

KOSCIUSKO LEADERSHIP ACADEMY
1984 - 1985

INDUSTRIAL SPECIFIC BROCHURES

by

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INDUSTRIAL SPECIFIC BROCHURES

During the last few months, we have heard from various people concerning the history and the workings of our county. They have each discussed their involvement in making the county work and the way they take pride in making it an overall better community for every one. It has all been very interesting and informative, but one thing that stands out is that there is a need for continual community involvement by each and everyone of us. There are many ways in which to become involved and for our project we have chosen to assist the local Warsaw Chamber of Commerce.

When we first met we discussed what the actual goals of the project and the academy class were and decided that we wanted to produce a usable tool for the County. One of our fears was that time and effort would be spent on a specific topic only to be shelved in the library, never to be seen again. A discussion was held on what areas needed assistance at the present time and it was noted that the Chamber was recently granted funds to develop promotional materials to be used in an industrial recruitment program.

The Chamber had already obtained research information from an independent source in their quest for a plan for compatible industrial growth. It was in the middle of 1983 that Battelle Laboratories in Columbus, Ohio, was hired to develop a countywide industrial analysis. This analysis was to identify compatible industries for Kosciusko County and existing industries most

likely to expand. These two areas were to be identified by four digit SIC codes. After discussion with Deborah Wiggins, Executive Vice President of the Warsaw Chamber, it was decided that the Chamber wanted to have the four-digit SIC code broken down to a three-digit SIC code to create a wider audience for their marketing strategy. The third item that it was to produce was an implementation phase to help guide the industrial development program for Kosciusko County.

The Battelle report identified forty-nine types of industries that are compatible to Kosciusko County. We were supplied by the Chamber with the six targeted three-digit SIC code numbers, they are #307, #349, #356, #364, #367, and #371. We have completed the first rough draft of the brochure for General Industry Machinery, SIC code #356. Most of the research has been completed for the remaining five industrial brochures which are: Miscellaneous Plastic Products, SIC code #307; Miscellaneous Fabricated Metals, SIC code #349; Electronic Components, SIC code #367; Electric Lighting, Wiring, SIC code #364; Motor Vehicles, Equipment, SIC code #371.

It was necessary to first determine the topics needed for these brochures and where to obtain this information. Battelle Laboratories and Deborah Wiggins, Warsaw Chamber of Commerce, provided some consulting services in these areas. After discussion with these consulting individuals, we identified six main topic areas to compile information based upon the requirements of the six types of targeted industries. The following topics are the areas which we compiled information on: market area, transportation, labor, financial incentives,

operating costs for the targeted industries, and quality-of-life.

Under the topic of market area we decided to conduct an informal marketing analysis on our local industries that have the same three-digit SIC that we are targeting. Sixteen local industries were contacted and personally interviewed. The general findings from these interviews were that they rely heavily on transportation routes, specifically trucking. This indicates that this type of industry would be interested in locating close to main highway systems. It was also discovered that these industry's suppliers and customers are located in the metropolitan areas of the midwest region. So we have determined that proximity to large metropolitan areas in the midwest may also be an important factor to these types of industries when considering locating in a given area.

Under the topic of transportation we considered the different modes of transport available in the county. We identified the three main types as highway, rail, and air. After researching these types of transportation we determined that Kosciusko County is strongest in the area of highway transportation. It was found that trucking is the most common form used by industries in the county because of our excellent highway system. However this does not eliminate the need for reporting the rail and air transportation services in the area. We have listed all the different types of transportation services in the county in our brochures because of their importance to most industries.

Under the topic of labor we considered the requirements of the six targeted industry types. We researched the amount of

available labor and the specific types of skilled workers in Kosciusko County. The training programs available for new industries were also investigated and listed. This research was done by contacting various labor assistance agencies and analyzing the labor statistics.

Under the topic of financial incentives we investigated those programs available to new industries locating in the county. Information was compiled from the local Chamber of Commerce and the State Department of Commerce. Listed in our brochures will be incentives and programs available from both sources.

Under the topic of operating expenses we researched which costs would be most important to the targeted types of industries. It was found that gas & electric, water, sewage, and taxes are concerns of most industries. "The General Industry Machinery" Industry is most concerned with electric costs and taxes. We did not list water and sewage rates in this industrial specific brochure because of their lack of importance to this type of industry. We did compile information on the water and sewage rates in those towns in the county who are participating in the countywide economic development group, Kosciusko Development, Inc. These rates will be used in other industrial specific brochures where the water and sewage rates in this specific are of more importance to that type of industry.

Under the topic of quality-of-life we tried to emphasize the small-town friendliness while located in the heart of four major metropolitan areas. The education systems were highlighted, listing elementary through high school facilities and higher education institutions. Also the strong tourism and recreation

programs and opportunities were researched. Cultural events and entertainment facilities have also been listed because of their desirability to relocating families from larger industrial areas.

GENERAL (ROUGH DRAFT) INDUSTRY MACHINERY'S

OPPORTUNITIES IN KOSCIUSKO COUNTY

Kosciusko County, in northern Indiana, has the locational advantage of being situated in the center of one of the nation's largest industrial regions. 22 General Industry Machinery companies are located in Kosciusko County, employing one of the largest labor forces within the county. These 22 industries enjoy a market area within a 150-mile radius of their firm's location. Kosciusko County also has the additional advantages of being accessible to three interstate highways, thirteen truck lines, five major airports, two major railroads, and an abundant energy supply. Kosciusko County has a large supply of both skilled and unskilled labor with approximately 15% of those employed in manufacturing positions being union members. Only 5.6% of the 165 industrial firms located within the county have unions. Financial incentives can be arranged through several federal, state, and county programs.



SIZE	Warsaw Kosciusko County	7.31 sq. mi. 558 sq. mi.	
DISTANCE TO CITIES	Chicago, IL Indianapolis, IN Cincinnati, OH South Bend, IN Fort Wayne, IN Detroit, MI Cleveland, OH St. Louis, MO Louisville, KY	118 mi. West 120 mi. South 194 mi. Southeast 46 mi. Northwest 42 mi. East 202 mi. Northeast 254 mi. East 314 mi. Southwest 238 mi. South	2 Hours 2 1/2 Hours 3 1/2 Hours 1 Hour 45 Minutes 4 Hours 4 1/2 Hours 5 1/2 Hours 4 Hours
DISTANCE TO MAIN ROADS	U.S. 30 State Rd. 15 State Rd. 25 I-65 I-69 I-80/90 U.S. 6 U.S. 31 U.S. 24	Local Local Local 77 mi. 38 mi. 34 mi. 15 mi. 25 mi. 32 mi.	

INDIANA

Produced in cooperation with the
Indiana Department of Commerce
Lt. Governor John M. Mutz, Director

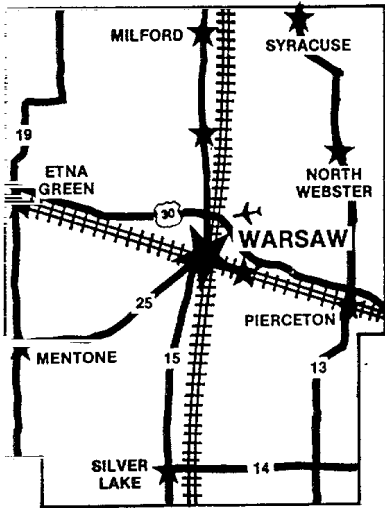
TRANSPORTATION ROUTES IN KOSCIUSKO COUNTY

Kosciusko County is connected to major markets and metropolitan areas in four states by air, rail and highway facilities. The county is just within a few hours of the metropolitan centers of Chicago, Detroit, St. Louis, Cleveland, Toledo, and Cincinnati.

TRUCKING SERVICES

Kosciusko County is serviced by more than 36 common carriers and 3 truck line terminals. Freight delivery services to all 50 states and in six provinces of Canada. Overnight delivery in the midwest, second morning delivery to the east coast, southeastern region and Texas, and third morning delivery to the far west. Air freight service is available to several areas in the U.S., Canada, Mexico and many overseas countries. Export-Import service to ports in northern Illinois, Michigan, New York, Florida, California, Washington, Alaska, and in providences in Canada.

Both the United Parcel Service and Federal Express serve Kosciusko County communities both on call and a scheduled basis.



HIGHWAY SYSTEM

Access to midwest and southeastern markets is provided by four major trucking routes. U.S. 30, a major four-lane eastwest highway, goes through the center of the county. Kosciusko County is within 35 miles of the I-80/I-90 and I-69 Interstate Highways. I-65 is 30 miles away, connecting the northwestern and southern markets. There are also numerous state and federal highways in northern Indiana which run in close proximity.

RAIL

Kosciusko County is serviced by four rail lines. 28 daily east/west trips and 8 daily north/south trips enable direct shipments to the midwest and the entire U.S. There are two Conrail lines (one providing north/south service from Warsaw to Elkhart and Indianapolis and the east/west providing service to Chicago, Fort Wayne, Canton, and Pittsburgh), a Norfolk and Western line, (running from Mentone in the southeast portion of the County services Chicago, Fort Wayne, Detroit, Buffalo, and Cincinnati), and a B & O line (skirting the northern part of the County at Syracuse servicing Gary, Wheeling, and Baltimore).

AIR

Kosciusko County has a local municipal airport located in the county seat, Warsaw. This is a modern, general aviation facility owned by the City of Warsaw. With two paved runways, 4,975 and 5,000 feet in length and 75 feet wide, it easily accommodates large corporate jet aircrafts. Charter service is also available at the Warsaw Municipal Airport. Major commercial airline facilities are located only an hour away at South Bend and Fort Wayne. The world's busiest airport, Chicago's O'Hare Airport, and the Indianapolis Airport are only located two hours away from Kosciusko County.

QUALITY-OF-LIFE

Kosciusko County offers small-town friendliness in the heart of four major metropolitan areas.

Educational

Grace College and Theological Seminary is located in Kosciusko County in Winona Lake. Eleven other universities are located within 50 miles of Kosciusko County, including Notre Dame University, Indiana-Purdue University - Fort Wayne, and St. Mary's College. Kosciusko County has five public school districts and three private schools with 49% of graduates continuing their education. Ivy Tech and the Cardinal Center are both post-graduate vocational training courses.

Residential

Many fine, affordable neighborhoods at varied locations and settings throughout the county. Featuring lakeside living in several residential areas within the county. Convenient dining and shopping facilities are other features located in the county. Neighborhood parks, churches, and organizations enhance the comfortable atmosphere.

Tourist/Recreational

101 lakes are located in Kosciusko County offering boating, skiing, fishing, camping, and public beaches. The International Palace of Sports Museum features life-size wax figures depicting famous sports figures. Guided and self-guided tours of historic sites, farms, scenery by bicycles, and Amish homes have been developed. The "Dixie Haven" Ferryboat provides paddle boat rides around the lakes. Festivals are a frequent occasion featuring Pioneer Days, the Syracuse Winter Carnival, North Webster's Mermaid Festival, The Wawasee Flotilla during the 4th of July weekend, and the Kosciusko County free fair.

Cultural

The annual Winona Bible Conference and a Civic Music Group offer entertainment for a variety of interests. There are three playhouses in the county: Wagon Wheel Playhouse, Enchanted Hills Playhouse, and the Grace College Little Theatre. There are four museums in the county: Bell Memorial Museum, Palace of Sports, the Old Jail, and the Billy Sunday Home.

LABOR INFORMATION

LABOR POOL

Manufacturing employs just over 37 percent of the County's labor force, averaging about 10,535 per month. Allowing for job transfers here at the same 10 percent rate and adding to that the 1,350 unemployed manufacturing industrially experienced workers.

Every year a substantial number of "new entrants" to the labor force appear in Kosciusko County, from local high schools and vocational technical programs and from universities. Total Kosciusko County-based students entering the labor force each year number just more than 1,000 per year.

Approximately 28.9 percent of the County's labor force is made up of machine operators, fabricators, and laborers. 14.7 percent are involved in precision production, craft, and repair.

LABOR-KOSCIUSKO COUNTY

	1984	1985	%Change
Total Labor Force	28,050	30,000	+ 7%
Total Employment	26,450	28,300	+ 7%
Manufacturing	10,300	10,535	+ 2%
Durable Goods	6,360	6,495	+ 3%
Non-Durable Goods	3,940	4,040	+ 5%
Non-Manufacturing	11,625	11,440	- 2%

Source: Indiana Employment Security Division
Warsaw Chamber of Commerce

WAGE MEDIANS
WARSAW
(Kosciusko County) STATEWIDE

OFFICE WORKERS/wk	\$250	\$272
CLERK, GENERAL	\$222	\$236
TYPIST	\$235	\$239
SECRETARY	\$257	\$294
STOCK CLERK	\$253	\$332
SHIPPING-RECEIVING CLERK	\$281	\$282
ACCOUNTING CLERK	\$255	\$274
BOOKKEEPER, HAND	\$305	\$287
TECHNICAL AND DATA PROCESSING WORKERS/wk	\$303	\$382
DRAFTER	\$343	\$376
ELECTRICAL OR ELECTRONIC TECHNICIAN	-----	\$422
KEY ENTRY OPERATOR	\$255	\$246
COMPUTER OPERATOR	\$297	\$306
COMPUTER PROGRAMMER	\$295	\$444
COMPUTER SYSTEMS ANALYST	\$385	\$478
SELECTED SKILLED WORKERS/hr	\$ 8.85	\$11.55
TOOL AND DIE MAKER	\$10.25	\$11.77
MACHINIST	\$ 8.00	\$10.53
JOB-SETTER	\$ 7.50	\$10.10
PIPE FITTER, PLUMBER	-----	\$12.42
ELECTRICAL REPAIR WORKER	\$ 9.35	\$12.58
MILLWRIGHT	\$ 9.11	\$11.71
MECHANIC	\$ 8.13	\$11.70
WELDER, FLAME CUTTER	\$ 7.85	\$ 8.82
SELECTED PRODUCTION WORKERS/hr	\$ 8.76	\$ 8.61
DRILL PRESS/BORING MACHINE OPERATOR	\$ 9.00	\$ 9.95
GRINDING/ABRADING MACHINE OPERATOR	\$ 7.98	\$ 9.97
LATHING/TURNING MACHINE OPERATOR	\$ 9.59	\$10.05
PUNCH PRESS OPERATOR	\$ 6.32	\$ 7.53
MACHINE TOOL OPERATOR, COMBINATION	\$ 9.26	\$ 8.58
COMPRESSION/INJECTION MOLDING MACHINE OPERATOR	\$ 7.50	\$ 6.55
INDUSTRIAL TRUCK OPERATOR	\$ 6.82	\$ 8.72
HOURLY WORKERS, N.E.C./hr	\$ 6.44	\$ 8.41
SKILLED WORKERS	\$ 8.14	\$10.00
SEMI-SKILLED WORKERS	\$ 6.92	\$ 8.61
UNSKILLED WORKERS	\$ 4.74	\$ 7.87

TAXES

1984 TAX RATES

State	Corporate Income Tax	Local Corporate Income Tax	Personal Income Tax	Local Personal Income Tax	Sales Tax	Local Sales Tax	Effective ⁴ Property Tax	Unemployment ⁵ Compensation	Workers ⁴ Compensation
Indiana	7.0%	(max.) NA	3.0%	(max.) 1.0%	5.0%	(max.) NA	2.91%	1.2%	.74%
Illinois	6.5%	NA	2.5%	NA	5.0%	3.0%	2.74%	1.5%	2.32%
Iowa	12.0% ¹	NA	13.0%	2.2%	4.0%	NA	2.98%	1.1%	1.83%
Kentucky	6.0%	2.2%	6.0%	3.0%	5.0%	.5%	.84%	2.0%	1.84%
Michigan	2.35% ²	2.0%	6.1%	1.0%	4.0%	NA	2.38%	2.0%	4.50%
Missouri	5.0% ³	1.0%	6.0%	2.0%	4.125%	1.0%	2.55%	1.1%	1.17%
Ohio	9.2%	2.0%	9.5%	NA	5.0%	1.5%	2.00%	1.3%	NA
Wisconsin	8.7%	NA	11.0%	NA	5.0%	NA	4.56%	1.4%	1.80%

NA — Not Applicable
 1) 1/2 of Federal Income Tax is Deductible
 2) 100% of Federal Income Tax is Deductible
 3) Based on Value Added, not Corporate Income
 4) Based on Nominal Tax Rate x Assessment Rate
 5) Based on % of Total Wages

Source: IDCCA, August 1984.

BUSINESS INCENTIVES

Financial Assistance:

- Economic Development Bonds
- Loan Guarantee Program (EDCI)
- Indiana Statewide Certified Development Corporation
- Industrial Development Loan Fund
- Indiana Industrial Development Infrastructure Grants
- Investment Incentive Program Low Interest Loans
- Community Improvement Program Grants
- Industrial Revenue Bonds
- SBA 503 Loans
- Sales Tax Exemption on Manufacturing Machinery, Equipment, and Real Estate

Employee Training:

- Job Training Partnership Act
- Training For Profit
- On-The-Job Training Programs
- Skilled Training Courses
- Available Labor Pool
- Interviewing Facility

**ELECTRIC COSTS
(Cost Per KWH)**

Monthly kWh Demands:	30,000 KWH 75 KW	400,000 KWH 1,000 KW	2,500,000 KWH 5,000 KW
RENOC	6.01	5.79	5.47
NIPSCO	8.92	8.27	7.32

Source: Northern Indiana Public Service Company, 1985, Kosciusko County RENOC, 1985

NATURAL GAS COSTS

Monthly Therms:	5,000 Therms	50,000 Therms	500,000 Therms
NIPSCO	\$1,392.00	\$22,818.00	\$222,453

Source: Northern Indiana Public Service Co., 1985

CONTACTS

Deborah A. Wiggins
 Greater Warsaw Chamber of Commerce

Jennifer Richmond
 Kosciusko Development, Inc.

124 West Market Street
 Warsaw, Indiana 46580
 (219) 267-6311

Final Draft

INDUSTRY MACHINERY'S OPPORTUNITIES IN KOSCIUSKO COUNTY

Business Incentives

Kosciusko County is committed to work with quality firms in creating financial packages for relocations and/or expansions.

Business Incentives

Financial Assistance:

- * New Business Ventures
- * Loan Guarantee Program
- * Indiana Statewide Certified Development Corporation
- * Indiana Development Loan Fund
- * Indiana Industrial Development Infrastructure Grants
- * Investment Incentive Program
- * Community Improvement Program Grants
- * Industrial Revenue Bonds
- * Sales Tax Exemption on Manufacturing Machinery, Equipment, and Real Estate

Employee Training:

- * Job Training Partnership Act
- * Training For Profit
- * On-The-Job Training Programs
- * Skilled Training Courses
- * Available Labor Pool
- * Interviewing Facility

Electricity

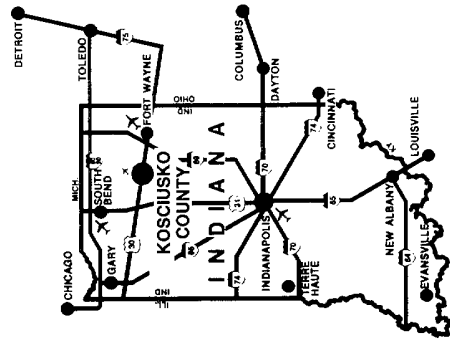
There is almost an unlimited supply of gas and electricity available, serviced by Northern Indiana Public Service Company and Kosciusko County REMC.

ELECTRIC COSTS (Cost per KWH)	
Monthly KWH:	30,000 KWH 400,000 KWH 2,500,000 KWH
KW Demand:	75 KW 1,000 KW 3,000 KW
REMC	6.01 5.79 5.47
NIPSCO	8.92 8.27 7.92

Source: Northern Indiana Public Service Company, 1985
Kosciusko County REMC, 1985

NATURAL GAS COSTS	
Monthly Therms:	5,000 Therms 50,000 Therms 500,000 Therms
NIPSCO	\$2,992.00 \$22,818.00 \$222,453

Source: Northern Indiana Public Service Co., 1985



Location

Your type of industry is well suited to Kosciusko County because of the close proximity to your main market areas.

SIZE	Warsaw Kosciusko County	7.31 sq. mi. 558 sq. mi.
DISTANCE TO CITIES	Chicago, IL Indianapolis, IN Cincinnati, OH South Bend, IN Fort Wayne, IN Detroit, MI Cleveland, OH St. Louis, MO Louisville, KY	118 mi. West 120 mi. South 104 mi. SE 46 mi. NW 42 mi. East 202 mi. NE 254 mi. East 314 mi. SW 238 mi. South
DISTANCE TO MAIN ROADS	U.S. 30 State Rd. 15 Local State Rd. 25 Local I-65 I-69 I-80/90 U.S. 6 U.S. 31 U.S. 24	Local Local 77 mi. 38 mi. 34 mi. 15 mi. 25 mi. 32 mi.

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Information for Business Relocation and/or Expansion

Opportunities in Kosciusko County

We would like your firm to locate in Kosciusko County. The county is just within a few hours of five major metropolitan areas—Chicago, Detroit, St. Louis, Cleveland and Cincinnati. You would discover the locational advantage of being situated in the center in one of the nation's largest regions. You would be in the same area as twenty-two other companies similar to yours, that employ one of the largest labor forces within it. Your transportation needs would be met with three interstate highways, thirteen truck lines, five major airports and two major railroads. You would find a supply of both skilled and unskilled labor with approximately 85% of the currently employed being non-union members. Of the one hundred and seventy industrial firms located within the county, 95% are non-union.

Trucking Services

Business and industry in Kosciusko County is serviced by more than thirty-six common carriers and three truck line terminals. You will have freight delivery services to all fifty states and six Canadian provinces. There is overnight delivery in the midwest; second morning delivery to the east coast, southeastern region and Texas; and third morning delivery to the far west. Export-import service is available to ports in northern Illinois, Michigan, New York, Florida, California, Washington, Alaska, and in Canada.

Highway System

You will enjoy access to midwest and southeastern markets by using the four major trucking routes. US 30 is a major four-lane east-west highway which goes through the center of the county. You would be 35 miles away from the I-80/90 and I-69 interstate highways. Connecting you with the northwestern and southern markets is I-65 which is only 30 miles away.

Rail

Four rail lines service area industry. You can have direct shipments to the midwest and the entire US by taking advantage of the 28 daily east-

Educational Facilities

Your firm can take advantage of the facilities and expertise of the local college. Grace College grants a bachelor of arts degree, bachelor of science degree and a two year associate of science degree in nursing, bible and art. Eleven other universities are located within 50 miles of the area. There are five public school districts and three private schools with 49% of the graduates continuing education. Ivy-Tech and Cardinal Center are both post-graduate vocational training courses.

Residential Trimmings

Plant managers and potential employees will find affordable and varied neighborhoods in many different settings throughout the county. Lakeside homes are featured in many neighborhoods. Parks, churches and an overall comfortable atmosphere provide relaxation within minutes of the worksite.

Recreational Opportunities

Your employees are always within minutes of the 101 lakes in Kosciusko County. Boating, swimming, fishing, camping and public beaches provide employees with releases from work. Four museums are located here. The International Palace of Sports, The Bell Museum, The Billy Sunday Home and the Kosciusko County Historical Museum. Festivals, boat rides, and guided tours are attractions for local residents as well as for those in the surrounding areas. Your employees have locally sponsored cultural events at their fingertips. There are three summer stock playhouses in the County.

Labor Availability

Manufacturers employ just over 37% of the County's labor force. Their are about 10,500 industrial employees. About 28% of the county labor force are machine operators and fabricators, 14% are involved in precision production, craft and repair. Every year a substantial number of new entrants to the labor force appear from high schools, vocational-technical programs and from universities. The total number of Kosciusko County based students entering the work force annually is just over 1,000.

Labor Force

Your type of industry will prosper in Kosciusko County because a large amount of our labor force is employed in manufacturing of both durable and non-durable goods.

Labor-Kosciusko County

	1984	1985	% Change
Total Labor Force	28,050	30,000	+ 7%
Payroll Employment	26,450	28,500	+ 7%
Manufacturing	10,900	10,535	+ 2%
—Durable Goods	6,360	6,495	+ 3%
—Non-Durable Goods	3,940	4,040	+ 5%
Non-Manufacturing	11,625	11,440	- 2%

Source: Indiana Employment Security Division
Warsaw Chamber of Commerce

Wages and Salaries

Kosciusko County has a competitive wage scale for labor with your skill requirements.

	WAGE MEDIANS	
	Warsaw (Kos. Co.)	Statewide
Office Workers/wk	\$250	\$272
Clerk, General	\$222	\$236
Typist	\$235	\$239
Secretary	\$257	\$294
Stock Clerk	\$253	\$332
Shipping-Receiving Clerk	\$281	\$282
Accounting Clerk	\$306	\$287
Bookkeeper, Hand	\$305	\$287
Technical and Data Processing Workers/wk	\$303	\$382
Drafter	\$343	\$376
Electrical or Electronic Technician	-----	\$422
Key Entry Operator	\$255	\$246
Computer Operator	\$297	\$306
Computer Systems Analyst	\$385	\$478
Selected Skilled Workers/hr	\$ 8.85	\$11.55
Tool and Die Maker	\$10.25	\$11.77
Machinist	\$ 8.00	\$10.53
Job-Setter	\$ 7.50	\$10.10
Pipe Fitter, Plumber	\$12.42	\$12.58
Electrical Repair Worker	\$ 9.35	\$11.71
Millwright	\$ 9.11	\$11.70
Mechanic	\$ 8.13	\$11.70
Welder, Flame Cutter	\$ 7.85	\$ 8.82
Selected Production Workers/hr	\$ 8.76	\$ 8.61
Drill Press/Boring Machine Oper.	\$ 9.00	\$ 9.95
Grinding/Abbrading Machine Oper.	\$ 7.98	\$ 9.97
Lathe/Turning Machine Oper.	\$ 9.59	\$10.05
Punch Press Operator	\$ 6.32	\$ 7.53
Machine Tool Oper., Combination	\$ 9.26	\$ 8.58
Compressor/Injection Molding Machine Operator	\$ 7.50	\$ 6.55
Industrial Truck Operator	\$ 8.72	\$ 8.72
Hourly Workers, N.E.C./hr	\$ 6.44	\$ 8.41
Skilled Workers	\$ 8.14	\$10.00
Semi-Skilled Workers	\$ 6.92	\$ 8.61
Unskilled Workers	\$ 4.74	\$ 7.87

TREATMENT FACILITIES IN KOSCIUSKO COUNTY

	Milford	North Webster	Pierceton	Warsaw
Total Design Average Flow	185,000 gal/day	300,000 gal/day	576,000 gal/day	4,000,000 gal/day
Total Average Daily Flow	70,000 gal/day	175,000 gal/day	150,000 gal/day	2,850,000 gal/day
Total Average Hydraulic Cap	115,000 gal/day	125,000 gal/day	426,000 gal/day	1,150,000 gal/day
Percent Cap Remaining	62%	42%	74%	29%

WATER COSTS IN KOSCIUSKO COUNTY

Monthly Rates:

Elma Green

Water Use	Rate
First 2,000 Gallons	\$3.30 per 1,000 Gallons
Next 8,000 Gallons	\$2.42 per 1,000 Gallons
Next 40,000 Gallons	\$1.65 per 1,000 Gallons
Next 50,000 Gallons	\$.99 per 1,000 Gallons

Plus Meter Charge:

Meter Size	Rate
1"	\$ 13.20/month
1 1/2"	\$ 22.00/month
2"	\$ 35.20/month
3"	\$ 55.00/month
4"	\$ 99.00/month
6"	\$154.00/month

Milford

Water Use	Rate
First 7,500 Gallons	\$1.40 per 1,000 Gallons
Next 10,000 Gallons	\$1.12 per 1,000 Gallons
Next 15,000 Gallons	\$.98 per 1,000 Gallons
Next 25,000 Gallons	\$.84 per 1,000 Gallons
Next 57,000 Gallons	\$.56 per 1,000 Gallons

Plus Meter Charge:

Meter Size	Rate
4"	\$ 5.42/month
6"	\$ 11.60/month
8"	\$ 20.83/month
10"	\$ 32.50/month

Pierceton

Water Use	Rate
First 10,000 Gallons	\$3.63 per 1,000 Gallons
Next 20,000 Gallons	\$3.01 per 1,000 Gallons
Next 20,000 Gallons	\$2.34 per 1,000 Gallons
Next 60,000 Gallons	\$1.72 per 1,000 Gallons
Next 700,000 Gallons	\$1.29 per 1,000 Gallons
Over 810,000 Gallons	\$1.07 per 1,000 Gallons
Over 1,000,000 Gallons	\$1.07 per 1,000 Gallons + \$94.27

Plus Meter Charge:

Meter Size	Rate
5/8-3/4"	\$ 8.60/month
1"	\$ 14.33/month
1 1/4"	\$ 21.50/month
1 1/2"	\$ 28.67/month
2"	\$ 43.00/month
3"	\$ 86.00/month
4"	\$129.00/month

Silver Lake

Water Use	Rate
First 2,000 Gallons	\$2.55 per 1,000 Gallons
Next 4,000 Gallons	\$2.03 per 1,000 Gallons
Next 14,000 Gallons	\$1.50 per 1,000 Gallons
Next 20,000 Gallons	\$1.05 per 1,000 Gallons
Over 100,000 Gallons	\$1.05 per 1,000 Gallons + \$13.22

Plus Meter Charge:

Meter Size	Rate
5/8"-3/4"	\$ 5.10/month
1"	\$ 7.50/month
1 1/2"	\$ 10.50/month
2"	\$ 15.00/month
3"	\$ 22.50/month
4"	\$ 45.00/month
6"	\$ 75.00/month

Warsaw

Water Use	Rate
First 2,000 Gallons	\$3.61 per 1,000 Gallons
Next 1,000 Gallons	\$3.35 per 1,000 Gallons
Next 2,000 Gallons	\$3.10 per 1,000 Gallons
Next 5,000 Gallons	\$2.57 per 1,000 Gallons
Next 10,000 Gallons	\$2.07 per 1,000 Gallons
Next 30,000 Gallons	\$1.72 per 1,000 Gallons
Next 50,000 Gallons	\$1.08 per 1,000 Gallons
Next 2,900,000 Gallons	\$.50 per 1,000 Gallons
Over 3,000,000 Gallons	\$.45 per 1,000 Gallons

Plus Meter Charge:

Meter Size	Rate
5/8"	\$ 8.98/month
3/4"	\$ 12.08/month
1"	\$ 16.76/month
1 1/4"	\$ 21.06/month
1 1/2"	\$ 25.89/month
2"	\$ 34.52/month
3"	\$129.49/month
4"	\$172.67/month
6"	\$276.26/month
8"	\$448.93/month
10"	\$552.52/month

By assisting the Warsaw Chamber/Kosciusko Development, Inc. in the research and development of this brochure we feel we have contributed in a positive way to the future of the community.

These brochures will be an integral part of the Chamber/KDI's marketing program. Thirty-six hundred (3600) copies of the brochures will be produced and distributed within the next year. The Chamber/KDI plans to use the brochures for their targeted marketing strategy. Many communities use mass mailing for their marketing programs but few actually target the types of firms they will be soliciting to based upon the compatibility with the existing area. We are proud that we were able to assist the Chamber/KDI in their innovative approach to industry recruitment. The Chamber/KDI believes they will be more successful in attracting industries to the county because of their targeted industry audience and the fact that the industry specific brochure that will be sent will be more tailored to the needs of these industries.

The first two industrial specific brochures, SIC #349 and #356, will be mailed to a total of 900 targeted industries who have the SIC #349 and #356. These mailings will be sent in June. If an industry does not respond to our first mailing they will be sent a second mailing one month later. If the industry still does not respond to the second mailing they will be sent a third mailing one month later. If an industry responds at any time they will be sent the complete Chamber package of promotional materials.

The second Chamber/KDI mailing sent to SIC #307 and #371 will

begin in September, 1985. One thousand three hundred fifty (1350) industries will be contacted in this mailing. The three-phase mailing process will be the same as for the first mailing.

The third Chamber/KDI mailing sent to SIC #364 and #367 will begin in January, 1986. One thousand three hundred fifty (1350) industries will be contacted in this mailing. The three-phase mailing process will be followed for this mailing also.

The industrial specific brochures for SIC's 349, 356, 307, 371, 364, and 367 will be included in the first mailing to each of the thirty-six hundred 3600 industries the KDI/Chamber will be contacting in the next year. The second and third mailings will contain other pieces of informational material to try and attract new industries to Kosciusko County.

Our part has been to produce a finished product that can be distributed within this next year. In each one of the brochures we have had to gather and compile various pieces of information. Some of the information has been the same but it has all been geared to each of the targeted areas. After all the information has been assembled, we have also had to price for the printing of each of the thirty-six hundred (3600) brochures. We have obtained quotes for the printing costs of the six industrial specific brochures, they range in price from \$2,363.76 - \$2,568.83. We have found that when working with agencies certain guidelines are to be followed and among these it must be approved by the Chamber's Research and Promotion Task Force. We are happy to say that our first brochure draft was approved at the April 25th Research and Promotion Task Force meeting.

In completing this project we feel it has not only been a learning process for us but has benefited the community and county by trying to attract new industries to our area. * By us doing the research and lay-out design for the brochures we have also saved the Chamber/KDI \$20,000, as compared to other firms which perform this service. We also feel that all of our time and effort has been and will be used for the betterment of the community and county.

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34. The following industries located in Kosciusko County were interviewed as part of the informal marketing analysis.

Accur-Cut Machine Co.
Big Boy Products, Inc.
Craftech, Inc.
Drudge Screw Products
Fabricated Foundry Flask, Inc.
Grace Manufacturing, Inc.
Hand Industries, Inc.
J.C. Manufacturing, Inc.
Kosko Manufacturing, Co.

Lasuer Industries

Mid-West Spring Mfg. Co.

Riblet Products Corporation

Tool Specialties Inc.

Union Tool Corporation

Warsaw Orthopedic, Inc.

Whitley Products, Inc.

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