

IEDC BOARD OF DIRECTORS

9.8.2015



WALKER HART APPOINTED TO BOARD

- Governor Pence named Melanie Walker Hart to the IEDC Board of Directors. She will replace Jim Schellinger and serve the remainder of his four-year term which expires in March 2017.
- Hart currently serves as CEO of Japan-based Tsuchiya Group North America and as the president of its five subsidiary companies, including TASUS Corporation in Bloomington.
- Named president in 1994, she is the first and youngest female president of a Japanese owned manufacturing company in North America.
- She was named president of the Japan-America Society of Indiana and was appointed to the State of Indiana Workforce Innovation Council.



Governor Pence named Melanie Walker Hart to the IEDC Board of Directors, effective today.



ASH

B R O K E R A G E



SCHELLINGER APPOINTED PRESIDENT

- Schellinger was appointed to the IEDC Board of Directors in May 2013, serving on the economic policy committee and as a delegate during Governor Pence's first international jobs mission to Japan in 2013.
- He formerly served as chairman and CEO of CSO Architects. Schellinger was named president in 1996 and has led the firm through unprecedented growth.
- Schellinger is a South Bend native and earned a Bachelor of Architecture from the University of Notre Dame.



Governor Pence named Jim Schellinger president of the IEDC in July, effective August 10.

"SINCE DAY ONE, OUR ADMINISTRATION HAS PRIORITIZED ESTABLISHING INDIANA AS THE BEST STATE IN THE NATION FOR JOB CREATION. TO DO THIS, WE NEED A TOP-NOTCH TEAM AT THE IEDC AND JIM SCHELLINGER IS THE RIGHT MAN AT THE RIGHT TIME TO LEAD THE ORGANIZATION."

—GOVERNOR MIKE PENCE

TELLING INDIANA'S STORY DOMESTICALLY

- Governor Pence led a delegation on a two-day jobs mission to the high-tax New York metropolitan area.
- The delegation met with location advisors, developers and company executives from New York, New Jersey and Connecticut.
- Indiana ranked No. 1 for cost of doing business by CNBC, far surpassing New York (No. 44), New Jersey (No. 43) and Connecticut (No. 47).



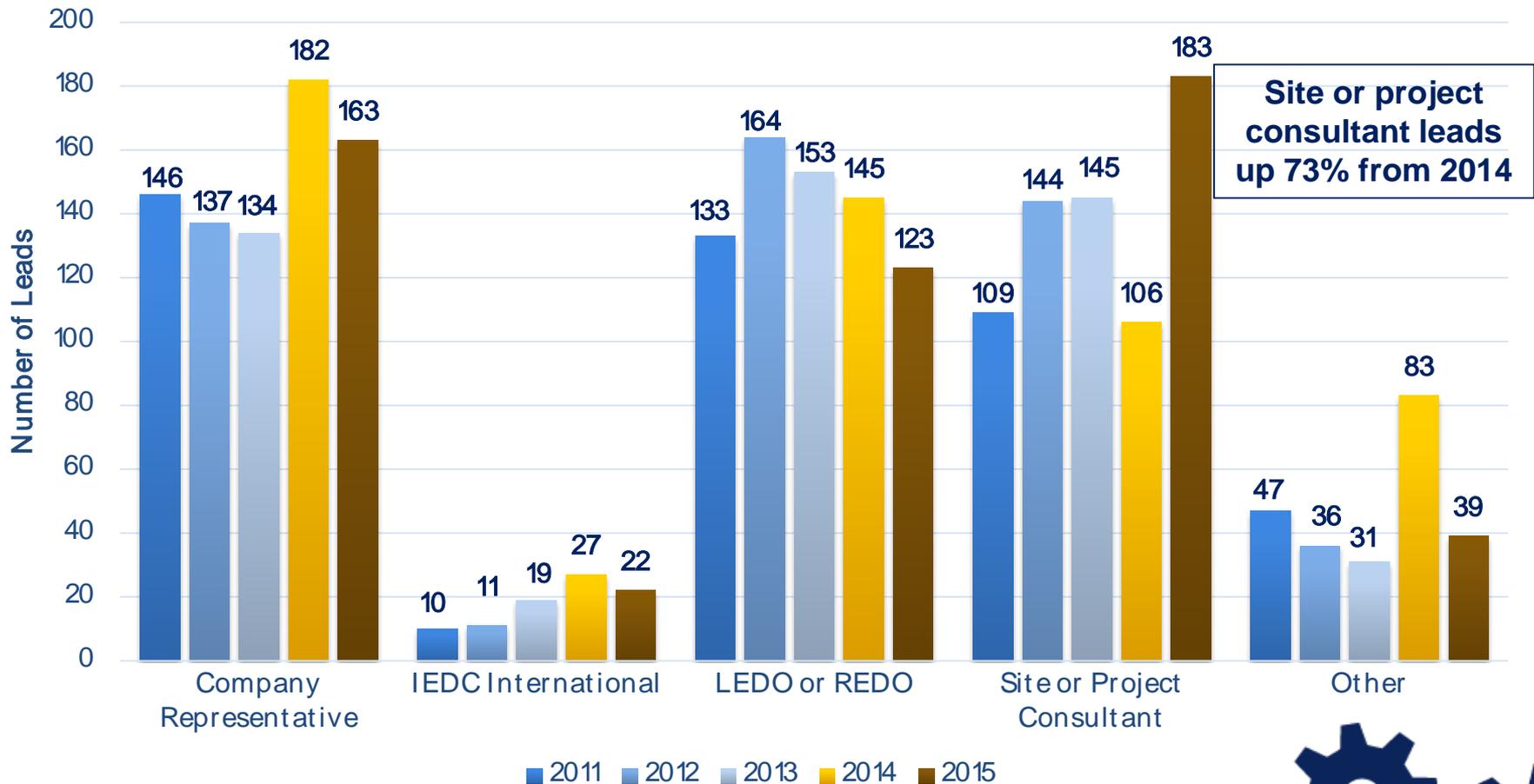
Indiana was recognized as first in the Midwest and sixth nationwide for business by Chief Executive magazine.

"INDIANA'S BUSINESS CLIMATE CONTINUES TO ATTRACT INVESTMENT FROM AROUND THE MIDWEST AND THE NATION. THIS JOBS MISSION IS ALL ABOUT SHARING INDIANA'S STORY, INCLUDING OUR BRIGHT AND INNOVATIVE FUTURE, AND WORKING TO BRING EVEN MORE JOBS TO INDIANA FOR HOOSIERS."

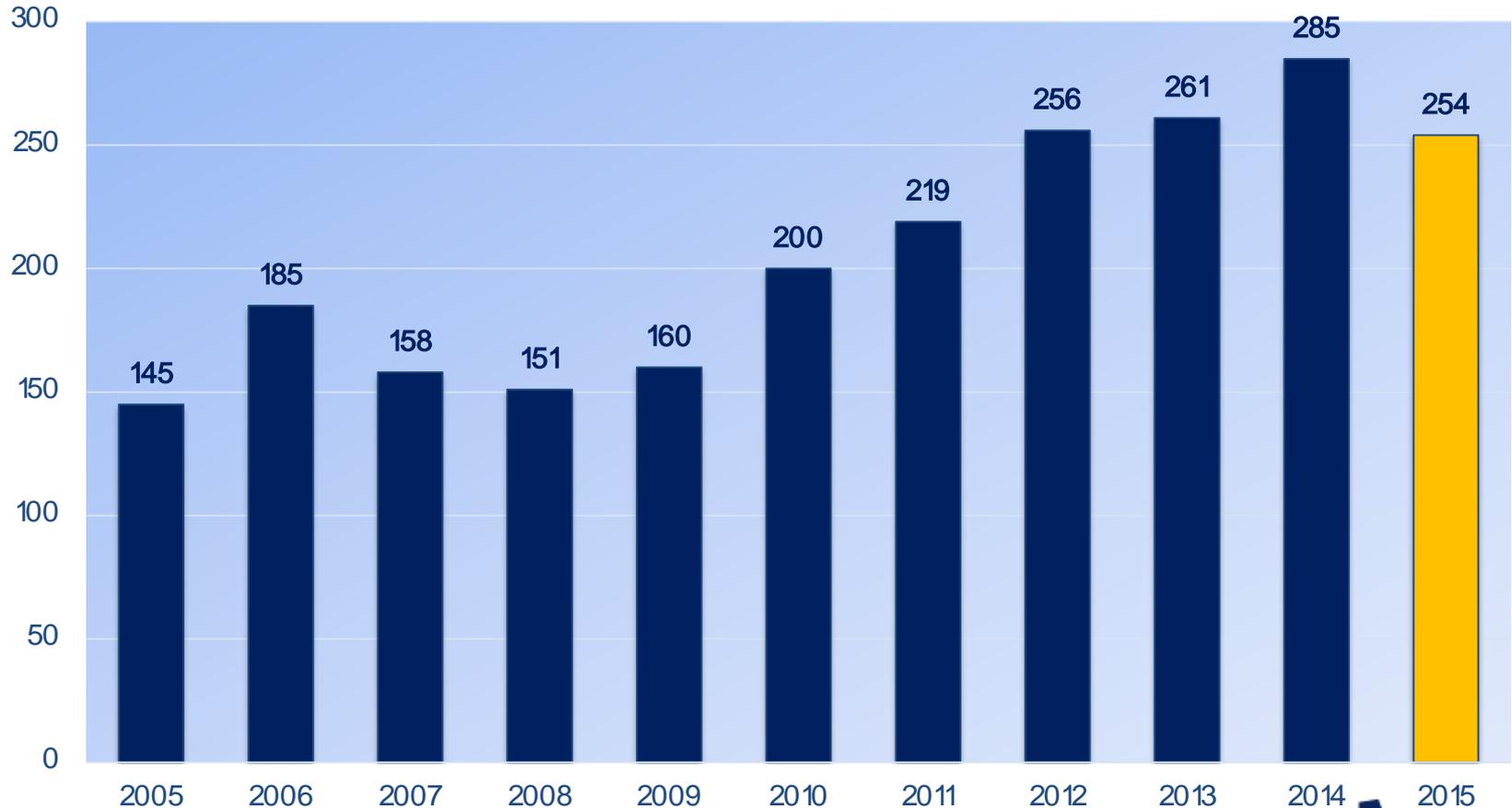
—GOVERNOR MIKE PENCE

A STATE THAT WORKS

PROJECT LEADS BY ORIGINATOR

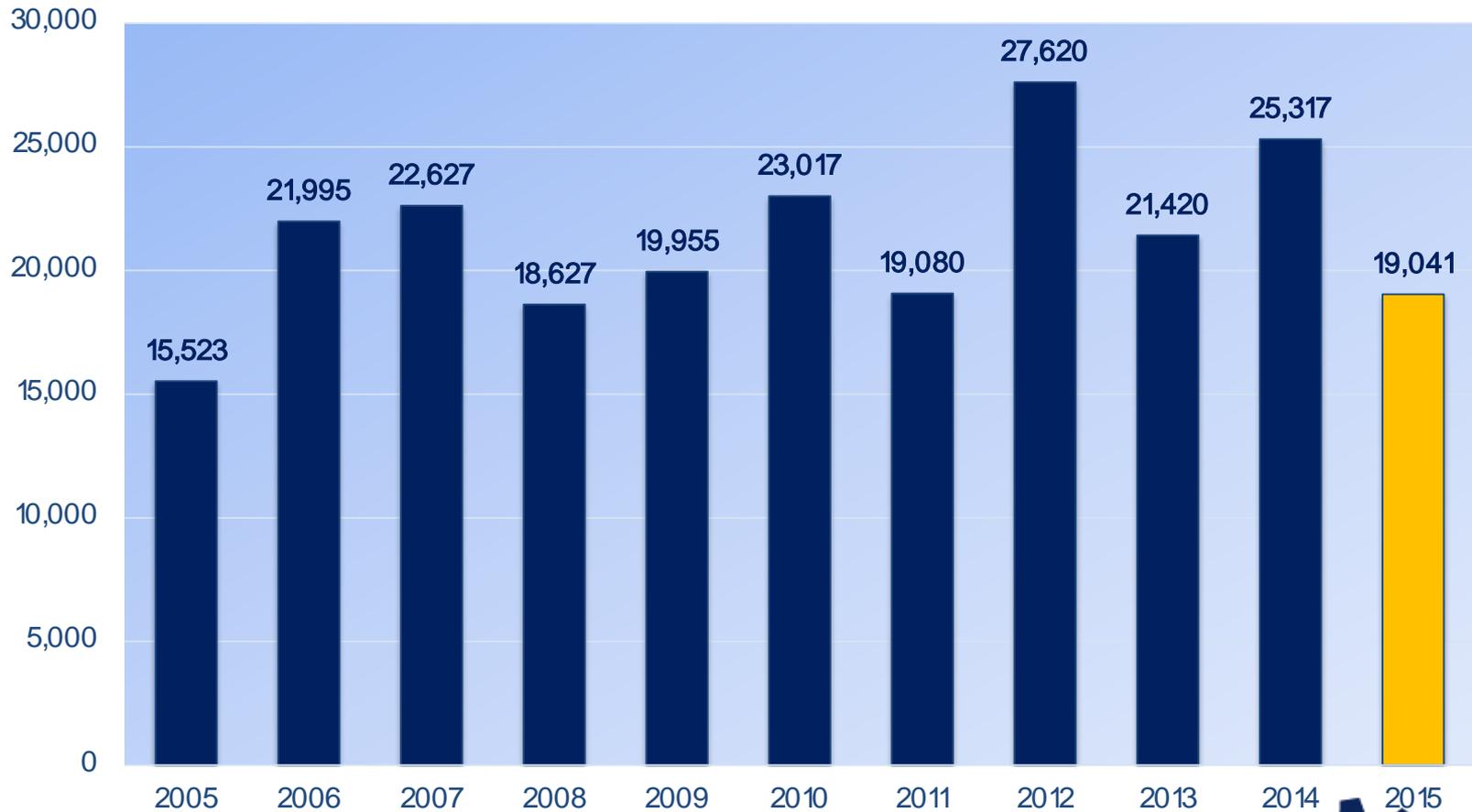


TOTAL COMPETITIVE PROJECTS



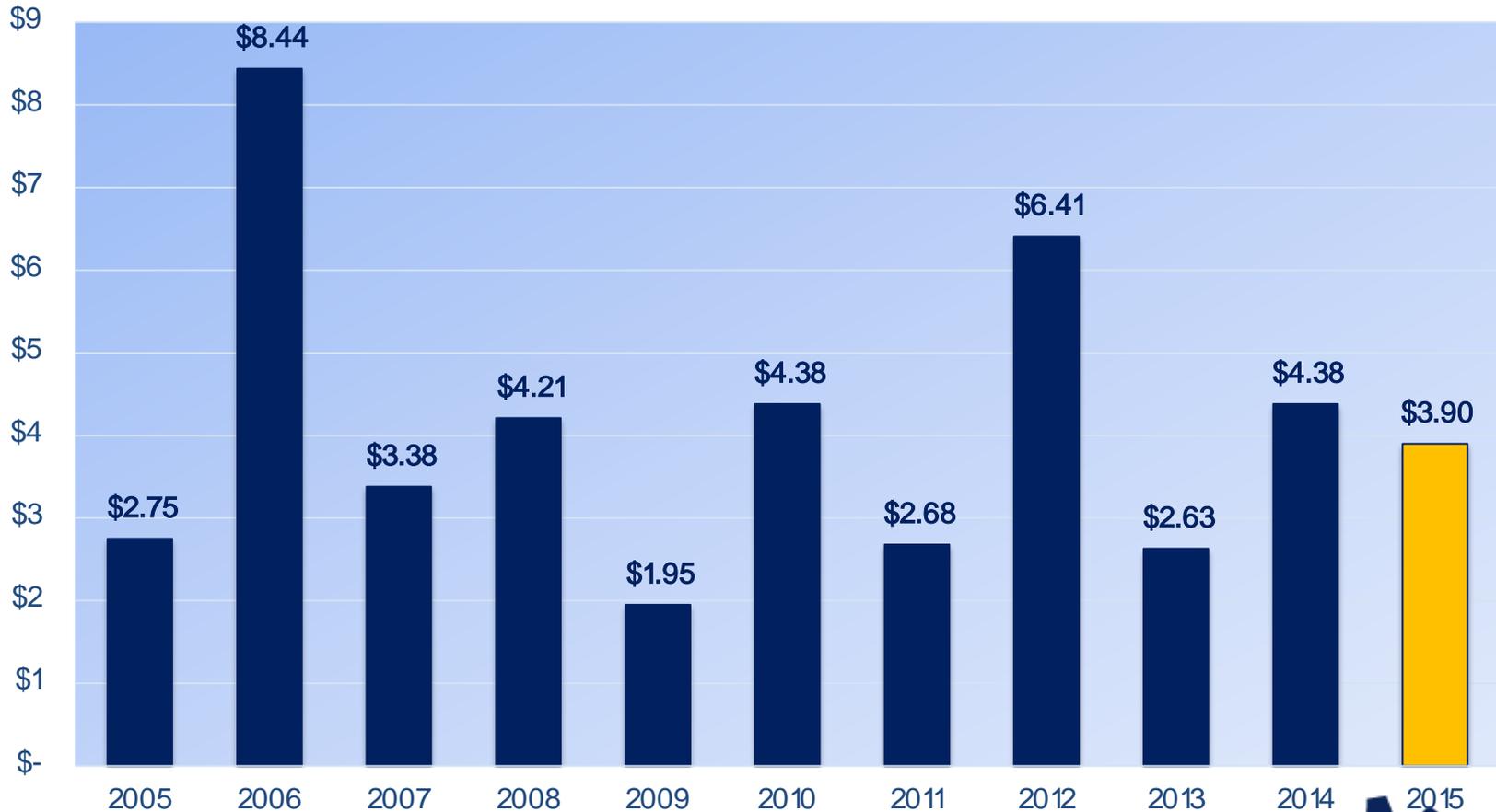
YTD as of 9/1/15

PRIVATE SECTOR JOB PROJECTIONS



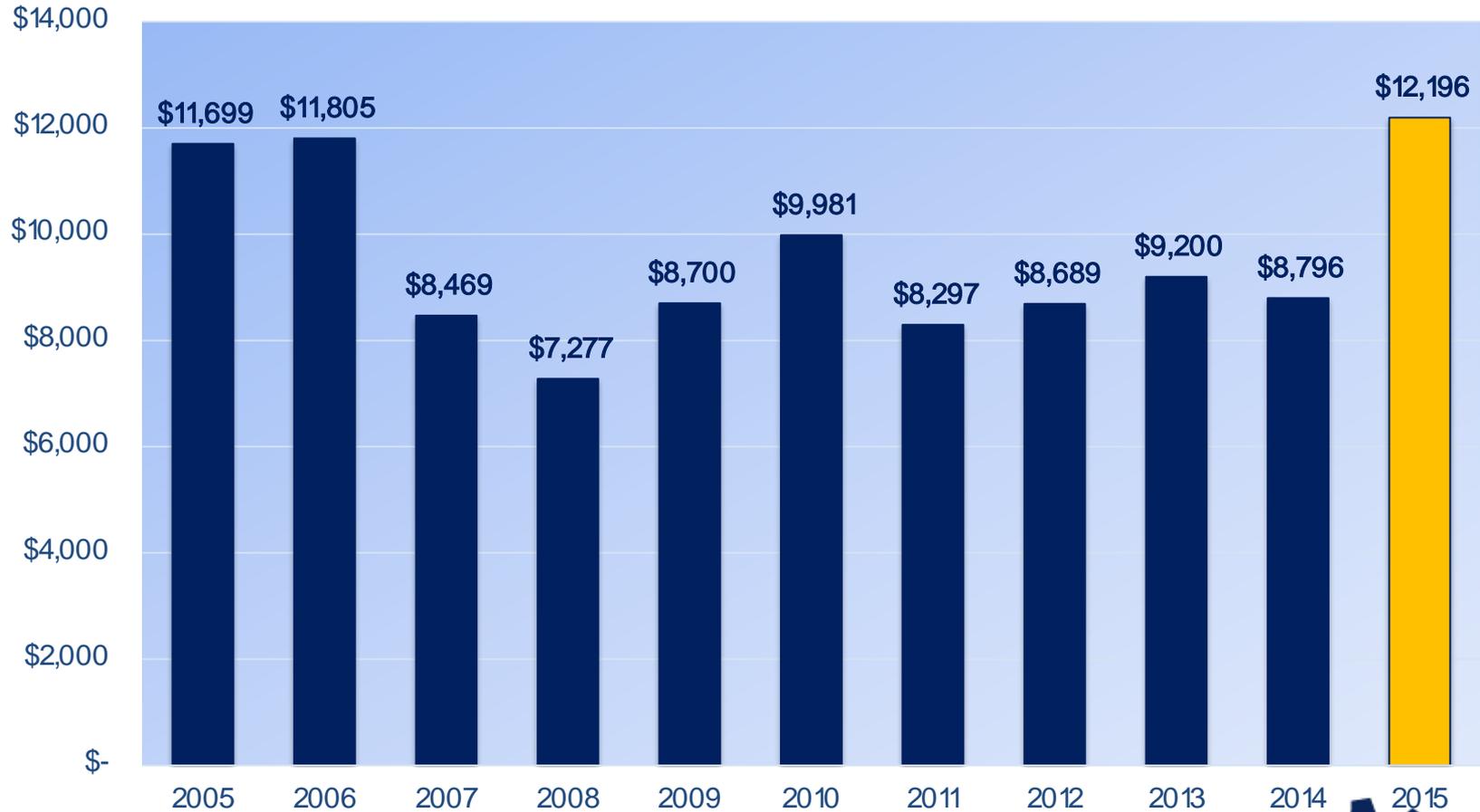
YTD as of 9/1/15

PRIVATE SECTOR INVESTMENT PROJECTIONS



YTD as of 9/1/15

CONDITIONAL INCENTIVES PER JOB



YTD as of 9/1/15

PRIVATE SECTOR EMPLOYMENT



YTD as of 9/1/15

INDIANA ACHIEVES HISTORIC MILESTONE

**CONGRATULATIONS
AND THANK YOU**
to Indiana's workforce,
businesses, and economic
development professionals.

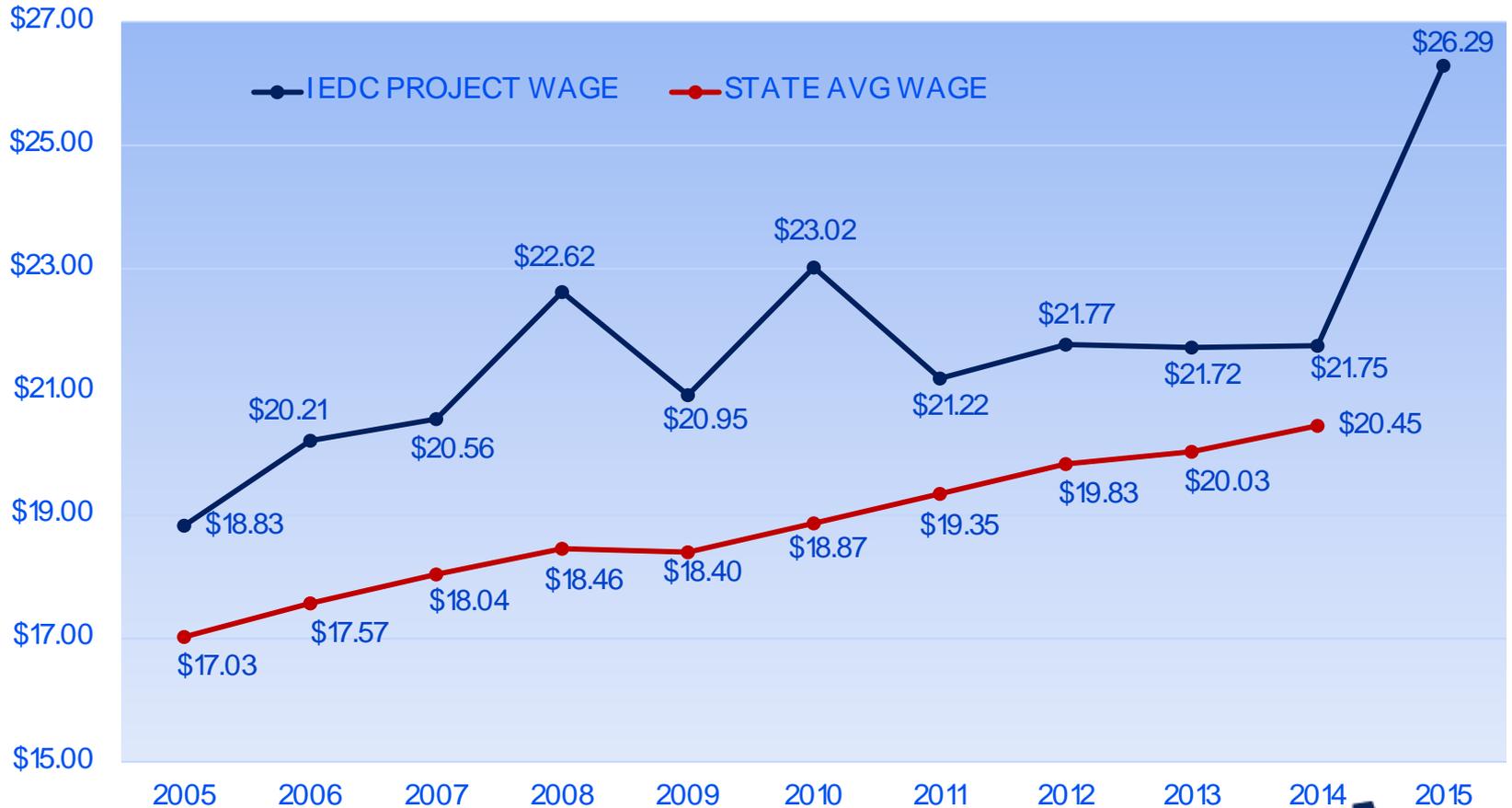
**You've achieved an
all-time record for
Hoosier employment
2,614,800**

- New record employment: **2,614,800** private sector jobs [July 2015]
- Since January 2013:
 - » **121,900** new jobs added
 - » **3,900** new jobs per month on average
- Indiana unemployment: **4.7%**
 - » Lowest amongst our state's neighbors
 - » Below the national rate of 5.3%

"EVERY HOOSIER SHOULD BE ENCOURAGED BY THE NEWS THAT WE HAVE MORE PEOPLE GOING TO WORK THAN EVER BEFORE IN OUR STATE'S HISTORY. THIS ACHIEVEMENT BELONGS TO THE HARD-WORKING PEOPLE OF INDIANA AND TO THE BUSINESSES, LARGE AND SMALL, WHOSE HARD WORK AND INGENUITY ACHIEVED THIS HISTORIC MILESTONE."

—GOVERNOR MIKE PENCE

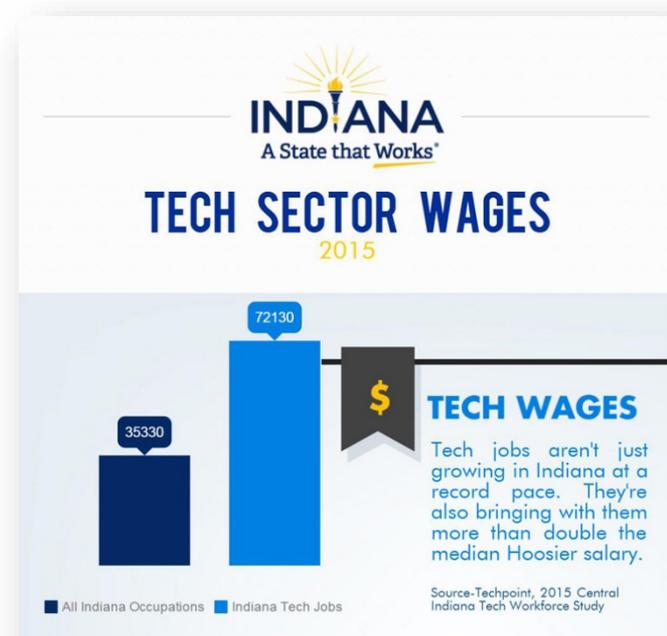
HOOSIER AVERAGE WAGE



YTD as of 9/1/15

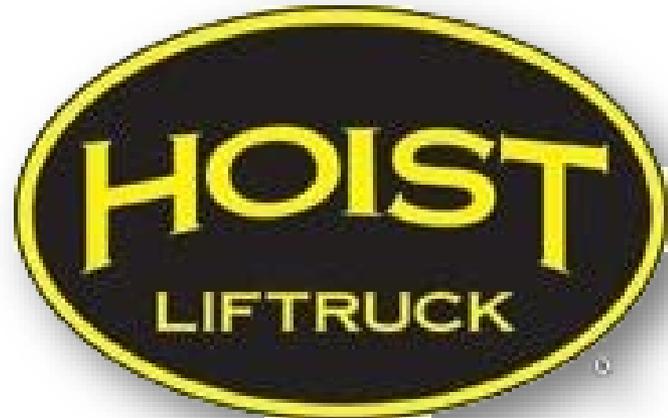
TRENDS IN HOOSIER WAGES

- Since January 2013: Nearly **60%** of jobs created have been above the average wage
- Average wage of 2015 IEDC job commitments is more than **\$26/hour**
 - » **15% increase** from 2014 projects
 - » Above state and national averages
- Increased growth in industries with traditionally high wages
 - » **Tech:** 5,000 new jobs since 2009 in central Indiana alone
 - Average wage: \$72,130 [TechPoint]
 - » **Life Sciences:** Economic impact increased by \$27 billion (now **\$59B**) in just 11 years
 - Average wage: \$90,589 [BioCrossroads]



PROJECT WIN REPORT: HOIST LIFTRUCK

- The Illinois-based manufacturer announced plans in August to relocate its HQ and manufacturing operations from Bedford Park, Illinois, to East Chicago, Indiana.
- The company will invest several million dollars to renovate and equip a 555,000-square-foot building that has remained largely vacant for 10 years.
- The relocation will create up to 500 new Hoosier jobs by 2022.



"IT WAS AN EASY DECISION, BECAUSE INDIANA OFFERS A BETTER BUSINESS CLIMATE THAN ILLINOIS AND HOIST WILL SAVE 'MANY MILLIONS OF DOLLARS A YEAR' BY MOVING, SAID MARTY FLASKA, PRESIDENT AND CEO OF THE COMPANY. 'THE ENVIRONMENT ISN'T FRIENDLY FOR WHAT I DO' IN ILLINOIS, FLASKA SAID."

-CRAIN'S CHICAGO BUSINESS

PROJECT LOSS REPORT: AM GENERAL

- Based in South Bend, AM General manufactures the HMMWV, the R-Class Mercedes and the MV-1. AM General employs 756 Indiana associates.
- The company was competing for the joint light tactical vehicle (JLTV) program, which is the replacement for the HMMWV.
- The DoD is procuring a total of 55,000 JLTVs by 2040 at an average cost of \$240,000 per vehicle. The project anticipated 582 new jobs and \$51.8 million in capital investment.
- The JLTV contract was awarded to Oshkosh Defense Corporation in Oshkosh, Wisconsin.



EARLY ADOPTION: OUT-OF-THE-BOX APPROACH

- Transition away from trade publications
- National publications: Economist, Forbes, Chief Executive
- Strategic Targeting
 - » Market Level: East and West Coast digital
 - » City Level: Times Square Billboards
 - » Venue Level: Forbes Summit Geofencing
 - » Company/CEO Level: WSJ Connecticut Ad
 - » Next Steps: Native Advertising

GE, Aetna,
and Travelers:
*We offer our support
in the wake of
Connecticut's
looming tax increase,*

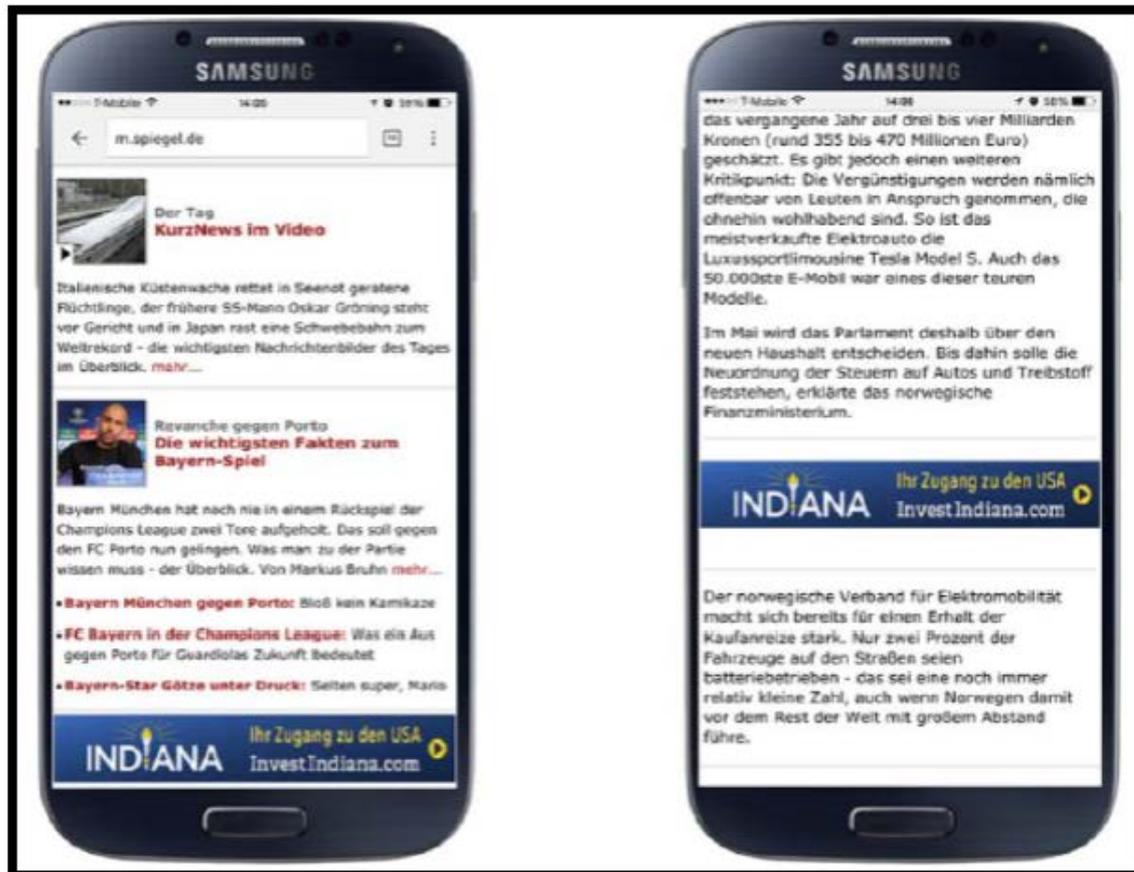
because friends
don't let friends
pay higher taxes.



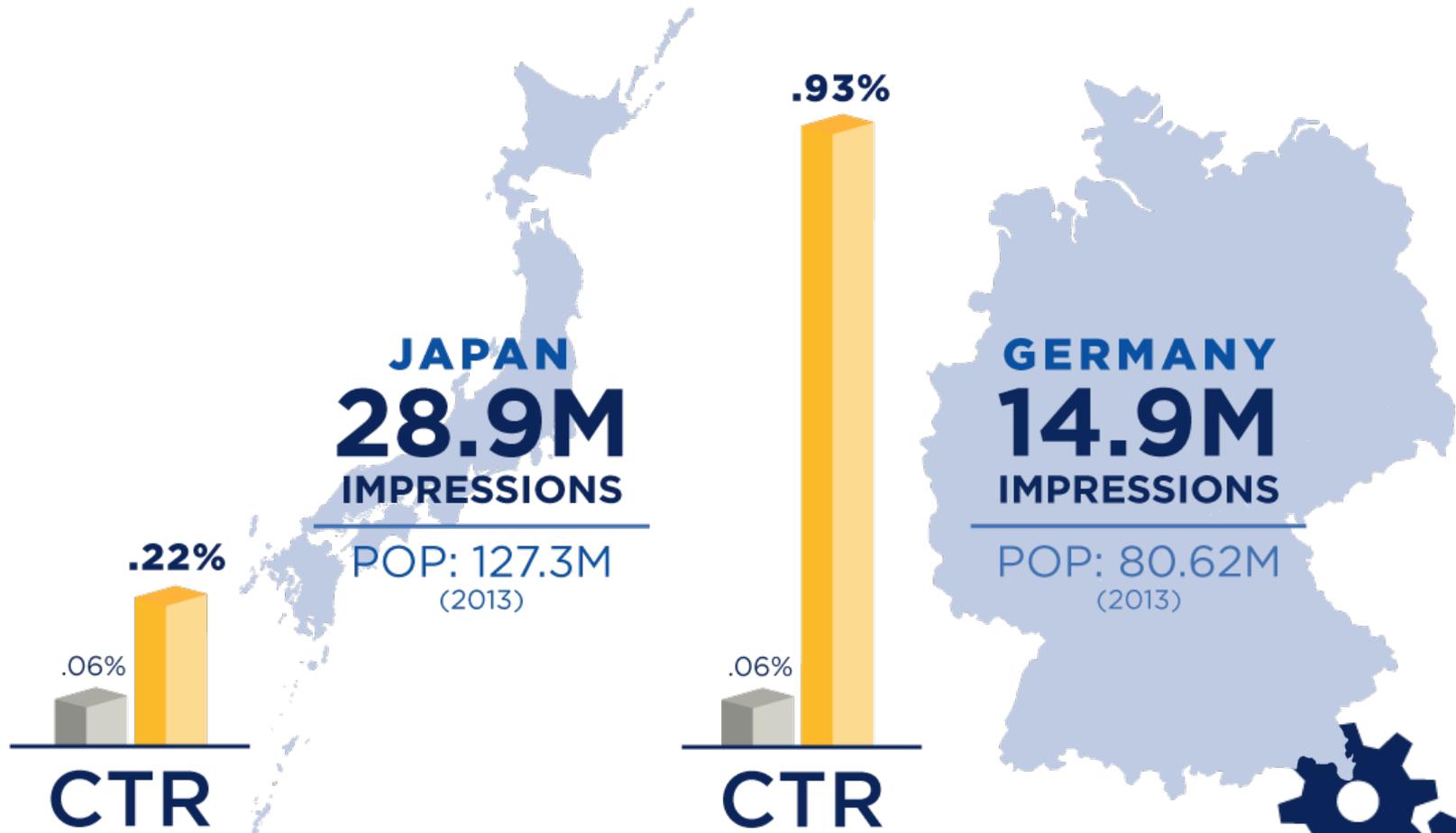
INDIANA
A State that Works[®]
AStateThatWorks.com



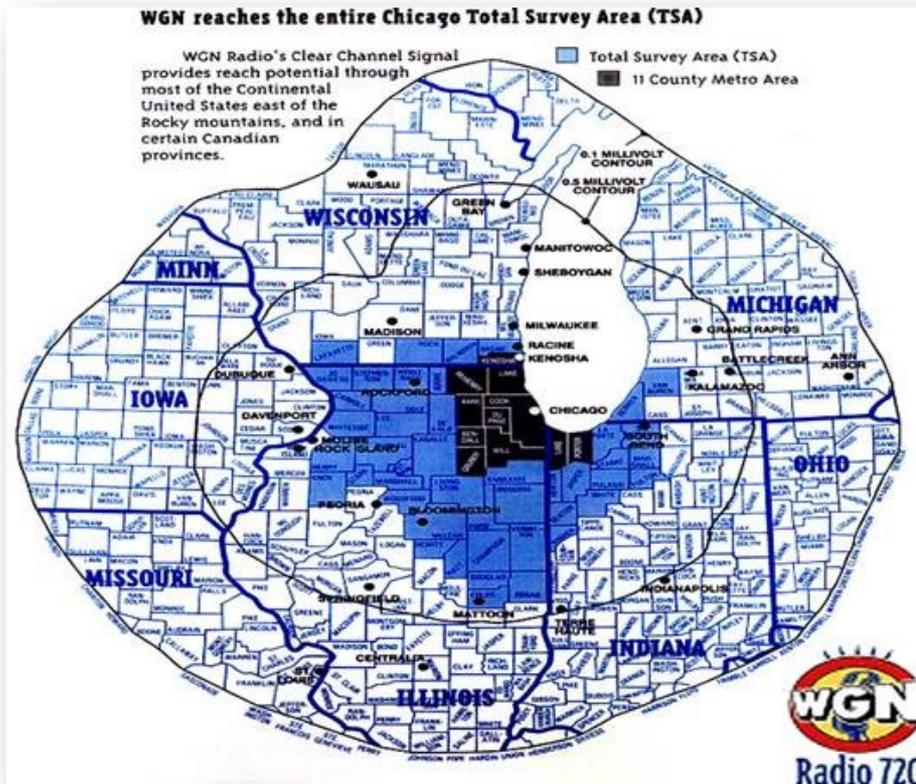
INTERNATIONAL DIGITAL ADVERTISING



INTERNATIONAL DIGITAL ADVERTISING



INDIANA: A STATE THAT WORKS FOR ME



- **Domestic:** Upcoming nine-week radio campaign on WGN Radio 720 AM in Chicago/Northwest Indiana market

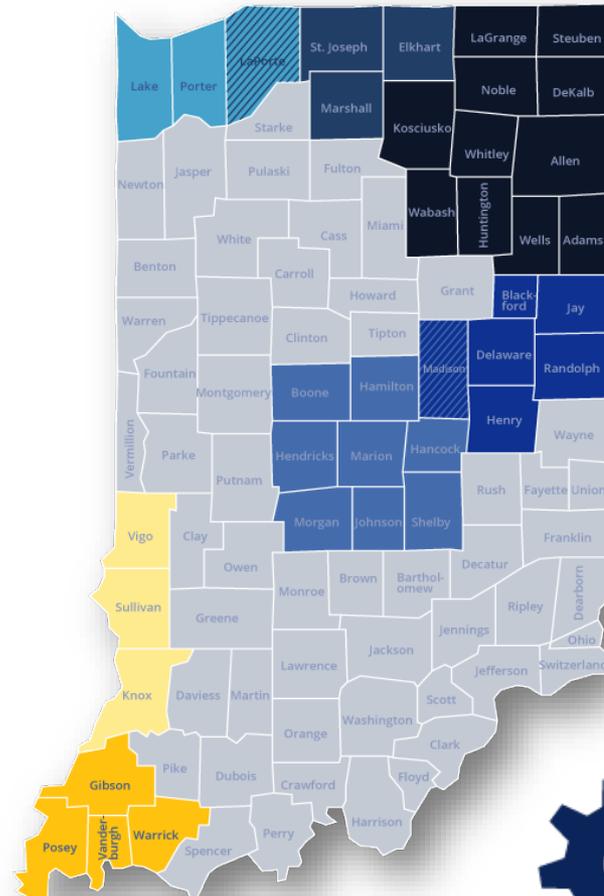
- » Began today
- » Clips during drive time, Steve Cochran Show
- » Sneak peak



REGIONAL CITIES INITIATIVE UPDATE

- Seven regions submitted applications for the Indiana Regional Cities Initiative:
 - » Central
 - » East Central
 - » North Central
 - » Northeast
 - » Northwest
 - » Southwest
 - » West Central

- In total:
 - » **420+** quality of place projects
 - » **\$3.78 billion** planned investment



REGIONAL CITIES INITIATIVE UPDATE

- Regions recently hosted site visits for IEDC leadership to share their visions.
 - » [Sneak peak](#)
- Next steps:
 - » **Oct. 6 & 7:** Regions will present plans to the Strategic Review Committee
 - » **Dec. 15:** IEDC Board to consider recommendations



**CONGRATULATIONS
AND THANK YOU**
to Indiana's workforce,
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INDIANA
A State that Works
AStateThatWorks.com