

STATE OF INDIANA

INDIANA UTILITY REGULATORY COMMISSION

**IN THE MATTER OF THE PETITION OF THE)
TOWN OF WINFIELD, LAKE COUNTY,)
INDIANA, FOR APPROVAL OF A)
REGULATORY ORDINANCE ESTABLISHING) CAUSE NO. 45992
A SERVICE TERRITORY FOR THE TOWN'S)
MUNICIPAL SEWER SYSTEM PURSUANT TO)
IND. CODE § 8-1.5-6 ET SEQ)**

**VERIFIED DIRECT TESTIMONY
of
CHRIS SALATAS**

**On Behalf of Intervenor,
LBL Development, LLC**

Intervenor's Exhibit No. 3

INTRODUCTION AND BACKGROUND

Q1. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.

A1. My name is Chris Salatas. I am the President and CEO of the Lake County Economic Alliance ("LCEA"). My business address is 9800 Connecticut Drive, Suite B1-851, Crown Point, IN 46307.

Q2. PLEASE DESCRIBE YOUR EDUCATIONAL AND PROFESSIONAL BACKGROUND.

A2. I have a BA degree from Indiana University and a Master's degree from the University of Arizona. Professionally I have served in several capacities:

- I worked as Town Manager for Cedar Lake, Indiana from 2022 through 2024 and as Town Manager for St. John, Indiana from 2021 through 2022. In this role, I was responsible for long-range planning of capital projects, budgeting, personnel, and the daily operations of the municipality and their utilities.
- I worked as District Director for U.S. Senator Todd Young from 2017 through 2019 and as Regional Director for Senator Young from 2019 through 2021. In these roles, I represented the Senator throughout a twenty-county district in Northwest Indiana, managed personnel, and assisted in determining the effects of legislation throughout the district.
- I worked as a Town Councilman for Lowell, Indiana from 2015 through 2021, and was Council President for four of those years. In this role, I was responsible for budgeting, setting policy, and long-range capital planning of the municipality and its utilities.

1 • I am also currently employed by Lotton Development, Inc. as Director of Economic
2 Development and Political Affairs. In that role, I work on land entitlements and
3 development of specific projects. I also work on relationships with outside
4 associations and organizations, as well as advocate for development-friendly
5 policy.

6 • I am also a member of the Northwest Indiana Home Builders Association (“HBA”)
7 Board of Directors.

8 • I also serve as the Treasurer of the Lake County Republican Party.

9 **Q3. HAVE YOU PREVIOUSLY TESTIFIED BEFORE THE INDIANA UTILITY**
10 **REGULATORY COMMISSION (“COMMISSION”)?**

11 A3. No, I have not.

12 **Q4. HAVE YOU PREVIOUSLY TESTIFIED BEFORE OTHER GOVERNMENT**
13 **BODIES OR AGENCIES?**

14 A4. Yes, I have testified many times in front of various state and local government agencies
15 and bodies.

16 **Q5. ON WHOSE BEHALF ARE YOU TESTIFYING?**

17 A5. I am testifying on behalf of the LCEA.

18 **Q6. WHAT IS THE PURPOSE OF YOUR TESTIMONY IN THIS PROCEEDING?**

19 A6. The purpose of my testimony is to support the position of intervenor LBL Development,
20 LLC (“LBL”) that the Commission should grant the City of Crown Point, Indiana’s
21 (“Crown Point”) request in this Cause to be the exclusive provider of wastewater service
22 in an area of Lake County in which both Crown Point and the Town of Winfield, Indiana
23 (“Winfield”) seek to be the sole provider of wastewater service (the “Disputed Area”). I

1 will also testify that the Commission should deny Winfield's request for approval of its
2 regulatory ordinance, Ordinance No. 358, in its entirety, as approving Winfield's request
3 would hurt economic development in the entire area in which it seeks to be the exclusive
4 provider of wastewater service (the "Winfield Requested Territory").

5 **Q7. ARE YOU SPONSORING ANY ATTACHMENTS TO YOUR TESTIMONY?**

6 A7. Yes. Attached are the following:

- 7 • Attachment CS-1, which is a list of all LCEA investors as of August 13, 2025.
- 8 • Attachment CS-2, which is a list of the members of LCEA's Board of Directors as
9 of August 13, 2025.
- 10 • Attachment CS-3, which is a copy of Winfield's responses to Crown Point's Third
11 Set of Data Requests.

12 **Q8. PLEASE SUMMARIZE YOUR TESTIMONY IN THIS CASE.**

13 A8. I will testify about economic development in Lake County generally, as well as Crown
14 Point and Winfield specifically. In my years of experience working in economic
15 development in Lake County, I have found Crown Point to be an excellent partner to LCEA
16 and the developers it supports, and its ability to provide reliable wastewater utility service
17 has been very important to economic development in the area. Winfield, on the other hand,
18 has been unable to support economic development to the same level as that of Crown Point.
19 I conclude that the Commission should grant Crown Point's request in this Cause to be the
20 exclusive provider of wastewater utility service in the Disputed Area and should deny
21 Winfield's request for approval of its regulatory ordinance in its entirety.

LAKE COUNTY ECONOMIC DEVELOPMENT

Q9. WHAT IS THE LCEA?

A9. The LCEA is an organization that promotes stability, growth, and development of business and industry in Lake County, Indiana. We also work to recruit new business and industry development in Lake County, as well as providing individual developers with project support. The LCEA is funded by investors, and its services to developers are free. The LCEA is the Lake County partner of the Indiana Economic Development Corporation ("IEDC"). The LCEA has 47 investors and members, which are listed at <https://lcea.us/investors/>. A copy of this page, showing all current LCEA investors and members as of August 13, 2025, is attached hereto as Attachment CS-1. The LCEA also has a Board of Directors ("Board") comprised of local business leaders. The LCEA website contains a list of its Board members at <https://lcea.us/our-leadership/>, a copy of which is attached hereto as Attachment CS-2.

Q10. PLEASE DESCRIBE YOUR JOB RESPONSIBILITIES AS THE PRESIDENT AND CEO OF THE LCEA.

A10. The Board has hired me to speak and take action on its behalf to further LCEA's mission of supporting development in Lake County. Through the authority granted to me by the Board, I work to promote the projects and developments supported by the LCEA; this may take a variety of forms. For example, I may meet with public officials or attend public meetings to testify in favor of requests made by our developers, such as zoning or tax abatement requests.

Q11. DOES THE BOARD SPEAK THROUGH ANYONE OTHER THAN YOU?

A11. No. It speaks solely through me and the actions I take on LCEA's behalf in the community.

1 **Q12. PLEASE GENERALLY DESCRIBE THE STATE OF ECONOMIC**
2 **DEVELOPMENT IN LAKE COUNTY.**

3 A12. Lake County, which is Indiana's second most populous county (with a population now
4 exceeding 500,000), has proven to be an attractive location for commercial and industrial
5 development for many decades for several reasons. Lake County directly borders and is
6 only a short commute away from Chicago, Illinois, the country's third most populous city.
7 Lake County is an attractive location for residential, commercial, and industrial
8 development due to its proximity to Chicago and its significantly lower cost of living than
9 Chicago and Cook County, Illinois. Lake County has a highly skilled and educated
10 workforce and is home to several university campuses offering specialized training and
11 degrees. Since 2019, Lake County has received over \$1 billion in capital investment, with
12 a significant portion of that investment focused on the Interstate 65 corridor. All of these
13 factors positively support economic development and the construction of new residential,
14 commercial, and industrial projects in the area.

15 While much of northern and western Lake County is already highly developed,
16 large areas of the southern and eastern parts of the county are still undeveloped and
17 therefore present a prime opportunity for companies looking to relocate or build new
18 facilities.

19 **Q13. WHAT IS THE LCEA'S ROLE IN PROMOTING ECONOMIC DEVELOPMENT**
20 **IN LAKE COUNTY?**

21 A13. The LCEA, as the Lake County partner of the IEDC, is the primary entity responsible for
22 promoting economic development throughout Lake County, both within municipalities'
23 corporate boundaries and in unincorporated rural areas. We partner with developers such

1 as LBL and governmental entities in pursuing economic development projects that benefit
2 Lake County as a whole. Winfield's discovery responses in this Cause reflect that it agrees
3 that the county is primarily responsible for economic development in rural areas like the
4 Disputed Area and the remainder of the area impacted by Winfield's regulatory ordinance.
5 When Crown Point asked Winfield about its economic development efforts and processes,
6 Winfield objected to every single request and stated: "[b]y definition, the 'regulated
7 territory' is in an unincorporated area of a county. Accordingly, a county, not a petitioning
8 municipality, will have exclusive economic development jurisdiction over the area." See
9 Attachment CS-3. However, municipalities seeking to develop areas inside or outside their
10 corporate boundaries are usually also involved in the economic development of such areas,
11 often in partnership with the LCEA. For instance, Crown Point, Dyer, Schererville,
12 Merrillville, Hobart, Hammond and Lake County all participate and invest in the LCEA –
13 Winfield does not.

14 **Q14. WHAT IS THE STATE OF THE HOUSING MARKET IN LAKE COUNTY?**

15 A14. Due to the active commercial and industrial development that Lake County is experiencing,
16 Lake County currently has a shortage of available homes for sale.

17 **Q15. WHAT DO YOU MEAN BY "A SHORTAGE OF AVAILABLE HOMES FOR**
18 **SALE?"**

19 A15. Northwest Indiana, of which Lake County is a part, currently has approximately two
20 months of available housing inventory to meet the current housing demand. Anything
21 under three months of available housing inventory is considered by the National
22 Association of Home Builders to be a housing shortage; a balanced market is considered
23 to be four to five months of available housing inventory.

1 **Q16. WHAT IS THE RESULT OF THIS HOUSING SHORTAGE IN LAKE COUNTY?**

2 A16. The housing shortage makes it difficult for individuals and families to relocate to Lake
3 County, which hurts new commercial and industrial growth in the area. If workers cannot
4 move to Lake County because there simply is not enough housing available, the
5 commercial and industrial growth rate may become slower than it might have been
6 otherwise. That's why it is crucial that new housing development continues in Lake
7 County.

8 With fewer homes available, the costs of the available housing and lots generally
9 trend higher, making relocation to Lake County even more expensive, whether someone is
10 looking to buy a pre-existing home or build a new home. This is why the cost of extending
11 utility service, including wastewater service, to a new housing development is so important.
12 If, for example, a housing developer is required to invest many millions of dollars in
13 extending wastewater service to a development, those costs will be passed on to potential
14 buyers through increased lot prices. This will discourage both developers and new home
15 buyers from purchasing land in such an area.

16
17 **ECONOMIC DEVELOPMENT IN CROWN POINT AND WINFIELD**

18 **Q17. PLEASE DESCRIBE THE STATE OF ECONOMIC DEVELOPMENT IN CROWN**
19 **POINT.**

20 A17. Crown Point, which is the county seat of Lake County, has experienced rapid economic
21 growth in the past few decades with the addition of major new residential, commercial, and
22 industrial developments and by expanding its parks and recreation facilities, among other
23 things. Greg Falkowski, Crown Point's Economic Development Manager, describes in

1 detail this positive economic growth in Crown Point in the direct testimony he submitted
2 on behalf of Crown Point in this Cause.

3 **Q18. PLEASE DESCRIBE THE STATE OF ECONOMIC DEVELOPMENT IN**
4 **WINFIELD.**

5 A18. While smaller development projects have occurred in Winfield, in my experience Winfield
6 has been unable to attract any significant amount of new development or larger
7 construction projects. This is due in large part to the lack of wastewater infrastructure,
8 which is necessary for any significant new development to occur.

9 **Q19. ARE YOU FAMILIAR WITH THE WINFIELD REQUESTED TERRITORY,**
10 **INCLUDING AN AREA IN WHICH BOTH CROWN POINT AND WINFIELD**
11 **ARE SEEKING TO BECOME THE EXCLUSIVE PROVIDER OF**
12 **WASTEWATER UTILITY SERVICE (THE "DISPUTED AREA")?**

13 A19. Yes, I am.

14 **Q20. PLEASE GENERALLY DESCRIBE THE WINFIELD REQUESTED**
15 **TERRITORY.**

16 A20. The Winfield Requested Territory is unincorporated and generally rural in character, but it
17 is close to areas that could be potentially prime land for commercial and industrial
18 development, including areas bordering U.S. 231 and I-65. I believe that this area would
19 be a great location for the development of new single- and multi-family homes, which are
20 very much needed due to the Northwest Indiana housing shortage.

21

LCEA'S WORK ON BEHALF OF DEVELOPERS

Q21. PLEASE DESCRIBE HOW THE LCEA WORKS TO RECRUIT NEW COMMERCIAL AND INDUSTRIAL DEVELOPMENT IN LAKE COUNTY.

A21. The LCEA is a one-stop shop for economic development in Lake County. We work to market Lake County and its available sites to prospective developers and businesses through site selector conferences, responding to request for information inquiries, and building partnerships with brokers. We assist with business retention and expansion, support new site development, assist with economic development incentives, and build relationships with government officials and business leaders.

Q22. PLEASE DESCRIBE THE PROCESS BY WHICH THE LCEA PROVIDES INDIVIDUAL DEVELOPERS WITH PROJECT SUPPORT.

A22. We support individual developers by maintaining an inventory of readily available sites that can be purchased and developed. We submit letters of support or in-person testimony for the project during the planning and approval process. We also help identify economic development incentives the project may qualify for and connect the developers with the appropriate authority or agency for approval.

Q23. HAS LCEA SUPPORTED INDIVIDUAL DEVELOPERS' PROJECTS IN CROWN POINT?

A23. Yes, we have.

Q24. PLEASE PROVIDE SOME EXAMPLES OF PROJECTS LCEA HAS SUPPORTED IN CROWN POINT.

A24. We have supported CoreX Crown, a \$200 million cold storage facility which opened in late 2024. This development is located in a business park that is situated on the southeast

1 corner of Interstate 65 and U.S. 231. CoreX Crown is located within the same business
2 park as Arcadia Cold Storage, which is another \$200 million cold storage facility currently
3 being built. We supported this along with assisting in the approval of this project's personal
4 property tax abatement.

5 **Q25. WHY DO YOU THINK LCEA HAS NOT HAD MORE REQUESTS FOR**
6 **SUPPORT FROM DEVELOPERS LOOKING TO LOCATE IN WINFIELD?**

7 A25. From my experience in developing properties in the Lake County area, there seems to be
8 little interest from businesses in developing property in Winfield. I believe this lack of
9 interest stems from the Town's lack of wastewater utility infrastructure in large portions of
10 the Town, lack of readily available commercial property, and a lack of convenient access
11 to higher-capacity roadways like state roads or U.S. highways.

12 **Q26. DOES LCEA OFTEN WORK DIRECTLY WITH LBL ON ITS DEVELOPMENT**
13 **PROJECTS?**

14 A26. Yes, it does.

15 **Q27. PLEASE DESCRIBE SOME OF THE LBL PROJECTS LCEA HAS WORKED ON.**

16 A27. The LCEA has worked with LBL on its St. John commercial mixed-use project along the
17 south side of U.S. 231. We have also worked in partnership with LBL, other developers,
18 and the property owner on a commercial project along the north side of U.S. 231 in St.
19 John. The LCEA has also written a letter of support for LBL's READI grant application
20 for its project along U.S. 231 within the disputed service territory area.

21 **Q28. WHAT IS YOUR VIEW ON LBL'S WORK IN LAKE COUNTY?**

22 A28. LBL and its related entities have long been an active developer in the area and positive
23 presence in the Lake County community. LBL developments, including the ones described

1 in my response to the prior question, have been valuable contributions to the continued
2 economic development of Lake County. I strongly support LBL's continued development
3 plans in Lake County, including its plans for a mixed-use development that is described in
4 more detail in John Lotton's direct testimony.

5 **Q29. DOES LCEA INTERACT DIRECTLY WITH LOCAL UTILITIES IN THE**
6 **COURSE OF PROVIDING DEVELOPERS WITH PROJECT SUPPORT?**

7 A29. Yes, we frequently interact with local utilities while supporting individual developers.

8 **Q30. PLEASE DESCRIBE THE INTERACTIONS LCEA TYPICALLY HAS WITH**
9 **LOCAL UTILITIES ON BEHALF OF DEVELOPERS.**

10 A30. We frequently contact local utilities to facilitate new service requests for proposed
11 developments to make sure the site has adequate infrastructure and capacity for the
12 developer or end user.

13 **Q31. HAS LCEA INTERACTED WITH CROWN POINT REGARDING INDIVIDUAL**
14 **DEVELOPERS' NEEDS FOR UTILITY SERVICES IN THE AREA?**

15 A31. Yes, it has.

16 **Q32. PLEASE DESCRIBE THOSE INTERACTIONS WITH CROWN POINT.**

17 A32. In my experience, Crown Point has been professional, responsive, and easy to work with
18 in handling utility service requests. All requests for new connections are handled promptly
19 and professionally. Crown Point has a dedicated Economic Development Director who is
20 familiar with all aspects of the City and helps facilitate the answering of utility-related
21 questions.

22 **Q33. HAS LCEA INTERACTED WITH WINFIELD REGARDING INDIVIDUAL**
23 **DEVELOPERS' NEEDS FOR UTILITY SERVICES?**

1 A33. No, it has not. Due to the lack of available development-ready sites and wastewater
2 infrastructure within Winfield, the LCEA has not had to reach out to Winfield's staff to
3 request any utility information.

4 **Q34. IN YOUR EXPERIENCE, HAS WINFIELD'S INABILITY TO PROVIDE**
5 **WASTEWATER UTILITY SERVICE TO A DEVELOPER'S PROJECT EVER**
6 **RESULTED IN A DEVELOPER CHANGING OR PULLING OUT OF PLANS TO**
7 **INVEST IN THE LAKE COUNTY AREA?**

8 A34. Yes. I am aware of two local developers (in addition to LBL) that have put plans on hold
9 to invest in Winfield due to issues with the Town's wastewater system, including lack of
10 capacity and lack of adequate infrastructure.

11 **Q35. IF YOU HAD TO CHOOSE BETWEEN WINFIELD'S AND CROWN POINT'S**
12 **WASTEWATER UTILITIES TO PROVIDE WASTEWATER SERVICE FOR**
13 **NEW DEVELOPMENT IN THE DISPUTED AREA AND OTHER AREAS IN THE**
14 **WINFIELD REQUESTED TERRITORY, WHICH UTILITY WOULD YOU**
15 **CHOOSE?**

16 A35. Unquestionably, I would choose Crown Point as the wastewater utility to serve the
17 Disputed Area.

18 **Q36. WHY WOULD YOU CHOOSE CROWN POINT OVER WINFIELD AS THE**
19 **SERVICE PROVIDER IN THIS AREA?**

20 A36. Crown Point has a decades-long track record of providing reliable wastewater service to a
21 large service area within Lake County. Winfield, on the other hand, has not expanded the
22 footprint of its wastewater service area in any significant way since its incorporation in
23 1993. Winfield is currently not even providing wastewater service to large areas within its

1 corporate boundaries, with many Winfield residents still using septic systems. In the past,
2 Winfield has declined developer requests to rezone land because its wastewater treatment
3 plant is operating at its maximum capacity and therefore cannot support new connections.
4 Over the last several years, Winfield officials have provided conflicting information about
5 the capacity of the Town's wastewater treatment plant. Winfield's answers to questions
6 regarding capacity in its wastewater system have changed every time LBL has reached out
7 to Winfield, and for that reason it is difficult to rely on any information provided by
8 Winfield on this topic. Moreover, Winfield lacks wastewater infrastructure inside its
9 corporate boundaries.

10 It is also my understanding that Crown Point could efficiently serve most if not all
11 of the remaining area east along U.S. 231 to near Hebron. Service from Crown Point in
12 that eastern area would be much more supportive of economic development than would
13 service from Winfield.

14 **Q37. IF THE COMMISSION WERE TO APPROVE WINFIELD'S REQUEST TO BE**
15 **THE EXCLUSIVE PROVIDER OF WASTEWATER SERVICE IN THE**
16 **WINFIELD REQUESTED TERRITORY (INCLUDING THE DISPUTED AREA),**
17 **WHAT DO YOU BELIEVE WOULD HAPPEN?**

18 A37. I believe such a decision would essentially halt economic development in the Winfield
19 Requested Territory for an indefinite period of time, which would have an extremely
20 negative effect on economic development in the area and in Lake County as a whole.
21 Winfield's lack of ability and willingness to provide wastewater service even within its
22 own corporate boundaries, and lack of a reasonable and cost-effective plan for serving the
23 Winfield Requested Territory, would make development of that area essentially

1 impossible, regardless of Winfield's unsupported claims in this case that it has an
2 immediate ability to serve the area. If the Commission grants Winfield's request for
3 approval of its regulatory ordinance in this Cause, LBL will choose to invest in other areas
4 of Indiana or outside the state.

5 **Q38. FROM LCEA'S PERSPECTIVE, HOW COULD WINFIELD PROMOTE**
6 **ECONOMIC DEVELOPMENT IN LAKE COUNTY?**

7 A38. Winfield should focus on economic development within its own corporate boundaries.
8 There is a substantial amount of vacant ground inside Winfield that it could work to
9 improve by extending infrastructure to. It should not seek to control the provision of
10 wastewater service in areas outside its corporate boundaries.

11
12 **CONCLUSION**

13 **Q39. IN SUMMARY, WHAT ACTIONS WOULD YOU RECOMMEND THE**
14 **COMMISSION TAKE IN THIS CAUSE?**

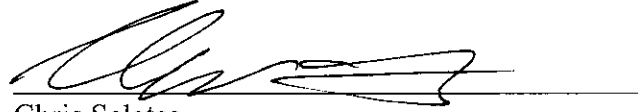
15 A39. I would recommend that the Commission deny Winfield's request for approval of its
16 Ordinance No. 358 in its entirety and approve Crown Point's Ordinance No. 2025-02-08.

17 **Q40. DOES THIS CONCLUDE YOUR DIRECT TESTIMONY?**

18 A40. Yes, it does.

VERIFICATION

The undersigned affirms under the penalties for perjury that the foregoing testimony is true to the best of his knowledge, information and belief.



Chris Salatas

Attachment CS-1

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Town of Schererville (<https://www.schererville.org/>)

[\(https://www.merrillville.in.gov/\)](https://www.merrillville.in.gov/)

Town of Merrillville (<https://www.merrillville.in.gov/>)

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Hours

Monday: 8:30am - 4:30pm

Tuesday: 8:30am - 4:30pm

Wednesday: 8:30am - 4:30pm

Thursday: 8:30am - 4:30pm

Friday: 8:30am - 4:30pm

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Phone

219-232-0341 (tel:2192320341)

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Lake County IN Economic Alliance Leadership

The People Behind LCEA

Lake County Seat - Crown Point, Indiana

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Chairman

Old National Bank

10322 Indianapolis Blvd.
Highland, IN 43622

219-853-3537 (tel:2198533537)

Gary Warfel
Vice-Chairman

Saxon Partners

25 Recreation Park Dr.
Hingham, MA 02043

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**310-867-4299** (tel:3108674299)

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Dave Ryan
Immediate Past Chairman

Todd Scheub
Treasurer

Peoples Bank

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Munster, IN 46321

219-853-7500 (tel:2198537500)

Randy Palmateer Secretary

NWI Building & Construction Trades Council

Iron Workers #395 Union Hall

6570 Ameriplex Drive
Portage, IN 46368

219-762-2951 (tel:2197622951)

Alexius Barber

NIPSCO

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Gary, IN 46402****219-886-4000** (tel:2198864000)**Erica Dombey****Regional Development Company (RDC)****8820 Indianapolis Blvd.
Highland, IN 46322****219-838-0200** (tel:2198380200)

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**Market President**

Horizon Bank

Rick Gard

American Community Bank

Mike Columbeck**Lake County Board of Commissioners**

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Crown Point, IN 46307

219-755-3200 (tel:2197553200)

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Ex-Officio****Peoples Bank**

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Munster, IN 46321

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**219-853-7575** (tel:2198537575)

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Ex-Officio**Lakeshore Chamber Chairman (American Precision)****Juan Moreno****City of Hammond****5925 Calumet Ave.**
Hammond, IN 46322**219-853-6580** (tel:2198536580)**Michael O'Connor****Holladay Properties****6370 AmeriPlex Drive**
Suite 110
Portage, IN 46368**219-841-5583** (tel:2198415583)

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**Jacob O'Donnell**

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Merrillville, IN 46307

219-741-9511 (tel:2197419511)



LCEA Staff



Chris Salatas
President

440 w. 84th Drive
Merrillville, IN 46410



Bailey Tombers
VP - Business Development

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Merrillville, IN 46410

708-663-1920

btombers@lcea.us (mailto:btombers@lcea.us)

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219-232-0341 (<tel:2192320341>)

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Attachment CS-3

STATE OF INDIANA

INDIANA UTILITY REGULATORY COMMISSION

IN THE MATTER OF THE PETITION OF THE)
 TOWN OF WINFIELD, LAKE COUNTY,)
 INDIANA, FOR APPROVAL OF A)
 REGULATORY ORDINANCE ESTABLISHING A) CAUSE NO. 45992
 SERVICE TERRITORY FOR THE TOWN'S)
 MUNICIPAL SEWER SYSTEM PURSUANT TO)
 IND. CODE 8-1.5-6 ET. SEQ.)

TOWN OF WINFIELD, INDIANA'S RESPONSE TO
THE CITY OF CROWN POINT'S THIRD SET OF DATA REQUESTS

Town of Winfield, Indiana ("Winfield"), by counsel, hereby provides its response to the
 City of Crown Point's Third Set of Data Requests as follows:

DATA REQUESTS

Request 3.1. In each of the past 20 years what has been Winfield's most important economic development achievement. State why it is the most important and the number and types of full time jobs each created.

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the "regulated territory." By definition, the "regulated territory" is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point's request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.2. In each of the past 20 years state the economic development opportunities that Winfield pursued but failed to secure. State the reason for each failure.

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that

the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point’s request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.3. Name each economic development opportunity that Winfield is currently working on.

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point’s request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.4. Who is in charge of Winfield’s economic development efforts; is economic development for Winfield their full-time job and how many hours each week does that person devote to economic development efforts for Winfield?

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown

Point's request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.5. As of the date of this request does Winfield have any economic devolvment pamphlets, brochures or other marketing material (including any electronic media)? If yes provide copy of each.

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point's request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.6. What economic development projects has Winfield completed in each of the last 20 years?

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point's request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.7. For each economic development project listed in Response to Request 3.6 above state which ones are currently being provided sewer service from Winfield. If a project is only partly provided sewer service detail what is and what is not being provided sewer service at this time.

Response: See Response to the above Request 3.6.

Request 3.8. Please describe in detail Winfield’s public safety structure and staffing, including police and fire protection.

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point’s request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.9. As of the date of this request does Winfield have a redevelopment commission? If yes, please describe in detail its composition, members and what it has caused to be redeveloped in the last 10 years.

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point’s request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.9. As of the date of this request Does Winfield have the funds budgeted for, or the funds to be able offer incentives to attract new developments, or commercial and industrial growth? If yes describe the source of those funds and the amounts available.

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when

reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point’s request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.10. Please provide Winfield’s definition of economic development.

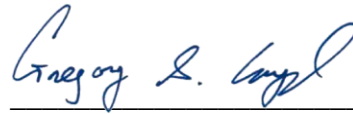
Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown Point’s request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Request 3.11. Please describe Winfield’s economic development goals and provide a copy of the Winfield document(s) that establish or state those goals.

Response: Objection. Crown Point misunderstands the nature and scope of Indiana Code § 8-1.5-6-8. Section 8(g) sets forth the criteria that the Commission should consider when reviewing a proposed territorial ordinance. The statute provides, among other things, that the Commission should review the potential effect of its Order on customer rates and charges, as well as the impact on present and future economic development in the “regulated territory.” By definition, the “regulated territory” is in an unincorporated area of a county. Accordingly, a county, not a petitioning municipality, will have exclusive economic development jurisdiction over the area. With this in mind, the role of the Commission is not to determine who would be best at economic development. Rather, the Commission will focus on, among other things, which provider will offer the most competitive rates and charges for the area in question and be best able to provide service that meet the needs of and facilitates present and future economic development in the area. Consequently, Crown

Point's request for the information set forth in this Request is inappropriate, unduly burdensome, irrelevant, and will not lead to the discovery of admissible evidence.

Respectfully submitted,



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County, Indiana*

CERTIFICATE OF SERVICE

I certify that a copy of the foregoing has been served upon the following by electronic mail this 13th day of June, 2025:

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