



IEDC BOARD OF DIRECTORS

6.26.2014



GOOD TO GREAT PLAN

HUNT

► *Mid-Cap Strategy Update

- 165 companies (110% towards goal)
- 92 counties (100% towards goal)
- 74 roundtables
- 25 of 165 companies are considering acquisition as a means of growth
- 16 of 165 companies are actively pursuing acquisitions
- 9 new project leads developed as a result of company meetings



GOOD TO GREAT PLAN

MARKETING

► 2014 NRA Convention (75,269 attendees)

- The IEDC had more than 10,000 square feet of signage on sidewalks throughout downtown Indianapolis, as well as signage at Pan Am Plaza
- IEDC visited with companies at the convention, resulting in 28 leads
- The Governor personally visited several booths of firearm companies during the convention

► Other Outreach to Firearm Companies

- In 2013, the IEDC sent direct communications via letter and/or email to more than 600 firearm companies and suppliers
- IEDC has also engaged in discussions with three major firearms companies, which included visiting an overseas headquarters



Pan Am Plaza



Smith Wesson Corp., NRA Convention

GOOD TO GREAT PLAN

MARKETING

► *Stillinnoyed* Campaign

- Launched in March, the campaign includes billboards, digital boards and train ads in Chicagoland
- The number of Illinois-based visits to astatethatworks.com increased by 231% after the signage launched
- Additionally, the number of Illinois leads generated through the website increased by 600% (leads are defined as executives who are considering Indiana for new investment that fill out an online form)



“Indiana offers companies the ultimate upper hand, with lower taxes and more affordable business costs just minutes away from downtown Chicago. When comparing Indiana to high-tax Illinois, the difference is clear.”

-Secretary of Commerce Victor Smith

GOOD TO GREAT PLAN

NATIONAL JOB-HUNTING TRIPS TO HIGH-TAX STATES

► May 2014: New York, New York

- Governor Pence led a delegation of 14 Hoosiers on a jobs and economic development trip to promote the state's pro-business climate to company prospects, site selection consultants and developers
- Delegates participated in 12 meetings and the state hosted a business recruitment reception

► June 2014: Los Angeles, California

- Secretary of Commerce Victor Smith led a delegation of 11 Hoosiers who participated in meetings with site selection consultants, developers and prospective companies

“While here, we are shouting Indiana’s story from the soaring rooftops—a story of a state that works for growing a business, finding a job or chasing your dreams. It is our mission to let Indiana shine brighter than the lights of Broadway, sharing with business executives and site selection consultants that Indiana is the affordable solution to high-tax, high-regulation states like New York.”

- Governor Mike Pence



New York City Jobs Mission

GOOD TO GREAT PLAN

GOVERNOR'S JOBS MISSION TO GERMANY (APRIL 12-18)

- ▶ This **targeted four-day job-hunting trip** to Germany included **visiting five cities** and **meeting with dozens of German companies** looking to grow in Indiana, three of which announced Indiana as the location for new jobs and investment opportunities during the trip
- ▶ The Governor also expressed Indiana's renewed commitment to strengthening the state's economic ties with Germany at a **Friends of Indiana Reception** in Berlin that drew **more than 100 German business and government leaders**

“After traveling across Germany this week, I feel a rush of excitement for the future of Indiana... Our mission in Germany was targeted, but together our possibilities for this state are endless. I am energized as we return home, looking forward to continuing our mission of helping Indiana shine as a state that works for the industries of the world.”

-Governor Mike Pence



Jäger Group, Hanover, Germany



Aachen Chamber of Commerce, Aachen, Germany

GOOD TO GREAT PLAN

COMING UP: GOVERNOR'S JOBS MISSION TO UNITED KINGDOM

- ▶ Governor Pence will lead a delegation of Hoosier business and community officials on an economic development mission to the United Kingdom in July, which will include attending the Farnborough International Airshow
- ▶ The trip will build upon the state's momentum in the aerospace industry and promote Indiana as a leader in the aviation industry
- ▶ During the trip, the Governor will meet with executives from some of the world's most influential aviation and aerospace companies, including GE Aviation, Rolls-Royce, Alcoa, BAE Systems and Raytheon
- ▶ He will also make calls to executives from Tate & Lyle, BP and ArcelorMittal in London

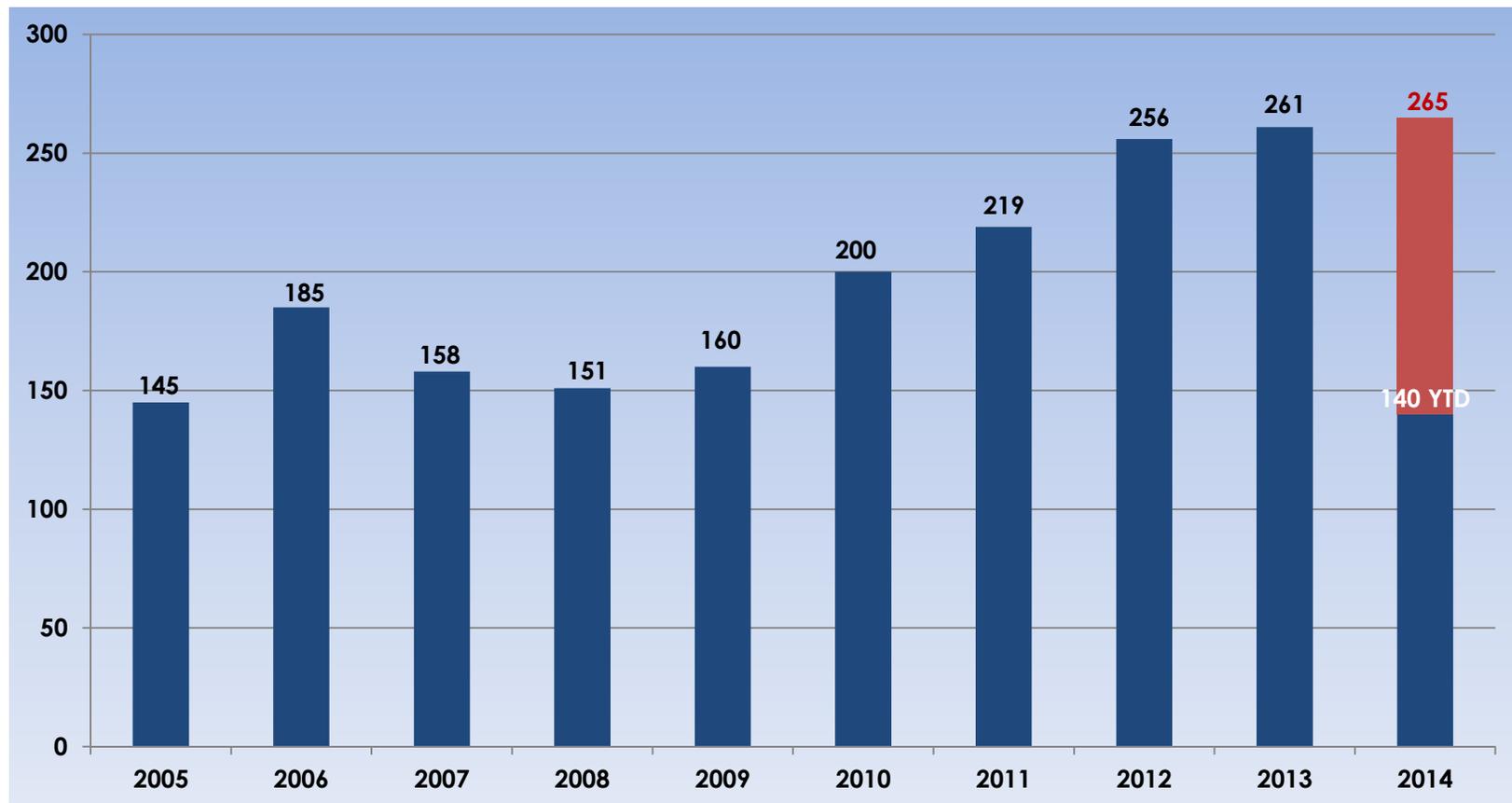
“Like our trips to Japan and Germany, our mission in the United Kingdom will be focused on sharing why Indiana’s business environment propels growth, lifts potential and engineers flight into the future of aerospace innovation. Indiana’s story is one of a state that works, and from its world-class workforce to its economical cost of doing business, I look forward to sharing our story across the Atlantic.”

-Governor Mike Pence



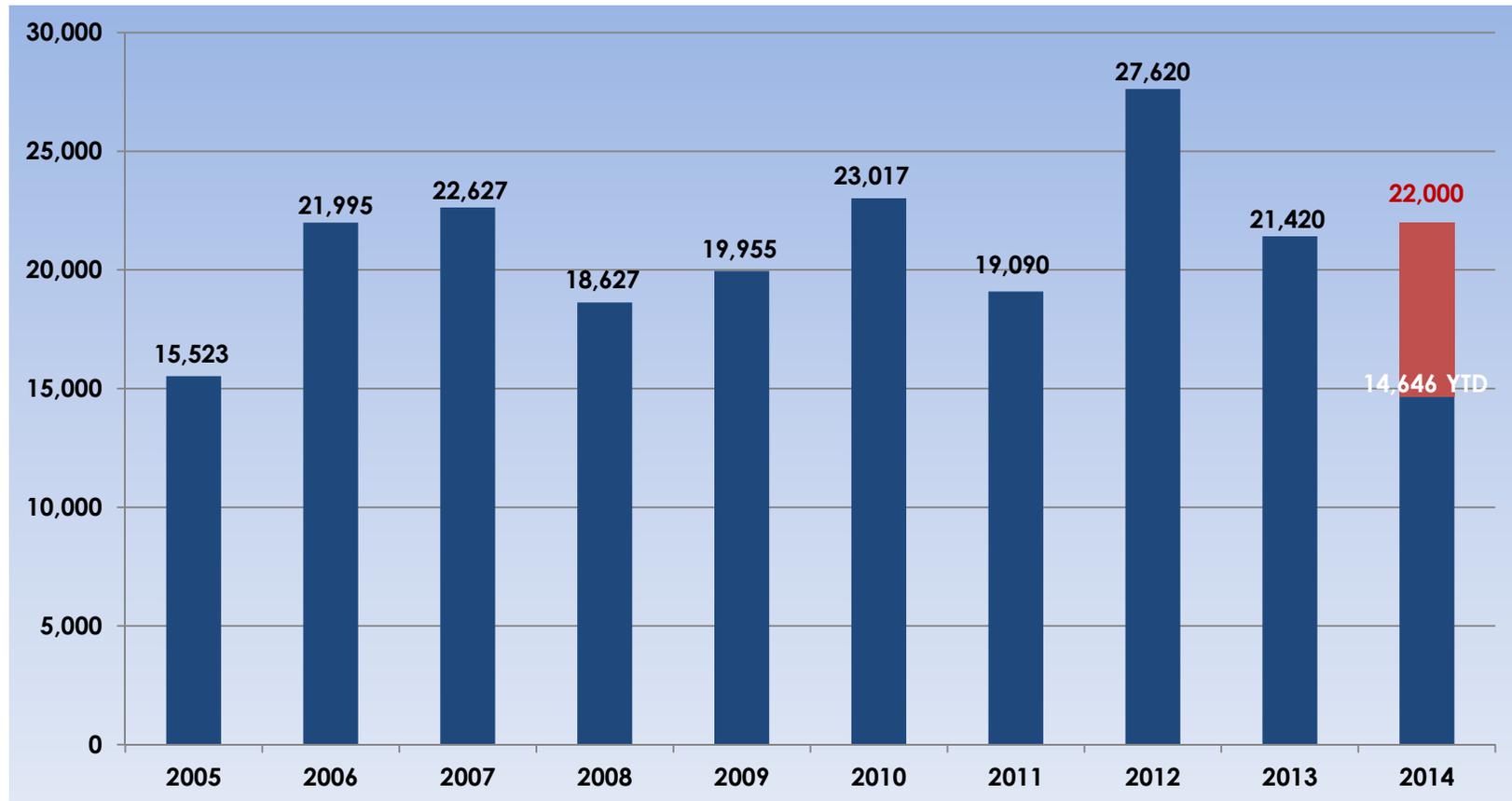
GE Aviation Jobs Announcement, Lafayette

TOTAL COMPETITIVE PROJECTS

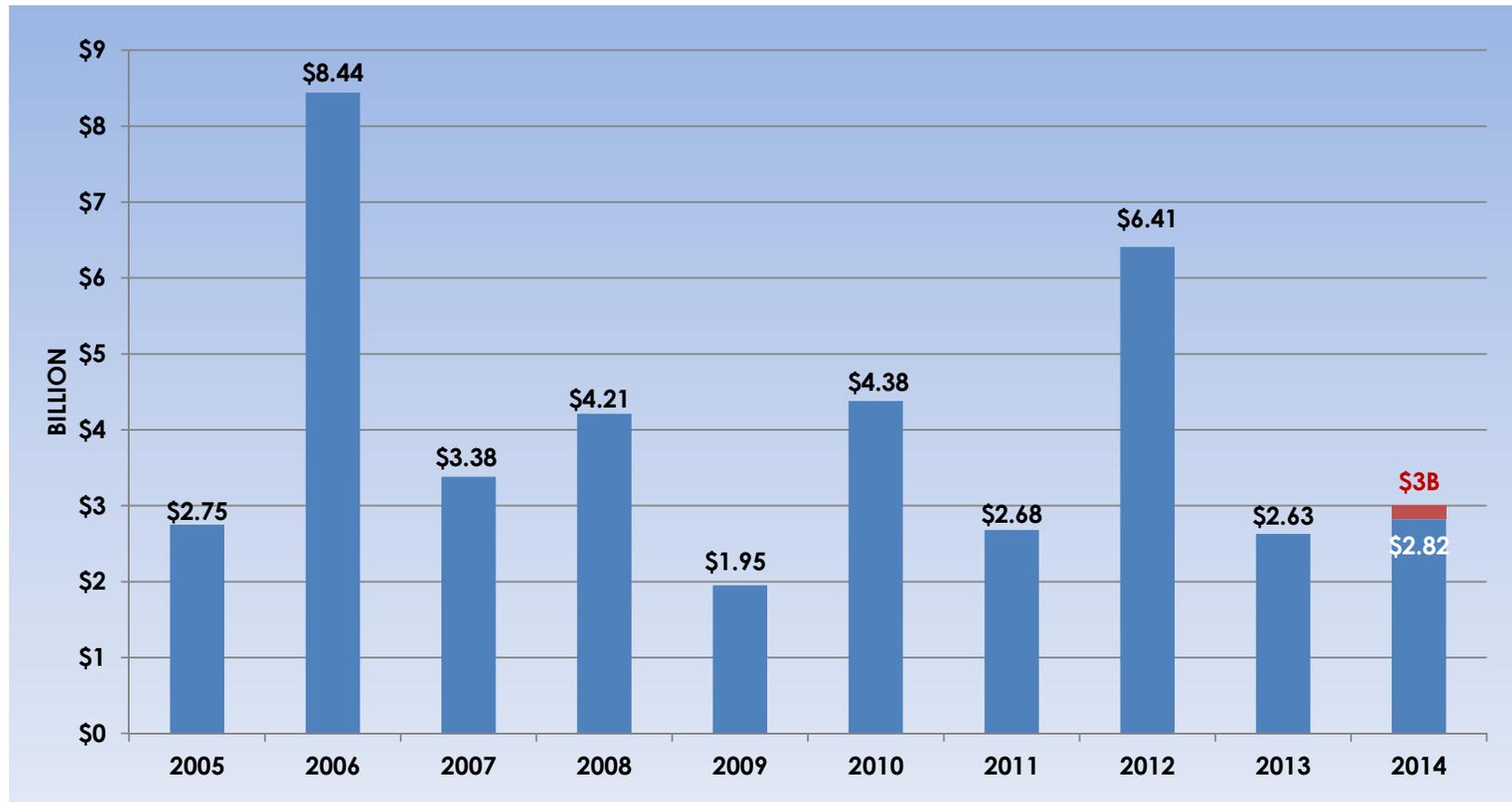


■ Goal
■ YTD as of 6.25.14

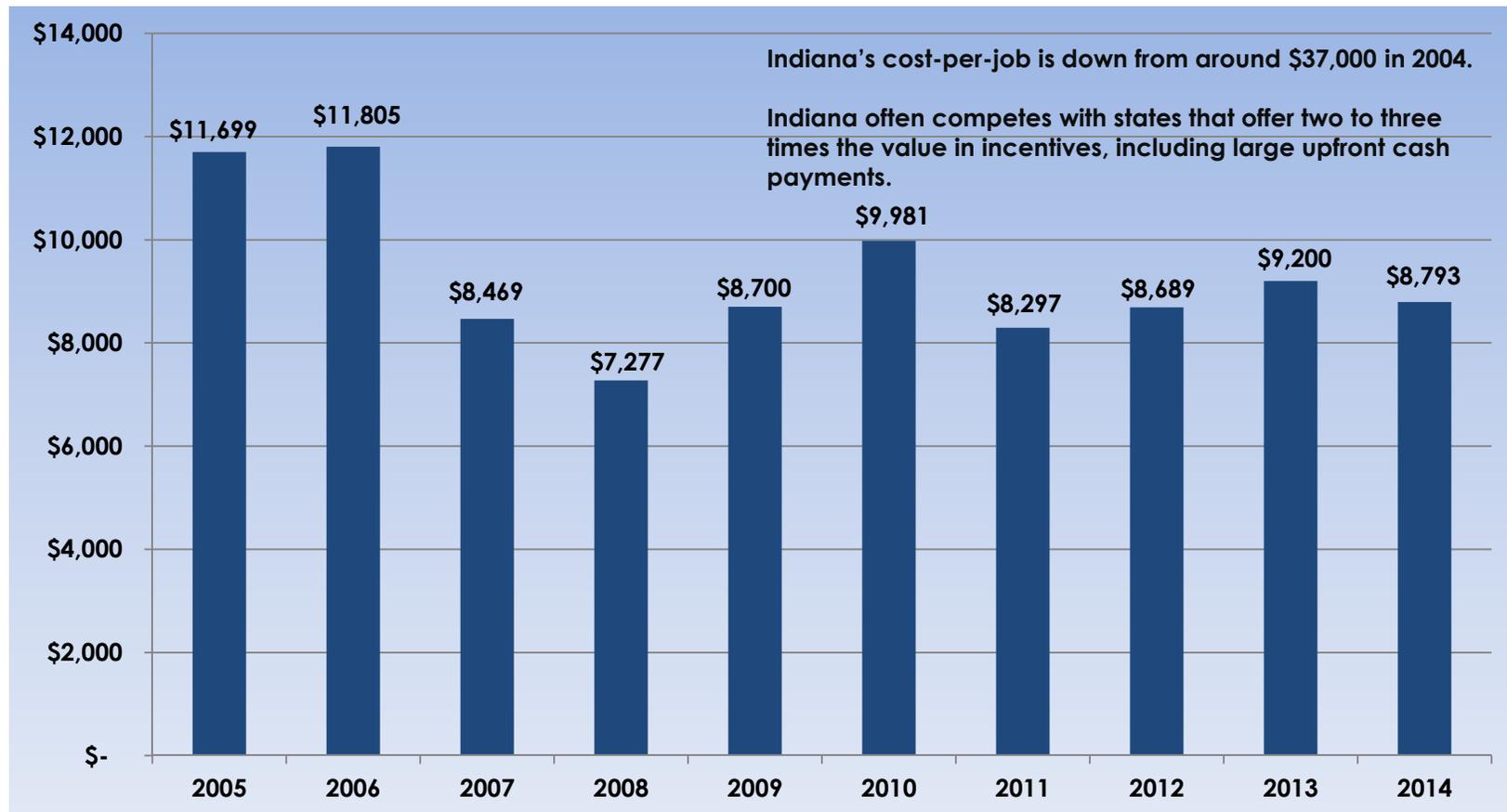
PRIVATE SECTOR JOB PROJECTIONS



PRIVATE SECTOR INVESTMENT PROJECTIONS



CONDITIONAL INCENTIVES PER JOB



YTD as of 6.25.14

HOOSIER AVERAGE WAGE



PROJECT WIN REPORT

ALCOA, LA PORTE

- ▶ A global leader in lightweight metals engineering and manufacturing, Alcoa innovates multi-material solutions including technologies that enhance transportation, from automotive and commercial transport to air and space travel
- ▶ The company will invest \$100 million to construct and equip a new 320,000 square-foot facility in La Porte that will produce nickel-based superalloy jet engine parts
- ▶ The company considered sites in Alabama, Georgia, Kentucky, Michigan, North Carolina and Ohio
- ▶ 329 projected new jobs, in addition to the existing 470 employees at this facility
- ▶ **Key Deal Factors:** a talented workforce, available land for expansion and a robust response from local and state officials

“Applying our industry-leading expertise, this facility will deliver highly engineered parts our customers need to build some of the best-selling engines and at high volumes.”

- Klaus Kleinfeld, chairman and chief executive officer, Alcoa



Alcoa Groundbreaking Ceremony, La Porte

PROJECT LOSS REPORT

BORGERS AG, *WABASH*

- ▶ A fifth-generation, family-owned, tier 1 German automotive supplier of automotive carpets and wheel liners, specializing in non-woven textiles
- ▶ Currently has one plant in Alabama
- ▶ 263 new jobs
- ▶ \$83 million in capital investment
- ▶ Indiana was in competition with Ohio
- ▶ Logistics intensive product – large volume, low value
- ▶ Prime competitor of Autoneum, which is locating in River Ridge
- ▶ Narrow loss to Norwalk, Ohio





COMPLIANCE REPORT

	<u>January-May 2014</u>	<u>Number of Companies</u>
Received	\$2,306,295	7
<i>Cash</i>	\$309,819	3
<i>Forgone credits</i>	\$1,996,476	4
Write-offs	\$92,047	3
Referral for tax assessment or collection	\$0	0
TOTAL	\$2,398,342	10



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