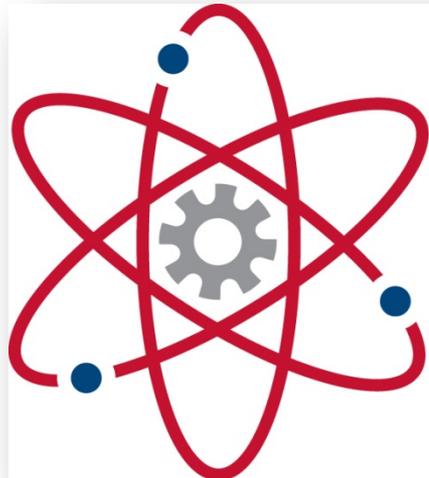




IEDC BOARD OF DIRECTORS

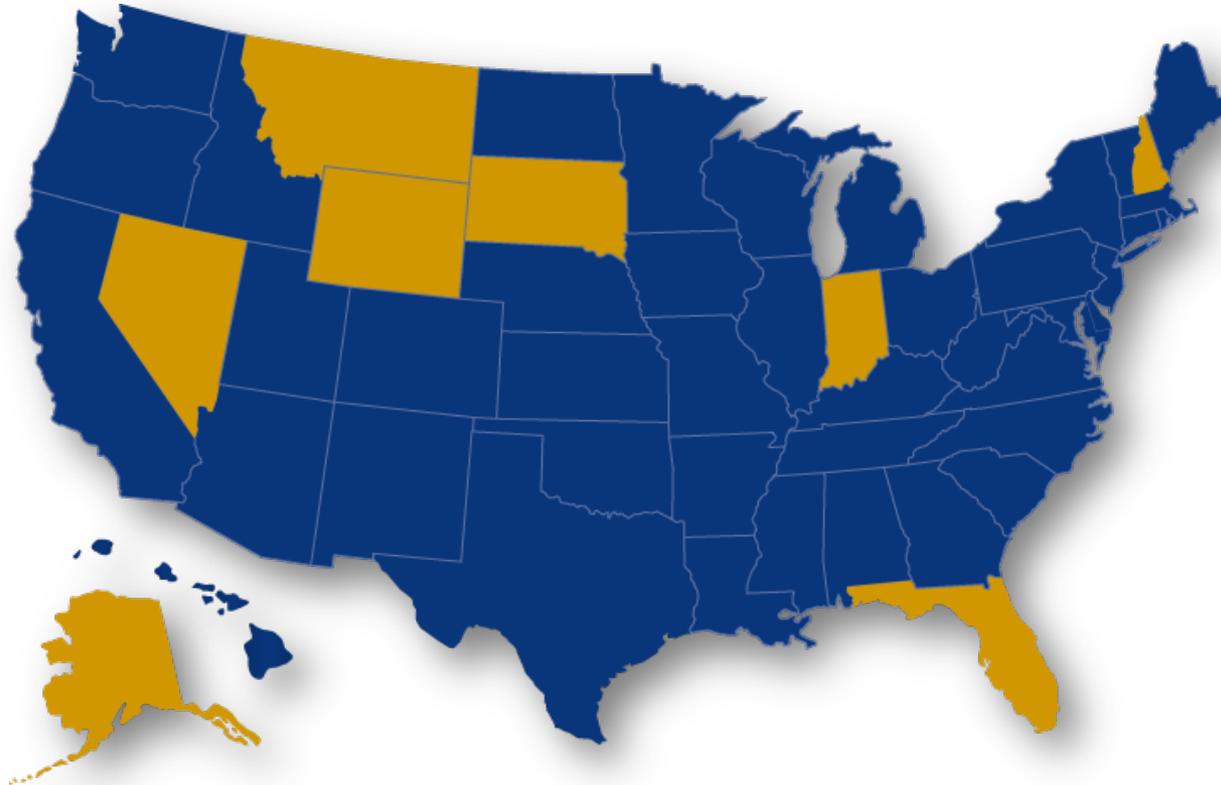
12.9.2014



PROJECT LEAD THE WAY

PLTW

BEST IN THE MIDWEST FOR LOW TAXES



1st IN THE MIDWEST AND 8th NATIONALLY

Illinois (31st), Kentucky (26th), Michigan (13th), Ohio(44th)

TELLING INDIANA'S STORY ABROAD

CANADA (Oct. 8)

- ▶ Governor Mike Pence led a delegation of Hoosier business officials on a **one-day jobs and economic development mission to Toronto**
- ▶ The Governor met with business and government officials, including **Ontario Premier Kathleen Wynne**, a **venture capital firm** considering investment opportunities in Hoosier companies and **Skjodt-Barrett Foods**
- ▶ He also **hosted a business recruitment event** for site selection consultants and companies considering investment in Indiana at the season opener of the **Toronto Maple Leafs**
- ▶ During the trip, **Skjodt-Barrett Foods** announced plans to invest **\$43.9 million** to expand its U.S. headquarters in Lebanon, Indiana, adding nearly **100 new jobs**



Governor Mike Pence meets with Ontario Premier Kathleen Wynne and hosts an Indiana reception in Toronto.



TELLING INDIANA'S STORY ABROAD

CHINA (Nov. 1-8)

- ▶ Secretary of Commerce Victor Smith led a **6-member delegation** on a jobs mission to China, visiting Beijing, Hangzhou and Guangzhou
- ▶ The purpose of the job-hunting trip was to showcase **Indiana as the best option for Chinese companies looking to expand into the global market**, invest in a stable and fiscally sound state, utilize a skilled workforce and access world-class research universities
- ▶ While in China, the delegation met with **6 businesses, 5 government agencies** and held **2 Indiana forums**. More than **125 Chinese officials** attended the Hangzhou forum and **250 Chinese leaders** attended the Guangzhou forum
- ▶ This was the IEDC's **second trip** to China this year



Secretary of Commerce Victor Smith addresses more than 250 Chinese business leaders at an Indiana forum in Guangzhou.



TELLING INDIANA'S STORY ABROAD

ISRAEL (LATE DECEMBER)

- ▶ Governor Mike Pence will depart on a **nine-day trip to Israel** later this month, which will include visits to cultural sites and a **three-day jobs mission** to meet with government and business leaders to expand economic ties between Indiana and Israel
- ▶ The Governor will meet with **Israeli Prime Minister Benjamin Netanyahu** and other government officials, as well as **leaders of Israeli companies** and **potential investors** in key innovation sectors, including life sciences, technology and advanced manufacturing, in **Tel Aviv and Jerusalem**
- ▶ He will visit executives at aerospace technology developer **Israel Aerospace Industries** and automotive electronics manufacturer **Taditel**, which has operations in Anderson, Indiana, as well as give remarks at an event hosted by the **Israel-America Chamber of Commerce**

REGIONAL CITIES INITIATIVE

WHAT IS THE REGIONAL CITIES INITIATIVE?

- ▶ Increase the focus on talent attraction through quality of place elements that drive population and investment growth
- ▶ Motivate our cities and regions to leverage these improvements into national brands, allowing them to become destinations for talent

WHY THE INITIATIVE?

- ▶ The single biggest threat to economic development in Indiana is population stagnation
- ▶ Indiana needs to be a center for talent attraction and retention to achieve long-term economic success

WHAT IS THE ROLE OF STATE GOVERNMENT?

- ▶ **Catalyst/motivator** – Governor and IEDC have been discussing this initiative for more than a year
- ▶ **Financial partner** (pending legislation) – Governor proposed appropriating state funds to allow the state to partner with communities that demonstrate the most compelling plan for growth

REGIONAL CITIES INITIATIVE



The screenshot shows the Indiana Regional Cities Initiative website. At the top left is the Indiana logo with the tagline "A State that Works". To the right are navigation links: HOME, PEER CITIES STUDY, TOOLS AND RESOURCES, and CONTACT US. The main content area features a header with the text "THE PEER CITIES STUDY" and a sub-header: "The Peer Cities Study offers a wealth of information to Indiana communities that wish to look at economic development in a unique way. Learn...". Below this is a large image of a city skyline. At the bottom, there is a section titled "WHAT IS THE REGIONAL CITIES INITIATIVE?" with a short paragraph and a "READ THE INITIATIVE SUMMARY" button.



The IEDC traveled across the state to host regional cities initiative forums that were attended by approximately 500 community leaders.

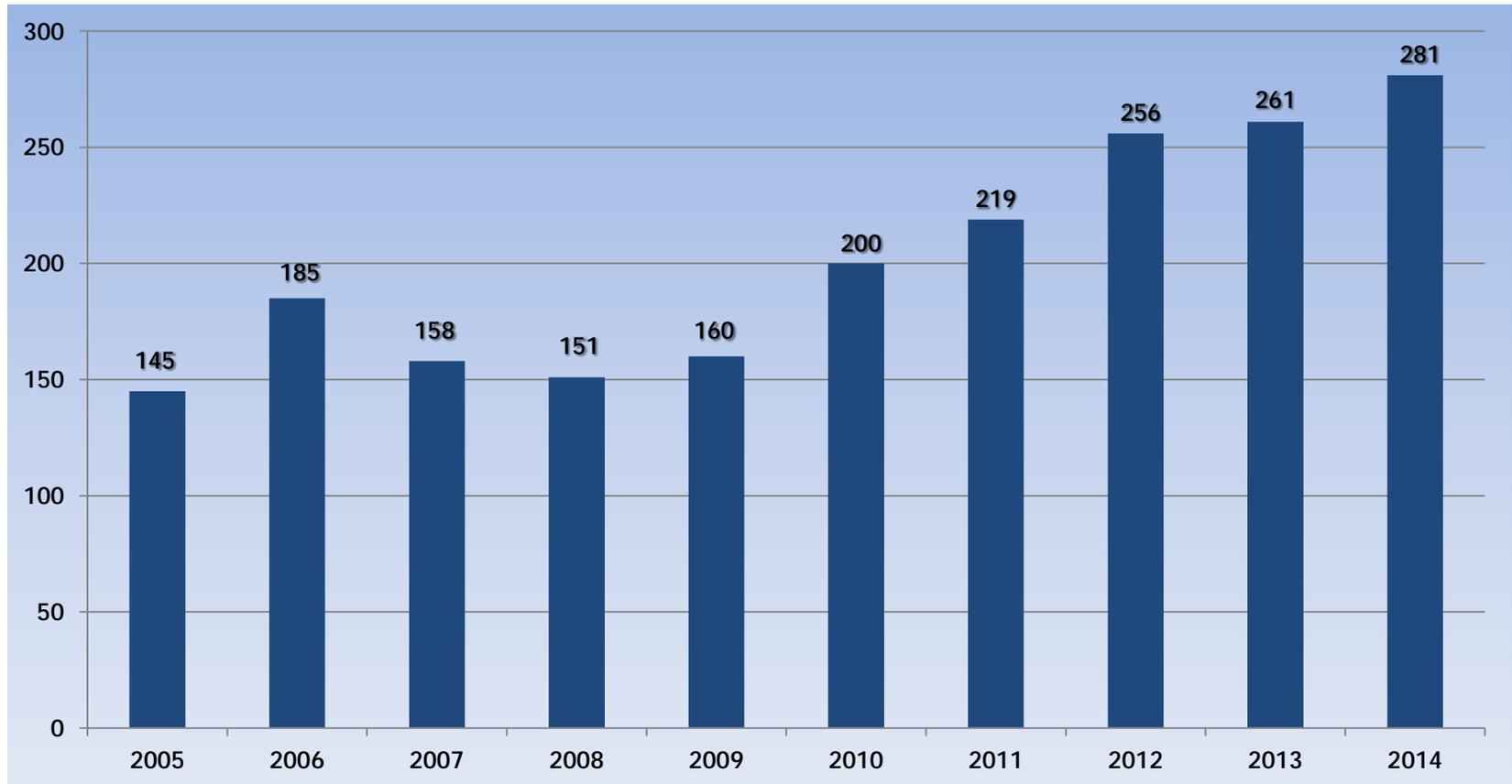
Visit www.IndianaRegionalCities.com

INDIANA TOPS ALL TARGETS

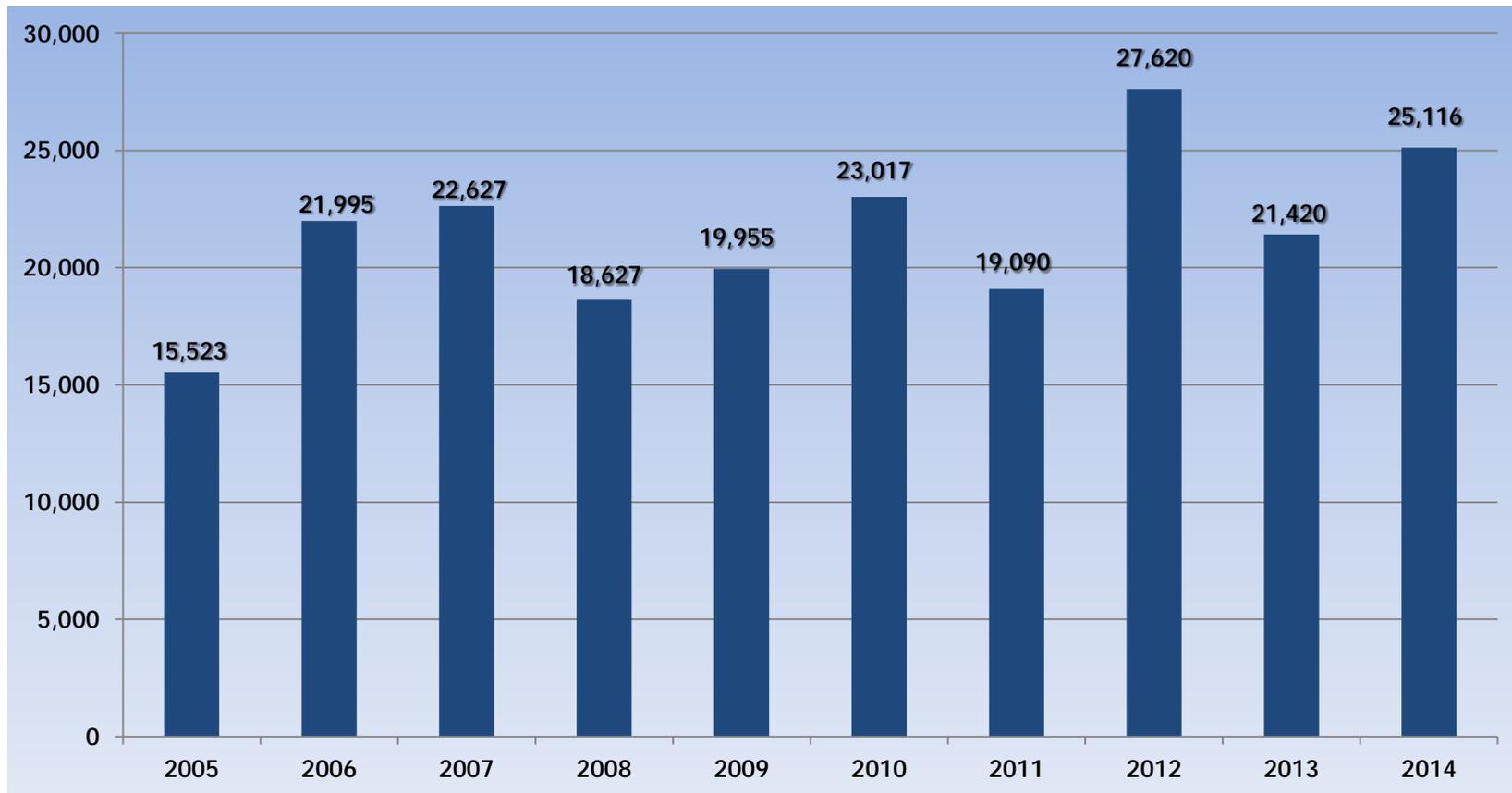
INDIANA HAS SET NEW RECORDS FOR ECONOMIC DEVELOPMENT SUCCESS ALREADY THIS YEAR

- ▶ 281 Projects = 106% YTD target goal
- ▶ 25,116 new job commitments = 114% YTD target goal
- ▶ \$21.50 average hourly wage = Total payroll is 117% YTD target goal
- ▶ \$4.37 billion capital investment = 146% YTD target goal

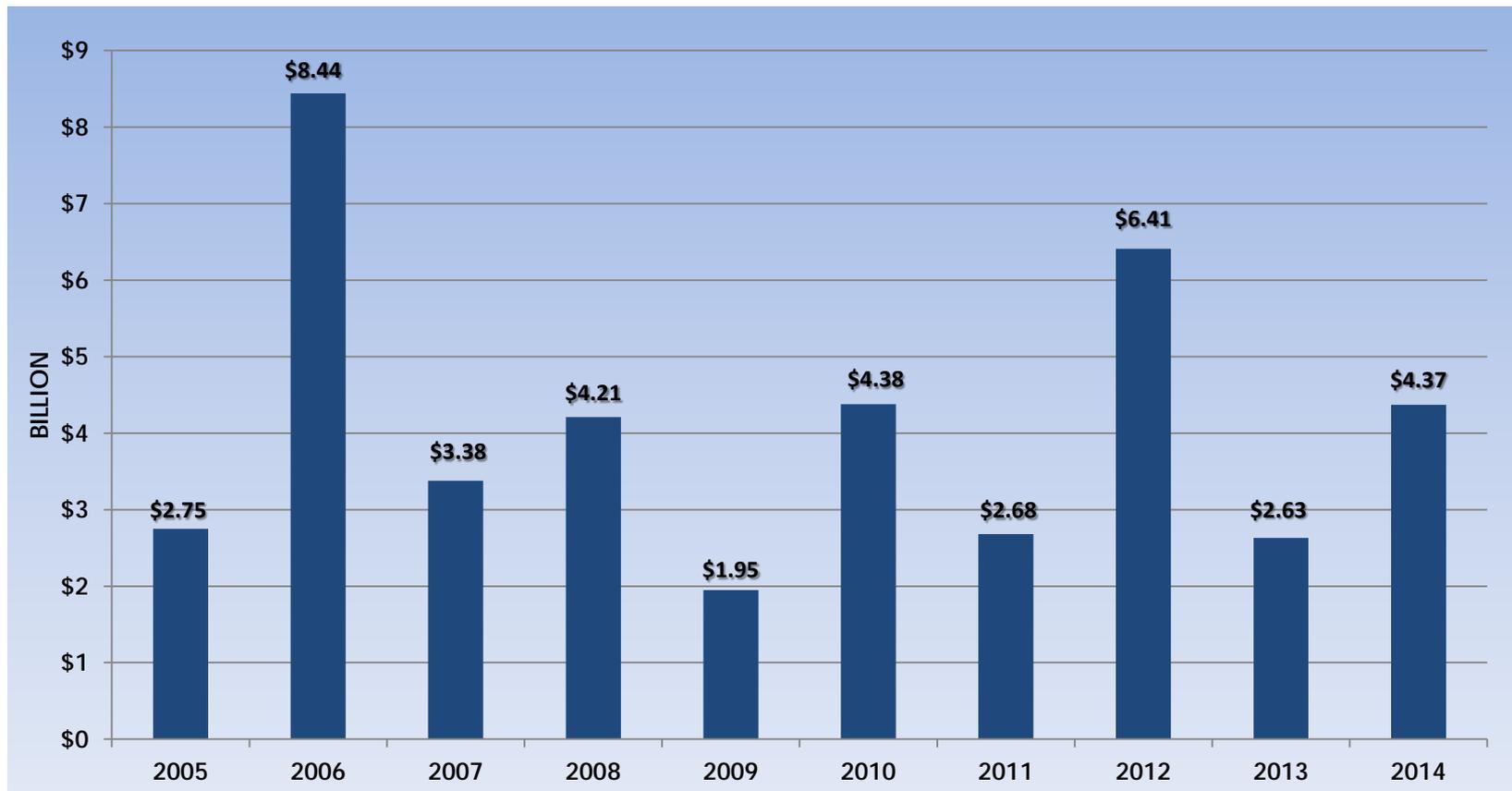
TOTAL COMPETITIVE PROJECTS



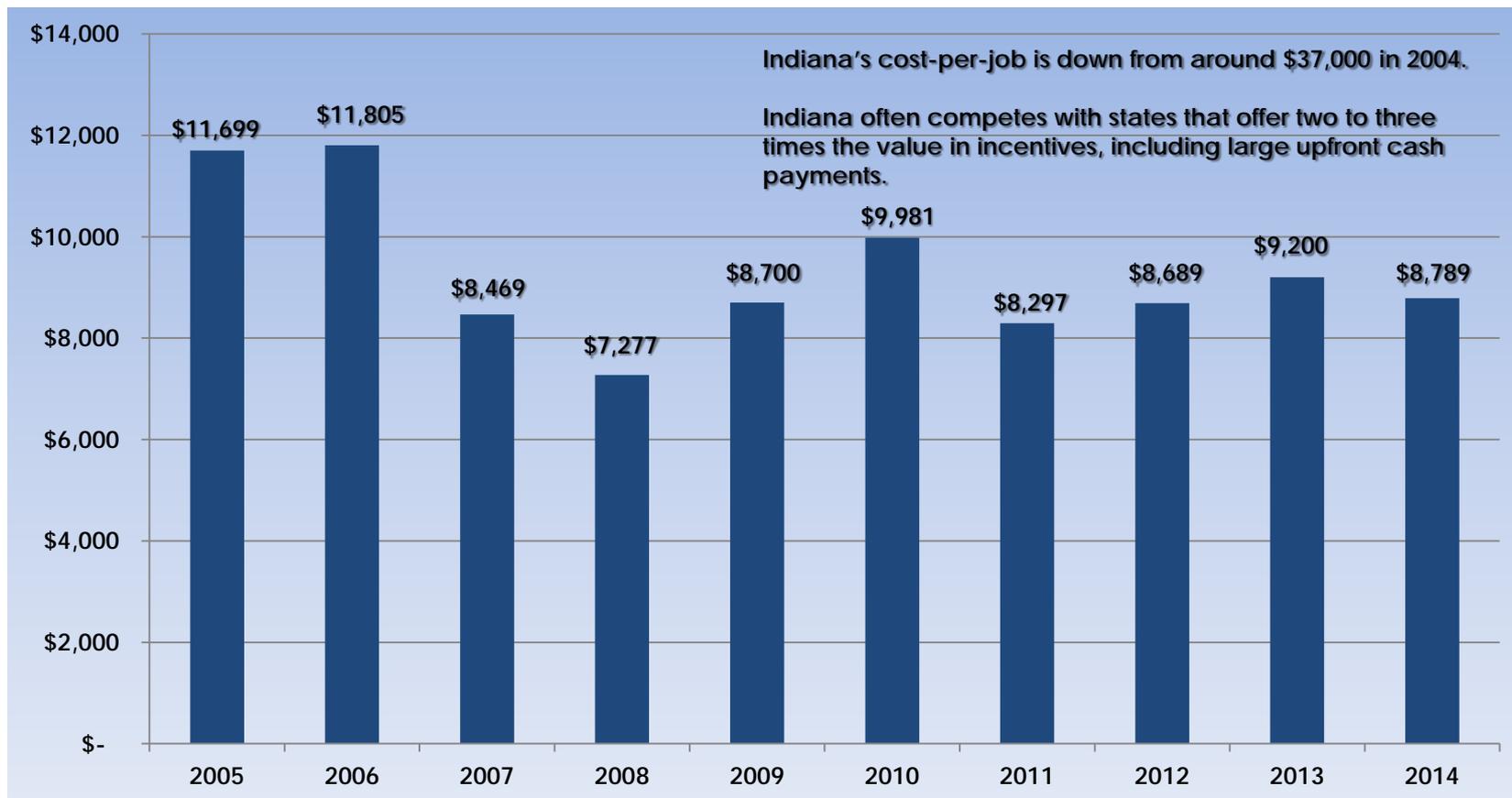
PRIVATE SECTOR JOB PROJECTIONS



PRIVATE SECTOR INVESTMENT PROJECTIONS



CONDITIONAL INCENTIVES PER JOB



YTD as of 12.1.14

HOOSIER AVERAGE WAGE



PROJECT WIN REPORT

GRAIN PROCESSING CORPORATION (GPC), WASHINGTON

- ▶ GPC, a subsidiary of Muscatine, Iowa-based Kent Corp., manufactures and markets corn-based products
- ▶ Opening in 1998, today the company's Washington facilities process 80,000 to 100,000 bushels of corn per day
- ▶ The company will invest \$70 million to expand its MALTRIN maltodextrins capacity at its 600-acre Washington complex, accounting for the largest expansion at its Washington plant since it started operations
- ▶ The company also considered Iowa for the investment
- ▶ **Key Deal Factors:** a talented workforce and support from state and local officials

"The selection of our Washington, Indiana site for this new multimillion dollar expansion was due to several factors. The business friendly leadership of Indiana Governor Pence and his economic development team showed us they were committed to helping GPC grow."

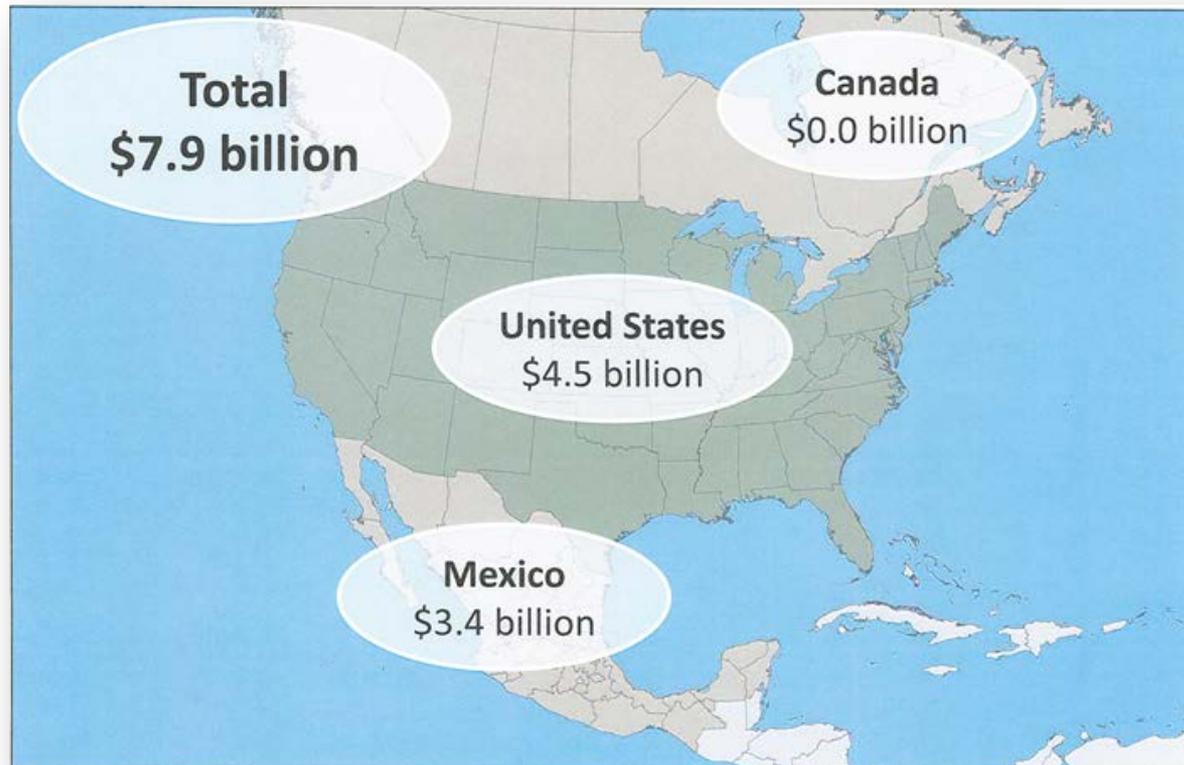
- Gage A. Kent, CEO & Chairman of Kent Corporation





LOST OPPORTUNITIES

ANNOUNCED NORTH AMERICAN AUTOMAKER INVESTMENT
(JANUARY-AUGUST 2014)



COMPLIANCE REPORT

	<u>January-November 2014</u>	<u>Number of Companies</u>
Received	\$2,526,623	11
<i>Cash</i>	\$326,574	4
<i>Forgone credits</i>	\$2,200,049	7
Write-offs	\$135,949	4
Referral for tax assessment or collection	\$45,000	1
TOTAL	\$2,707,572	18

2015 MARKETING OPPORTUNITIES

STATEWIDE BILLBOARD CAMPAIGN

- ▶ “State That Works For Me” campaign with potential to highlight local companies and leaders

SPECIAL EVENT SPONSORSHIPS

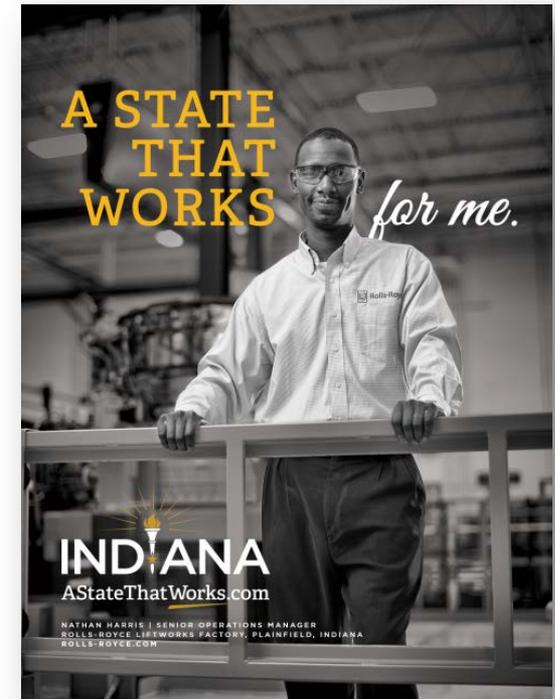
- ▶ Events such as Forbes Innovation Summit, Chief Executive Smart Manufacturing Summit and the Economist Innovation Forum (events include panel participation and speaking opportunities)

PRINT ADVERTISING

- ▶ Examples include Forbes, Economist, Chief Executive, Fortune and trade publications
- ▶ Depending on current newsworthy events, full-page ads in the Chicago Tribune, The New York Times and other national newspapers have proven to be effective for earned media

ONLINE ADVERTISING

- ▶ Domestic and new international digital campaigns



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