

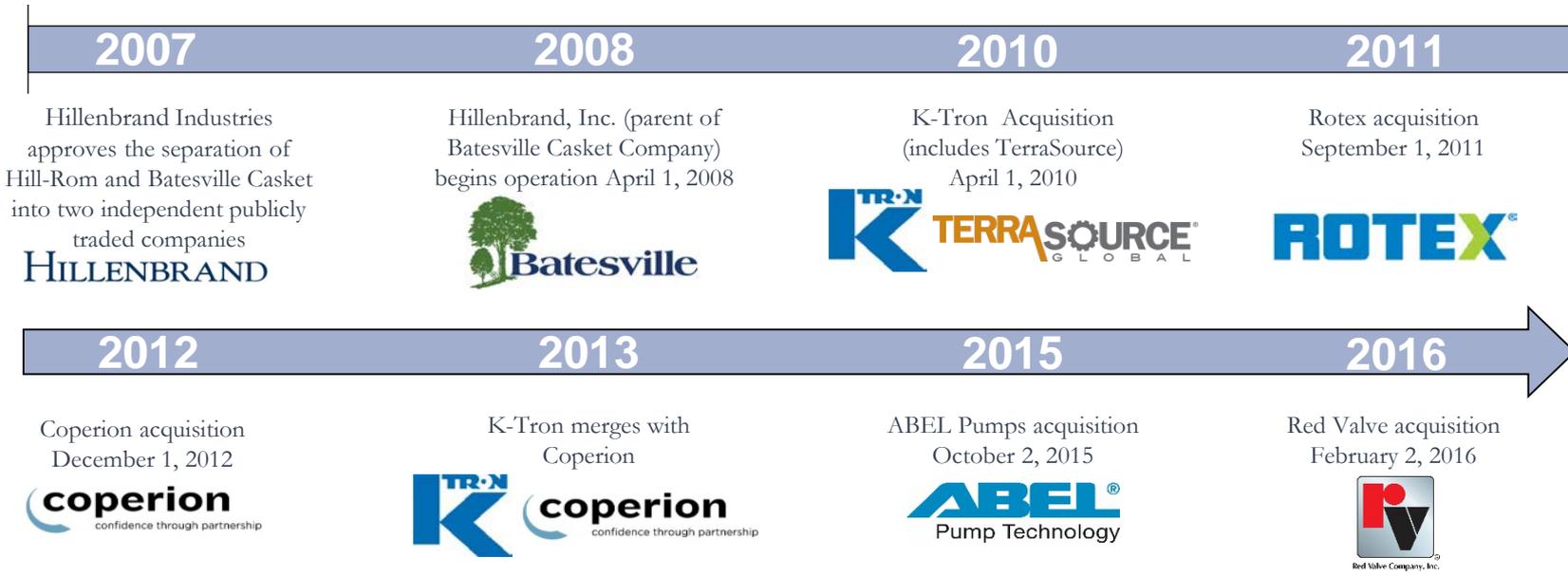


IEDC BOARD OF DIRECTORS

JUNE 2016

Hillenbrand began as a death care company and has diversified through acquisitions.

HILLENBRAND

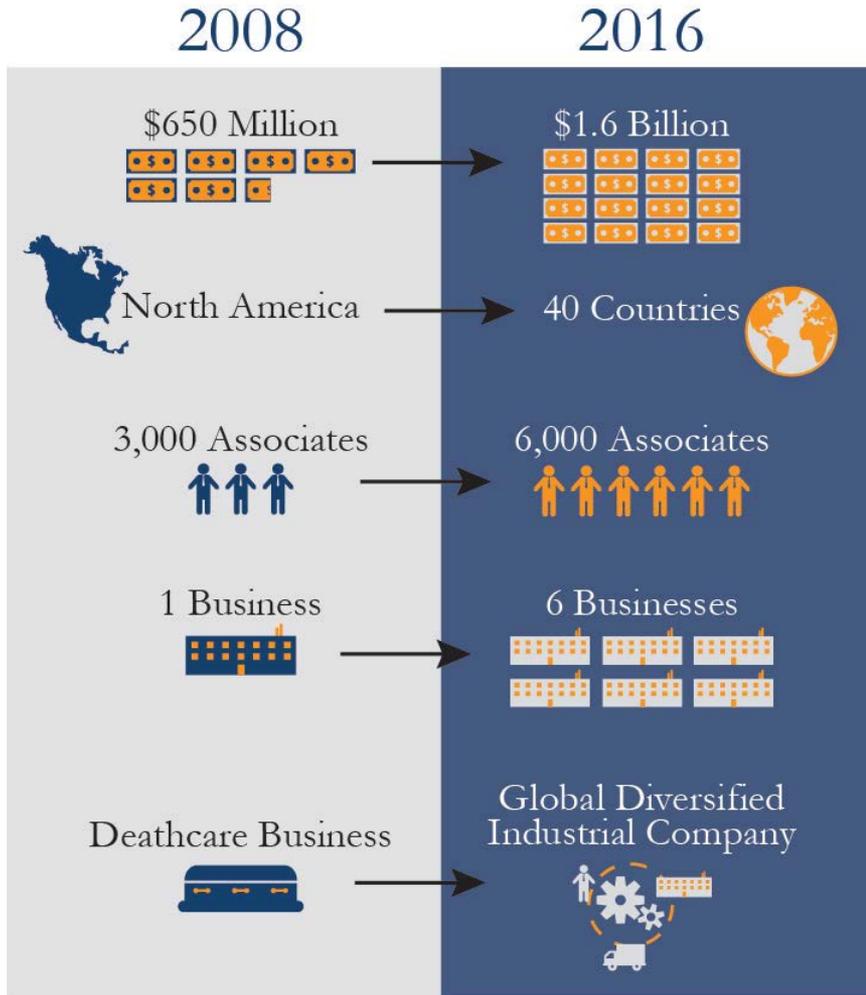


Batesville

- Founded in 1906 and dedicated for more than 100 years to *helping families honor the lives of those they love®*
- North American leader in death care with a history of manufacturing excellence, product innovation, superior customer service, and reliable delivery

Process Equipment Group (PEG)

- PEG businesses design, develop, manufacture and service highly engineered industrial equipment around the world.
- PEG is a leading global provider of compounding and extrusion equipment, flow control, bulk solids material handling equipment and systems for a wide variety of manufacturing and other industrial processes. PEG serves customers through its operating companies.





INDIANA: BEST IN THE MIDWEST FOR BUSINESS



#1 IN THE MIDWEST #5 IN THE NATION

Chief Executive Magazine's "Best & Worst States for Business" Ranking 2016

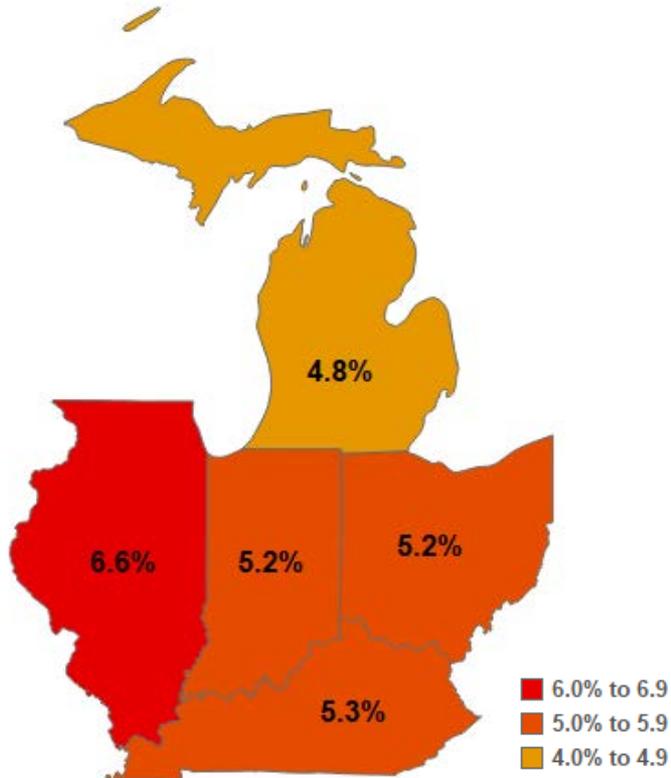
- » Indiana advanced one spot overall from 2015
- » Recognized for Right to Work status, limited taxation and regulations, workforce quality

Neighboring States

- » #10 – Ohio
- » #24 – Kentucky
- » #40 – Michigan
- » #48 – Illinois



MORE HOOSIERS WORKING NOW THAN EVER BEFORE



Regional unemployment, April 2016

2,645,000 JOBS

- » +152,100 since January 2013
- » 10th consecutive month above the prior peak

5.2% UNEMPLOYMENT

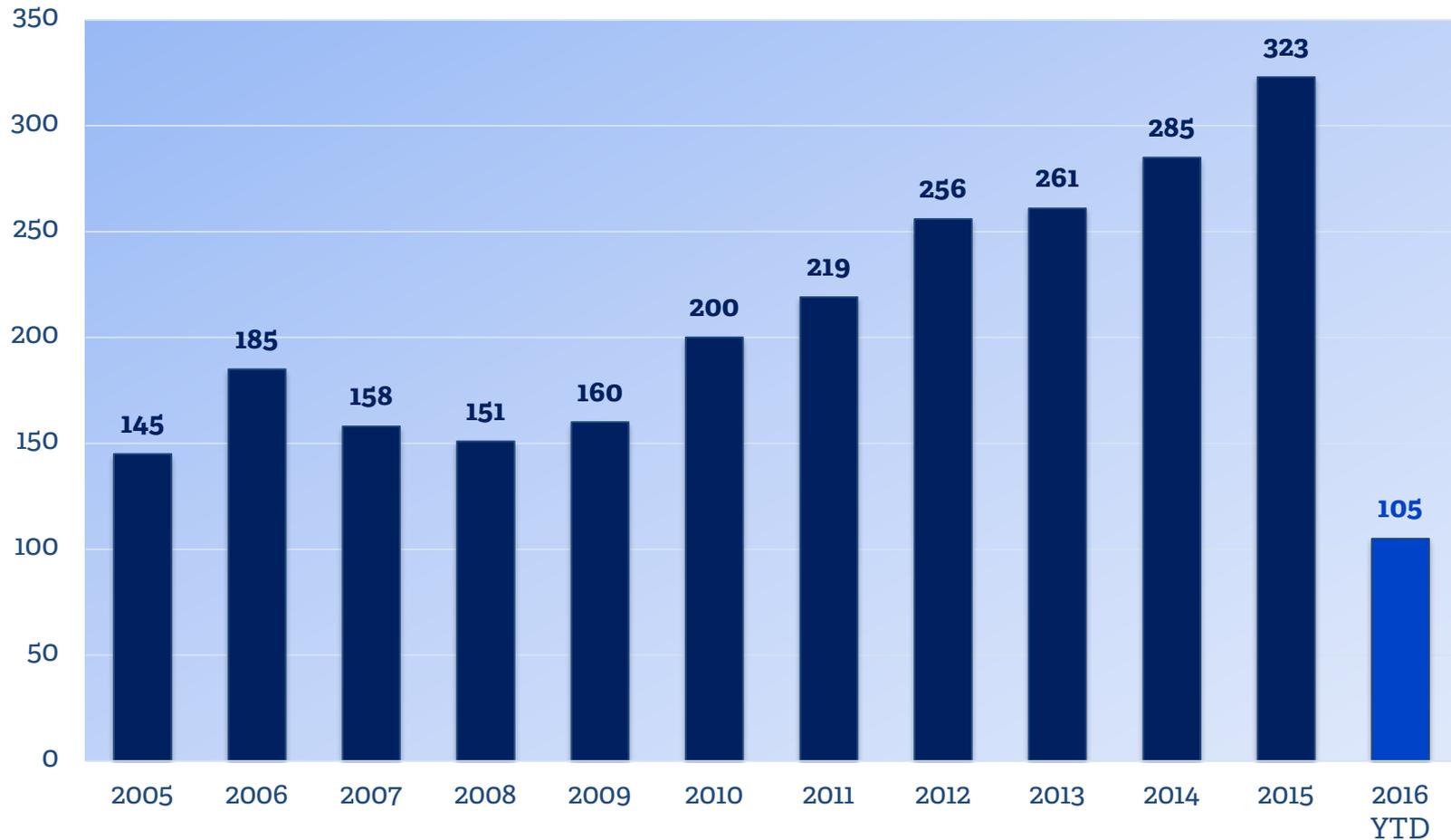
- » Increase due to more Hoosiers joining workforce
- » +61,1000 have joined the Indiana labor force in 2016

65.3% PARTICIPATION

- » Above national labor participation rate of 62.8%

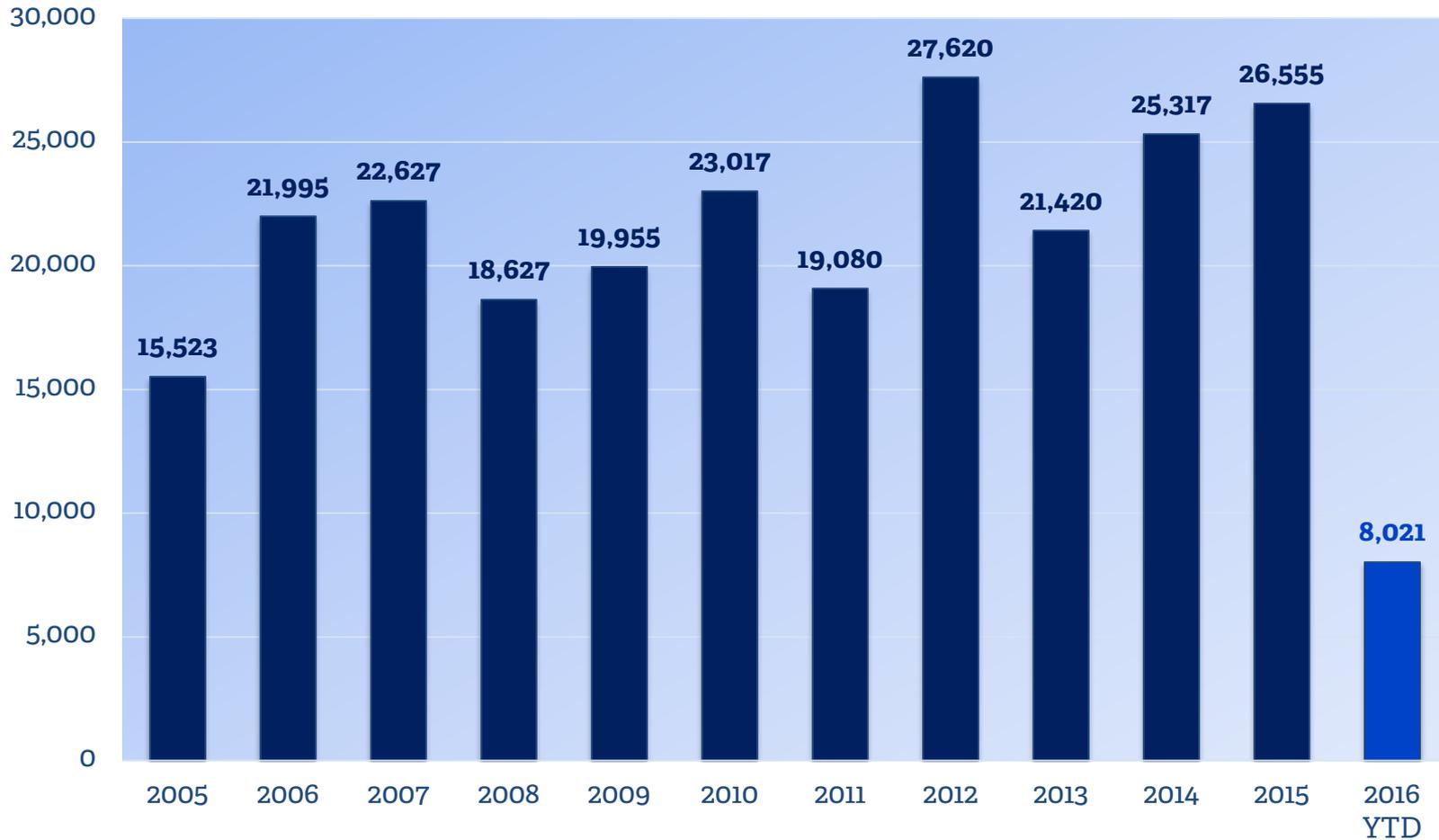


TOTAL COMPETITIVE PROJECTS



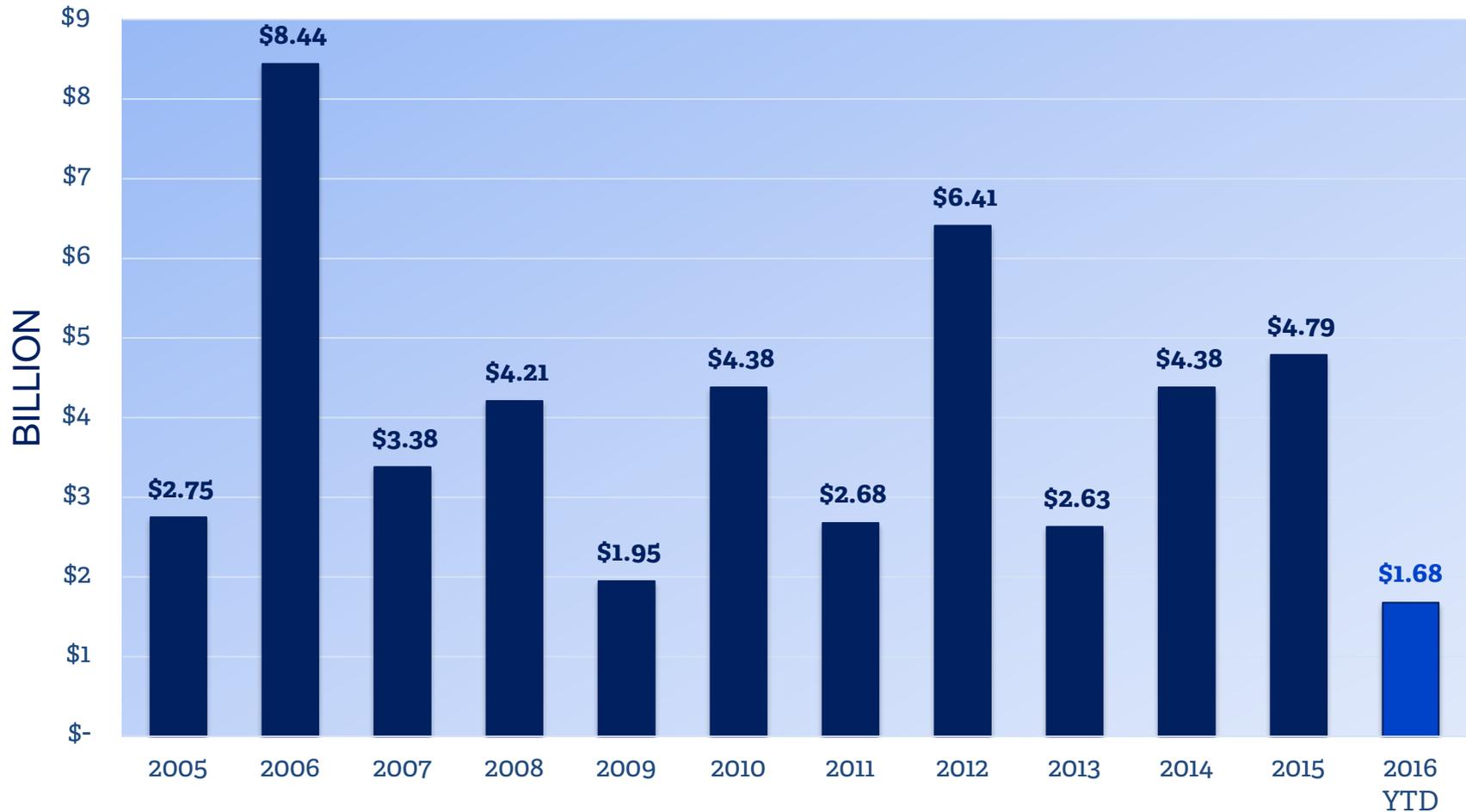


PRIVATE SECTOR JOB PROJECTIONS



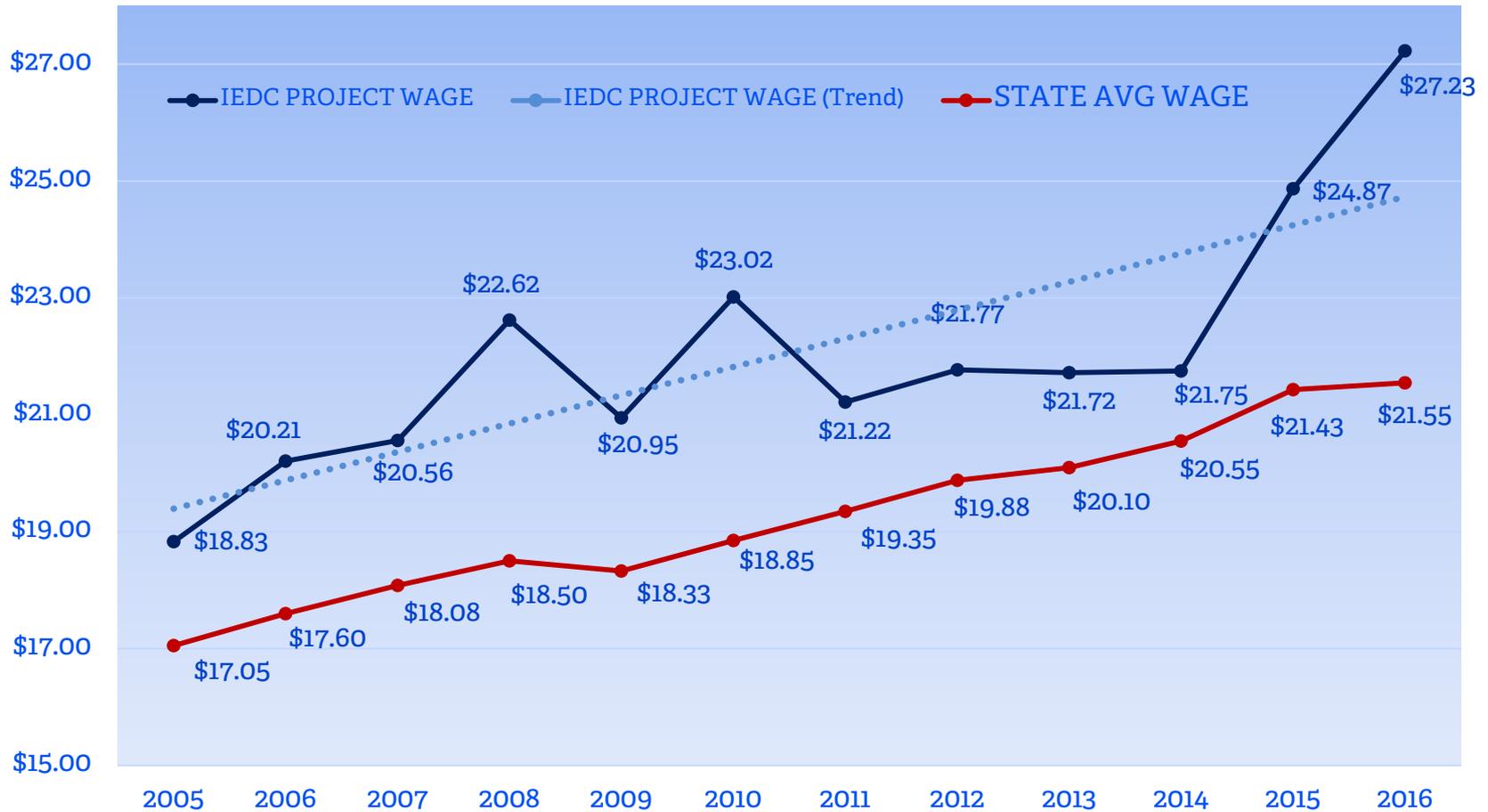


PRIVATE SECTOR INVESTMENT PROJECTIONS





HOOSIER AVERAGE WAGE



Source: Quarterly Census
Employment and Wages
(QCEW)



HOOSIER WAGE TRENDS

IN INDIANA, YOUR
DOLLAR GOES
FURTHER.

\$100 = \$109

TAX FOUNDATION | 2015

\$21.55/hour

» State average wage

\$24.87/hour

- » IEDC average project wage 2015
- » 14% higher than average project wage in 2014

\$27.23/hour

- » IEDC average project wage 2016 YTD
- » 26.3% higher than the state's average wage
- » 9.5% higher than average project wage in 2015



PROJECT WIN REPORT: SALESFORCE

Salesforce:

- » California-based tech firm with 20,000+ employees worldwide
- » Top 10 largest software firm
- » Forbes' Most Innovative Companies
- » Fortune's Best Places to Work

Project summary:

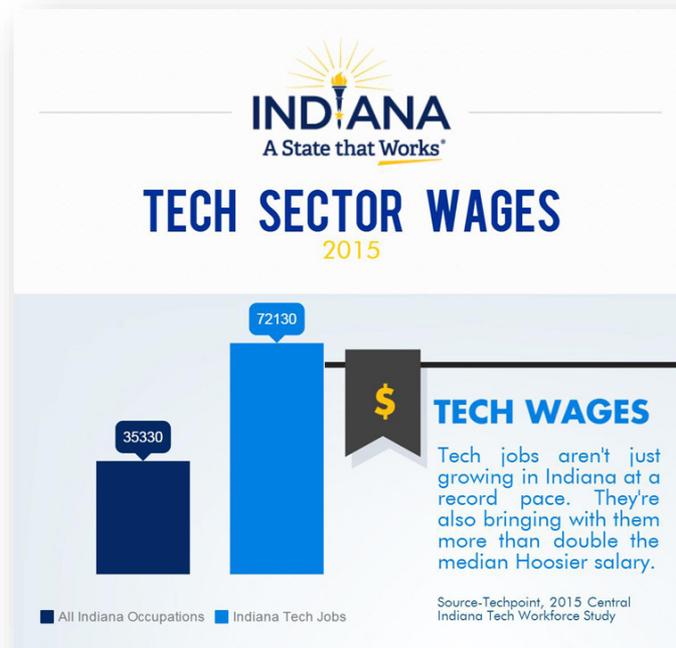
- » **New Regional HQ:** Chase Tower will become 'Salesforce Tower Indianapolis'
- » **Investment:** \$40 million +
- » **New Jobs:** 800 high-wage by 2021
- » **Annual Economic Impact:** \$122.7 million

Company will begin moving into the new Salesforce Tower Indianapolis in early 2017.





INDIANA'S TECH INDUSTRY



New jobs (2009-2014): +5,000 in Central Indiana

- » 17% growth rate
- » Triple the growth rate of tech jobs nationally

Median Salary: \$72,130

Earning Recognition:

- » **#2** – City in the Nation for Tech Grads, DataFox
- » **#5** – Best City in the U.S. for Women in Technology
- » **#6** – Best Place for Tech Jobs, Fast Company

Top talent and strategic university partnerships

2015 IEDC Tech Projects:

- » 59 projects (+156% from 2014)
- » 4,622 new jobs committed (+89% from 2014)
- » **\$34.71/hour** average wage for committed jobs



INNOVATION SPOTLIGHT: CYBERSECURITY COUNCIL

Gov. Pence formed the Indiana Executive Council on Cybersecurity (Cybersecurity Council):

- » Public-private partnership
- » Enhance Indiana's ability to prevent, respond to and recover from cybersecurity issues and attacks

Goals:

- » Formalize strategic cybersecurity partnerships
- » Strengthen best practices to protect IT infrastructure
- » Build and maintain strong statewide cyber incident response capabilities
- » Create tech opportunities for cyber experts in Indiana's companies and government agencies



Photos: IEDC-led cyber security delegation meets with CyberSpark in Israel (top). Rook Security is one of many growing Indiana-based security firms (bottom).



RECAP: 100TH RUNNING OF THE INDY 500

Economic Impact:

- » Estimated \$330 million toward local economy (Visit Indy)
- » Indiana is one of the world's top three Motorsports hubs
- » Motorsports-related businesses in each of Indiana's 92 counties
 - 1,200 companies outside the Indianapolis area
- » Racing firms employ 23,000 Hoosiers
 - \$63,000 annual average salaries

Business Development:

- » 10 economic development events at IMS during the month of May
 - Industry-focused networking: Tech and cybersecurity, automotive, aviation & aerospace
- » Met with more than 700 business leaders and economic development partners





INDY AIRPORT

MAY 2016



A STATE THAT WORKS



OUTDOOR APRIL 2016

CHICAGO VINYL



LOUISVILLE VINYL



DAYTON DIGITAL





OUTDOOR-CHICAGO TRANSIT

APRIL 2016



A STATE THAT WORKS



GEO-MOBILE IL, KY, OH 2016




INDIANA
A State that Works[®]

Italiano / Deutsch / Français / 中文 / 日本語

Advantages Industries Resources Programs Incentives Site Location News

We've methodically created a business environment where conditions are set for success.

-  Indiana ranks first in the United States for Cost of Doing Business - CNBC 2015.
-  Indiana ranks second in the United States for Regulatory Environment - Forbes 2015.
-  Indiana ranks eighth in the United States for overall Business Tax Climate - Tax Foundation 2015.



Fiscally Attractive

We've spent years adopting sound fiscal policies in Indiana, and today we're one of only a handful of U.S. states with a AAA credit rating and an actual budget surplus. We're lowering business taxes this year, next year, and every year after that through 2021. We're one of the top states for regulatory freedom, and we're delivering a new standard of opportunity for businesses to reach their full potential.

The bottom line is we're building economic strength and momentum, and it's propelling us on a trajectory toward growth and prosperity. Where do we go from here? You tell us, and we'll get started laying the groundwork to help your business grow in Indiana.

BALANCED STATE BUDGET
Indiana has delivered a balanced state budget for the last 9 years in a row (since 2007).



UPDATE: REGIONAL CITIES INITIATIVE

Contracts with 3 RDAs finalized and signed

Northeast: First state funding distributed to Skyline Tower in Fort Wayne

- » Investment: \$40 million
- » 12-story building, 124 modern apartments, office space and retail

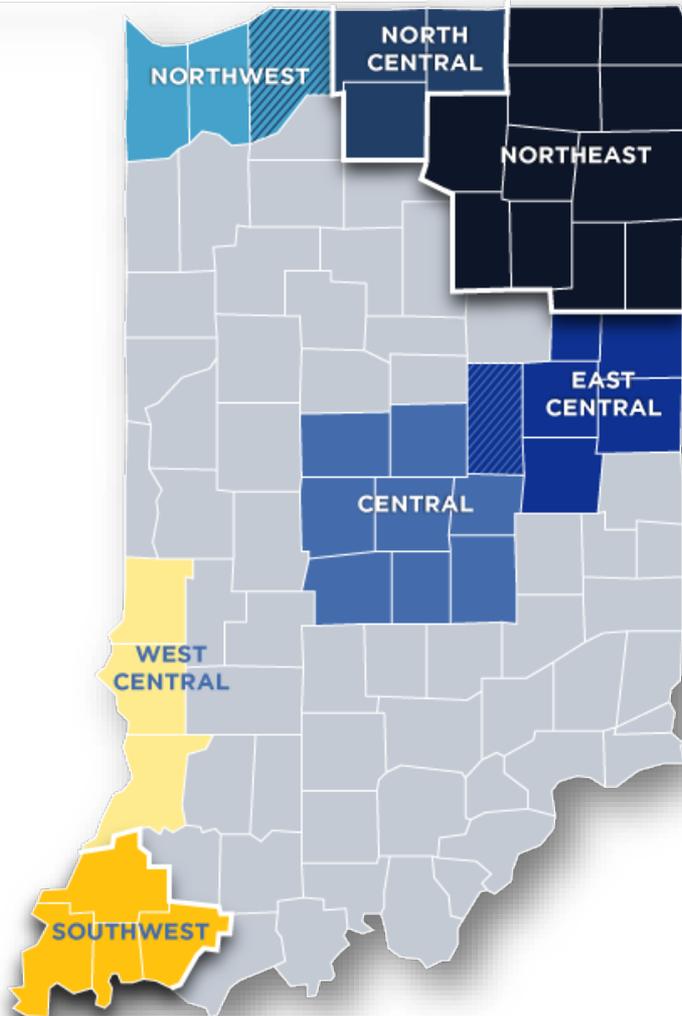
North Central: Studebaker Factory Buildings redevelopment underway

- » Investment: \$165.7 million
- » Transform 1M+ square feet into the largest mixed use technology campus in the Midwest

Southwest: The RDA approved state funding for its first project – The Signature School

- » Investment: \$3 million
- » Increase capacity at nation's 6th-best high school (Washington Post)





- **INDIANA PORTFOLIO**

- » 100 projects, \$2B investment
- » 52 projects completed in first 3 years
- » 15:1 investment leverage ratio

- **NORTH CENTRAL**

- » 39 projects, \$703M investment
- » 26 projects completed in first 3 years

- **NORTHEAST**

- » 38 projects, \$400M investment
- » 26 projects completed in first 3 years

- **SOUTHWEST**

- » 19 projects, \$926M investment
- » 7 projects completed in first 3 years



IEDC BOARD COMMITTEE RESTRUCTURING



If resolution is adopted, Governor will make appointments to the committees for the third quarter board meeting.



IEDC BOARD OF DIRECTORS

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