

# HELPING GREEN TOKAI GROW



U.S./Japanese Government/Commercial  
PARTNERSHIP



## CASE STUDY

**SPEED TO MARKET:** Helping an automotive OEM expand seamlessly and without disruption to meet growing demand for its products by facilitating the acquisition and renovation of an existing building.

**LOWER COSTS:** Montgomery County and the southwest Ohio region provide a lower-cost environment for site acquisition, labor, and construction, as compared to other potential locations.

**REDUCED RISK:** Brookville and Montgomery County keep a pulse on local businesses and provide services to help them succeed and grow. "The City of Brookville will take immediate steps to solve whatever problems you have," Daniel Bowers, president of Green Tokai.

GREEN TOKAI CO., a subsidiary of Tokai Kogyo Co. (Japan) began U.S operations in May, 1988 in the City of Brookville, a suburb of Dayton in Montgomery County, Ohio. With over 600 employees, the company's Brookville production and warehouse facilities are the hub of the company's North American operations.

Green Tokai, an automotive OEM, employs injection and extrusion technology to manufacture weather seals, moldings, seals, and other components for Japanese companies that have automotive assembly plants in the U.S.



### The Challenge:

The company had the opportunity to meet growing demand for existing products and to move a B-Pillar injection molding manufacturing line from Japan to the U.S and add A-Pillar injection molding manufacturing. "We were very fortunate that we ran out of space because of new business," said Daniel Bowers, president of Green Tokai. "We were in dire need of some support....we looked at a lot of options and a new building across the street came up."

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## Meeting The Challenge:

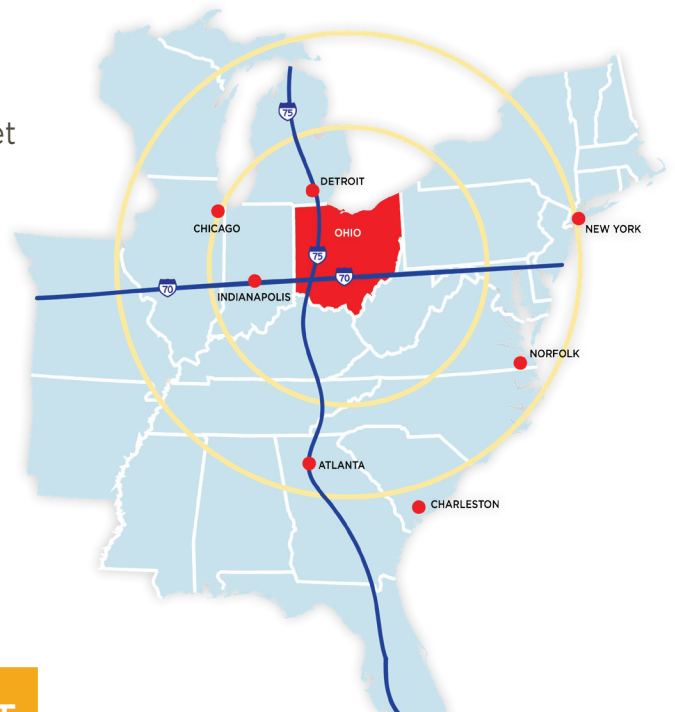
Green Tokai contacted the City of Brookville and Montgomery County through BusinessFirst! for assistance. “Brookville and Montgomery County’s BusinessFirst! were there for us in every step of our expansions” said Bowers. Brookville helped by immediately connecting Green Tokai with the building owners, and the County’s BusinessFirst! program provided resources, including incentive programs and utility upgrades to help the company to expand. As a result, Green Tokai completed a \$13 million expansion that resulted in the purchase and renovation of two buildings.

### Brookville and Montgomery County moved quickly to support Green Tokai’s expansion including:

- Montgomery County Commissioners approved \$250,000 in grants to the company via their Economic Development/Government Equity (ED/GE) program;
- The City of Brookville offered \$422,000 in additional incentives.
- JobsOhio added a \$55,000 grant to offset equipment costs.
- DP&L, the regional electric utility, provided \$50,000 in electrical upgrades.
- Montgomery County also created a 10-year, 75 percent enterprise zone tax exemption for the new building that saves the company \$32,000 annually.
- Brookville waived \$22,500 in fees for building permits, water and sewer tap-in fees, along with \$80,000 in access road improvements.
- OhioMeansJobs / Montgomery County provided workforce development and training assistance to provide a new, skilled workforce.

Montgomery County, the City of Brookville, and all regional partners in southwest Ohio have a history of taking the initiative to meet and exceed the needs of companies and, as in the case of Green Tokai, the results are impressive.

**MONTGOMERY COUNTY OHIO WORKS FOR GREEN TOKAI—IT CAN WORK FOR YOU, TOO.**



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