

ABC Manufacturing Inc. (Malta Windows)



210 13th Street, Building 15, P.O. Box 369
Malta, Ohio 43758

18th Congressional District

In Malta, a small rural town in Southeast Ohio's Morgan County, nature's beauty is brought to life by the rolling hills and scenic views, with little interruption from neighboring civilization. Amidst the beauty of the region, however, are shadows of a consistently high unemployment rate and limited job opportunity that have blanketed the county for years. Home to a modest 15,000 people, the economic backbone of Morgan is its industrial manufacturing businesses.

Malta Windows and Doors had been one of Morgan County's major manufacturers since 1889. The company thrived in the 1960s, '70s and '80s, producing high-demand quality wood windows and doors. However, when vinyl windows debuted in the late '80s, Malta's signature wood products took a hit. The original Malta Windows plant eventually closed in 2001. Small independent producers continued to make windows under the Malta name, but profits struggled and forced closure.

Ohio state and county development officials searched for a company to take over the empty Malta Windows facility and regenerate the business. In 2007, ABC Manufacturing, a powder coating and engineering company, bought the 350,000-square-foot complex with plans for restoration, new market opportunities and job growth. With the scope of restoration nearing \$6 million, Jeff Shaner, then Morgan Co. economic director (now ABC cabinetry manager), was tasked to secure funding for the project. He immediately thought of Finance Fund, which he had partnered with in the past for many Morgan Co. development ventures. Finance Fund stepped in with \$500,000 from its Finance Fund Capital Corporation (FCAP) lending arm. Shaner said out of the several loans and grants this project required, Finance Fund offered the simplest process, taking less than a month to secure funding.

The 350,000-square-foot complex is comprised of machinery and equipment in six buildings on an 18-acre site. All buildings were gutted, the electrical system was completely re-wired, and new roofs, offices, a facility entrance and landscaping were added. ABC utilized 25 of its own skilled laborers and a few outside contractors to complete the electric, gas and infrastructure renovations. Finally, in April, 2008, the 120-year-old Malta Windows and Doors facility breathed life again, and saw sales and profits clearly rise. With all of its equipment now on-site in a larger, more robust facility, ABC is able to increase efficiencies and build more quality products, competing with the best in the industry and meeting market demands all over the US.

Finance Fund provided:

- a **loan** for \$500,000

Project results:

- Total cost of project: \$6.2 million. To build new, it would have cost \$8.5 million. **Total savings of \$2.3 million.**
- **25 in-house jobs were maintained** for the complex renovation.
- **25 jobs have been added** since completion, with **hopes of reaching 200 positions** in the near future.

