



Preserving Our Past,  
**Preparing for Our Future**  
2011 State of Economic Development Report



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

# LETTER FROM THE COMMUNITY



**John A. Brown**  
Chair, Grow Piqua Now



**Lucinda L. Fess**  
Mayor, City of Piqua  
Board Member, Grow Piqua Now



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

Welcome from the City of Piqua. The theme of this year's report is **"Renewing Our Community...Redefining Our Potential."** We believe this title speaks to the city's efforts to strategically reinvest in our community and how we are responding to the changing global economy.

The past year was one in which we saw signs that our community and our nation was emerging from the Great Recession with renewed momentum. Several of our local companies invested in expanded facilities, new equipment and additional employees. The more notable investments were from long-time Piqua businesses French Oil and Hartzell Hardwoods. Others including Trupointe Cooperative, Industry Products, Evenflo and Denizen demonstrated that Piqua is open for business.

As importantly, our City's revolving loan programs helped small businesses also invest in our community. Success stories from Quint Creative Group and Faith Driven Fitness demonstrate that Piqua is ready to help our small businesses and entrepreneurs start, grow and succeed in our community.

Redevelopment and revitalization were also a priority in 2010. A follow-up to our comprehensive plan, ReDo Piqua provides a detailed plan for addressing our redevelopment opportunities. Using this roadmap, the city successfully applied for Brownfield grants to better assess the challenges at two of our more significant projects: the former Piqua Memorial Hospital and the former Piqua Municipal Power Plant. Armed with this information, the City plans to seek clean up grants to put these properties back to work, generating jobs and improving our neighborhoods.

As we look to 2011 and beyond, we are aligning our efforts with our local and regional partners to take advantage of the recovery. In partnership with the Troy Development Council, the Dayton Development Coalition and others, we are targeting business development opportunities in Europe, Asia and North America. Additionally, we continue to engage corporate real estate professionals and site selection decision-makers detailing the advantages of investing in our community.

The state of economic development in our community is looking up. We are confident that with renewed energy and commitment from our local companies, educational institutions and residents, Piqua will take full advantage of the opportunities that lie ahead.



**Lucinda L. "Lucy" Fess**  
MAYOR City of Piqua



**John A. Brown**  
CHAIR Grow Piqua Now

# BOARD MEMBERS



**Michael A. Cox**  
Chief Operating Officer  
Polysource Inc.



**Frederick E. Enderle**  
City Manager  
City of Piqua



**Daniel P. French**  
Chairman & President  
French Oil Mill Mach'y Co.



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



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



**Jeanie Jordan-Bates**  
Owner  
McVety Realty



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



**Ryan King**  
Project Manager  
Hemm's Glass Shops, Inc.



**Jason T. Petty**  
Financial Center Manager  
Fifth Third Bank



**Matt Ratermann**  
Office Manager  
McCulloch Baker



**Randy Sever**  
Vice President, Operations  
PSC Crane & Rigging, Inc.



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



**Julia Terry**  
Commissioner  
City of Piqua



**Lisa K. Whitaker**  
President, Piqua Area  
Chamber of Commerce

# PLAN OF WORK

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

## PURPOSE

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

## MISSION

The organization is charged with progressively promoting economic development in Piqua, Ohio. The private-public partnership enables us to work cooperatively with our local, regional and statewide partners to provide opportunities to Piqua's residents and businesses. Additionally, working with the Piqua City Schools, Upper Valley Career Center and Edison Community College, we are preparing our next generation of skilled workers.

Specifically, Grow Piqua Now seeks to:

- Attract new businesses
- Retain & expand existing businesses
- Grow our small businesses & entrepreneurs
- Advocate on behalf of our local business community

## AREAS OF FOCUS

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

- Aerospace & Aviation
- Advanced Materials & Manufacturing
- Information Technology & Data Management
- Human Sciences & Healthcare
- Logistics & Distribution

## PROGRAM OF WORK

Through cooperation with Ohio Business Development Coalition, the Dayton Development Coalition, the Piqua Area Chamber of Commerce, Mainstreet Piqua, and our surrounding cities and counties, Grow Piqua Now is aggressively marketing to companies in our key industries through strategic partnerships with consultants in North America and Western Europe. Additionally, we are engaging site selection consultants and corporate real estate professionals at key industry conferences and forums across the U.S. Finally, we have partnered with communities and organizations across the Dayton Region in a coordinated business visitation program called **Business First!** to understand and address the challenges and opportunities faced by our local businesses.

**QUINT CREATIVE GROUP**

As small business owners, Quint Creative Group knows how important it is to have access to the right resources to help a company grow and succeed. With help from the City of Piqua, the Piqua Area Chamber of Commerce and Mainstreet Piqua, the company has been able to grow its business in downtown Piqua.



Quint Creative Group, formally Quint Custom Signs, began as a sign shop offering custom signs for area businesses. They credit their recent growth to a strategic decision in 2009 to move to a larger office space and extend their product offerings with marketing services, such as printing services, and video production, etc. The company's downtown Piqua facility houses a complete fabrication and production shop, including a large installation bay for semi trucks, trailers, and vehicles.



Quint Creative Group sees themselves as an "image" company not just a sign company. To help better serve its customers, the company purchased a CNC router system in late 2010, thanks in part to the City of Piqua's USDA-Funded Rapid Outreach Revolving Loan Program. The new machine offers capabilities including cutting out of three-dimensional lettering and custom sign shapes, which historically were only available by outsourcing. The machine offers great potential for Quint Creative Group and will play a large role in their future success. Working with the City, Chamber of Commerce and Mainstreet Piqua, Quint Creative Group hopes to continue to help other area businesses with their products and services as well as help continue to grow Piqua.

**HARTZELL HARDWOODS**

As a long-time Piqua business, Hartzell Hardwoods has seen the community—and the company—grow and change over the last 135 years. Even during these tough times, Hartzell Hardwoods continues to invest in Piqua because of the company's commitment to innovation, its talented team of associates and a supportive business environment.

Founded in 1875 by John T. Hartzell to supply the Oak and Ash Lumber needed for his business. George W. Hartzell, his son, bought the company in 1900 and began specializing in walnut lumber for the European market. Over the years the company has produced a variety of products from guns and propellers to fine walnut lumber and top quality thick red and white oak lumber.

Over the last 20 years, Hartzell Hardwoods has experienced dramatic growth by doubling its kiln, steambox, and pre-dryer capacity. Over the last 24 months, it has invested \$1.7 million in new equipment to increase its kiln drying capacity. This additional capacity enables it to serve its traditional markets and expand into emerging markets in Asia and the Middle East.

Today, Hartzell Hardwoods produces 17 million board feet of lumber annually and exports these products to more than 40 countries. As a worldwide leader in Walnut and top quality thick Oak lumber, they continue to lead the industry in innovation and diversification.

The company is poised for additional growth as it continues to identify new export opportunities and is planning to add employees in its sales and procurement divisions over the next several years.

**REDEVELOPMENT EFFORTS PRODUCE RESULTS**

An aggressive initiative known as project ReDO kicked into high gear in 2010. Developed using the **Plan It Piqua 2007 Comprehensive Plan Update** as a guide, the Redevelopment Analysis Report completed for the project identified twenty **Areas of Interest** with redevelopment potential. Each location identified provides an opportunity to enhance current aesthetic and/or economic conditions within the immediate area. The objective of the ReDO project is to transform under-performing or non-performing properties to the "highest and best" use, using revitalization and/or redevelopment strategies to renew the targeted properties, the surrounding areas, and the community as a whole.

The areas identified in the report represent hundreds of acres and dozens of owners of industrial, commercial, retail and residential areas that have varying degrees of complexity and potential. Each was evaluated and rated on the level of productivity, relative simplicity of controlling and marketing the area and long term contribution to Piqua's economic and social well-being. Through this process of analysis the report identified 5 properties recommended for the first phase of the ReDO project. The properties include:

- Former Piqua Hospital
- CR 25-A Corridor – North
- Clark Avenue Industrial District
- Riverfront Mill District
- East Ash Street Corridor

Creating "shovel ready" sites to accommodate modern commercial facilities will help supply new jobs and economic security for Piqua. Making room for riverside parks and improving public amenities will support the aggressive economic development campaign that is already underway. By eliminating structures that are not only unnecessary but unsightly, hundreds of acres can be made available to pursue Piqua's determination to "Preserve the past and empower the future."

Significant strides towards renewing our community occurred in 2010, including:

- Completion of the Phase I Environmental Site Assessment at the former Power Plant site.
- Commencement of a Phase II Environmental Site Assessment at the former Power Plant using a \$219,955 **Clean Ohio Assistance Fund (COAF)** grant.
- Completion of the Phase I Environmental Site Assessment at the former Piqua Hospital site.

- Completion of the Phase II Environmental Site Assessment at the former Piqua Hospital site using a \$195,000 **Clean Ohio Assistance Fund (COAF)** grant secured for the project.
- Preparation of a \$2 million **Clean Ohio Revitalization Fund (CORF)** grant for the clean-up of the former hospital site.

The scope of the ReDO project is technically and financially ambitious. Realizing redevelopment goals will require vast amounts of time, patience and commitment over many years as the recovering local and national economies ebb and flow. Competition from nearby and regional communities will be formidable as other cities and towns plan their own revivals. However, the collective findings and opinions resulting from the research and analysis conducted by the team assembled to execute this project reflect that Piqua has many of the necessary elements already in place to successfully execute a diverse and expansive redevelopment plan. With the ongoing cooperation of residential, commercial and political factions and a system that encourages healthy inter-communication and consensus-building, the City of Piqua, Grow Piqua Now and the Plan It Piqua team can look forward to a productive future for its city and the surrounding areas.



**THE FRENCH OIL MILL MACHINERY COMPANY**

The French Oil Mill Machinery Company was started in Piqua because of the community's rich industrial heritage and its great workforce. Today, the company continues to grow and innovate here in Piqua because of the community's access to markets, its favorable business climate, and the excellent workforce development resources.



French, founded in 1900, is an ISO-certified, family-owned U. S. company that designs, manufactures and supports process equipment for the molding, oilseed, pulping and synthetic rubber industries. The company's hydraulic presses and other machines provide integrated solutions to improve productivity and lower overall production costs.



The company's Hydraulic Group manufactures compression and transfer molding hydraulic presses for numerous applications, including rubber, plastic, composite molding, laminating and vacuum molding. The Oilseed Group produces processing equipment, full press extraction systems and preparation systems for the extraction of vegetable oil from oil-bearing seeds and nuts for food and industrial uses, including biodiesel and other fuels. Its Polymer Group produces dewatering and drying screw presses for synthetic rubber and thermoplastic production. It also produces mechanical screw presses to remove liquids from wood pulp fiber for the pulping and paper recycling industries and for other liquid/solid separation applications.

The company recently added 25 new associates at its Piqua manufacturing facility to help meet the demands of its growing international business, including sales from its new Shanghai office.

French Oil Mill Machinery Company operates a 225,000 square foot manufacturing facility and has its corporate headquarters in Piqua, Ohio, serving customers in 80 countries worldwide.

**TRUPOINTE COOPERATIVE**

When Trupointe Cooperative was looking for a site for its new corporate headquarters, the company looked for a location where they could effectively serve its members and grow its business. It found those attributes in Piqua with its great access, favorable business climate and supportive local government.

Trupointe is a regional member-owned and controlled co-op headquartered in Piqua, Ohio. The company is focused on creating value and enhancing patron profitability by providing quality people, products, services and solutions. It serves 50 locations throughout 29 counties in Northeast Indiana and West Central Ohio with more than 500 employees. The Trupointe Board is comprised of ten farmer members who represent the counties they serve.

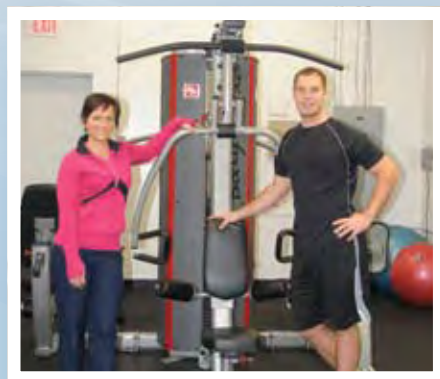
In 2008, the leadership of Southwest Landmark and Advanced Agri-Solutions Co-Op, two Western Ohio cooperatives, began talks to consolidate. Their respective Boards agreed that the idea should be voted on by each of their members. In early 2010, Southwest Landmark and Advanced Agri-Solutions Co-op members voted to become Trupointe Cooperative, Inc. The cooperative began official operations as Trupointe on September 1, 2010.

With the consolidation, the company needed to find offices and a central location to serve its members. The search included many areas along Interstate 75 and ultimately brought Trupointe to Piqua when it purchased an existing professional office building and made substantial renovations, helped in part by the city's Rapid Outreach Grant. This move brought nearly a dozen executives to the headquarters in October of 2010 which enables the company to grow over the next several years.

**SMALL BUSINESS SPOTLIGHT**

**FAITH DRIVEN FITNESS**

One local business stands out for its entrepreneurial spirit and its use of local resources to grow its business. Faith Driven Fitness, which is owned and operated by Curt and Rachel Tucker, was founded in 2007 as a hobby for the couple. The duo started training individuals at the local YMCA and then moved on to the larger Total Fitness facility. In 2009, Curt and Rachel heard about the Micro-enterprise Revolving Loan program and contacted the City of Piqua to learn more. After receiving guidance on business plan writing from the **Small Business Development Center (SBDC) at Edison Community College**, the couple received funding to purchase training equipment for their first studio. Today, Rachel and Curt are serving clients from across the region from their new state-of-art fitness studio in the City of Piqua.



**NEW INVESTMENTS CREATE MOMENTUM**

In 2010, new investments from new and existing companies helped lift construction activity to their highest levels since the recession began in 2008. Total construction activity was \$6.1 million in 2010 fueled in large part by the community's manufacturing sector.

Several existing businesses in Piqua invested in new equipment, expanded facilities, and new employees in 2010. These investments were another important indicator that the community is a great place to grow a business.

In late 2010, **Industry Products Company** was honored with a "Challenging Spirits Award" from Honda of America. The award recognizes Honda suppliers that are able to take on additional product lines from those suppliers who are no longer able to deliver them in a timely manner. These opportunities also provide Industry Products with the opportunity to hire a several dozen new employees and to purchase several new machines. The company serves the world's largest automotive manufacturers, providing high-quality tooling, manufacturing and assembly of cargo and trunk systems, acoustic and water shield solutions and protective in-transit materials.

A 2010 Success Story, **Polysource** again made investments in their Piqua facility to increase their capacity. The company purchased a new molding machine that is expected to increase its molding capacity by 10%. Polysource also spent \$750,000 for a new extruder that should increase the company's capacity by at least 25%. The investments are good news for the existing workforce and offer the potential for additional hiring in the coming years. The company is a leading manufacturer of color EPS resin and specialty EPS co-polymers for the consumer products market, including bicycle, skiing and skating helmets, as well as many other high-tech applications.

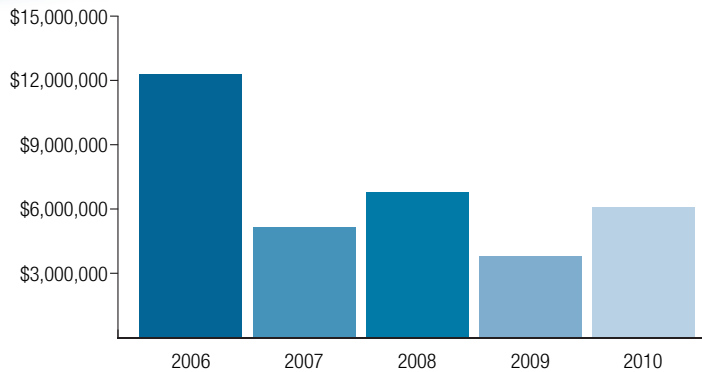
**Denizen Inc.**, which distributes and converts electrical products, relocated into a larger 21,000 sq. ft. building in the Paul Sherry Industrial Park in late 2010. The company also invested approximately \$80,000 in the new facility to accommodate its operations. The new location allows Denizen to serve more customers and may provide for additional employment opportunities over the next 3-5 years. Beyond the initial building, it also will be well-positioned for future growth with







available land to accommodate up to an additional 60,000 square feet of space.

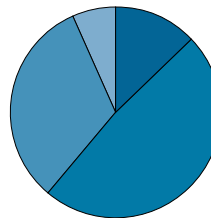
In early 2010, **Westcon Industries** expanded its operations in the Wyndham Industrial Park. The expanded facility allows the company to better serve its customers throughout the Midwest. The company maintains an outstanding reputation for providing mechanical, civil, structural, and equipment setting in a multitude of environments and locations both nationally and internationally. Established in 1981, Westcon is a general contractor headquartered in Bismarck, North Dakota, with regional offices in Salt Lake City, Utah, Oskaloosa, Iowa and Piqua, Ohio.

**CONSTRUCTION  
ACTIVITY  
2006-2010**



**BUSINESS  
PROSPECTS  
IN 2010**

-  Domestic Recruitment Consultant-ROI (4)
-  Direct Contact (15)
-  State of Ohio (10)
-  Dayton Development Coalition (2)



 OUR INVESTORS

**ADVISORY COUNCIL**

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

**ADVISORY COUNCIL  
EDUCATIONAL**

- Edison Community College
- Piqua City Schools
- Upper Valley JVS

**GENERAL MEMBERS**

- A Learning Place
- Atlantis Sportswear Inc.
- Classic Products
- Crane Pumps & Services
- Craycon Homes, Inc.
- Crayex Corporation
- Ferguson Construction Co.
- Harmony Systems & Services
- Hemm's Glass Shops, Inc.
- Jackson Tube Service, Inc.
- Mainsource Bank
- McCulloch, Felger, Fite & Gutmann Co., LPA
- McVety Realty
- Miami Valley Centre Mall
- Miami Valley Steel Service
- Midwest Maintenance, Inc.
- Mutual Federal Bank
- Murray, Wells, Wendeln, Robinson CPAs, Inc.
- Nitto Denko
- Pioneer Electric
- Piqua Emery Foundry, Inc.
- Piqua Materials, Inc.
- PSC Crane & Rigging, Inc.
- P&R Specialty, Inc.
- R.K. Hydro-Vac, Inc.
- Sherry Development Corp.
- Scott M & A Corp.
- TK Holding
- Urban Elssas & Sons, Inc.
- Vectren
- Wenco Inc.



**Grow Piqua Now** would like to recognize the following individuals for their contributions in putting this report together: John Brown, Becky Cool, Ryan Cool, Tayte French-Lutz, John Oswiany, Chris Schmiesing, Carolyn Seibert, Debbie Stein, Lorna T. Swisher and Rachel Tucker.

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