

MINUTES OF THE JOINT MEETING OF THE BOARD OF DIRECTORS OF THE INDIANA
ECONOMIC DEVELOPMENT CORPORATION AND THE INDIANA ECONOMIC
DEVELOPMENT FOUNDATION, INC.

March 22, 2012

The Board of Directors ("Board") of the Indiana Economic Development Corporation (the "Corporation") and the Indiana Economic Development Foundation, Inc. ("Foundation"), met on March 22, 2012 at Fleetwood RV, 1031 US 224 East, Decatur, Indiana. Present at the meeting were directors Mitchell E. Daniels, Jr., Kip Tom, Bob Koch, Sally Byrn, Cathy Langham, John T. Thompson, Kevin Bramer, and Bob Taylor. Directors Jim Marcuccilli, John Mutz, and Tom Linebarger were absent due to conflicts. Also in attendance were Daniel J. Hasler, Chad A. Pittman, and Eric Shields of the Corporation.

Governor Daniels, as chairman of the Board, called the meeting to order. Governor Daniels then called on Graham Sullivan, Chief Operating Officer of Fleetwood RV, and thanked him for hosting. Mr. Sullivan welcomed the Board and provided the Board with an overview of Fleetwood RV.

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 8, 2011. Upon motion duly made and seconded, the minutes from the prior meeting were unanimously adopted.

Governor Daniels then called upon Sally Byrn, to provide a report of the Entrepreneurship Committee meeting. Ms. Byrn reported that Wellfount was approved with an investment amount of \$1M and matching capital of \$1M. Wolfe Diversified Industries was approved with an investment amount of \$500K and matching capital of \$5K. Ms. Byrn reported on 21 Fund 2011 Survey Results. 51 Companies participated in the survey. The top 10 companies by revenue generated \$78.6M out of the 108.7M in total revenue. The top 10 companies by capital infusion raised \$356M out of the \$382M in total capital raised. The top 10 companies by employment employ 450 FTEs out of the 792 FTEs in total employment. Ms. Byrn also reported on Elevate Ventures Northern Indiana Initiative. They have raised \$800K in cash and in kind contribution for the Quick start program and deployed 5 entrepreneurs in residence in the regions. As part of this initiative, Elevate has provided economic gardening assistance to 21 second-stage companies, with 16 additional companies in the pipeline. The Elevate Ventures innovation portal has generated 210 unique opportunities, over 40% of which were from Northern Indiana. Discussion among the board members and Elevate staff followed.

Governor Daniels then asked the executive staff of the Corporation to provide the Board with a report of activity since the prior Board meeting. Daniel J. Haler, Secretary of Commerce, reported that the Corporation has closed 63 competitive economic development projects year-to-date. These projects have resulted in commitments to create 6,937 new jobs with investment of

\$824M of private capital. The cost of incentives is at \$6,458. Secretary Hasler then reported on Nantworks as a project win. The Chairman & CEO is Dr. Patrick Soon-Shiong. This project is projected to bring 234 new jobs and \$85.5M in capital investment. One notable loss was GE Capital. The major factor was that Louisiana provided \$10.7M upfront cash. Secretary Hasler also gave an update on the Compliance Report including the repayment by Whirlpool of \$800K. Secretary Hasler reported on the ISBDC Disaster Recovery Efforts in southern Indiana. There were a projected 30 businesses that were affected by the recent tornados.

Secretary Hasler next reported on our Super Bowl activities and results. There were 80 prospective companies engaged at several events including a reception and the game. The IEDC sponsored ads on 33 city buses, 23 posters and billboards throughout the city. We had booths at Million Air Airport, and an IEDC packet was placed in the seatback pocket of private jets leaving the city. The results include projects with Nantworks, Crossroads RV, Alcoa Lafayette and 2 more projects to be announced in the coming weeks.

Secretary Hasler reviewed the 2012 strategy and execution. He noted that we need to have more shots on goal and fewer missed to reach our goal of 25,000 new jobs. We are currently missing about 35% of our opportunities. He discussed our strategies including city visits, California focus, ambassadors, peer to peer, right to work, media outreach, China Business Training Program, and ranking efforts.

Eric Shields, IEDC Policy Director, provided a report on the 2012 Legislative Summary. Legislation that passed this session included Right to Work, Extension of the HBI Tax Credit and Venture Capital Tax Credit through 2016, expanded flexibility of the property tax exemption for IT equipment (data centers), new interim legislative study to review effectiveness of all income tax credits, smoking ban and inheritance tax phase-out. Mr. Shields also reported on the energy sector in Indiana. Indiana is one of 6 states to have spent 90% or more of the federally-funded State Energy Program (SEP) allocation. Since 2009, the IEDC has been involved in 10 projects using the US DOE funding and 36 projects without. Mr. Shields noted that Indiana companies incorporating federal stimulus into their business models have been less successful thus far. He also noted that the more well-established companies tend to be more successful. These transactions have produced a realization rate of 53%, compared to IEDC's overall job realization rate of 81%. Conditional incentive programs are critical to providing protection for taxpayers.

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

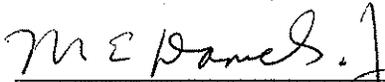
The Executive Session was called to order by Governor Daniels. Present other than members of the Board were Daniel J. Hasler, and Chad A. Pittman, each of the Corporation.

Respectfully submitted,



Chad A. Pittman, Acting Secretary

Approved:



Mitchell E. Daniels, Jr., Chairman

Attachments:

1. Public Notice of Meeting
2. Meeting Agenda dated March 22, 2012



**NOTICE OF A JOINT MEETING OF THE BOARD OF DIRECTORS OF
THE INDIANA ECONOMIC DEVELOPMENT CORPORATION AND
THE INDIANA ECONOMIC DEVELOPMENT FOUNDATION, INC.**

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 and of the Indiana Economic Development Foundation, Inc. will hold a public meeting on March 22, 2012 at 12:00 p.m., at Fleetwood RV, 1031 US 224 East, Decatur, Indiana.

In addition, the Board of Directors of the Indiana Economic Development Corporation will hold an executive session on March 22, 2012 at 1:15 p.m. at Fleetwood RV, 1031 US 224 East, Decatur, 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)(2)(B),(4) and (7).

**Joint Meeting of the Board of Directors of the Indiana Economic Development Corporation
and the Indiana Economic Development Foundation, Inc.**

**March 22, 2012 (12:00 p.m.)
Flectwood RV
1031 US 224 East
Decatur, IN 46733**

- I. Welcome Board Members and Guests
 - Recognition of Quorum
 - Recognition of Compliance with Open Door Law
 - Approval of Minutes from December 8, 2011 Meeting
- II. Committee Report
 - Entrepreneurship Committee Report
- III. IEDC Executive Report
- IV. Place and Time of Next IEDC Board Meeting

EXECUTIVE SESSION

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)(2)(B),(4) and (7).