

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

December 11, 2012

The Board of Directors ("Board") of the Indiana Economic Development Corporation (the "Corporation") and the Indiana Economic Development Foundation, Inc. ("Foundation"), met on December 11, 2012 at the Indiana State Museum, 650 W. Washington Street, Indianapolis, Indiana. Present at the meeting were directors Mitchell E. Daniels, Jr., Kip Tom, Sally Byrn, Cathy Langham, Bob Koch, Jim Marcuccilli, Dane Miller, John T. Thompson, and Bob Taylor. Directors Kevin Bramer, John Mutz, and Tom Linebarger, were absent due to conflicts. Also in attendance were Daniel J. Hasler, Chad A. Pittman and Charlie Sparks of the Corporation.

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 September 12, 2012. Upon motion duly made and seconded, the minutes from the prior meeting were unanimously adopted.

Governor Daniels then called upon Bob Koch to provide a report of the Policy Committee Meeting. Mr. Koch reported that the policy committee reviewed and approved four deals. Three of the deals are preliminary and one deal is complete. The three companies that are still negotiating aspects of their deals wish to remain confidential at this time. The first offer approved was Project "Tip It." The company projects to invest \$411 million and hire 1,413 new fulltime employees for an aggregate payroll of \$809 million over the term of the deal. The policy committee authorized the following performance based incentives: EDGE award of \$11.5 million and training grant of \$200,000. These incentives equate to \$8,280 per job. The second offer approved was Project "Cooper." The company projects to invest \$1 million and hire 850 new fulltime employees for an aggregate payroll of \$557 million over the term of the deal. The policy committee authorized the following performance based incentives: EDGE award of \$7 million and training grant of \$200,000. These incentives equate to \$8,471 per job. The third offer we approved was Project "Bull." The company projects to invest \$55 million and hire 500 new fulltime employees for an aggregate payroll of \$609 million over the term of the deal. The policy committee authorized the following performance based incentives: EDGE award of \$10 million and training grant of \$200,000. These incentives equate to \$20,400 per job. The final offer approved was Project "Drive." The company projects to invest \$10 million and hire 1,200 new fulltime employees for an aggregate payroll of \$740 million over the term of the deal. The policy committee authorized the following performance based incentives: EDGE award of \$10 million, industrial development grant of \$300,000 and training grant of \$200,000. These incentives equate to \$8,917 per job.

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. Hasler., Secretary of Commerce, called upon Charlie Sparks, Vice President Business Development to report on the numbers. Mr. Sparks reported that the Corporation has closed 251 competitive economic development projects

year-to-date. These projects have resulted in commitments to create 27,858 new jobs with investment of \$6.57B of private capital. Secretary Hasler reported on a report by the New York Times that compared state incentives. The report showed that Indiana uses less incentives than many other states. The cost of incentives is at \$8,726. The average wage is at \$21.98. Secretary Hasler reported on a win with Magnetation in White County. He also reported on a project loss with Project Green in Merrillville. Secretary Hasler reported on compliance. Secretary Hasler then reported on the eight year journey. Total projects were 1,467,168,598 projected new jobs and \$34,394,959,096 in projected capital investment. Over these past 8 years we have had a 20% reduction in personnel and a 60% increase in volume. Secretary Hasler also report on evaluation of IEDC by business leaders and Indiana perceived progress in economic development. The three key areas of improvement that Secretary Hasler reported on are; workforce skills/health; entrepreneurship, start ups, Angel/Venture Capital; and brand awareness/voice. According to the 2012 Manufacturing and Logistics Report Card, Indiana ranks 1st among states in per capital manufacturing employment and 9th in logistics employment. 3 key product attributes that will strengthen brand are entrepreneurship, innovation and education. Secretary Hasler reported that a request for a new sector-specific fund for life sciences has been requested. This will help provide more life sciences funding. Secretary Hasler discussed the importance of focus on brand and marketing. Discussion followed on the Workforce 2.0 program, entrepreneurship, and outreach to California companies.

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.

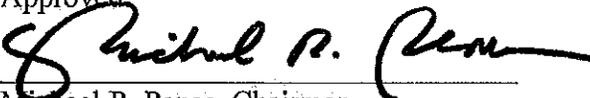
Executive Session

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:


Michael R. Pence, Chairman
Attachments:

1. Public Notice of Meeting
2. Meeting Agenda dated December 11, 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 December 11, 2012 at 2:45 p.m., at the Indiana State Museum, 650 W. Washington Street, Indianapolis, Indiana.

In addition, the Board of Directors of the Indiana Economic Development Corporation will hold an executive session on December 11, 2012 at 3:30 p.m. at the Indiana State Museum, 650 W. Washington Street, 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)(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.**

**December 11, 2012 (2:45 p.m.)
Indiana State Museum
650 W. Washington Street
Indianapolis, IN 46204**

- I. Welcome Board Members and Guests
 - Recognition of Quorum
 - Recognition of Compliance with Open Door Law
 - Approval of Minutes from September 20, 2012 Meeting

- II. Committee Report
 - Policy Committee Report

- III. IEDC Executive Report

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).