

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

March 12, 2015

The Board of Directors (“Board”) of the Indiana Economic Development Corporation (the “Corporation”) and the Indiana Economic Development Foundation, Inc. (“Foundation”), met on March 12, 2015 at Osborn, 2350 Salisbury Road, Richmond, Indiana 47374. Present at the meeting were directors Michael R. Pence, John Thompson, Jim Schellinger, Bob Koch, and Jim Marcuccilli. John Mutz, and Joel Gorelick attended via conference call. Absent due to conflicts were Kip Tom, Bob Taylor, Rick Johnson, and Angela Braly. Also in attendance were Victor P. Smith, Eric R. Doden, Steve Akard, and Chris Cotterill of the corporation.

Governor Pence recognized that a sufficient number of the members of the Board were present to constitute a quorum. Governor Pence 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 Pence then reviewed and presented for approval the minutes from the previous Board meeting on December 09, 2014. Upon motion duly made and seconded, the minutes from the prior meeting were adopted.

Thom MacLean, VP of Operations for Osborn, welcomed the board members and gave an overview of Osborn.

The Board commemorated the work and contributions of the late Dr. Dane Miller, former board member.

Governor Pence then called upon Bob Koch to provide the Policy Committee Report. He reported on four approved projects. Project Grill of Hammond, Indiana is a relocation of professional brokerage jobs, typically drawn to downtown Chicago, from Illinois to Indiana. The company projects to invest \$9.55M and hire 300 new fulltime employees for an aggregate payroll of \$272 million over the term of the deal. In exchange of the company’s commitments, the policy committee authorized the following performance based incentives: EDGE award of \$4.3M and training grant of \$200,000. Project Ocean involves a global systems integration and consulting firm seeking to lease/purchase/build a new corporate headquarters and support center to cater to domestic customers. The company projects to invest \$4,535,000 and hire 154 new full time employees for an aggregate payroll of \$198M over the term of the deal. In exchange of the company’s commitments, the policy committee authorized the following performance based incentives: EDGE award of \$4.45M and a training grant of \$250,000. Project Goodnight includes the expansion of an existing building and construction of a second to duly serve as the regional operations and training center for one of the country’s largest tractor fleets and truckload services companies. The company projects to invest \$4.62M and hire 426 new fulltime employees for an aggregate payroll of \$133M over the term of the deal. In exchange of the company’s commitments, the policy committee authorized the following performance based incentives: EDGE award of \$3.627M. The IEDC has entered into a previous deal with this company in which new jobs have exceeded projections. Mr. Koch prompted discussion regarding the

Flaherty and Collins Industrial Recovery "Dinosaur" Tax Credit (IRTC) Proposal: Flaherty and Collins Proposed Redevelopment of Coyle Property (New Albany, Indiana). Upon recommendation of the committee and due to conflict of interest of members John Thompson and Jim Schellinger, the Flaherty and Collins Industrial Recovery Tax Credit was brought before the full board for approval. With the assistance of the IRTC, Flaherty and Collins would rehabilitate an industrial recovery site in the City of New Albany. The IRTC will fulfill the 25% financial gap of \$3,382,496. Total approved qualified investment is \$13,529,985. Upon motion duly made and seconded, the Flaherty and Collins Industrial Recovery Tax Credit was unanimously approved.

The Board acknowledged Indiana's international brand. Governor Pence took a three-day jobs mission to Israel to meet with government and business leaders and expand ties between Indiana and Israel. The Governor hosted two "Invest in Indiana" events in Tel Aviv attended by more than 150 Israeli business and government executives. In Tel Aviv and Jerusalem, the Governor met with leaders of Israeli companies and potential investors in key innovation sectors. In July 2014, Governor Pence led a jobs and economic development mission to the United Kingdom, attended the Farnborough International Airshow to meet with aviation executives, including GE Aviation, Rolls-Royce, Alcoa and Raytheon. Earlier in March 2015, the Governor joined Raytheon executives to announce the aerospace and defense leader's plans to grow Indianapolis operations, creating 250 new jobs over the next few years.

Year-to-date summaries of projects and projections were presented. Indiana ranks in the top five nationally for high-tech related jobs and fourth nationally for concentration of jobs in advanced industries. Private sector employment is down 18,200 at 2,594,400 from March 2000 peak employment of 2,612,600. Competitive projects total 73, private sector job projections 4,668 and private sector investment projections \$1.7B for the IEDC. Conditional incentives per job are down from around \$37,000 in 2004 at \$13,138 with IEDC project wage up by \$6.40 from the 2014 state average wage at \$26.65.

A report was provided for project win and loss opportunities. The Project Win, OMR Automotive of Brescia, Italy will invest \$10M to construct a facility in Speedway, IN for its North American headquarters, creating 60 new jobs. OMR Automotive also considered Michigan prior to selecting Indiana due in part to a recently secured order from Chrysler to furnish cast aluminum oil pans for the North American market. The Project Loss, Colson Group Holdings, the world's largest caster manufacturer chose St. Joseph, MI to establish a national distribution center. The project anticipated 63 new jobs, earning more than \$21 per hour with \$450,000 capital investment. Colson Group Holdings selected St. Joseph, MI due to its close proximity to its existing manufacturing site, Michigan's elimination of personal property tax in 2014 and shorter claim time for incentives.

Marketing and Legislative updates were presented. The multi-language international website, InvestIndiana.com promoting foreign direct investment in Indiana has been launched. As of March 10, 2015 there are 20M Japanese digital marketing impressions, with an average click through rate three times higher than industry standard at .26%. A State That Works For Me campaign can be seen via five mediums currently. Legislative items on track include the Governor's agenda bill, Regional Cities Initiative, HB 1403 continues with bi-partisan support, no consensus on method of funding. Indiana hosts the fifth best business climate in the nation, on track for \$7.4M in funding to promote the state. The approval process for the 21<sup>st</sup> Century Fund being streamlined consists of pending language to restructure the State Budget Committee's role

to be consistent with the Board. The Budget Committee would review investment policy rather than individual deals. Legislative items needing work comprise of modernizing tools for capital-intensive projects, funding for Industrial Development Grant Fund (IDGF)- maintaining support for local infrastructure and modernizing the Hoosier Business Investment (HBI) Credit.

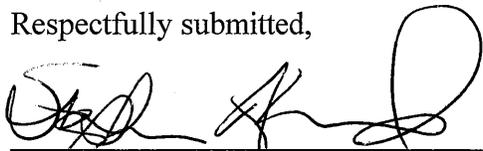
The Board commended IEDC President Eric Doden for his service due to his impending agency departure.

There being no more business to come before the Board at the public meeting, Governor Pence 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 Pence. Present other than members of the Board were Victor P. Smith, Eric R. Doden, Steve Akard, and Chris Cotterill each of the Corporation.

Respectfully submitted,

  
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Steve Akard, Acting Secretary

Approved:

  
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Michael R. Pence, Chairman

Attachments:

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1. Public Notice of Meeting
  2. Meeting Agenda dated March 12, 2015



**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 12, 2015 at 11:00 a.m. Eastern, at Osborn, 2350 Salisbury Road, Richmond, Indiana 47374.

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

**March 12, 2015 (11:00 a.m.)**

**Osborn**

**2350 Salisbury Road**

**Richmond, IN 47374**

- I. Welcome Board Members and Guests
  - Recognition of Quorum
  - Recognition of Compliance with Open Door Law
  - Approval of Minutes from December 9, 2014 Meeting
- II. Committee Reports
  - Policy Committee Report
- III. IEDC Executive Report

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**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).