

# Case Study: Hankins Lumber Company Re-Opens Grenada County Business and Expands

## **About Hankins Lumber Company**

Hankins Lumber Company, incorporated in 1972 and headquartered in Grenada County, produces a variety of lumber and related products for commercial and residential clients throughout the U.S., for both retail and wholesale markets. Their primary raw material is pine timber. Their products include dimension lumber, timbers, and boards – all produced in a state-of-the-art facility.

## **The Challenge**

After market conditions forced the closure of the long-standing Grenada County business in late 2011, the 2013 recovery of the housing market stimulated the company's re-opening that year. Ramping up to re-open the business would require an investment of some \$1.5 million and diversification of their business would require infrastructure improvements to the facility's rail spurs to handle the increased usage.

## **The Solution**

With the company's commitment to re-open operations, the Grenada County Economic Development District, in partnership with the Grenada County Board of Supervisors, secured state grants to make improvements to the existing rail spurs serving the company. The rail improvement project included a new connection of one rail spur to the mainline, which allows for seamless movement into and from the production facility.

## **The Results**

With the resurgent market and some new contracts, upon re-opening, the company exceeded their previous employment level, hiring some 130 employees within the first month of hiring. The company also exceeded their anticipated investment in equipment repairs and upgrades and regained their position as a major purchaser of pine timber in the state.