

# Partnering for Success

2013 STATE OF ECONOMIC  
DEVELOPMENT REPORT

# 2013



Grow your **business** ...Grow your **life**.





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**Matthew A. Ratermann**  
Chair  
Grow Piqua Now



**Lucinda L. Fess**  
Mayor  
City of Piqua



**William P. Murphy**  
Executive Director  
Grow Piqua Now

Welcome,

On behalf of the Board of Directors of Grow Piqua Now and the City of Piqua, we would like to share with you our 2013 State of Economic Development Report. This year's report is titled "Partnering for Success" and it showcases the importance of partnerships in facilitating economic development projects in our community.

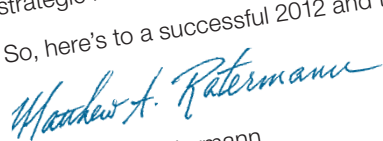
In 2012, the City of Piqua saw continued recovery in our local economy. All told, construction activity totaled \$11.3 million and represented one of the stronger years over the past decade. Driving our commercial activity were four major expansion projects by leading employers: Hartzell Air Movement, Industry Products Company, Crayex Corporation and Industrial Spring Company. Impressively, the total investment by these companies in new facilities, equipment and inventory was in excess of \$15 million. As importantly, new employment as a result of these investments was expected to reach 150 with more than 750 jobs retained.


But these projects were not the only ones driving the recovery in our community. Several other projects, helped in part by partnerships with the City, demonstrated that our local economy was headed in the right direction. Manufacturers P&R Specialty and Brightworks began work on new and expanded facilities with assistance from the City's Community Reinvestment program and the Job Creation Rapid Outreach Grant. Retailers and restaurants also announced new locations in the City of Piqua as a result of our strong Retail Recruitment Strategy. These included retailer Rue21, and restaurants Buffalo Wings & Rings and Mulligan's Pub.

Finally, partnerships also played an important role in our business attraction and marketing efforts. Our alliance with JobsOhio, the Dayton Development Coalition and the West Central Ohio Development Coalition helped us continue our aggressive consultant engagement and trade show programs in 2012. The collaborative effort among these organizations provided a strong platform by which we reinforced our message that the Dayton Region is a great place to live, work, play and invest.

We still have much work to do to help our community recover from the economic downturn of 2008-2009. We believe our 2013 Program of Work builds on the efforts of the past six years by focusing on the economic development priorities and strategic infrastructure investments that are critical to our long-term success.

So, here's to a successful 2012 and to an even brighter 2013!

  
Matthew A. Ratermann

  
Lucinda L. "Lucy" Fess



**Thomas B. Atkinson**  
Vice President  
US Bank



**Michael J. Caughell**  
Executive VP & GM  
Bruns General  
Contracting, Inc.



**Michael A. Cox**  
CEO  
Polysource Inc.



**Wayde E. Davis**  
Agent  
Koverman Bayman  
Dickerson Insurance



**Daniel P. French**  
Chairman & CEO  
French Oil Mill  
Machinery Co.



**James R. Hartzell**  
Chairman of the Board  
Hartzell Industries



**Cynthia A. Holtzapfle**  
Assistant City Manager  
City of Piqua



**Gary A. Huff**  
City Manager  
City of Piqua



**Jeanie Jordan-Bates**  
Owner  
McVety Realty



**Nancy D. Luce, Ph.D.**  
Superintendent  
Upper Valley Career Center



**Kathy M. Sherman**  
President  
Piqua Area Chamber  
of Commerce



**Lorna T. Swisher**  
Executive Director  
Mainstreet Piqua Inc.



**David S. Richard**  
Plant Manager  
Harmony Systems &  
Service, Inc.



**Julia A. Terry**  
Commissioner  
City of Piqua

## ABOUT US

In 2004, the Piqua Area Chamber of Commerce, the Piqua Improvement Corporation, and the City of Piqua discussed the need to have the private and public sectors of the community work together in a collaborative process to enhance economic development in Piqua, Ohio. This culminated in the creation of Grow Piqua Now in 2006. The organization is funded through the generous support of the area's leading businesses, educational institutions and other civic-minded organizations and individuals. Our work is accomplished through five (5) standing committees: Long-Range Planning, Membership & Fundraising, Retention & Expansion, Marketing and Workforce Development.

## PURPOSE

Grow Piqua Now exists to strengthen the community's business environment by coordinating an array of resources with an effective regionally-integrated economic development program.

## MISSION

The organization is charged with progressively promoting economic development in Piqua, Ohio. The private-public partnership enables us to work cooperatively with our local, regional and statewide partners to provide opportunities to Piqua's businesses and residents.

Specifically, Grow Piqua Now seeks to:

- *Market & attract* new businesses
- *Retain & expand* our existing businesses
- *Grow & nurture* our small businesses & entrepreneurs
- *Advocate & promote* on behalf of our local business community

## AREAS OF FOCUS

As an integral part of the Dayton Region, our areas of focus build on the regional strengths in several key industries:

- Aerospace & Aviation
- Advanced Manufacturing
- Automotive
- Information Technology
- Human Sciences & Healthcare
- Logistics & Distribution

## PROGRAM OF WORK

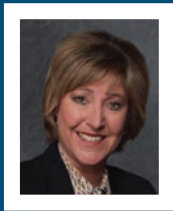
Through cooperation with JobsOhio, the Dayton Development Coalition, the West Central Ohio Development Council and our local and regional partners, Grow Piqua Now aggressively markets our region to companies in our key industries through strategic partnerships with consultants in North America and Western Europe. Additionally, we engage leading site selection consultants and corporate real estate professionals at key industry conferences and forums across the U.S. Finally, we participate with our community partners in Piqua and across the Dayton Region in a coordinated business visitation program called Business First! to understand and address the challenges and opportunities faced by our local businesses.



# OUR SUCCESS STORIES



## CRAYEX CORPORATION



Mimi Crawford  
President/COO

*"Crayex has been a proud part of the Piqua community for more than 40 years. Our latest expansion project in Piqua provides us additional value-added products to serve several key markets throughout North America. As importantly, we see enhanced recruitment opportunities for highly skilled employees as the community makes new investments in its infrastructure, educational facilities and quality of life offerings over the next several years."* MIMI CRAWFORD

In late 2012, the Crayex Corporation announced plans to invest more than \$4 million in its Piqua facility. Once complete, the new 6,500 sq. ft. addition will house a new co-extrusion blown film line that will enable the company to increase the number of products for the building materials, food and automotive industries.

Crayex has used its experience to develop and provide some of the best shrink tubing and sheeting in the market today. While better known for its top quality shrink bags and film, Crayex applies the same ISO-Certified quality standards and tested tough criteria to its line of general purpose industrial products, including dust covers, liner bags, top sheets or wide width sheeting.

The Crayex Corporation was founded in 1972 by Clifford Alexander as a custom manufacturer of polyethylene shrink, non-shrink and specialty films and bags. Continued success in meeting the needs of customers has resulted in numerous plant expansions at the Piqua, Ohio facility as well as the addition of the McDonough, Georgia plant in 1980.

[www.crayex.com](http://www.crayex.com)

## INDUSTRY PRODUCTS COMPANY



Linda Cleveland  
CEO

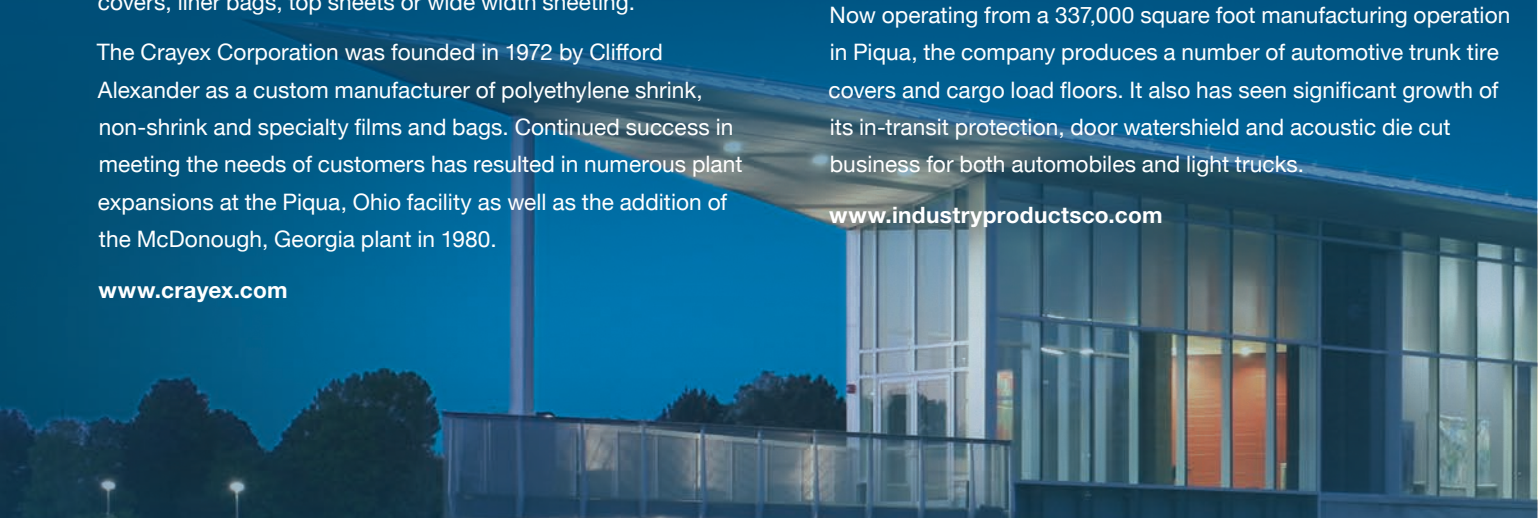
*"Industry Products Company has been able to grow over the last 40 years because of the region's rich industrial heritage, our commitment to customized solutions for our customers and IPC Team Members, who truly are our greatest asset. With our latest expansion, we have further positioned ourselves to be one of the top Tier One and Tier Two supplier of parts and components to the automotive industry and other markets."* LINDA CLEVELAND

Industry Products Company (IPC) began construction in early 2012 on a 123,500 sq. ft. expansion to house additional products lines and warehousing to support its rapid growth. The \$3.8 million project was managed by Bruns General Contractors and was completed in November 2012.

IPC is a privately-held woman-owned company (NWBOC and WBENC certified) that was founded in 1966 in Piqua, Ohio as a die cutting operation to produce gaskets for the compressor industry. Today, 95 percent of their business is automotive related as a supplier to both automotive and light truck manufacturers as well as to Tier One automotive suppliers.

Now operating from a 337,000 square foot manufacturing operation in Piqua, the company produces a number of automotive trunk tire covers and cargo load floors. It also has seen significant growth of its in-transit protection, door watershield and acoustic die cut business for both automobiles and light trucks.

[www.industryproductscos.com](http://www.industryproductscos.com)







**P&R SPECIALTY, INC.**



Greg Blankenship  
President/Owner



Alissa Blankenship  
VP/Owner

*"This project will allow P&R Specialty to help meet the growing demand for our products, particularly for large nailed wood reel packaging for power transmission cables, telecommunications wires,*

*industrial wire rope and chain. We are pleased to see our company continue to grow, especially here in Piqua."* GREG BLANKENSHIP

In late 2012, the company began work on a 14,000 square foot building addition to accommodate the nailed wood reels product line. This will increase the company's total manufacturing space to 114,000 square feet. P&R Specialty, Inc. currently employs 60 team members.

P&R Specialty's current products include: injection molded plastic spools for welding consumables, electrical wire, magnet wire and fuel line hoses; fiberboard spools for welding consumables; and plywood reels for copper and aluminum conductor, insulated wire, wire rope and hoses.

P&R Specialty, Inc. was founded in 1982 and today is a leading supplier of spools and reels in the markets it serves across the United States, Canada and Mexico.

[www.prspecialty.com](http://www.prspecialty.com)



**INDUSTRIAL SPRING COMPANY**



Jodi Boldenow  
President/CEO

*"Industrial Door Company is pleased to have found such a great facility to meet our needs. Located directly off Interstate 75, the new location for our Industrial Spring Company division better positions us with closer proximity to key suppliers and customers. We look forward to being part of the Piqua community for many years to come."* JODI BOLDENOW

Industrial Spring Company, a subsidiary of Industrial Door Company, Inc. announced plans in late 2012 to invest nearly \$900,000 in a 46,000 sq. ft. facility and hire up to 26 employees within three years. The new spring manufacturing plant will enable the company to serve its existing customers in the region as well as provide it with room for future expansion.

Founded in Minneapolis in 1974 by Gerald Sizer, Industrial Door Company, Inc. has grown to set the standard for quality garage door installation and service in the Upper Midwest.

In 1998, Industrial Door Company, Inc. successfully became a second-generation family owned company with Jodi Sizer Boldenow serving as President and CEO and Jeremy Sizer serving as Vice President and COO.

[www.industrialspring.com](http://www.industrialspring.com)



# THE POWER OF PARTNERSHIPS



The City of Piqua and Grow Piqua Now became members of the Automotive Communities Partnership (ACP) in 2013. The partnership is a unique program that brings together community leaders, industry leaders and other stakeholders with the goal of sustaining and growing the region's automotive infrastructure.

The ACP provides communities with guidance on a number of issues, including:

- Sharing what manufacturing and supplier companies want from communities
- Helping communities identify emerging technologies
- Identifying which companies are active in new technology areas
- Ensuring that the skill set of present and future workers is aligned with the needs of advanced technology development and production
- Educating communities on how corporate location decisions are made



The City of Piqua and Grow Piqua Now were founding members of the West Central Ohio Development Coalition (WCODC) in 2005. The organization started as a loose-knit association of several communities in the northern Dayton Region who collaborated on business attraction efforts. Today, WCODC is an alliance of seven counties and 15 economic development organizations that actively work to recruit new investment to this region. These initiatives include a robust consultant engagement program and participation in key tradeshows and market missions, which are conducted in close cooperation with the Dayton Development Coalition (DDC) and the State of Ohio. Funding is provided through the generous support of the DDC and JobsOhio West, helping leverage the activities and funding of the participating economic development organizations.

Why is this important? Ohio's automotive industry is comprised of six assembly plants, three stamping plants, four engine plants, three transmission plants and more than 480 automotive suppliers, including many in the City of Piqua. These facilities directly employ over 76,000 workers in Ohio and account for over \$1.2 billion on automotive research and development. The state is also one of the most prolific vehicle manufacturing states in the country, producing over 1.1 million cars and light trucks in 2011. Vehicle manufacturers include both domestic and international automakers, with facilities relying heavily on the U.S. automotive supply base—both within and outside Ohio. Many of these suppliers do significant business with the Detroit Three companies.

The Automotive Communities Partnership is a program of the Center for Automotive Research (CAR). CAR is a non-profit organization focused on a wide variety of important trends and changes related to the automobile industry and society at the international, federal, state and local levels. CAR conducts industry research, develops new methodologies, forecasts industry trends, advises on public policy and sponsors multi-stakeholder communication forums.

## AUTOMOTIVE INDUSTRY SPOTLIGHT

### JACKSON TUBE

The automotive industry has always played an important role in Ohio's—and our local—economy. Today, the industry is witnessing a renaissance thanks in part to new investments from Honda, Ford and Jeep, which are helping our own local automotive-related companies regain their footing after the economic downturn.

One company is Jackson Tube Service. It was founded over four decades ago by the Jackson family, who still own and operate the company today. Established on the principles of superior customer service, exceptional product quality along with proud corporate citizenship, the company continues to be an integral part of the Piqua community.

Jackson Tube's automotive applications include stabilizer bars, suspension components, impact beams, seating, hanger beams, trunk hinges and headrests. Their tubular products are also used in other industries, including agricultural equipment, recreational vehicles, furniture, refrigeration units, hospital equipment and office furniture.

More information about the company is available at [www.jackson-tube.com](http://www.jackson-tube.com).



Grow Piqua Now is a long-standing investor in the Dayton Development Coalition (DDC). Now that the DDC is part of the JobsOhio Network, both GPN and the West Central Ohio Development Coalition are playing increasingly important roles in carrying out the northern Dayton Region's business attraction and retention work.



# SMALL BUSINESS SPOTLIGHT

The strength of our business community relies on the successes and growth of our large and small companies. The City of Piqua is fortunate to have an extensive network of small business assistance, which includes the Small Business Development Center (SBDC) at Edison Community College, Mainstreet Piqua and the Piqua Area Chamber of Commerce. Last year, small businesses contributed new investments and employees—from manufacturing to retail—and helped buoy the local economy, thanks in part to creative partnerships and assistance from the city.

On the manufacturing front, the city welcomed the expansion of D&D Brightworks at its new location on Commerce Drive. As part of its relocation to Piqua, the company added several employees and made investments in new equipment and computers as the company expanded from supplying one restoration shop to supplying many of the premier restoration shops and car owners around the world with restored brightwork. It was assisted in this expansion with a

\$3,000 grant from the City's Job Creation Rapid Outreach Grant.

New restaurants were also an important part of the economic recovery in 2012. Buffalo Wings & Rings began work on its newest location at the Miami Valley Centre Mall. The new outlet brings the company's newest store design to Piqua complete with dozens of televisions, a family-friendly dining area and outdoor patio. The project received assistance from the City of Piqua through the Community Reinvestment Area (CRA) program.

Another high-visibility project was the opening of Mulligan's Pub at the Fort Piqua Plaza in historic Downtown Piqua. The new restaurant offers a pub-like atmosphere in the beautifully-restored space that was part of the \$22 million Fort Piqua Plaza restoration project completed in 2008. The city was able to assist the project by partnering on several tenant improvements and with a \$2,000 Job Creation Rapid Outreach Grant to help with the addition of a new bar in the main dining area.



Pictured above are representatives from Mulligan's Pub, the City of Piqua and the Piqua Area Chamber of Commerce at the ribbon-cutting ceremony earlier this year.



French employees receive the Presidential "E" Star Award from U.S. Commerce Secretary John Bryson (center).

## FRENCH OIL MILL MACHINERY COMPANY

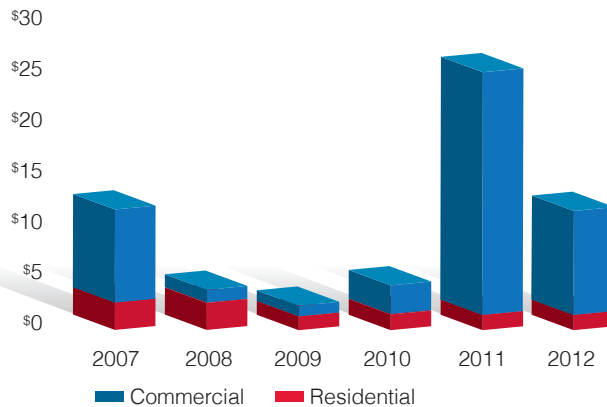
In 2012, the French Oil Mill Machinery Company was awarded the Presidential "E" Star Award for Exports at a White House ceremony in Washington, DC. This award is the highest recognition any U.S. entity may receive for making contribution to the expansion of U.S. exports.

Companies are nominated through the U.S. Commercial Service office network, which helps U.S. companies grow their exports. The primary criterion for the "E" Star Award is three years of successive export growth. "E" Awards are awarded to applicants that can demonstrate a significant contribution to U.S. export expansion that is measurable, innovative, sustainable, and has broad impact.

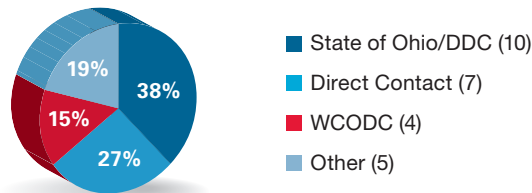
"Exporting continues to be a critical element of our sales growth, and we are honored to receive the "E" Star Award," said Daniel P. French, French's Chairman and CEO. "Our company first began exporting equipment in 1905 to Canada and Europe and soon after to China. Over our company's 112-year history we have exported equipment to every continent other than Antarctica and supported customers in over 80 countries." French added, "The dedication of our Piqua employees has contributed largely to our success and international growth. Over the past three years, export sales grew to 65 percent of our total sales, enabling us to hire over 35 additional employees in our Piqua headquarters and manufacturing facility."

# OUR PROGRESS

## CONSTRUCTION ACTIVITY 2007-2012 IN MILLIONS



## BUSINESS PROSPECTS (SOURCE OF LEADS) 2012 (26 TOTAL)



# OUR INVESTORS

We would like to thank the following companies, institutions and individuals for their support of our economic development program. Additionally, Grow Piqua Now would like to acknowledge the City of Piqua, the Piqua Area Chamber of Commerce and Mainstreet Piqua for their on-going in-kind support of these efforts.

### ADVISORY COUNCIL

Bruns General Contracting  
 Buckeye Insurance Group  
 Fifth Third Bank  
 French Oil Mill Machinery Co.  
 Hartzell Industries  
 Hartzell Propeller  
 Mainsource Bank  
 Piqua Concrete Co.  
 Polysource, Inc.  
 Unity National Bank  
 Upper Valley Medical Center  
 U.S. Bank

### ADVISORY COUNCIL

**EDUCATIONAL**  
 Edison Community College  
 Piqua City Schools  
 Upper Valley Career Center

### INDUSTRIAL COUNCIL

Crane Pumps & Services  
 Crayex Corporation  
 Harmony Systems & Services  
 Industry Products Company  
 Isaiah Industries  
 Jackson Tube Service  
 Miami Valley Steel Service  
 Pioneer Electric  
 Wenco

### GENERAL MEMBERS

A Learning Place  
 Apex Aluminum Die Casting Co., Inc.  
 Atlantis Sportswear, Inc.  
 Council on Rural Services  
 Ferguson Construction Co.  
 Fry Leasing  
 Galbreath Realty  
 Hemm's Glass Shops, Inc.  
 Industrial Property Brokers  
 Koverman Bayman Dickerson Insurance  
 McCulloch-Baker Insurance Service  
 McCulloch, Felger Fite, Gutmann Co., LPA  
 McVety Realty

Miami Valley Centre Mall  
 Midwest Maintenance, Inc.  
 Murray, Wells, Wendeln, Robinson CPAs, Inc.  
 Mutual Federal Bank  
 Nitto Denko  
 P&R Specialty, Inc.  
 PSC Crane & Rigging, Inc.  
 Quint Creative Group  
 RDC Energy Solutions  
 Scott M&A Corp.  
 Sherry Development  
 TK Holding  
 Urban Elsass & Sons, Inc.  
 Vectren



Grow Piqua Now would like to recognize the following individuals for their contributions to this report: Alissa Blankenship, Greg Blankenship, Jodi Boldenow, Mike Caughell, Linda Cleveland, Mimi Crawford, Patty Mattis, Kathy Sherman, Debbie Stein and Lorna Swisher.

Photos Courtesy of TNT Studios, Jack Holtel and Mike Ullery.

[growpiquanow.org](http://growpiquanow.org)

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**GPN RECEIVES  
 EXCELLENCE IN  
 ECONOMIC  
 DEVELOPMENT  
 AWARD**

In 2012, Grow Piqua Now was presented an Excellence in Economic Development Award for the 2012 State of Economic Development Report by the International Economic Development Council (IEDC). The honor was presented at an awards ceremony during the IEDC Annual Conference in Houston, Texas. The report earned a Silver Award in the category of Annual Report for communities with populations of less than 25,000. IEDC's Excellence in Economic Development Awards recognize the world's best economic development programs and partnerships, marketing materials and the year's most influential leaders. These awards honor organizations and individuals for their efforts in creating positive change in urban, suburban and rural communities.

