In 2020/21, Grow Wabash County undertook a foreign director investment/business development strategy in conjunction with Navigator Consulting, a site selection and economic development consulting firm with offices in Atlanta, GA & Berlin, Germany.

We undertook this project as part of our Growth Starts Here work because while worked through our lead generation efforts and our efforts in Japan & China, we realized we needed to refocus and reorganize our efforts to give us the best return on investment.

Over the course of our work with Navigator, we developed a new set of target industries to focus our attraction efforts for Wabash County on based upon a critical analysis of location quotient, workforce, supply chain, and several other factors.

We also developed a specific analysis of what countries we should focus our efforts upon that fit these target industries that have companies looking to enter the US market to establish a physical presence. Finally, we developed a set of SMART goals for Grow Wabash County around this strategy for business development both foreign and domestic, with 2022 our first year of implementation of the strategy.

Some of the SMART Goals identified include:

- Increase FDI lead generation to 8
- Convert 2 FDI project leads to RFI's
- Convert 1 RFI to visit
- Outbound FDI Trip (1 in 2022)

Incorporated into our strategy was participating with the Trans-Atlantic Business & Investment Council to attend the Hannover Messe Industrial Expo, visit with foreign companies, and building out our business development strategies across all sectors. We are happy to report that we successfully hit our first year of goals for the program and look forward to ramping them up even further in 2023.

Sister City Developments

Mayor Long, with the assistance of the International Center (Indianapolis) is developing a sister city partnership with Korosten, Ukraine. This partnership will focus on local government collaboration through teaching, training and empowering Ukrainians to manage city government. Specifically, Wabash might assist Ukraine with governance issues such as running public meetings; committee systems; openness and transparency of public records, planning and building permitting process, effective city office procedures, etc. Mayor Long expects to sign the sister city agreement in 2023.

Through the assistance of Gunma prefectural staff, the Japan-America Society of Indiana, and IEDC, the City of Wabash is working to establish a sister city in the Gunma prefecture. This sister city would be a partnership built on mutual beneficiaries such as student exchange, cultural and social exchange, economic development, and more. Mayor Long plans to visit Gunma prefecture during his upcoming travel to Japan in September 2023. A sister city agreement is expected to be signed in 2024.



Livability





Livability *by the numbers*

\$2.4 M

*in READI funds awarded to
Legacy Heights housing
project*

85

*priorities outlined in the
adopted Imagine One85
Countywide strategic plan*

Housing Development

Grow Wabash County, along with our partners across the county have made the development of new housing opportunities a priority. From the first early efforts at what ultimately became Chester Heights in North Manchester in 2016 to the multiple housing projects that are currently underway across the county, Grow Wabash County has spearheaded and/or supported several of these projects.

We were proud to finally bring the completed Imagine One 85 comprehensive plan to our local governmental partners for adoption in 2022. One of the key tenants of the IO85 plan centered around housing. In fact, of the 85 recommendations in the plan, approximately 20 of the initiatives can be directly related back to the need for new housing of all types across Wabash County. This prominence of housing topics in the IO85 plan reinforced that we were on the right track.

In North Manchester, the Chester Heights subdivision is continuing to see new homes being built. At the end of 2022, seven of the twenty single family home lots had been built out either by owners custom building homes or from spec homes built by the developer along with another six of the fourteen villa lots. Along with several other private developers, new and renovated homes are hitting the market across town.

The City of Wabash has been supporting several new housing projects across the community as well. In late 2021, the City of Wabash Redevelopment Commission designated five geographic areas as Housing TIF districts, or tax increment finance districts. This designation allows a community to create an area wherein the community wants to support new housing development and allows it to capture property-taxes from the new development to help underwrite the cost of putting necessary infrastructure into a site such as roads, water, sewer, or drainage upgrades. These TIF-districts were created with the support and approval of both local school corporations that serve these sites. Each of these districts that have projects under development currently include:

Kentner Creek Crossing

The City of Wabash and Grow Wabash County partnered with local developers to foster the development of the new Kentner Creek Crossing subdivision north of the Honeywell Golf Course on IN-15 & CR 50 N.

This development consists of 26 lots for the development of market rate custom-built homes. As of this writing, five of the twenty-six lots have sold, and a TIF agreement is in place between the developers and the City of Wabash.



Legacy Heights

Formerly known as the Parkview Legacy site, this market-rate development is occurring on the site of the former Parkview Wabash/Wabash County Hospital site. The City has contracted with Housing Resource Hub as the developer on behalf of the City and will consist of 26 single family detached lots along with an additional 18 duplex/villa units. The City was awarded \$2.44M from the READI grant program that northeast Indiana received, and will be used to underwrite the cost of necessary infrastructure for the site. All lots are available and construction on the infrastructure is expected to begin in Spring 2023.

East Market Street

Owned and spearheaded by the Wabash County Business Alliance Foundation, Inc (dba Grow Wabash County Foundation, Inc.), the project consists of nine city-lots located on the north side of E. Market St. between Allen St. and Huntington St. in downtown Wabash. In 2018, Grow Wabash County engaged a Public Policy class at Manchester University to study the E. Market St. area to determine its highest and best use. The area at this time consisted primarily of rental homes with most of the properties unoccupied. The study returned with a recommendation of new housing onsite. With the assistance of the City of Wabash, City of Wabash Redevelopment Commission, and funds from GWC's Growth Starts Here campaign, we acquired all of the sites along the corridor, and demolished all of the homes.

We worked in the fall of 2022 to develop an RFP to find a co-development partner, which was released in early January 2023. The intent for the site is to develop new, market-rate saleable brownstone-type or common-wall units on the site, but we are open to a potential condominium or rental apartment project.

Stitt-Bond/General Tire

As previously mentioned in the Brownfield section of this report, this site is still undergoing remediation efforts spearheaded by Mayor Long & the City of Wabash. The intent for this site is the development of a mixture of new residential units, including market-rate apartments, single family homes, and potentially some supporting businesses in the general area. Through Mayor Long's efforts, debris was removed from the site in late 2022 which had been standing on the site since General Tire shuttered its doors, along with vegetation that had overgrown the site.

While we inevitably are a few years away from seeing homes constructed on this site, the efforts spearheaded by Mayor Long and supported by Grow Wabash County over the last several years are starting to become visible, and we are confident that this development will be a feather in the cap of the City of Wabash for years to come.



Imagine One 85

Since the Imagine One85 initiative kicked off over three years ago, its moniker and mission has become a household name in and around Wabash County. Summer 2022 brought about the adoption of the Imagine One85 countywide strategic plan, an exciting milestone after months of work to create a plan that would move the entire Wabash County community in one direction forward.

Shortly after, Alex Downard of Downard Development Strategies was contracted to spearhead the execution of the 85 recommendations outlined in the adopted plan. Downard got to work almost immediately and by the end of 2022, had made great progress on a variety of priorities from the plan.

Progress includes:

- **GP 6.3 | Perform a feasibility analysis for pedestrian improvements on Miami Street in the City of Wabash.**
 - A feasibility study has been completed for the Miami Street corridor from Canal Street to Market Street on a future pedestrian streetscape to build upon the walkability of Downtown Wabash and provide a versatile space for outdoor dining, festivals, and other outdoor community activities.
- **GP 3.1 | Pursue the North Manchester Riverfront redevelopment project**
 - In the Spring of 2023, the Town of North Manchester will open their riverfront pavilion at Ogan's Landing. This 10,000 square foot community space will serve as a new home for the farmer's market as well as allowing rentable space for concerts, pickleball, celebrations, and other outdoor events.
- **GP 5.2 | Work with local entrepreneurs to build a restaurant in Downtown LaFontaine.**
 - Working with LaFontaine's leadership, they are working to create a workshop for local entrepreneurs to have the support system needed to open their own downtown business. These efforts will be focused on restaurants, retail, and service businesses creating a roadmap for small business success in a small community.
- **CO 1.5 | Align resources and regulations to support infill development.**
 - The Town of Lagro has seen a complete shift in a significant portion of its physical assets in the last five years. In order to keep this momentum going for this riverfront bedroom community, Lagro needs more quality housing options. In collaboration with local leaders and organizations, they are working to create investment opportunities for local and regional investors to take Lagro to the next level by providing opportunities for first time homebuyers and additional short-term and long-term rentals.
- **GP 5.3 | Build a community park in Roann.**
 - A new park has been a vision and priority for the Town of Roann long before the Imagine One 85 plan was complete. In collaboration with the Town of Roann, they have worked to establish a fund with the Community Foundation of Wabash County to create an avenue for accepting tax deductible donations to support this project. We are working to establish the park's master plan and design so that as funds continue to come in, this long awaited community park becomes a reality for the Town of Roann.



Alex Downard, Downard Development Strategies





Investor Services





Grow Wabash County

in the

3,146

avg. website hits per month

Media

1,835

email subscribers

50

*press releases sent to local,
regional media*

9

*ribbon cuttings for new or
growing businesses in Wabash
County*

2,715

Facebook followers

329

LinkedIn Connections

Investor Services

Investors are the catalyst for everything we do at Grow Wabash County. They are the ones that have stepped up to show their support not only for the work done by our organization but for the overall growth and prosperity of Wabash County.

Grow Wabash County Website

The Grow Wabash County website was revamped and relaunched in early 2022 with the Golden Shovel Agency which specializes in developing websites focused on economic and community development organizations.

Once the website went live, the tide changed almost immediately. Longtime supporters were eager to explore the new website and its features, as well as site selectors and businesses from all over the world interested to see what Wabash County had to offer. The inclusion of the Lead Forensics software also allowed us to identify interested businesses and investors and better tailor our outreach according to the information they seek out on our website.

Average Monthly website visits: 3,146

Email Campaigns

Grow Wabash County has established itself as a reliable source for information about business and community happenings through our weekly email blast. Each week, this newsletter is updated with promos for upcoming GWC events as well as highlights of our investors that are doing great work in Wabash County. We also utilize this platform for specialized emails targeted at specific demographics and groups and to spotlight certain events or programs that require extra attention.

Total Subscribers: 1,835 ; 7% growth from 2021

Open Rate: 33% ; Industry Average - 39%

Engagement Rate: 2% ; Industry Average - 2%

Social Media

In this constant contact world, Grow Wabash County did their best to stay relevant and present on social media channels to encourage interaction as well as help followers stay informed. Thanks to collaboration with Golden Shovel's GateKeeper services, GWC was able to diversify its content to include not only local events and promotions but also posts focused on business and economic development topics to appeal to a wider audience outside of Wabash County.

Total Facebook Followers: 2,715 ; 15% growth from 2021

LinkedIn Connections: 329 ; 138% growth from 2021

State of Our Communities - Thursday, February 17, 2022

Grow Wabash County's fifth annual State of Our Communities event on Thursday, Feb. 17, saw representatives from each Wabash County community setting intentions to help Wabash County grow in a variety of ways in 2022 and beyond.

Many of the presentations from the speakers reflected on the hard work their communities put into building a new, beautiful future for Wabash County. New projects to address housing, promote entrepreneurship and, of course, countywide population growth, left the audience excited about what 2022 holds for Wabash County and the importance of everyone doing their part to support and promote this growth and renewal.

Attendees: 205

Sponsors: 33

Speakers:

Jim Smith, Town of North Manchester

Bob Ferguson, Town of Roann

Barry Eppley, Wabash County Commissioners

John Krhin, Town of LaFontaine

Tenille Zartman, Grow Wabash County

Kristie Bone, Town of Lagro

Mayor Scott Long, City of Wabash



Salute to Agriculture - Wednesday, March 9, 2022

Grow Wabash County and the Salute to Ag committee once again had the pleasure of celebrating the Wabash County agriculture community and the impact it makes not only locally but on a global scale!

The 2021 Farm Family of the Year award was presented to the Dale and Haupert families. The Dale-Haupert farms have operated out of Wabash County for multiple generations through their production of crops such as corn, soybean and wheat as well as eggs and pork. Their farms have also made extra efforts to ensure their methods are environmentally friendly.

Attendees: 175

Sponsors: 35

Keynote Speaker: Kip Tom, fmr UN Ambassador for Food and Agriculture



2021 Farm Family of the Year: Dale/Haupert Family



Honor Student Luncheon - Thursday, April 14, 2022

As we consider the future of Wabash County, one of our greatest assets are the bright, enterprising students that graduate from our county high schools every year. Our goal, every year, is to show these top students that there are people all over Wabash County rooting for them and want to help them find a meaningful and successful career right here in Wabash County.

This year's Honor Student Luncheon continued the new tradition of hosting a panel of local professionals who live and work in Wabash County to talk about their journey back to the community and why they made the conscious decision to establish their families and careers here locally. The panel fielded questions from our emcee as well as many thoughtful questions submitted from the students themselves.

Attendees: 101

Sponsors: 39

Emcee: Neil Bever, *Hoosier Chiropractic*

Panel Speakers:

Denae Green, *Transform Consulting Group*

Ben McFarland, *Ford Meter Box*

Alison Pershing, *Parkview Wabash Hospital*

Howard Halderman, *Halderman Real Estate & Farm Management*



WACCY Golf Outing - Wednesday, June 8, 2022

The weather proved itself to be a challenge for golfers in the 2022 WACCY Golf Outing, but nonetheless, these golfers kept swinging until the very end making the best out of the circumstances.

On this rainy day, 24 teams (96 players) teed off at 1 p.m. all across the course. At most holes there were volunteers to make the experience even more fun by providing different services like popcorn, a golf ball cannon, even a marshmallow game, and chances to win major prizes by scoring a hole-in-one.



Teams: 24

Sponsors: 33

Winners:

- **1st Place** - Gaunt & Son Asphalt
- **2nd Place** - Gaunt & Son Asphalt
- **3rd Place** - Crossroads Bank



Annual Dinner Celebration - Thursday, October 13, 2022

Grow Wabash County (GWC) had the pleasure of hosting its many investors, partners and community supporters during the 2022 Annual Dinner Celebration on Thursday, Oct. 13.

As is tradition, the Annual Dinner featured a whole agenda of things to celebrate. Crossroads Bank was recognized as the 2022 Business of the Year. Bob Lundquist, a great champion for both Wabash County and the GWC organization through his company, Lundquist Appraisals & Real Estate, was presented with the Volunteer of the Year Award.

Finally, Dave Haist was selected as the 2022 Distinguished Citizen award with Parker Beauchamp presenting the award to Haist.

Attendees: 276

Sponsors: 31



Ribbon Cuttings & Groundbreakings

New beginnings are exciting times for both businesses and the Wabash County community as we welcome new innovations, people and enterprises. We had the privilege of celebrating many of these new beginnings and give these businesses warm welcomes to the Wabash County business community!

This year, we hosted ribbon cutting ceremonies for: Downtown Wabash Cultural District; Frontline Pest Management; GCA Title; Nature's Remedy; Wabash River Trail; Shoe Sensation; St Bernard's Playground; Summit Pain Management; Waypoint Wabash



Educational Events

One of the benefits of being a Grow Wabash County investor is the chance to attend FREE educational events throughout the year to help them learn about a new skill to grow their businesses.

2022 boasted a diverse slate of speakers and topics for GWC Investors. Events included interactive walkthroughs of the MIC platform exclusively for GWC Investors, informational sessions about workforce recruitment opportunities with Veryable and INVets.

GWC also partnered with Manchester University to present an exciting workshop with author Mary Miller about how to inspire and motivate yourself and your team members to strive in their jobs to achieve their dreams.



Grow Wabash County Gift Checks

In the spirit of holiday giving and shopping local, Grow Wabash County experienced a large number of requests this year for Grow Wabash County gift checks. In the months and weeks leading up to the holiday season in November/December, Grow Wabash County printed thousands of gift checks totaling over **\$43,000**. These checks are accepted at all Grow Wabash County investors and ensures the money is spent locally.



Advocacy & Legislative Engagement

Grow Wabash County continues to represent all our members legislative concerns as we are made away of them as a service to our investors. We also work hard to advocate for good public policy with our legislators and elected officials at the local, state, and federal levels, along with providing opportunity for both our investors and the community at large to get a chance to hear directly from our officials and to interact with them as well.

In February 2022, Grow Wabash County hosted our annual State of Our Communities event. This annual tradition was borne out of our legacy organization the Wabash County Chamber of Commerce which used to hold the mayor's State of the City address for the City of Wabash. As the newly minted Grow Wabash County, Mayor Long was gracious enough allow us to invite all of the incorporate communities in Wabash County together into one event to provide updates on all of the recent happenings in their communities along with their goals for the new year. . This event quickly became one of our most popular annual events and provide our Wabash County community not only a chance to interact with their local elected officials, but allows each of our communities an opportunity to be in the spotlight to the entire county.



At the state level, we hosted a 2022 legislative wrap-up event with State Senator Andy Zay and State Representative Craig Snow at the conclusion of the 2022 session. This session was open to all Grow Wabash County investors, and featured our elected representatives providing updates on legislation that was passed as well as pieces of legislation that ultimately failed. Both legislators also spoke of the upcoming summer study committees and provided a preview of what they foresaw coming forward as priorities for the 2023 Legislature.

We also hosted a 2023 legislative preview event in December with Senator Zay and newly elected Representative (and former Wabash County Councilwoman) Lorissa Sweet. This event was open to all Grow Wabash County Investors, and drew perhaps our largest crowd in our preview event's history.

At the federal level, Grow Wabash County remains saddened at the passing of Congresswoman Jackie Walorski, along with members of her staff Zachery Potts and Emma Thompson. Congresswoman Walorski was a tireless advocate for IN-District 2, and we had a great relationship with not only the Congresswoman but also knew and worked with Mr. Potts as well. They are sorely missed in Wabash County.

Grow Wabash County continues to provide opportunities to connect with our federal officials. We hosted US Senator Mike Braun in April for a meeting with several GWC investors. We also hosted a Meet and Greet opportunity with Congressman Rudy Yakym, who at the time was running for the open Indiana-District 2 seat following the death of Congresswoman Walorski.

In addition to hosting events with our officials, Grow Wabash County also advocates for the needs of our community. In 2022, Keith Gillenwater, President & CEO of Grow Wabash County finished up his final year on the board of the Regional Chamber of Commerce of Northeast Indiana (RCNI) Keith was a long-term appointee by his peers on the Northeast Indiana LEDO Council. The President/CEO of the RCNI is former EDG of Wabash County CEO Bill Konyha, who also partners with us on our legislative efforts for Wabash County.

Finally, we were active in supporting legislative priorities through the Indiana Economic Development Association. These efforts included advocating for the establishment of Heritage Commerce districts in rural downtowns of less than 50,000 people, legislation around the use of tax-increment financing tools, and specific concerns for local Wabash County businesses. We also participated in a study with research firm Policy Analytics on the effect the elimination of business personal property taxes on our local governments and economic development tools.

2022 INVESTOR LIST

- 105.9 the BASH/ Dream Weaver Marketing
- 10X Engineered Materials, LLC
- 85 Hope
- 950 Speakeasy & Bistro
- **A Simple Farm LLC**
- **Adobe**
- Advanced Ag Resources
- Agro-Chem, Inc.
- American Eagle Lawn - Landscaping
- Andy Zay
- Arc Light Media
- Arc of Wabash County
- Atlas Building Services, Inc.
- Autumn Ridge Rehabilitation Center
- B. Walter & Co
- Badger Tool Belts
- Bailey's Pizza Parlor
- Barnes & Thornburg LLP
- Bass and Bucks Inc
- Beacon Credit Union
- Belgian Draft Horse Corp. of America
- Benson & Son LLC
- Besiege LLC
- Bippus State Bank
- Black Sheep Events & Design
- Borders & Beyond
- Bott Mechanical Company, Inc.
- Bowen Center
- Brady Benefits & Associates, LLC
- Brass Feed Ammo Co. LLC.
- Briner Building, Inc.
- Bucheri McCarty & Metz P
- Builder's Mart
- Building Contractors Association of Northeast
- Bulldog Battery Corporation
- Burger King
- Cannonball Lanes
- Carole & William Konyha
- Ceres Solutions Cooperative, Inc. (North central coop)
- Charley Creek Gardens
- Charley Creek Inn
- City of Wabash
- CoCoJo's RV Campground
- Comfort Keepers
- Community Foundation of Wabash County
- Complete Glass Solutions, LLC
- Congresswoman Jackie Walorski
- Consumer 51, LLC
- Countryside Veterinary Hospital
- Crossroads Bank
- D & J Radabaugh Construction, Inc.
- Daniel's Place, Inc
- Dave's Carpet Cleaning
- Dawes & Pugh CPA's, LLC
- Denney Motor Sales, Inc.
- DNE Construction LLC
- Don Wood Foundation
- Douglas C. Lehman, PC
- **Downard Development Strategies, LLC**
- Downs Tandy & Petruniw, P.C.
- Downtown Wabash, Inc.
- Dr. James Ford Historic Home
- Duke Energy
- Eads & Son Bulldozing Inc.
- EcoWater Systems
- Edward Jones - Financial Advisor: Amy Sullivan
- Edward Jones - Financial Advisor: Troy Baer
- Edward Jones - Financial Advisor: Tyler Olson
- Edward Jones - Financial Advisor: Wayne Denger
- Ellen's Bridal & Dress Boutique
- Emily Boardman
- Family Optometry
- First Farmers Bank & Trust
- First Friends Early Learning Ministry
- First Merchants Bank
- Fisher & Ireland
- Flack Farms, Inc.
- Flagstar Bank
- Flight1 Aviation Technologies
- Flow-Tech Plumbing & Heating, Inc.
- Ford Meter Box Company, Inc.

2022 INVESTOR LIST

- Fowler, Bing M., Family Dentistry
- Freedom Academy
- Friends Counseling Center
- Friermood Tire & Alignment
- **Frontline Pest Management**
- G6 Military Grade IT
- **GAHLS**
- Gaunt & Son Asphalt
- Gebhart Holdings
- **GHD Unlimited**
- **Gidley Appliance Repair LLC**
- Global Precision Parts, INC
- Gogolewski, Dean & Julie
- Gorman Center for Orthodontics
- Grandstaff-Hentgen Funeral Service
- Green Hat
- Groups Recover Together
- Grow Wabash County
- Guenin Law Office
- Halderman Real Estate and Farm Management
- Hands of Hope, a division of Family Service Society, Inc.
- Hank's Construction, Inc.
- Heartland Career Center
- Heartland REMC
- Hidden Diamond Homes, LLC
- Hipsher Tool & Die
- Hoffman Nursery & Landscaping Inc.
- Holiday Inn Express
- Honeywell Arts & Entertainment
- Honeywell Center
- Honeywell House
- Honeywell Public Golf Course
- Hoosier Chiropractic, LLC
- Hoosier Jiffy Print
- Hoosier Payment Solutions
- **Hoosiers for Renewables**
- Indiana American Water Company
- Indiana Estate & Elder Law
- Indiana Farm Bureau Insurance
- Indiana Michigan Power
- Indiana Tech
- Indiana University Kokomo
- INGUARD
- Intertech Products, Inc.
- Intrasect Technologies
- Ivy Tech Community College
- J&K's Mega Pet!
- J.M. Reynolds Oil Co., Inc.
- Jim Smith
- Jim Widner
- John H. Stephens RLS
- JoJo's OilFactory & Co.
- Jones Contracting, Inc.
- Josiah White's
- **Kaleigh M Photography**
- Kalenborn Abresist Corporation
- Keith & Carrie Gillenwater
- Kellam, Inc.
- KenapocoMocha Coffee Shop
- **Kimberly's Business by Design, LLC**
- Kirtlan Automotive Machine & Repair, Inc.
- Kitchens Plus
- Lafontaine Town Council
- Lagro Town Board
- Learn More Center
- LIFE Center
- Lighthouse Mission Thrift Store
- Living Essentials
- Living Well in Wabash County COA, Inc.
- Lundquist Appraisals & Real Estate
- Lutheran Health Network
- M & B Body Shop, Inc.
- Manchester Alive
- Manchester Community Schools
- Manchester University
- Marilyn Custer-Mitchell
- Market Street Grill
- Martin Yale Industries, LLC
- Mattern, Robert J. DDS
- McDonald's Restaurant
- McKillip Seeds, Inc.
- Metal Source
- Metronet
- Metz Title Company

2022 INVESTOR LIST

- Miami - Wabash Paper
- **Michael Barnett**
- **Michael Kinder & Sons, Inc.**
- Midwest Eye Consultants, PC
- Miller's Merry Manor
- MJV Group, Inc.
- Modoc's Market
- Mosier's Tarps
- MPS Egg Farms
- MSD - Metropolitan School District of Wabash County
- Nancy J's Fabrics
- **Nature's Remedy**
- Nicole A. Howard Photography
- NIPSCO
- North Manchester Town Council
- Northeast Indiana Regional Partnership
- Northwestern Mutual- David Mann, CLU, CFP, CHFC
- Novae Corp
- Oswalt-Thomas Sales & Service
- **Our House Real Estate**
- Owens Corning - Thermafiber, Inc.
- Papa John's Pizza
- PaperWorks Industries, Inc.
- Parker and Katie Beauchamp
- Parkview Wabash Hospital
- Pathfinder Services, Inc.
- Paul Speicher-Ralph Naragon Advised Non-Permanent Fund
- Penguin Point (NM)
- Penguin Point Restaurant
- Perry ProTech
- Pettit Printing, Inc.
- Pleasant Home Farm, Inc.
- POET Bioprocessing
- Poole's Meat Market
- Precision Medical Technologies, Inc.
- Pro Resources Staffing Services
- Purdue Extension
- Quality Electric, Inc.
- Rabb/Kinetico Water Systems
- Rea Logan & Co., LLC
- Real Alloy Recycling, Inc.
- Real Alloy Specification, Inc.
- REALTORS Association of Central Indiana, Inc.
- Red Earth CPA, LLC.
- Redemption Development, LLC
- Region 3A
- Regional Chamber of Northeast Indiana
- Republic Services
- Rick's Auto
- River Bend Farms, LLC
- Roann Town Council
- Robert Halderman
- Roofs Unlimited
- Rosen Farms, Inc.
- Rotam Tooling Corporation
- Ruoff Mortgage
- Ruth Ann Masiongale
- Schlemmer Brothers Metalworks
- **Second Harvest Food Bank of East Central Indiana**
- Senior Helpers
- **Shoe Sensation**
- **Siders Premiere Properties, LLC**
- Skyline Business Technology, LLC
- Spirit Wear
- Splash & Dash
- SRT Aluminum
- Staffing Resources, Inc.
- Star Excavating
- State Representative David A. Wolkins
- Steve and Lisa Ford
- The Fried Egg Restaurant
- The Hagerman Group
- The MainView
- The Paper of Wabash County, Inc.
- The Zacher Company
- Thorne Insurance
- Tom Latchem
- Town of North Manchester
- Transform Consulting Group
- Trophy Center Plus
- Troy Eads Excavating, LLC.

2022 INVESTOR LIST

- TTG Equipment
- Tulip Tree Title
- Twenty
- United Tool Company, Inc.
- Vernon Health & Rehabilitation
- Visit Wabash County
- Wabash Appliances & Electronics
- Wabash Carnegie Public Library
- Wabash Castings, Inc.
- Wabash City Schools
- **Wabash County CASA**
- Wabash County Christmas Spirit
- Wabash County Clerk's Office
- Wabash County Commissioners
- Wabash County Council
- Wabash County Courthouse
- Wabash County Department of Health
- **Wabash County Habitat for Humanity, Inc.**
- Wabash County Museum
- Wabash County Solid Waste Management Dist
- Wabash County United Fund, Inc.
- Wabash County YMCA
- Wabash First United Methodist Church
- Wabash Hardware & Rental
- Wabash MPI/Carver, Inc.
- Wabash Plain Dealer
- Wabash Property Management
- Wabash Steel Supply
- Wabash Trucking
- Wabash Valley Chrysler LLC
- Wabash Valley Power Alliance
- Webb's Family Pharmacy 3, LLC
- Wellbrooke of Wabash
- Wesley Academy
- **Wetzel Insurance Agency**
- White Rock Recreation
- **Wildman Business Group**
- Wings Etc.
- Wireless Zone of Wabash
- WKUZ - KISS FM 95.9
- Wooden Ivy Boutique and Floral
- **Youth for Christ**
- Zartman, Tenille & Silas



GROW
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County

Denotes new investor in 2022