

MINUTES OF THE MEETING OF THE  
BOARD OF DIRECTORS OF THE  
INDIANA ECONOMIC DEVELOPMENT CORPORATION  
March 25, 2010

The Board of Directors ("Board") of the Indiana Economic Development Corporation (the "Corporation") met on March 25, 2010 at Purdue Technology Center, 5225 Exploration Drive, Indianapolis, Indiana. Present at the meeting were directors Mitchell E. Daniels, Jr., Kip Tom, Bob Koch, Sally Byrn, John T. Thompson, Jim Marcuccilli, and Dane Miller. Directors Mark Holden, Cathy Langham, Tom Linebarger, John Mutz, and Bruce White were absent due to conflicts. Also in attendance were E. Mitchell Roob, Jr., Chad A. Pittman, Shawn Peterson, and Ryan Asberry of the Corporation.

Governor Daniels, as chairman of the Board, called the meeting to order. Governor Daniels recognized that a sufficient number of the members of the Board were present to constitute a quorum. Governor Daniels also recognized that the meeting of the Board was being held in full compliance with the open door laws of the State of Indiana and noted that all postings and other related requirements were observed. Governor Daniels then reviewed and presented for approval the minutes from the previous Board meeting on December 10, 2009. Upon motion duly made and seconded, the minutes from the prior meeting were unanimously adopted.

Governor Daniels then called on Jeff Ready, Found of Scale Computing, and thanked him for hosting. Mr. Ready welcomed the Board and provided the Board with an overview of the Scale Computing.

Governor Daniels then called upon Sally Byrn, to provide a report of the Entrepreneurship Committee. Ms. Byrn noted 5 investments have been awarded since the last meeting for a total of \$3.6M in investment and \$9.8M in matching capital. Ms. Byrn reported that the number of SBIR grants that have been funded is increasing which was one of our original goals. Ms. Byrn noted that the 21<sup>st</sup> century fund has had 2 breakfasts so far to allow companies interested in becoming 21<sup>st</sup> century fund candidates to learn more about the program from staff.

Governor Daniels then asked the executive staff of the Corporation to provide the Board with a report of activity since the prior Board meeting. E. Mitchell Roob, Jr., Secretary of Commerce, reported that we have 4,448 job commitments for year-to date for 2010; and 39 projects. Our investment for 2010 is at \$677M year-to date. Mr. Roob noted that we had a very strong January 2010 for job commitments and February was very slow. The currently average employee wage for IEDC projects is \$23.39 which is very encouraging. The incentives per job is at \$10,539. Mr. Roob noted that incentives for higher paying jobs will be higher. Mr. Roob reported that for the 2009 Job Fulfillment Report we had 150 total projects. 86 of those were at or above projection, 6 were beneath projection, and 8 are not moving forward. We anticipated 5,159 new jobs by the year-end and actually had 5,280 jobs realized. In focusing on northeast Indiana for 2009 of the 34 total projects, 32 are currently moving forward; and 17 were competitive consolidations. Of the 1,385 anticipated jobs, 2,295 were realized. Mr. Roob

reported that the total number of incentive clawbacks pursued by the IEC is \$10.5M. Of this amount, \$5.1M is in collection, \$1.6 is unrecoverable due to bankruptcy and \$2.1 has been recovered. Mr. Roob reported on the 2 major losses that we had in 2009. They were Dow Chemical and Proterra LLC. The Dow Chemical jobs went to Michigan and The Proterra LLC jobs went to South Carolina. Both companies chose to locate near major R&D centers. The incentives that were given to Dow by Michigan were \$113K per job and for Proterra by South Carolina were \$52K. Mr. Roob noted that Indiana does not provide outsized incentive offers for companies in unproven industries. Mr. Roob reported on the legislation that was passed during the session. The constitutional cap on property taxes was approved in the 2009 and 2010 sessions and sent to the Governor for signature. This is a key to improving the business climate in Indiana. The Illiana expressway and Ohio River bridges bill authorized a public private partnership to build the Illiana and or Ohio River bridges. This was passed and sent to the Governor. The unemployment insurance tax rate increase was delayed for one year. Legislation was assed to allow use of EDGE for competitive projects with nonprofit organizations. Mr. Roob discussed Indiana's unemployment insurance system. We are currently paying out more than we are taking in. We are ranked 40<sup>th</sup> in premiums and 3<sup>rd</sup> in replacement rate. Mr. Roob reported on our project clusters (biotechnology, energy, axle, and defense). The axle cluster is where we recruited the most jobs but had the lowest pay. We hosted an auto summit in January and as a result have a number of ideas to help in this area and have received a lot of support from the industry. The summit was attended by 25 auto industry executives. The focus of the summit was on what Indiana can do to enhance competitiveness in the auto industry. Workforce education was identified as the first priority. We have made specific outreach efforts with Honda, Toyota and Subaru. These companies have proved supplier names for a prospect list. Chad Pittman reported on a new tool that has been created. The Indiana Supplier INSight Database. This is a partnership among IEDC, Secretary of State, Ivy Tech and Conexus. The corporate partners include Cummins, Rolls-Royce, and Allison Transmission. 4,800 Companies are currently enrolled. Mr. Pittman reported on the recent Dallas Dales Trip. He noted that we met with 11 company officials and corporate site selectors. The trip has generated multiple leads. The focus has been on call centers. The site consultants know who Indiana is and appreciate the stabilization of the business development professions that they work with year after year. Upcoming events will be BIO 2010 in Chicago on May 3-6. The Governor will host a reception showcasing Indiana life science companies. Chad Pittman will be on a European Jobs Mission on April 17-May 1. The Windpower 2010 Show is in Dallas on May 23-26. The Chinese Auto Summit will be in May and we are partnering with ESN for this event.

There being no more business to come before the Board at the public meeting, Governor Daniels concluded the public portion of the meeting, thanked all of the visitors for attending and excused the visitors and members of the media so that the Executive Session could be called to order.

### **Executive Session**

The Executive Session was called to order by Governor Daniels. Present other than members of the Board were E. Mitchell Roob, Jr., and Chad A. Pittman, each of the Corporation.

Respectfully submitted,

  
Chad A. Pittman, Acting Secretary

Approved:

  
Mitchell E. Daniels, Jr., Chairman

Attachments:

1. Public Notice of Meeting
2. Meeting Agenda dated March 25, 2010



**NOTICE OF A MEETING OF THE BOARD OF DIRECTORS OF  
THE INDIANA ECONOMIC DEVELOPMENT CORPORATION**

**AND**

**NOTICE OF EXECUTIVE SESSION OF  
THE BOARD OF DIRECTORS OF  
THE INDIANA ECONOMIC DEVELOPMENT CORPORATION**

Notice is hereby given that the Board of Directors of the Indiana Economic Development Corporation will hold a public meeting on March 25, 2010 at 10:30 a.m., at Purdue Technology Center of Indianapolis, 5225 Exploration Drive, Indianapolis, Indiana.

In addition, the Board of Directors of the Indiana Economic Development Corporation will hold an executive session on March 25, 2010, at 12:00 p.m. at Purdue Technology Center of Indianapolis, 5225 Exploration Drive, Indianapolis, Indiana for consideration of confidential pending incentive requests made to the State of Indiana by industrial or commercial prospects (confidential proposals in progress) and discussion of records classified as confidential by state or federal statute, IC. 5-14-1.5-6.1(b)(4) and (7).

*[Prior to 9:30 am (EST) on March 23, 2010, this notice shall be posted at the entrance of the principal office of the IEDC and transmitted to all media who have requested notice of IEDC meetings by January 1 of this year.]*

**Indiana Economic Development Corporation  
Board of Directors Meeting**

**March 25, 2010 (10:30 a.m.)  
Scale Computing  
Purdue Technology Center  
5225 Exploration Drive  
Indianapolis, Indiana**

- I. Welcome Board Members and Guests
  - Recognition of Quorum
  - Recognition of Compliance with Open Door Law
  - Approval of Minutes from December 10, 2009 Meeting
- II. Scale Computing Presentation
- III. Entrepreneurship Committee Report
- IV. IEDC Executive Report
- V. Legislative Update
- VI. Marketing Update
- VII. Place and Time of Next IEDC Board Meeting

**EXECUTIVE SESSION**

Consideration of confidential pending incentive requests made to the State of Indiana (confidential proposals in progress), discussion of records classified as confidential by state or federal statute, IC. 5-14-1.5-6.1(b)(7).