



IEDC BOARD OF DIRECTORS

SEPTEMBER 2016



LAUNCH.
FISHERS

A co-working space for entrepreneurs working on startup, high-growth and high-potential enterprises.



APPOINTMENTS TO COMMITTEES & FOUNDATION

AUDIT & FINANCE

- » Joel Gorelick (Chair)
- » Michael L. Kubacki

BUSINESS DEVELOPMENT

- » John M. Mutz (Chair)
- » Robert L. Koch II

ENTREPRENEURSHIP

- » John T. Thompson (Chair)
- » Richard L. Johnson Jr.
- » Mark W. Neal

REGIONAL ECONOMIC DEVELOPMENT

- » W. Dominic Grote IV (Chair)
- » Angela F. Braly
- » James C. Marcuccilli

The Board hereby affirms the Chairman's appointments to the standing committees.

Membership on the Board of Directors of the Foundation is, and shall continue to be, identical to the Board of Directors of the Corporation. When a change in membership occurs on the Board of Directors of the Corporation, such change shall automatically occur on the Board of Directors of the Foundation.

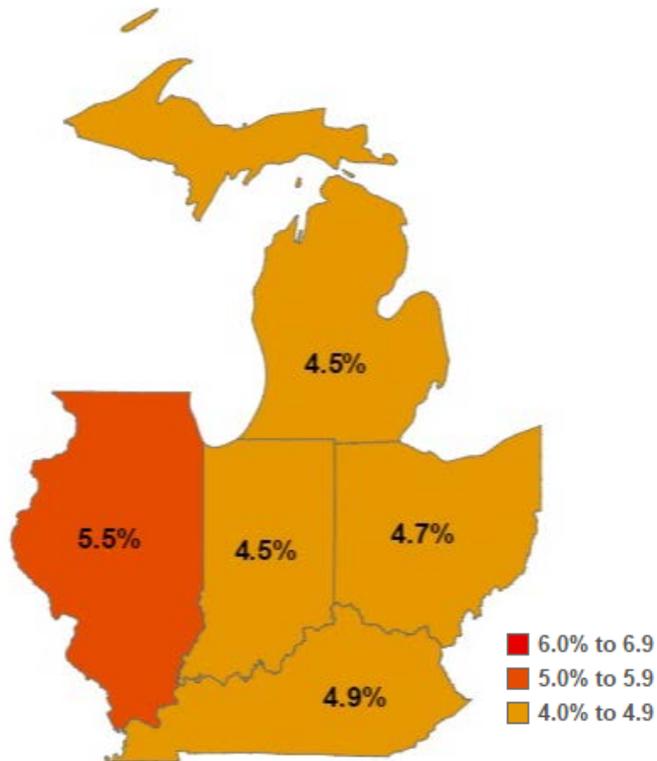


Indiana's Economy is on a Roll

- » MORE HOOSIERS WORKING
- » INCREASING WAGES
- » INDUSTRY DIVERSIFICATION
- » TALENT RETENTION & ATTRACTION
- » INNOVATION & ENTREPRENEURSHIP



MORE HOOSIERS WORKING NOW THAN EVER BEFORE



Regional unemployment, August 2016

2,649,700 JOBS

- » +156,800 since January 2013
- » 14th consecutive month above the prior peak

4.5% UNEMPLOYMENT

- » Below the national rate of 4.9%

65.5% PARTICIPATION

- » Above national labor force participation of 62.8%
- » +78,756 Hoosiers have joined the labor force in 2016



2016

So far this year...

174 BUSINESSES

Committed to locating in or expanding in Indiana

\$3.07 BILLION

Investment committed

16,479

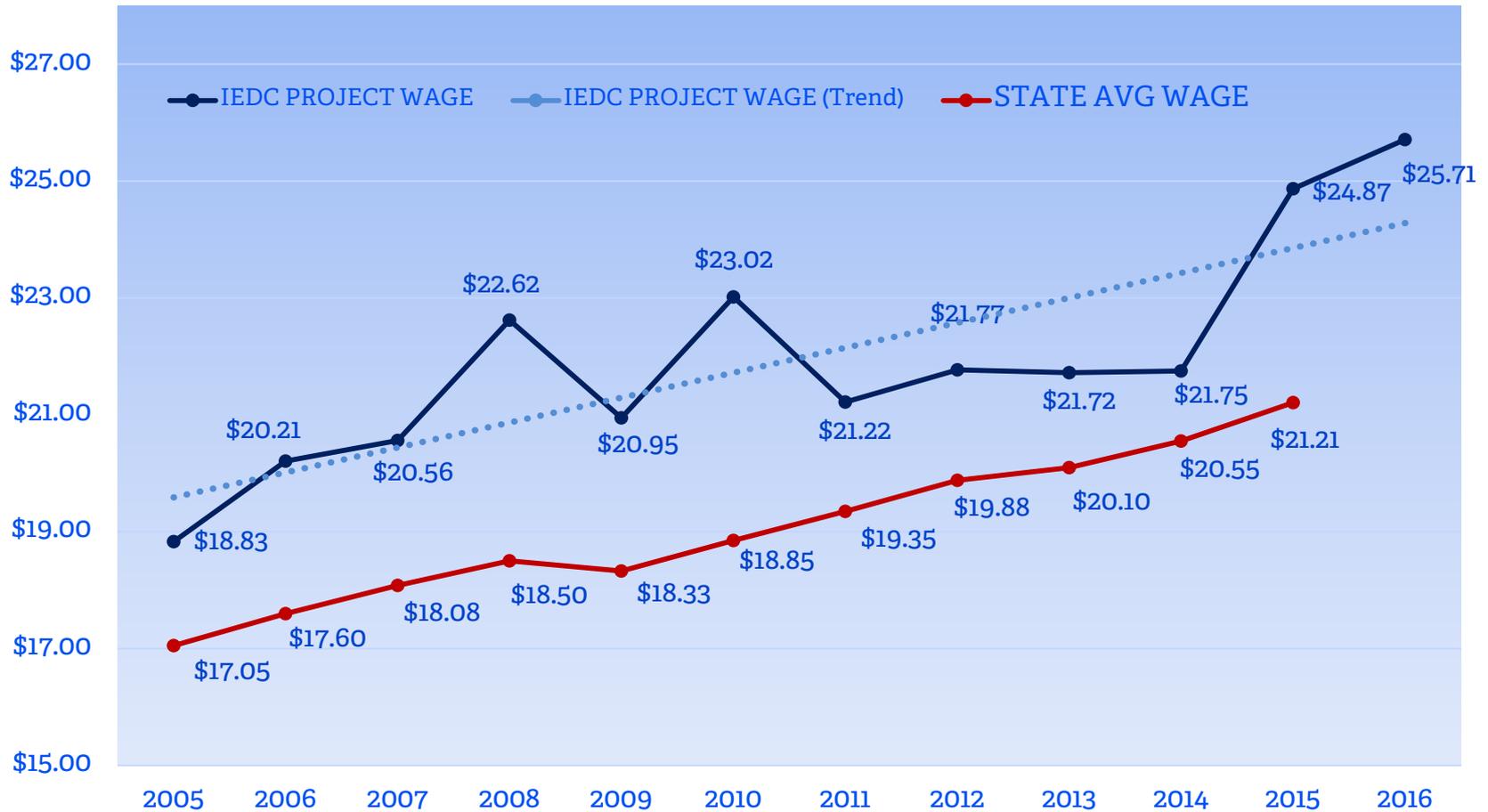
New Hoosier jobs committed

\$25.71/HOUR

Average wage of committed jobs



HOOSIER AVERAGE WAGE



Source: Quarterly Census
Employment and Wages
(QCEW)



HOOSIER WAGE TRENDS

IN INDIANA, YOUR
DOLLAR GOES
FURTHER.

\$100=\$109

TAX FOUNDATION | 2016

\$21.21/hour

» State average wage (2015 average)

\$24.87/hour

» IEDC average project wage 2015
» 17% higher than average project wage in 2014

\$25.71/hour

» IEDC average project wage 2016 YTD
» 21% higher than the state's average wage



INDUSTRY DIVERSIFICATION: STATEWIDE GROWTH

AGRIBUSINESS: Walmart

- » Nation's largest grocer establishing milk processing plant in Fort Wayne
- » New opportunities for Indiana's dairy industry
- » **New Jobs:** 200+ high-wage by 2017

MANUFACTURING: Polycn Industries

- » Manufacturer of plastic containers
- » Relocated from Illinois to Merrillville in 2000 & is continuing to grow in Indiana
- » **Investment:** \$11 million
- » **New Jobs:** 100 by 2017

TECH: Octiv (TinderBox)

- » Sales and marketing software solutions firm expanding Indy operations on Monument Circle
- » **Investment:** \$3.2 million
- » **New Jobs:** 224 high-wage by 2021





ATTRACT & RETAIN TALENT: REGIONAL CITIES INITIATIVE

THREE REGIONS

North Central, Northeast & Southwest Indiana

- » **Total projects:** 100
- » **Total investment:** \$2 billion +
- » *State funding: \$126 million (15-to-1 ratio)*

IMPLEMENTATION UNDERWAY

State funding approved for 6 projects

- » **Skyline Tower:** Downtown housing
- » **Trine University:** Fitness and youth programming
- » **University of St. Francis:** Downtown revitalization; improved workforce development
- » **YMCA of DeKalb County:** Health, fitness and community programs
- » **Embassy Theatre:** Downtown vibrancy and cultural opportunities
- » **Little River Trail:** Enhancing outdoor spaces

TO DATE

Total investment: \$96.1 million

RCI funding: \$11.3 million

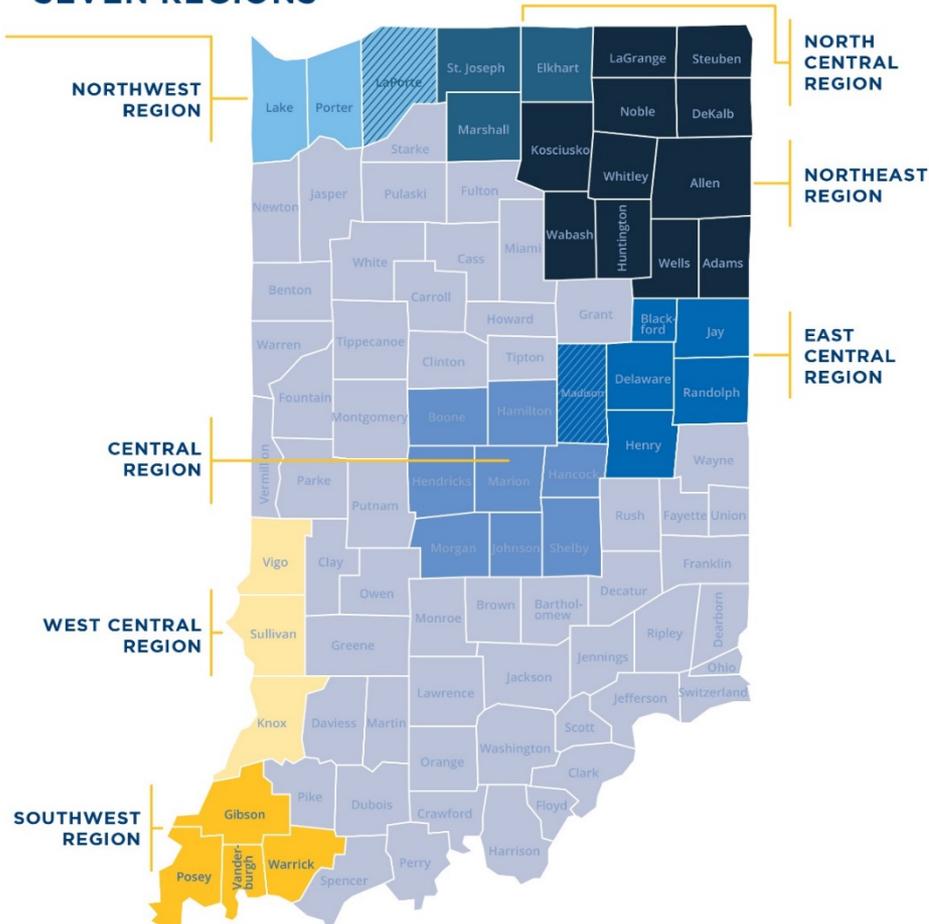
State funds leveraged at a 8.5-to-1 ratio





ATTRACT & RETAIN TALENT: REGIONAL CITIES INITIATIVE

SEVEN REGIONS



CONTINUED SUPPORT FOR REGIONAL PLANNING

- » Encourage continued regional collaboration
- » Advance long-term quality of place planning
- » Position regions for future state funding
- » Opportunities through the initiative

PLANNING GRANTS: \$150,000 to each region

- » Central Indiana
- » East Central Indiana
- » Northwest Indiana
- » West Central Indiana (Wabash River Region)



INNOVATION & ENTREPRENEURSHIP

INVEST \$1B OVER 10 YEARS

- » Develop Indiana's future innovators
- » Advance entrepreneurial culture
- » Spark new ideas and companies
- » Support entrepreneurial education and research
- » Propel long-term economic growth and job creation



PROPOSED FUNDING

- » Will fuel big ideas, foster and attract talent, and ensure availability of investment capital
- » State's \$1B commitment will be matched and heavily leveraged by industry, investors and universities

MOMENTUM UNDERWAY

- » Engaged in statewide outreach to
 - » Raise awareness,
 - » Solicit feedback and
 - » Attract partners.
- » Integrating the Office of Small Business and Entrepreneurship into the IEDC.





“...it’s more important than ever that our policies reward innovation, encourage entrepreneurship and focus on the development of human capital. *Higher education institutions... will be full partners in this new state initiative.*” – **Michael A. McRobbie, President, Indiana University**

“...*the audacious initiative addresses several of the biggest challenges remaining in Indiana.* The broad focus on the entrepreneurial landscape will result in stronger communities and a more dynamic quality of life for Hoosier families.” – **Michael J. Hicks, Distinguished Professor, Ball State University**

“We relocated from Illinois because of state-driven startup funding innovations like Elevate Ventures and VCI credits for angel investors, as well as the top-shelf talent from the state’s universities. ...*this investment catapults our state into a global leadership position* as the hub for entrepreneurial IoT.” – **John McDonald, CEO, CloudOne**

“By investing in this 21st Century infrastructure, we are assuring Indiana entrepreneurs a great starting point in the creation and growth of high potential enterprises which will *ultimately drive wealth creation in the future.*” – **John Wechsler, Entrepreneur & Founder, Launch Fishers**

“This bold initiative provides *a tremendous boost to Indiana’s entrepreneurial and innovation efforts...* We look forward to working with public and private sector leaders to continue to provide good jobs for Hoosiers in this growing area of our economy.” – **Kevin Brinegar, President & CEO, Indiana Chamber**



TELLING INDIANA'S STORY

Domestic sales trips:

- » **Chicago** (February)
- » **Dallas** (March)
- » **100th Indy 500** (May)
- » **New York** (June)
- » **Chicago** (August)
- » **Crooked Stick BMW Championship** (September)
- » **Atlanta** (November)

Attracting international investment:

- » 2016: Economic development missions to:
 - Japan, Israel, China, Germany

Targeting Indiana's growing industries:

- » **Tech:** San Francisco (September)
- » **Aviation & Aerospace:**
 - Farnborough International Airshow
 - Red Bull Airshow
- » **Manufacturing:** Hannover Messe





TELLING INDIANA'S STORY: TARGETED MARKETS



BREXIT OR NOT

YOU'LL ALWAYS BE FRONT OF THE QUEUE FOR BUSINESS IN



INDIANA

A State that Works

WE STAND WITH BAE SYSTEMS, BP, ROLLS-ROYCE, TATE & LYLE AND THE OTHER 50+ U.K. COMPANIES IN INDIANA.

The list of U.K. companies that trust Indiana to help them make the most out of their U.S. operations is impressive. We've gained this level of trust and commitment because we're more than just good ambassadors. We're one of the top locations to build and grow your business in the United States.



1st
Cost of Doing Business



#1 Best State Infrastructure



1st BEST REGULATORY ENVIRONMENT



AAA Bond Rating

If you're ready to start realizing your full economic potential, we're serious about bringing together the resources and the freedom to succeed on your own terms in A State that Works.

Dale Buuck
International Business Development
Indiana Economic Development Corporation
DBuuck@iedc.in.gov

AStateThatWorks.com

Is Now Good for You?

If you're ready to start realizing your full economic potential, take a look at what Indiana can do right now to help build and grow your business at AStateThatWorks.com



Silicon Valley, United Kingdom

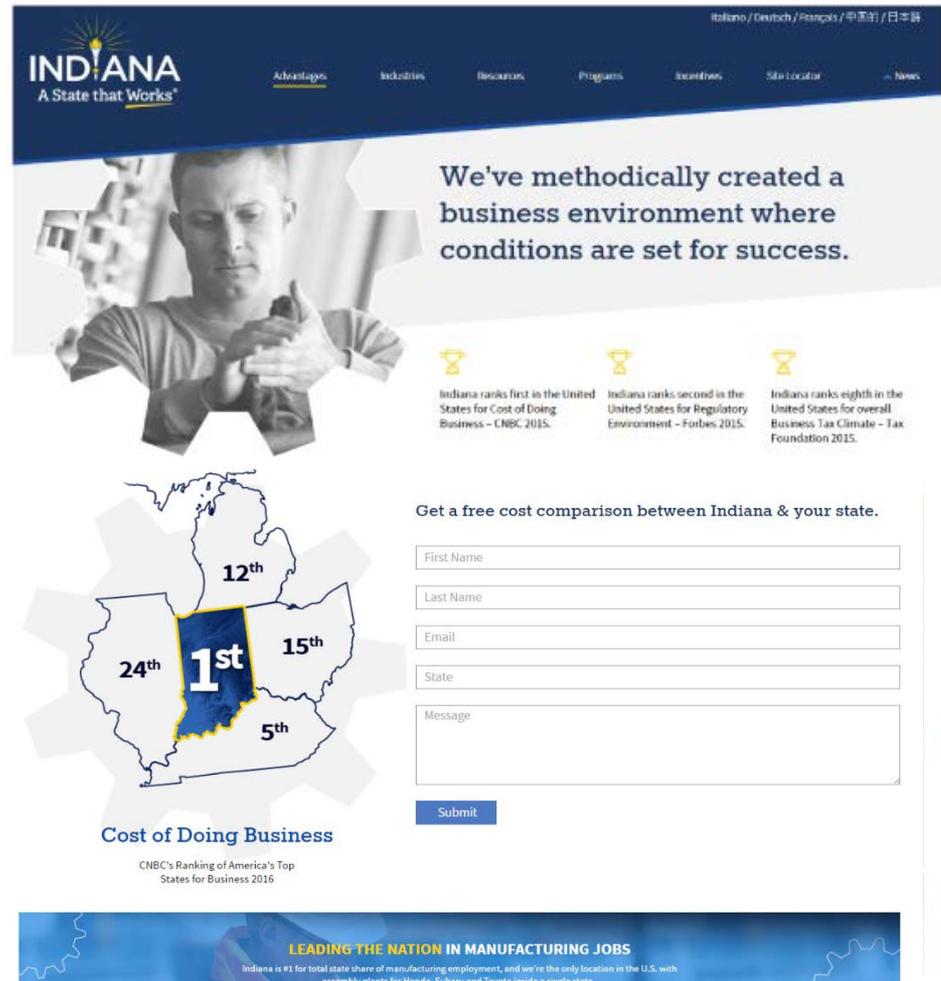


TELLING INDIANA'S STORY: TARGETED MARKETS

Need options to
grow your business?  **Indiana**
A State that Works



Geo-targeted Mobile in Chicago, Cincinnati, Dayton, Louisville, San Francisco, San Mateo, Palo Alto & San Jose.



INDIANA
A State that Works[®]

Advantages Industries Resources Programs Incentives Site Locator News

italiano / Deutsch / Français / 中文 / 日本語

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.

Get a free cost comparison between Indiana & your state.

First Name

Last Name

Email

State

Message

Submit

Cost of Doing Business

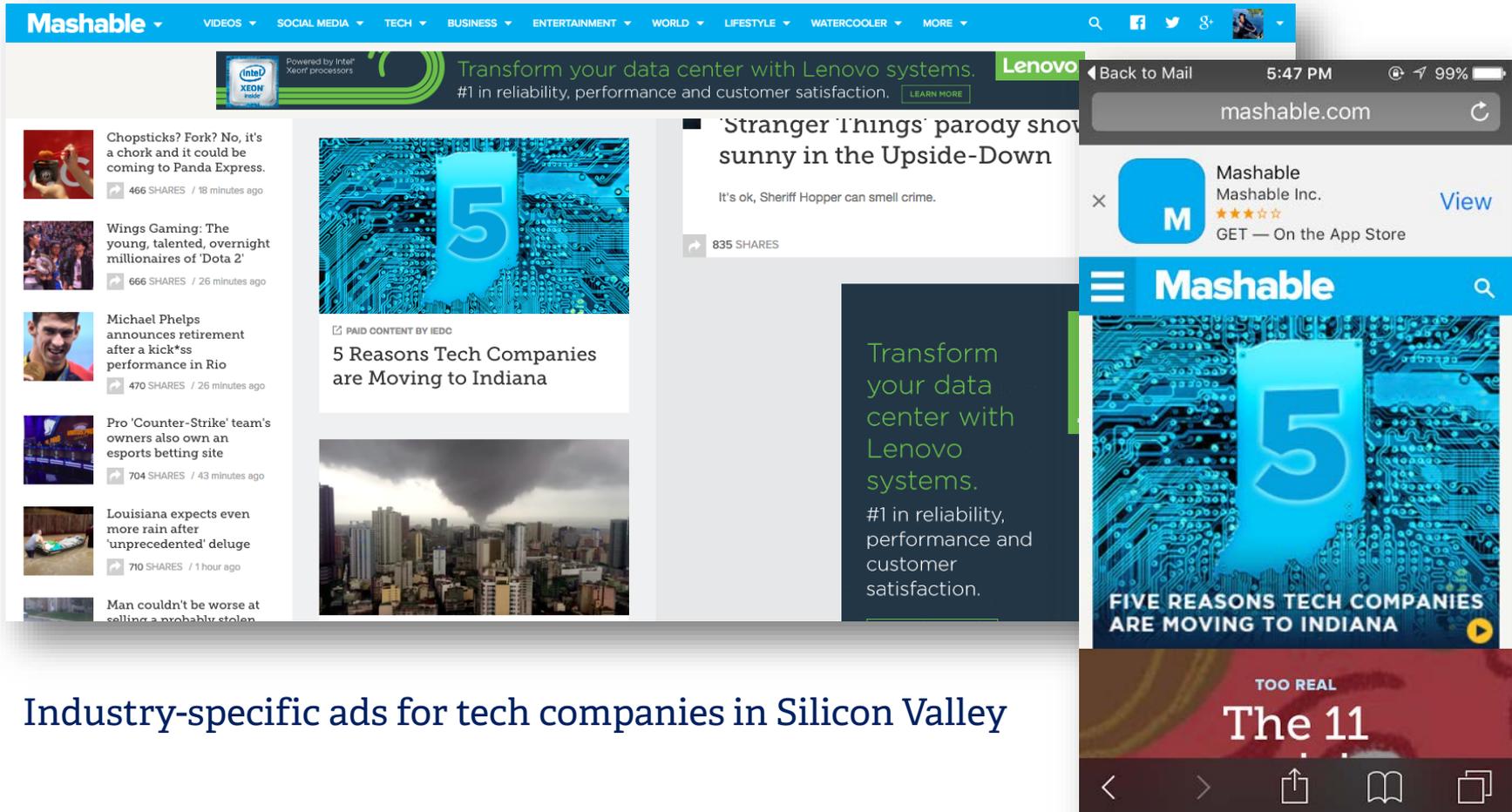
CNBC's Ranking of America's Top States for Business 2016

LEADING THE NATION IN MANUFACTURING JOBS

Indiana is #1 for total state share of manufacturing employment, and we're the only location in the U.S. with assembly plants for Honda, Subaru and Toyota inside a single state.



TELLING INDIANA'S STORY: TARGETED INDUSTRIES



The screenshot displays the Mashable website interface. At the top, the navigation bar includes categories like VIDEOS, SOCIAL MEDIA, TECH, BUSINESS, ENTERTAINMENT, WORLD, LIFESTYLE, WATERCOOLER, and MORE. A search bar and social media icons are also present. The main content area features several articles, including 'Chopsticks? Fork? No, it's a chork and it could be coming to Panda Express.', 'Wings Gaming: The young, talented, overnight millionaires of 'Dota 2'', 'Michael Phelps announces retirement after a kick*ss performance in Rio', 'Pro 'Counter-Strike' team's owners also own an esports betting site', 'Louisiana expects even more rain after 'unprecedented' deluge', and 'Man couldn't be worse at selling a probably stolen...'. A prominent advertisement for Intel and Lenovo is displayed, featuring the text 'Transform your data center with Lenovo systems. #1 in reliability, performance and customer satisfaction.' and a large number '5' on a blue background. A mobile app interface is overlaid on the right side, showing the Mashable app logo, a 4.5-star rating, and the text 'GET — On the App Store'. The app interface also displays the '5 Reasons Tech Companies are Moving to Indiana' article and a video player for 'The 11'.

Industry-specific ads for tech companies in Silicon Valley



TELLING INDIANA'S STORY: TARGETED PARTNERS



—  **Indiana** A State that Works[®] **MAKING BUSINESS EASIER.** —

IN]BIZ **INBiz.IN.gov**



Co-branding to
amplify success
with our partners
inside the state



 **Indiana** A State that Works[®] **INNOVATION**
FOR A NEW ECONOMY

PURDUE **PRF.org**
RESEARCH FOUNDATION



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