

# ANNUAL REPORT 2019



**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

# Grow Wabash County Team



Keith Gillenwater, *President & CEO*



Tenille Zartman, *Vice President*



Chelsea Boulrisse, *Project Manager*



Sarah Delgadillo, *Director of Global  
Citizenship*



Susan Ross,  
*Past Project Manager*



Diane England,  
*Past Project Manager*

# 2019 Grow Wabash County Board of Directors



Jason Callahan, Board Chair  
*Wabash City Schools*



Patty Grant, Vice Chair  
*Community Foundation*



Gary Larson, Treasurer  
*Ford Meter Box*



Marilyn Custer-Mitchell,  
Secretary  
*Parkview Wabash Hospital*



Emily Boardman, Past Chair  
*Crossroads Bank*



Parker Beauchamp  
*INGUARD*



Keith Gillenwater  
*Grow Wabash County*



Lisa Gilman  
*Redemption Development,  
LLC*



Brian Hauptert  
*Wabash County Commissioner*



Bob Krouse  
*MPS Egg Farms*



Mayor Scott Long  
*City of Wabash*



Clint Kugler  
*Indiana Youth Institute*



Tod Minnich  
*Honeywell Foundation*



Doug Lehman  
*Douglas C. Lehman, PC*



Adam Penrod  
*Town of N. Manchester*



## **A Letter from 2019 Grow Wabash County Board Chair Jason A. Callahan**

As the outgoing chair of the Grow Wabash County Board of Directors, I am extremely proud of the work accomplished in 2019 as we work *Together, Growing a Prosperous Wabash County.*

To achieve this mission, Wabash County has made population growth a central focus. Our foundational pillars--workforce development, investor services, entrepreneurship, business development and livability--are built to serve this end. I believe Grow Wabash County came a long way in achieving its mission in 2019.

Under entrepreneurship, Grow Wabash County created a comprehensive entrepreneurship pipeline, beginning with a countywide entrepreneurship competition for high school students. This program led to 7 out of 10 high school teams which qualified for the Northeast region coming from Wabash County.

Under livability, Grow Wabash County has partnered with the City of Wabash to begin several housing projects to address this need.

In supporting workforce development, Grow Wabash County has supported the efforts of Heartland Career Center to pursue a building expansion through a \$5 million federal grant that would expand Heartland programming to include adult education and training programs.

Under the pillar of business development, Grow Wabash County has continued to work on efforts to build economic development relationships internationally through connections both in Japan and in China.

Finally, under investor services, Grow Wabash County has and will continue to listen to the needs and missions of our local businesses. As our mission statement articulates, we can only achieve success by working *Together*. In order to achieve this and our other goals, Grow Wabash County undertook a successful \$1 million campaign. I want to end my tenure as board chair thanking all of our investors and community champions who help support our efforts.

Only Together, will we Grow a More Prosperous Wabash County!

***Jason A. Callahan***

## A Letter from the President/CEO Keith A. Gillenwater

*“The bad news is time flies...the good news is you’re the pilot.” – Michael Altshuler*

I think this quote best sums up what it has been like leading Grow Wabash County over the last few years. Since we created the new Grow Wabash County organization in 2017, time has definitely flown by as we were hard at work doing our best to fulfill our mission – *Together, Growing a Prosperous Wabash County*. As the quote suggests though, while we have been in constant motion, it has been our absolute pleasure to lead these efforts on behalf of our community.



Grow Wabash County has built its mission around five pillars of service: *Entrepreneurship, Business Development, Workforce Development, Livability, and Investor Services*. It is through these five pillars that we work to serve Wabash County. This report to the community will detail some of the exciting things we worked on under each of those pillars in 2019, and also include a feature about our Growth Starts Here campaign that our campaign chair Parker Beauchamp announced at our annual Celebration Dinner in October.

Our collective efforts are paying off. While I lead Grow Wabash County as our organizations President & CEO, I certainly do not do it alone. Together with our dozens of local, regional, and state partners, along with the best professional staff I’ve had the fortune to work with and a visionary board of directors, we ARE moving the needle. Wabash County’s per capita personal income experienced a growth of almost 5.9% year over year (US BEA), a higher increase than both the state and national average. We celebrated the successful conclusion of the Stellar Communities program, and we welcomed several expansions and new businesses to the community.

Again, 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!



A handwritten signature in black ink that reads "Keith A. Gillenwater".





## Growth Starts Here...and NOW!

New beginnings are always thrilling. A new year, a new decade, new ideas, all give us the sense of looking at a blank slate, a chance to chart a new course, or build upon a path that's already been carefully mapped out. Grow Wabash County is jumping into 2020 with both feet and a vision for what the next several years will mean for Wabash County.

Back in October, during our Annual Dinner Celebration, we, as an organization announced our plans to raise \$1 million through the "Growth Starts Here" campaign to help us launch bold programs and initiatives to revolutionize and energize economic prosperity in Wabash County.

We've enjoyed connecting with our local investors and community leaders over the past few months to invite them to put their support where it will count the most and, in turn, be part of this catalytic development process that's about to launch in their very own communities. We thank each and every one of our stakeholders who answered the call to join us on this new endeavor.

Now that our community has made good on their commitments, it's time for Grow Wabash County to uphold its end of the bargain. Stay tuned as we will begin to announce some new and exciting plans we have in store for Wabash County over the next four years that will connect with our five pillars of focus: **entrepreneurship, business development, workforce development & talent attraction, livability** and **investor services**.

Some of these big plans include:

- Additional support for our entrepreneurial services via our Co.Starters program, the Indiana Small Business Development Center, etc.
- New training programs in advanced manufacturing and CDL driving.
- Building "spec" buildings to attract new employers to the county.
- Establishing international relations through the development of a sister city.
- Redeveloping properties for residential use.
- Expanding the range of opportunities afforded to Grow Wabash County investors.

This is just a snapshot of what Grow Wabash County has set out to do, and there will certainly be more projects and ideas that we pick up along the way to help achieve our mission of "Together, growing a more prosperous Wabash County."

# Thank you to all of our Capital Campaign donors!

Beacon Credit Union  
Bill & Carole Konyha  
Bippus State Bank  
Canal Street Investments, LLC  
Community Foundation of Wabash County  
Crossroads Bank  
Dean & Julie Gogolewski  
Doug Lehman  
First Merchants Bank  
Flagstar Bank  
Ford Meter Box  
Halderman Real Estate and Farm Management  
Honeywell Center  
INGUARD  
Intrasect Technologies  
Jason Callahan  
Keith & Carrie Gillenwater  
Lisa Gilman & Michael Rheinheimer  
Lundquist Appraisals & Real Estate

Marilyn Custer-Mitchell  
Midwest Eye Consultants  
MPS Egg Farms  
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NIPSCO  
Owens Corning - Thermafiber, Inc.  
PaperWorks Industries, Inc  
Parkview Wabash Hospital  
Pathfinder Services, Inc.  
Patty & David Grant  
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Advised Non-Permanent Fund  
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Red Earth, CPA  
Ryan Sincroft  
Silas & Tenille Zartman  
Star Excavating  
Steve & Lisa Ford  
The Hagerman Group  
Transform Consulting Group  
Wabash Marketplace

## Growth Starts With YOU!





## Entrepreneurship

Support includes small business services, supporting and maintaining our partnerships, building upon our educational offerings, and others as community needs arise.



## Entrepreneurship

*Armed with the knowledge that the majority of job growth comes from small businesses, one of our primary objectives is to support and cultivate an environment of creation, innovation, and entrepreneurship. We partner with local institutes and regional partners to help bring resources to our existing and startup small businesses.*

### **Indiana Economic Development Corporation Entrepreneurship Grant Awarded**

Thanks to a \$195,032 entrepreneurship grant awarded by the Indiana Economic Development Corporation (IEDC), Grow Wabash County was able to better leverage its existing assets to support small businesses and entrepreneurs in 2019.

With the grant funding, we were able to underwrite programs like the *Co.Starters for Causes* entrepreneurship class, INnovate Wabash County high school business pitch competition, and support programming at Messer's Lab, the free 24/7 co-working space located at INGUARD.

Grant funds were also used to implement primary and secondary entrepreneurship education curriculum at Wabash City Schools through the INCubatoredu by Uncharted Learning program. Funds were also used to purchase a new prototyping 3-D printer located in the Innovate @ INGUARD co-working space, fund 12 Business-in-a-Box starter kits, and seed our new INnovate Wabash County high school pitch competition held on April 16, 2019.

### **Small Business Development Consulting**

The Grow Wabash County team acts as a connector for entrepreneurs and business support resources that can help them further grow their enterprise. We work to bring regional and state resources like the Small Business Development Center and SCORE to Wabash County for our local entrepreneurs to utilize. In 2019, we scheduled 33 individuals looking to start or expand their business with Scot Goscowicz, a free business consultant from the Small Business Development Center at our office. Scot offered his expertise free of charge every third Thursday. This partnership will continue in 2020 as we work with the ISBDC to provide free business counseling and other resources to local business owners and entrepreneurs.

### **Small Business Loans**

Grow Wabash County's Revolving Loan Fund Program is aimed at current or prospective business owners located in Wabash County that may need gap funding to help small businesses succeed. Grow Wabash County's goal with this program is to be a financing partner, together with the small businesses' equity and a conventional (primary) lending institution.

At the close of 2019, GWC had two active revolving loans outstanding. The two lenders include KenapocoMocha Coffee & Pastry Shop and the Wabash County Historical Museum. Both of these loans were current and performing according to established guidelines. The loans totaled \$223,315 in outstanding direct loans with \$95,462.22 available for lending on new loans as part of the revolving loan fund program.

## **Messer's Lab at INGUARD**

Messer's Lab at INGUARD is the main hub for our entrepreneurship support programs in Wabash County. This free co-working space hosted a number of events throughout 2019, from business and non-profit groups who utilized the unique space for strategic planning to co-workers who met to foster creative collisions with other entrepreneurs. We were proud to also utilize the first Innovation grant from the Indiana Economic Development Corporation to install a 3D printer there that is free to use.

## **Co.Starters for Causes Entrepreneurship Course for Nonprofits**

Grow Wabash County graduated nine non-profit leaders from *Co.Starters for Causes*, an entrepreneurship course for nonprofits in 2019. Participants dedicated 27 classroom hours over a nine-week period to learn about business concepts and best practices.

Volunteer facilitators that lead participants through the course included: Keith Gillenwater, Grow Wabash County; Julie Garber, Community Foundation of Wabash County; Amanda Lopez, Transform Consulting; and Alan Tio, Kosciusko Economic Development Corporation.

Graduates from this program included: Cheryl Working, Daniel's Place; Janet Shoe, FISH Food Pantry; Sherry Searles, Child Care & Early Learning Coalition; Susan Peebles, Somerset Redevelopment Group; Theresa Onderko, Education for Conflict Resolution; Cynthia Johnson, Learn More Center; Rachel Guyer, Little Friends Day Care; and Beverly Ferry, Living Well in Wabash County.

The final celebration night for this cohort culminated in Living Well of Wabash County winning \$12,000 worth of digital marketing support from Consumer51 to be used towards the development of a public transit bus route.



## Entrepreneurship Advisory Committee

Grow Wabash County convened the high school Entrepreneurship Advisory Committee to coach and support local students along their paths to becoming entrepreneurs. This committee helped students prepare for the state's Innovate WithIN and local INnovate Wabash County shark-tank style business pitch competitions.

## Innovate WithIN

The state's initiative, Innovate WithIN™, plays a key role in Indiana's entrepreneurial ecosystem by providing programming, pitching and pathways to nurture the next generation of innovators.



We were thrilled to see some of our local young entrepreneurs enjoy success in this competition. Seven Wabash County teams later advanced to regionals for this statewide competition. Of those teams that went to regionals, two from Wabash County advanced to be 2 of 11 teams that competed at the state final competition for Innovate WithIN. Although our two teams that competed at state, Millie & Mabel and Student Services, did not place in the top four for the state's competition, we were thrilled with their results and business development successes.

## INnovate Wabash County



Grow Wabash County organized and hosted INnovate Wabash County, the inaugural local high school business pitch competition at the Honeywell Center's Ford Theater on April 16, 2019. At this competition, 35 students participated and 4 of the top groups received scholarships to Ivy Tech, cash prizes, and a *Business in a Box*, which awarded them up to \$3000 for business support. All participants received scholarships to Manchester University.

Judges for this competition included: Keith Gillenwater, Grow Wabash County; Steve Franks, Entrepreneur Coach and Arts Enthusiast; John Hoffman, SCORE Advisor and Experienced Small Business Owner; Professor Joe Messer, Experienced Entrepreneur and Professor of Entrepreneurship at Manchester University; and Lisa Gilman, Local Entrepreneur and Owner of Redemption Development and Wabash Woollen Works. Emcee for this event was Peter Shepherd of INGUARD.





Focus to grow the population of Wabash County which includes initiatives for housing development, quality of place projects, and community engagement.



## **Livability**

*As rural areas like Wabash County face the impact of declining population, special attention is being paid to quality of place and livability initiatives that encourage newcomer attraction and retention.*

### **Housing Committee**

Grow Wabash County convenes and participates in the City of Wabash Housing Committee. Over the last two years, we have been hard at work focusing on remediating several sites for housing in Wabash County. After undertaking a comprehensive housing study for the City of Wabash, we identified several sites for redevelopment in the City of Wabash and have taken steps to utilize those sites for residential use. We are partnering on the redevelopment of the Parkview Wabash Hospital legacy site, and are looking towards eventually developing the former GDX site and sites adjacent to downtown Wabash.

We were thrilled to participate in the groundbreaking for the new Chester Heights subdivision in North Manchester. Grow Wabash County and our legacy organization, the Economic Development Group of Wabash County, participated with the town of North Manchester back in 2015 in discussions on the potential acquisition of the ground that would later be developed into the new site and the subsequent negotiations that led to the new subdivision.

### **IMAGINE Wabash County**

IMAGINE Wabash County is the joint effort between Grow Wabash County and the Community Foundation of Wabash County to study and address population migration and the loss of residents in Wabash County. Grow Wabash County believes that the biggest threat to the future of our community is the loss of population. In early 2019, Patty Grant, Executive Director of the Community Foundation of Wabash County (and the Chair of the 2020 Grow Wabash County Board of Directors), approached Grow Wabash County asking for our opinion regarding the largest threat facing Wabash County – with the added point that there was an opportunity to partner with the Lilly Endowment on the Gift VII initiative.

From this conversation, we commissioned the first comprehensive population study of Wabash County. Working with our consultants at the Community Research Institute from Purdue University Fort Wayne, Mark Becker of Becker Consulting, John Stafford of Make No Small Plans, and Amanda Lopez of Transform Consulting Group, we examined the historical data of where Wabash County has come from, looked at data that demonstrated what is currently happening in regards to population loss, and reviewed projections as to what the US Census Bureau and others are projecting our population will trend over the next 30 years.

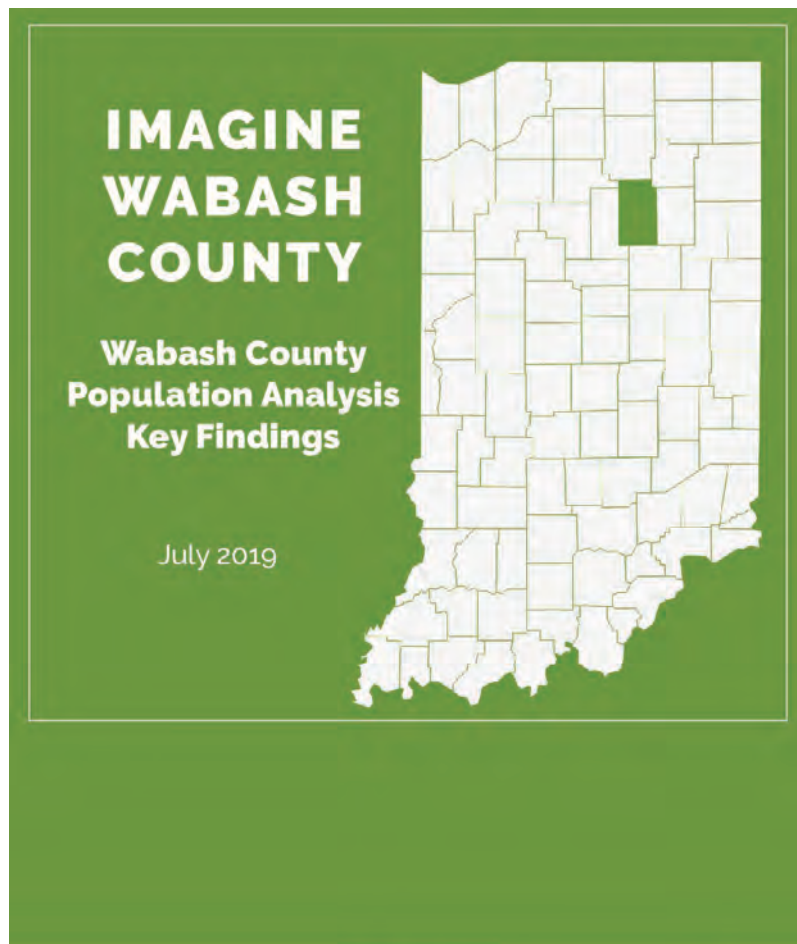
Our study also included interviews with key individuals with local knowledge of major events over the previous several generations, and several focus groups composed of various demographic groups including millennials who moved back to Wabash County after leaving, millennials who moved away from Wabash County and did not plan to come back, individuals who work in Wabash County but



choose not to live here, and people who are not from Wabash County, but have chosen to relocate to the community, amongst others.

Based on the qualitative and quantitative data compiled, our study suggested a series of proposals we could undertake to help arrest and reverse the decline we are experiencing. Throughout the rest of 2019, our two organizations held three public meetings to discuss the results of our findings. Then representatives from both organizations attended as many public meetings as were able to discuss our study, meeting with everyone from fraternal organizations to city and town council meetings to school boards and service groups.

Looking ahead to 2020, we are working on implementing our study findings, focusing on developing one comprehensive plan in conjunction with all of our municipalities and will work to implement others focused specifically on our economic development strategies and efforts.





## Workforce Development

Ensure the availability of a high quality, trained workforce for Wabash County employers by coordinating training opportunities, talent attraction, retention, and development.



## Workforce Development

*We work every day to ensure the availability of a high-quality, trained workforce for Wabash County employers by coordinating training opportunities, talent attraction, retention and development.*

### Skills training opportunities

Throughout 2019, Grow Wabash County has focused on workforce development for all ages in Wabash County. Cultivating talent is a multi-tier approach that requires developing relations with youth early on and continuing that access to training all the way up to the seasoned employees upskilling for the next level of cutting-edge technology to remain competitive in their field.

We partner with our local high schools and higher education institutions to bridge the gap between employer needs and educational objectives. In today's low unemployment environment, we have focused heavily on attracting talent to our local employers. For instance, we have further developed our partnership with Heartland Career Center (HCC), a cooperative technical school that provides skills training to students from nine surrounding high schools. This collaboration has allowed us to connect employers, current and future, with the next generation of workers.

Our team at Grow Wabash County partnered with HCC in several areas in 2019 including: helping to establish a Heavy Duty Equipment Operator CDL program, creating support letters, connecting employers to internship and talent opportunities, helped execute the Interactive Career Expo, as well as helping with grant initiatives.

### Early Childhood Education

Grow Wabash County is proud to be a community partner in the First Five Wabash County initiative. The vision of First Five of Wabash County is to support and revitalize our communities' early education efforts so that we can thrive long-term.

Our goals are to increase the capacity of our local high-quality early learning centers, increase the accessibility of our centers to families of all means, improve the quality of our offerings, increase the affordability of high-quality childcare, and increase parent and community engagement.



First Five Wabash County participated in the annual Early Learning Summit for Economic Development held in Fort Wayne in 2019, and our President & CEO Keith Gillenwater participated as a speaker on a panel to discuss the need for increased attention to high-quality early childhood education and to illustrate how this is truly an economic development issue in Indiana.

We were also honored to celebrate the Community Foundation of Wabash County's own Julie Garber, who was voted by her peers as the 2019 Early Learning Champion for the State of Indiana.

## Leadership Development & NXTGEN Leadership

Leadership Development Wabash County remains one of the flagship programs of Grow Wabash County. Our partnership with Manchester University, our many employers, and facilitator Jim Smith has turned our leadership development program into one of the premier leadership development programs in Indiana, and a program that we can be proud of.

Our 2018/19 class graduated 28 leaders in May, and the group projects they undertook – a new hoop-style greenhouse at New Beginnings, a book program at our elementary schools and a youth career readiness program in conjunction with the Community Foundation of Wabash County fill gaps that are very much needed in our community. We launched our 2019/20 class in October with 28 additional students that are in the midst of their instruction as of the start of the new year.

We are very thankful to our many sponsors for our Leadership Development program, including the City of Wabash, Wabash County Commissioners, the town of North Manchester, the Community Foundation of Wabash County, Beacon Credit Union, NIPSCO, Duke Energy, Midwest Eye Consultants, Real Alloy, MRF Real Estate, Midwest Poultry and Timbercrest Senior Living.

We also worked with our local high school superintendents and principals to launch our first ever cohort of the NXTGEN Leadership program. This program was aimed at high school sophomores and was designed to present an age-appropriate version of our adult leadership program over the course of the fall semester to students representing each of our four high schools. We will be refining the program over the course of the spring and summer of 2020, compiling our lessons learned and using them to propel us forward into launching a retooled version of the NXTGEN program in the fall of 2020!





## Young Professionals of Wabash County

As we look to the future, developing existing talent and attracting new talent is our top priority in an effort to fill the open positions at our local employers. The Young Professionals of Wabash County (YPWC) was formed in the fall of 2018 as a group to help young professionals excel in their careers by establishing a thriving network of peers and community-driven individuals within Wabash County.

This member-driven group's mission is to create a supportive professional network of dynamic relationships that thrive together in Wabash County through networking, philanthropy, and educational and community events. This group is free to join thanks to the resources provided by Grow Wabash County and the volunteer steering committee.

At the end of 2019, there were 185 young adults that receive updates via monthly email blasts and follow the group on social media. The goal with this group is to get the next generation of leaders more connected and involved, allowing for our young professionals to lay down roots and make this place their permanent home. This deeper connection can help employers with recruiting and ultimately help retain their talent. Young professionals are the future of Wabash County and this group gives them an opportunity to have a voice in Wabash County and grow into roles as leaders of our communities.

Steering committee: Chelsea Boulrisse, Jana Thibos, Kimberly Lundmark, Mark Frantz, Peter Shepherd, Susan Ross, Tenille Zartman.





## Business Development

Includes traditional economic development services such as business attraction and retention, developing sites and building infrastructures, and incentive negotiation.





## Business Development Pillar

*As the definition of economic development evolves, we still maintain some of the traditional roles a local economic development organization holds, including traditional business recruitment and attraction strategies to diversify our economic landscape and provide new employment opportunities.*

### Sister Cities & International Relationships

Building upon our efforts that culminated in our first trip to Asia in late 2018, we continued to expand those efforts to establish our first international sister city in 2019. At the beginning of 2019, we had a lot of work to follow-up on following our return from Asia after laying the groundwork to establish our sister city relationship with Linhai City, China and foster a deeper connection with the leadership of Oji Interpack, the parent company of Oji Intertech in North Manchester.



Our efforts spanned beyond traditional economic development and has since included strategies to establish educational and arts/culture partnerships between us and our partners in Japan and China. These efforts paid dividends in 2019 and are predicted to continue to demonstrate their value moving forward.

Grow Wabash County is leading the economic development aspect of our international relationship-building plans. We sent follow-ups to approximately 30 companies that we met with in China in late 2018, as well as with all of

the companies that we met during our visit to Japan.

Wabash City Schools has since established its first international student exchange, welcoming high school students from Yamate Gakuin High School in Yokohama, Japan in the spring, and at the end of the summer, Wabash will play host to a large group of middle school students from Huangyuan Middle School in Hangzhou, China. Both schools are ones we visited in late 2018.

The Honeywell Foundation has also led a follow-up mission to China in late 2019, including a stay in Linhai City, and Superintendent Callahan flew over to meet the group in Linhai City as well to meet with additional schools interested in forging a new relationship with us. 2019 also saw us hosting a Japanese prospect whom we met in Japan in Wabash for an evening, and honoring Oji Intertech at our Annual Dinner Celebration in October 2019.

We are confident that our collective efforts will pay dividends for our citizens and our community for years to come.



## **Site Selection Attraction**

Even as the definition of “economic development” continues to evolve, business attraction and our traditional efforts to market to site selection consultants remain a priority for Grow Wabash County.

In 2019, we represented Wabash County and Northeast Indiana during an Indiana Power Partnership trip to visit with site selection consultants based in Atlanta & Greenville, SC. Over the course of this two-day trip, we met with fifteen different consultants and were given a chance to sell our communities and region’s assets for business investment opportunities.

Wabash Mayor Scott Long, along with Keith Gillenwater, attended the International Council of Shopping Centers RECon conference in Las Vegas where we spent another two full days meeting with national brands and franchises in order to pitch the City of Wabash and Wabash County as a destination for new retail development opportunities.

We also hosted consultants for two site visits in North Manchester as part of the Duke Site Readiness program, and visited with a dozen other consultants at the Economix leadership conference in Charleston late in 2019. Throughout the year, we stay in regular contact with consultants to let them know about our wins, as sites and buildings come up for sale, and to let them know about all of the great things happening in Wabash County.

## **Brownfield Remediation**

One commonly overlooked program that Grow Wabash County often participates in is the remediation of brownfield sites, or sites that may have an actual or perceived environmental risk, in our community.

Over the years, we’ve had a role either directly on behalf of Grow Wabash County (or our legacy organizations) or through our fee-for-service contract with the City of Wabash, and have worked on projects such as the remediation of the former Brown Trucking sites. Over the last few years we have been working with the City of Wabash to start the remediation of the Sposeep properties, and in 2019 we formally kicked off a project to ultimately re-mediate the former GDX site.

As with all of our projects, this would not be possible without the support and leadership of our partners on these projects. We tip our hat to Mayor Scott Long and the Common Council for the City of Wabash for having the vision to tackle these challenging sites to bring them back onto the tax roles and contributing to the growth of our community.



Traditional business retention services, legislative advocacy, investor events, municipality support, and others as community needs arise.



## Investor Services

*Being a Grow Wabash County investor invites local businesses and employers to enjoy a long list of benefits to promote community connections through regular communication and special events to energize the public and unite us under the mission of "Together, growing a more prosperous Wabash County."*

## Communications

Grow Wabash County works hard to make sure investors are connected with the organization and to each other through various channels to pass along messages about our upcoming events and those of our investors, exciting developments in Wabash County and promote our hard-working investors.

### **Weekly Newsletter**

Every Friday morning, our investors find a new edition of the Grow Wabash County newsletter in their e-mail inbox. As they scroll through the weekly e-mail, they'll find links to our newest investors or recent renewals, information about upcoming events from Grow Wabash County and our investors, and interesting news articles relating to the perpetual growth and development of Wabash County and northeast Indiana.

We currently send out this weekly correspondence to over 1,500 individuals/businesses and our engagement continues to remain above the industry standard, with a 27% open rate.

### **Social Media**

The quickest and most personal way for Grow Wabash County to connect with its investors and the community at large is through social media networks. Grow Wabash County is currently active multiple times per day on both Facebook and LinkedIn, with occasional connections via Twitter. We currently have 1,978 followers on the Grow Wabash County Facebook page. Our LinkedIn page has picked up steam as well in recent months, with close to 50 followers.

Please Welcome This Week's New Investor

**RIGHT TO LIFE**  
OF  
**NORTH CENTRAL INDIANA**

Right to Life of North Central Indiana

**JACKIE EVANCHO** 11.23.19  
Presented by **PARKVIEW WABASH HOSPITAL** **HONEYWELL CENTER**  
www.honeywellcenter.org

**It's the most wonderful time of the year!**  
The holiday shopping season is upon us once again! What better gift to give your loved ones, employees, or coworkers than one that gives twofold?

**Gift checks** are available now through Grow Wabash County and can be used at any of our investors' businesses. So, not only are you giving the gift of shopping, but you're also giving your fellow businesses the gift of local investment.

Email [Diane](#) to learn more about gift checks or to purchase yours today!

**State of Our Communities – February 27, 2019 – Honeywell Center**

The second annual State of Our Communities event once again reinforced that Wabash County is a county that wants to grow together. Local leaders from the county’s five communities—Wabash, Lagro, LaFontaine, Roann and North Manchester—came together to talk about what they achieved in 2018 and the big plans they had for 2019.

The success of this event relies so much upon the enthusiasm and passion of our community leaders that inspire all of us in Wabash County to forge onward and find new ways to grow and prosper. We thank all of those representatives who agreed to be a part of this event.

**Attendees:** 200

**Sponsors:** 24

**Speakers:**

Mayor Scott Long, City of Wabash

Diana Heath, Town of LaFontaine

Kristie Bone, Town of Lagro

Bob Ferguson, Town of Roann

Toby Tobias, Town of North Manchester

Barry Eppley, Wabash County Commissioners

Keith Gillenwater, Grow Wabash County, Emcee





**Salute to Ag Dinner – March 19, 2019 – Heartland REMC**

For our 2019 Salute to Agriculture event, we had the pleasure of celebrating Reed Farms as our 2018 Farm Family of the Year as well as the agricultural industry that sits as one of the building blocks of our local economy.

**Attendees:** 128

**Sponsors:** 27

**Speaker:** Bruce Kettler, Indiana State Department of Agriculture

**Committee Members:**

Howard Halderman

Bill Needler

Curt Campbell

Don Hurd

Tony Benysh

Kristen Lovell

Jay Vandeburg

GWC Staff

David Smith





**Honor Student Luncheon – April 18, 2019 – Honeywell Center**

In the spring of 2019, we once again celebrated some of Wabash County’s brightest young minds at the Honor Student Luncheon. Students enjoyed lunch while connecting with professionals in careers that interest them and align with their prospective majors. They also enjoyed hearing the featured speaker, Indiana Supreme Court Justice Christopher Goff, talk about growing up in Wabash County, going to school and eventually returning to serve the county before being appointed to the state Supreme Court.

We hope this event continues to serve as a touchstone for many students as they contemplate their futures and wonder how they can build their own life in Wabash County.

**Committee Members:**

- Kerri Mattern
- Heather Tarter
- Sebrena Cline
- GWC Staff



**WACC-Y Golf Outing – June 5, 2019 – Honeywell Golf Course**

There’s nothing like a day out on the greens! This year’s WACCY golf outing had over 100 golfers and included all of the Caddyshack-level antics that the annual event has become known for like the drone ball drop and the golf ball cannon. Congratulations were in order for the golfers from Gaunt & Son Asphalt, Inc. (*pictured below*) who walked away as the outing's grand champions.

**Committee Members**

- |                 |              |
|-----------------|--------------|
| Gary Larson     | Jami Bartel  |
| Margaret Warren | Rachel Olsen |
| Mel Thomas      | GWC Staff    |
| Kira Hall       |              |
| Kaye Krom       |              |
| Wayne Denger    |              |



**Annual Celebration Dinner – October 10, 2019 – Honeywell Center**

This year’s Annual Celebration Dinner was filled with exciting announcements and surprises to energize us as a county. In honor of our 2019 Business of the Year, OJI Intertech, the dinner had a Japanese theme, including authentic cuisine and beverages and the sharing of popular Japanese customs by some of our overseas guests.

We, of course, also celebrated two stand-out Wabash County residents with our Volunteer of the Year award and Citizen of the Year award. The 2019 Volunteer of the Year was Gary Larson, also a member of the Grow Wabash County Board of Directors. The 2019 Citizen of the Year was Bill Barrows from the YMCA.

Despite all of this excitement, there was still more to share! Parker Beauchamp, our capital campaign chair did the honors of announcing our “Growth Starts Here,” capital campaign with a goal of raising \$1 million for bold, countywide initiatives and programs.

This event is always the ideal capstone to our schedule of events, because it reminds us of all the great things we can do when we come together as a community and lift each other up in celebration.

**Attendees:** 302

**Sponsors:** 30

**Committee Members**

- Ruth Ann Maisongale      Chris Benson
- Kathy Carney              Kristi Lundquist
- Kaoru Mason                Kaye Krom
- GWC Staff



## Ribbon Cuttings & Groundbreakings

New beginnings are always an exciting thing to see happening in Wabash County. In 2019, we rejoiced with many new businesses that decided to choose Wabash County to grow their enterprise.

This year we welcomed the following businesses and amenities to the Wabash County community: Nameless Catering, Ohh My! Cakes, Hampton Inn, Hoosier Chiropractic, 50 East Garden Center and Café, Gordman's, Wireless Zone, Friendship Hill, Molcajetes, Wabash Fitness Court, First Friends Early Learning Ministry, Living Well in Wabash County downtown location, Downtown Nutrition and Wabash Steel Supply.

Cheers to growth in 2019 and let's hope for even more growth in 2020!



## Educational Events

One of the unique perks of being a Grow Wabash County investor is access to educational events free of charge.

Over the past year, we have invited professionals such as Adam Bartrom from Barnes and Thornburg to speak on workplace civility, representatives from First Five Wabash County to talk about early childhood education, and Paul McCann to talk about accounting technology for the small business owner.

Our educational events are often inspired by ideas given to us by our investors and area businesses when they tell us some of the needs they have when it comes to running their operations. We hope to continue our tradition of bringing relevant, enjoyable content to our investors.





## ACKNOWLEDGEMENTS

### A special thank you to our Fee for Service Partners:

- Wabash County
- City of Wabash
- Town of North Manchester

### We would also like to thank our many grant partners for 2019:

- 80/20 Foundation for NxtGen Leadership Grant *\$5000*
- Community Foundation of Wabash County for Workforce Initiatives *\$43,544*
- Duke Energy for Basic Economic Development Course Training Scholarship
- Duke Energy for Marketing Grant *\$5000*
- Duke Energy grant for Site Readiness for North Manchester Business Complex *\$10,000*
- Indiana Economic Development Association grant for Certified Economic Development Training Scholarship
- Indiana Economic Development Corporation for entrepreneurship grant *\$60,666*
- Kosciusko County Community Foundation – Co.Starters Scholarship *\$200*
- NIPSCO Grant for Community Room Upgrades *\$5,000*
- Wabash County Commissioner for NE Indiana Regional Partnership Membership *\$13,658*
- Wabash County Commissioners for Technology, Leadership Development & Young Professionals *\$10,000*
- Wabash Valley Power Alliance for Marketing Grant *\$3,000*

**Most of all, we would like to thank all of our investors and community partners that worked with us throughout 2019.**

**Whether it was sponsoring one of our flagship events, serving on any of our committees or boards, contributing to our "Growth Starts Here" capital campaign, your commitment to helping us "Grow" Wabash County is evident.**

**We look forward to working with you in 2020 and beyond!**



## 2019 Investor List

105.9 the BASH/ Dream Weaver Marketing  
10X Engineered Materials, LLC  
85 Hope  
Advanced Ag Resources  
Agro-Chem, Inc.  
AgVenture McKillip Seeds, Inc.  
American Health Network  
Anytime Fitness  
Arc of Wabash County  
Art's Que LLC  
Atlas Building Services, Inc.  
Autumn Ridge Rehabilitation Center  
B. Walter & Co  
Barnes & Thornburg LLP  
Beacon Credit Union  
Belgian Draft Horse Corp. of America  
Benson and Son Plumbing/Heating  
Besiege LLC  
Betty Temple, Inc.  
Big City Paints  
Big Picture Imagery Signs & Service  
Bippus State Bank  
Birdie J's  
Borders & Beyond  
Bott Mechanical Company, Inc.  
Bowen Center  
Brady Benefits & Associates, LLC  
Brainard Snow Removal  
Briner Building, Inc.  
Brush Dental  
Bucheri McCarty & Metz LLP  
Builder's Mart  
Bulldog Battery Corporation  
Burger King  
Business Technology Group, LLC  
C&J Raxx  
Cannonball Lanes  
Carole & William Konyha  
Ceres Solutions Cooperative, Inc. (North  
Central Co-op)  
Charley Creek Inn  
City of Wabash  
Comfort Keepers  
Community Foundation of Wabash County  
CONSUMER 51, LLC  
Countryside Veterinary Hospital  
Crossroads Bank  
Crystal Glass & Exteriors, LLC  
D & J Radabaugh Construction, Inc.  
Daniel's Place, Inc  
Dawes & Pugh CPA's, LLC  
Denney Motor Sales, Inc.  
Douglas C. Lehman, PC  
Downs Tandy & Petruniw, P.C.  
Downtown Nutrition  
Duke Energy  
Dukes Memorial Hospital  
Eads & Son Bulldozing Inc.  
Eagle Outdoor Advertising  
EcoWater Systems  
Edward Jones & Company - Office of Amy  
Sullivan  
Emily Boardman  
Family Optometry  
Fastenal  
Fiat Photography  
First Farmers Bank & Trust  
First Friends  
First Merchants Bank  
Fisher & Ireland  
Flagstar Bank  
Flow-Tech Plumbing & Heating, Inc.  
Ford Meter Box Company, Inc.  
Fowler, Bing M., Family Dentistry  
Freedom Academy  
Friermood Tire & Alignment  
G6 Communications  
Gaunt & Son Asphalt  
Gebhart Holdings  
Gentleman Jack's Alpaca Ranch  
Global Precision Parts, INC  
GOLFO di NAPOLI DAIRY  
Goodfellas Pizza  
Gordmans  
Gorman Center for Orthodontics  
Grandstaff-Hentgen Funeral Service  
Green Hat Productions  
Grow Wabash County

## 2019 Investor List

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  
Holiday Inn Express  
Honeywell Public Golf Course  
Hoosier Chiropractic, LLC  
Hoosier Jiffy Print  
Hoosier Payment Solutions  
Hunter Estate & Elder Law  
Indiana American Water Company  
Indiana Farm Bureau Insurance  
Indiana Tech  
Indiana University Kokomo  
INGUARD  
INGUARD Health  
Insurance 1 Services, Inc.- Wabash  
Intrasect Technologies  
Ivy Tech Community College  
J&K's Mega Pet!  
J.M. Reynolds Oil Co., Inc.  
Jeff Kellam  
Jessica Parrett - Indiana Farm Bureau Insurance  
Jim Smith  
Jim Widner  
JL Hurt  
John H. Stephens RLS  
Jones Contracting, Inc.  
Keith & Carrie Gillenwater  
Kirtlan Automotive Machine & Repair, Inc.  
Kitchens Plus  
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.  
Main View Inn  
Manchester Alive  
Manchester Community Schools  
Manchester University  
Martin Yale Industries, LLC  
Mattern, Robert DDS  
McDonald's Restaurant  
Metz Title Company  
Miami - Wabash Paper  
Midwest Eye Consultants, PC  
Miller's Merry Manor  
MJV Group, Inc.  
Modoc's Market  
Molcajetes Mexican Restaurant  
Mosier's Tarps  
MPS Egg Farms  
MSD - Metropolitan School District  
Mutual Bank  
Nameless Catering Company  
Nancy J's Fabrics  
Nicole A. Howard Photography  
NIPSCO  
North Central Respiratory  
Northern Indiana Aviation  
Northwestern Mutual  
Novae Corp  
Office Concepts, Inc.  
Ohh My Cakes  
OJI Intertech  
Oswalt-Thomas Sales & Service  
Owens Corning - Thermafiber, Inc.  
Papa John's Pizza  
Paperworks Industries, Inc.  
Parker and Katie Beauchamp  
Parkview Physicians Group  
Parkview Wabash Hospital  
Pathfinder Services, Inc.  
Paul Speicher-Ralph Naragon Advised Non-Permanent Fund  
Penguin Point Restaurant  
Perry ProTech  
Pete & Susan Jones  
Pettit Printing, Inc.  
Pizza Hut/WingStreet



## 2019 Investor List

Pleasant Home Farm, Inc.  
POET Biorefining  
Poole Foods, Inc.  
Poole's Meat Market  
Precision Medical Technologies, Inc.  
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  
Regency Properties  
Regional Chamber of Northeast Indiana  
Republic Services/ Wabash Valley Refuse  
Removal  
Rick's Auto  
Right to Life of North Central IN  
River Bend Farms, LLC  
RK Auction Services LLC  
Robert Halderman  
Roofs Unlimited  
Rosen Farms, Inc.  
Ruth Ann Masiongale  
Salvation Army Family Store  
Schlemmer Brothers Metalworks  
Skyline Business Technology, LLC  
South Side Supply  
Spirit Wear  
SRT Aluminum  
Staffing Resources, Inc.  
Star Excavating  
Stock+Field  
TAD Holdings Inc.  
Terrill & Co., Inc.  
The Hagerman Group  
The Honeywell Foundation  
The Paper of Wabash County, Inc.  
Thorne Insurance  
Tom Latchem  
TOP Engraving  
Transform Consulting Group  
Trophy Center Plus  
Troy Eads Excavating, LLC.  
TTG Equipment  
United Consulting  
United Tool Company, Inc.  
Vanderpool Law Firm, P.C.  
Vernon Health & Rehabilitation  
Visit Wabash County  
Wabash Carnegie Public Library  
Wabash Castings, Inc.  
Wabash City Schools  
Wabash County Farm Bureau, Inc.  
Wabash County Habitat for Humanity, Inc.  
Wabash County Historical Museum  
Wabash County Solid Waste Management  
Dist  
Wabash County United Fund, Inc.  
Wabash County YMCA  
Wabash Eye Health & Vision Center  
Wabash First United Methodist Church  
Wabash Friends Counseling Center  
Wabash Hardware & Rental  
Wabash Marketplace, Inc.  
Wabash MPI/Carver, Inc.  
Wabash Plain Dealer  
Wabash Portable Equipment, Inc.  
Wabash Realty, LLC.  
Wabash Valley Abstract Company, Inc. of  
Wabash  
Wabash Valley Chrysler LLC  
Wabash Wicks  
Walmart  
Webb's Family Pharmacy 3, LLC  
Well Grounded, LLC  
Wellbrooke of Wabash  
Wendt & Sons  
Wesley Academy  
White's Residential & Family Services, Inc.  
Wildman Business Group  
Wings Etc.  
Wireless Zone of Wabash  
WKUZ - KISS FM 95.9  
Wooden Ivy Boutique and Floral  
Woodforest National Bank

**GROW WABASH COUNTY**

**FINANCIAL STATEMENTS**

**TWELVE MONTHS ENDED DECEMBER 31, 2019**

**GROW WABASH COUNTY**

**FINANCIAL STATEMENTS**

**DECEMBER 31, 2019**

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**Grow Wabash County**  
**Statement of Financial Position**  
As of December 31, 2019

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**ASSETS**

Current Assets

1000 Alliance Checking	47,217.22
1002 Gift Check Checking	37,543.78
1003 Alliance Savings	37,252.62
1005 Petty Cash	163.00
1011 Foundation Checking	14,150.95
1012 Foundation Savings	188,359.05
1015 Revolving Loan Fund - BCU	95,462.22

Total Bank Accounts	<b>\$ 420,148.84</b>
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Other Current Assets

1390 Prepaid Taxes	960.00
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Total Other Current Assets	<b>\$ 960.00</b>
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Total Current Assets	<b>\$ 421,108.84</b>
----------------------	----------------------

Fixed Assets

1500 Land	128,836.00
1510 Buildings	34,740.94
1580 Furniture & Fixtures	20,711.00
1581 A/D - Furniture & Fixtures	-21,125.56

Total Fixed Assets	<b>\$ 163,162.38</b>
--------------------	----------------------

Other Assets

1650 Wabash Co. Historical Museum Loan	218,550.25
1651 Well Grounded Loan	4,764.75

Total Other Assets	<b>\$ 223,315.00</b>
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TOTAL ASSETS	<b>\$ 807,586.22</b>
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**LIABILITIES AND EQUITY**

Liabilities

Current Liabilities

2021 Gift Certificate Payable	37,225.00
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Total Current Liabilities	<b>\$ 37,225.00</b>
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Total Liabilities	<b>\$ 37,225.00</b>
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Equity

3000 Capital Improvement Fund	6,904.00
3070 WCHM Loan Fund	138,684.80
3080 USDA Fund	47,809.68
3200 Retained Earnings	367,295.80
32000 Unrestricted Net Assets	47,020.00
Net Income	162,646.94

Total Equity	<b>\$ 770,361.22</b>
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TOTAL LIABILITIES AND EQUITY	<b>\$ 807,586.22</b>
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**Grow Wabash County**  
**Statement of Activity**  
December 2019

	<b>December 2019</b>
<b>Income</b>	
4000 Membership Revenue	15,800.00
4005 Fee for Service Contract	
4007 Interest Income	64.20
4008 Miscellaneous Income	
4009 Program Income	1,630.00
4030 Capital Campaign	109,250.00
4040 Grants - General	
4041 Grants - Wabaash County RP	
4042 IEDC Grant Income	
4050 Contributions	
4200 Housing Income	
4250 Recovered Loan Income	750.00
<b>Total Income</b>	<b>\$ 127,494.20</b>
<b>Expenses</b>	
5100 Continueing Education	1,595.00
5101 Credit Card Service Charges	59.78
5102 Dues & Subscriptions	
5103 Insurance	
5104 Land/Parcel Fees	
5105 Local Sponsorships	301.43
5106 Marketing	363.72
5107 Meals & Entertainment	809.90
5109 Mileage	1,573.72
5110 Miscellaneous Expense	612.71
5111 Office Expenses	12,405.03
5117 Payroll Salaries & Wages	23,080.00
5118 Payroll Expenses	209.95
5119 Payroll Taxes	1,709.66
5120 Professional Fees	800.00
5121 Program Expense	562.83
5129 Rent	900.00
5130 Repairs & Maintenance	
5131 Subscriptions	
5132 Travel & Lodging	415.96
5133 Utilities	1,598.91
5134 Website Expense	15.00
5142 IEDC Grant Expenses	
5160 Capital Campaign Expense	80.00
5200 Housing Expense	1,965.00
6160 Depreciation	200.69
<b>Total Expenses</b>	<b>\$ 49,259.29</b>
<b>Net Income (Loss)</b>	<b>\$ 78,234.91</b>

**Grow Wabash County**  
**Statement of Activity Year to Date**  
January - December, 2019

	YTD
<b>Income</b>	
4000 Membership Revenue	138,243.80
4005 Fee for Service Contract	191,000.00
4007 Interest Income	957.90
4008 Miscellaneous Income	26,676.21
4009 Program Income	94,503.46
4030 Capital Campaign	192,000.00
4040 Grants - General	32,293.75
4041 Grants - Wabash County RP	13,657.66
4042 IEDC Grant Income	60,666.02
4050 Contributions	125.95
4200 Housing Income	122,841.36
4250 Recovered Loan Income	6,000.00
<b>Total Income</b>	<b>\$ 878,966.11</b>
<b>Expenses</b>	
5100 Continuing Education	4,745.00
5101 Credit Card Service Charges	1,300.23
5102 Dues & Memberships	16,954.11
5103 Insurance	6,011.00
5104 Land/Parcel Fees	710.00
5105 Local Sponsorships	4,690.97
5106 Marketing	10,585.10
5107 Meals & Entertainment	6,985.87
5109 Mileage	6,717.07
5110 Miscellaneous Expense	11,648.38
5111 Office Expenses	32,001.20
5117 Payroll Salaries & Wages	278,160.04
5118 Payroll Expenses	1,346.12
5119 Payroll Taxes	25,152.75
5120 Professional Fees	29,013.50
5121 Program Expense	60,407.47
5129 Rent	10,800.00
5130 Repairs & Maintenance	8,296.37
5131 Subscriptions	443.00
5132 Travel & Lodging	12,685.59
5133 Utilities	7,080.04
5134 Website Expense	1,520.57
5142 IEDC Grant Expenses	76,229.02
5160 Capital Campaign Expense	19,430.00
5200 Housing Expenses	80,997.49
6160 Depreciation	2,408.28
<b>Total Expenses</b>	<b>\$ 716,319.17</b>
<b>Net Income</b>	<b>\$ 162,646.94</b>



**Grow Wabash County**  
**Statement of Activity by Program**  
January - December 2019

	Ag Dinner	Annual Dinner	Business Events	HSL	LDWC	WACCY Golf	Co. Starters	Young Profess	State of Our Comm	Nxt Gen Leader	TOTAL
	4010/5122	4011/5123	4012/5124	4013/5125	4014/5126	4015/5127	4016/5128	4017/5137	4018/5150		
<b>Income</b>											
<b>4009 Program Income</b>											
4010 Ag Dinner Income	12,084.50										12,084.50
4011 Annual Dinner Income		28,495.00									28,495.00
4012 Business Event Income											0.00
4013 Honor Student Luncheon Income				5,750.00							5,750.00
4014 Leadership Development Income					15,950.00						15,950.00
4015 WACCY Golf Income						17,727.96					17,727.96
4016 Co Starters							2,900.00				2,900.00
4017 Young Professionals								800.00			800.00
4018 State of Our Communities									5,391.00		5,391.00
4019 NxtGen Leadership Academy										5,375.00	5,375.00
<b>Total Program Income</b>	<b>\$ 12,084.50</b>	<b>\$ 28,495.00</b>	<b>\$ 30.00</b>	<b>\$ 5,750.00</b>	<b>\$ 15,950.00</b>	<b>\$ 17,727.96</b>	<b>\$ 2,900.00</b>	<b>\$ 800.00</b>	<b>\$ 5,391.00</b>	<b>\$ 5,375.00</b>	<b>\$ 94,503.46</b>
<b>Expenses</b>											
<b>5121 Program Expense</b>											
5122 Ag Dinner Expense	4,759.10										4,759.10
5123 Annual Dinner Expense		15,000.09									15,000.09
5124 Business Events Expense			8,470.91								8,470.91
5125 Honor Student Luncheon Expense				3,273.76							3,273.76
5126 Leadership Development Expense					10,550.86						10,550.86
5127 WACCY Golf Expense						6,905.70					6,905.70
5128 Co.Starters Expense							6,125.62				6,125.62
5137 Young Professionals								649.13			649.13
5150 NexGen Leadership Academy										1,192.88	1,192.88
5151 State of Our Communities									3,479.42		3,479.42
<b>Total Program Expenses</b>	<b>\$ 4,759.10</b>	<b>\$ 15,000.09</b>	<b>\$ 8,470.91</b>	<b>\$ 3,273.76</b>	<b>\$ 10,550.86</b>	<b>\$ 6,905.70</b>	<b>\$ 6,125.62</b>	<b>\$ 649.13</b>	<b>\$ 3,479.42</b>	<b>\$ 1,192.88</b>	<b>\$ 60,407.47</b>
<b>Net Program Income (Loss)</b>	<b>\$ 7,325.40</b>	<b>\$ 13,494.91</b>	<b>\$ (8,440.91)</b>	<b>\$ 2,476.24</b>	<b>\$ 5,399.14</b>	<b>\$ 10,822.26</b>	<b>\$ (3,225.62)</b>	<b>\$ 150.87</b>	<b>\$ 1,911.58</b>	<b>\$ 4,182.12</b>	<b>\$ 34,095.99</b>

**Grow Wabash County**  
**Budget vs. Actuals: 2019 Budget - FY19 P&L**  
**December, 2019**

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
4000 Membership Revenue	15,800.00	12,368.25	3,431.75	127.75%
4005 Fee for Service Contract	0.00	15,916.67	-15,916.67	0.00%
4006 Gift Certificate Income		20.84	-20.84	0.00%
4007 Interest Income	64.20	50.00	14.20	128.40%
4008 Miscellaneous Income	0.00	416.67	-416.67	0.00%
4009 Program Income	1,630.00	7,995.93	-6,365.93	20.39%
4030 Capital Campaign	109,250.00	7,083.33	102,166.67	1542.35%
4040 Grants - General	0.00	857.83	-857.83	0.00%
4041 Grants - Wabash County RP	0.00	1,138.17	-1,138.17	0.00%
4042 IEDC Grant Income	0.00	13,650.08	-13,650.08	0.00%
4050 Contributions	0.00	0.00	0.00	
4200 Housing Income	0.00	0.00	0.00	
4250 Recovered Loan Income	750.00	0.00	750.00	
<b>Total Income</b>	<b>\$ 127,494.20</b>	<b>\$ 59,497.77</b>	<b>\$ 67,996.43</b>	<b>214.28%</b>
<b>Expenses</b>				
5100 Continuing Education	1,595.00	510.00	1,085.00	312.75%
5101 Credit Card Service Charges	59.78	108.33	-48.55	55.18%
5102 Dues & Memberships	0.00	1,546.42	-1,546.42	0.00%
5103 Insurance	0.00	458.33	-458.33	0.00%
5104 Land/Parcel Fees	0.00	70.83	-70.83	0.00%
5105 Local Sponsorships	301.43	333.33	-31.90	90.43%
5106 Marketing	363.72	2,000.00	-1,636.28	18.19%
5107 Meals & Entertainment	809.90	475.00	334.90	170.51%
5109 Mileage	1,573.72	500.00	1,073.72	314.74%
5110 Miscellaneous Expense	612.71	250.00	362.71	245.08%
5111 Office Expenses	12,405.03	1,451.50	10,953.53	854.64%
5117 Payroll Salaries & Wages	23,080.00	23,383.33	-303.33	98.70%
5118 Payroll Expenses	209.95	74.92	135.03	280.23%
5119 Payroll Taxes	1,709.66	2,338.33	-628.67	73.11%
5120 Professional Fees	800.00	2,166.00	-1,366.00	36.93%
5121 Program Expense	562.83	4,779.67	-4,216.84	11.78%
5129 Rent	900.00	900.00	0.00	100.00%
5130 Repairs & Maintenance	0.00	100.00	-100.00	0.00%
5131 Subscriptions	0.00	29.17	-29.17	0.00%
5132 Travel & Lodging	415.96	1,325.00	-909.04	31.39%
5133 Utilities	1,598.91	710.58	888.33	225.01%
5134 Website Expense	15.00	291.67	-276.67	5.14%
5142 IEDC Grant Expenses	0.00	16,252.67	-16,252.67	0.00%
5160 Capital Campaign Expense	80.00	500.00	-420.00	16.00%
5200 Housing Expense	1,965.00	0.00	1,965.00	
6160 Depreciation	200.69	416.67	-215.98	48.17%
<b>Total Expenses</b>	<b>\$ 49,259.29</b>	<b>\$ 60,971.75</b>	<b>\$ (11,712.46)</b>	<b>80.79%</b>
<b>Net Income</b>	<b>\$ 78,234.91</b>	<b>\$ (1,473.98)</b>	<b>\$ 79,708.89</b>	<b>-5307.73%</b>

**Grow Wabash County**  
**Budget vs. Actuals: 2019 Budget - FY19 P&L**  
**January - December, 2019**

	Total			
	YTD Actual	Annual Budget	over Budget	% of Budget
<b>Income</b>				
4000 Membership Revenue	138,243.80	148,419.00	-10,175.20	93.14%
4005 Fee for Service Contract	191,000.00	191,000.00	0.00	100.00%
4006 Gift Certificate Income		250.00	-250.00	0.00%
4007 Interest Income	957.90	600.00	357.90	159.65%
4008 Miscellaneous Income	26,676.21	5,000.00	21,676.21	533.52%
4009 Program Income	94,503.46	95,951.00	-1,447.54	98.49%
4030 Capital Campaign	192,000.00	85,000.00	107,000.00	225.88%
4040 Grants - General	32,293.75	10,294.00	21,999.75	313.71%
4041 Grants - Wabash County RP	13,657.66	13,658.00	-0.34	100.00%
4042 IEDC Grant Income	60,666.02	163,801.00	-103,134.98	37.04%
4050 Contributions	125.95	0.00	125.95	
4200 Housing Income	122,841.36	0.00	122,841.36	
4250 Recovered Loan Income	6,000.00	0.00	6,000.00	
<b>Total Income</b>	<b>\$ 878,966.11</b>	<b>\$ 713,973.00</b>	<b>\$ 164,993.11</b>	<b>123.11%</b>
<b>Expenses</b>				
5100 Continuing Education	4,745.00	6,120.00	-1,375.00	77.53%
5101 Credit Card Service Charges	1,300.23	1,300.00	0.23	100.02%
5102 Dues & Memberships	16,954.11	18,557.00	-1,602.89	91.36%
5103 Insurance	6,011.00	5,500.00	511.00	109.29%
5104 Land/Parcel Fees	710.00	850.00	-140.00	83.53%
5105 Local Sponsorships	4,690.97	4,000.00	690.97	117.27%
5106 Marketing	10,585.10	24,000.00	-13,414.90	44.10%
5107 Meals & Entertainment	6,985.87	5,700.00	1,285.87	122.56%
5109 Mileage	6,717.07	6,000.00	717.07	111.95%
5110 Miscellaneous Expense	11,648.38	3,000.00	8,648.38	388.28%
5111 Office Expenses	32,001.20	17,418.00	14,583.20	183.72%
5117 Payroll Salaries & Wages	278,160.04	280,600.00	-2,439.96	99.13%
5118 Payroll Expenses	1,346.12	899.00	447.12	149.74%
5119 Payroll Taxes	25,152.75	28,060.00	-2,907.25	89.64%
5120 Professional Fees	29,013.50	25,992.00	3,021.50	111.62%
5121 Program Expense	60,407.47	57,356.00	3,051.47	105.32%
5129 Rent	10,800.00	10,800.00	0.00	100.00%
5130 Repairs & Maintenance	8,296.37	1,200.00	7,096.37	691.36%
5131 Subscriptions	443.00	350.00	93.00	126.57%
5132 Travel & Lodging	12,685.59	15,900.00	-3,214.41	79.78%
5133 Utilities	7,080.04	8,527.00	-1,446.96	83.03%
5134 Website Expense	1,520.57	3,500.00	-1,979.43	43.44%
5142 IEDC Grant Expenses	76,229.02	195,032.00	-118,802.98	39.09%
5160 Capital Campaign Expense	19,430.00	6,000.00	13,430.00	323.83%
5200 Housing Expense	80,997.49	0.00	80,997.49	
6160 Depreciation	2,408.28	5,000.00	-2,591.72	48.17%
<b>Total Expenses</b>	<b>\$ 716,319.17</b>	<b>\$ 731,661.00</b>	<b>\$ (15,341.83)</b>	<b>97.90%</b>
<b>Net Income</b>	<b>\$ 162,646.94</b>	<b>\$ (17,688.00)</b>	<b>\$ 180,334.94</b>	<b>-919.53%</b>

Loan Portfolio

<u>Account</u>	<u>Cash</u>	<u>Grant Available</u>	<u>Loan Balance</u>	<u>Original Loan Amount</u>
Revolving Loan Funds (Available)				
USDA	\$ 47,809.68			
WCHM	\$ 138,684.80			

**Current Loans**

Well Grounded			\$4,764.75	\$16,000.00
Wabash County Historical Museum			\$218,550.25	\$345,079.29
			<b>\$223,315.00</b>	

<u>Revised</u>	<u>By</u>	<u>Date</u>
Jan. 2019		1/25/2019
Feb. 2019		2/25/2019
Mar. 2019		3/25/2019
Apr. 2019		4/25/2019
May 2019		5/25/2019
Jun. 2019		6/25/2019
Jul. 2019		7/25/2019
Aug. 2019		8/25/2019
Sep. 2019		9/25/2019
Oct. 2019		10/25/2019
Nov. 2019		11/25/2019
Dec. 2019		12/30/2019

**Account Status:**

Well Grounded	current
Wabash County Historical Museum-	current