VIRTUAL SITE SELECTOR VISIT

RADIUS INDIANA

DISCOVER

SOUTHERN INDIANA™

SMALL TOWN CHARM, WORLD CLASS EXPERIENCES

Today's Outline

Topic Highlights

Quality of Place Video
Introductions
Box Openings
About the Region
Strengths
Our Industries
About Indiana
Questions

Radius INDIANA
ECONOMIC DEVELOPMENT IN SOUTHERN INDIANA

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Radius Indiana
President & CEO

KEELEY STINGEL

Radius Indiana
VP, Talent Attraction and Retention

SUSAN VAUGHN

IEDC Southwest
Regional Director

BRIANNE JERRELS

Greene County Economic Development Corporation Executive Director

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Meet the Team

Radius INDIANA
ECONOMIC DEVELOPMENT IN SOUTHERN INDIANA

IT DOESN'T MATTER WHO SCORES THE POINTS, IT'S WHO CAN GET THE BALL TO THE SCORER.

LARRY BIRD,
NATIVE OF FRENCH LICK,
INDIANA

LOCATED IN THE RADIUS REGION

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The Radius Region

Geographic Position

NEARBY METROS

LOUISVILLE
INDIANAPOLIS
CINCINNATI
NASHVILLE
ST. LOUIS
CHICAGO
COLUMBUS
MEMPHIS
CLEVELAND
DETROIT
MILWAUKEE
CHARLOTTE
KANSAS CITY
ATLANTA

The Radius Advantage

Intro to the Region

- Midwest
- Located between UPS and FedEx hubs & Two International Airports
- Framed by interstates I-65, I-64, and I-69
- I-69 Corridor-the nation's largest new terrain of infrastructure project
- Home to NSA Crane and state-certified WestGate@Crane Technology Park
- 40,000-sq-ft spec-shell building with rail cross dock. Washington, IN at I-69
- 91 available sites, with multiple Shovel Ready Sites

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ABOUT

221,548

People in the Radius region

$111,272

Median Home Value

8.0%

Lower cost of living than national average

108,015

Total Workforce

25.2 minute

Average Commute

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Our commuters are ready to work in the Radius region!

108,015

TOTAL WORKFORCE

APPROXIMATELY 11.5% (19,248) OF WORKERS IN THE RADIUS COUNTIES COULD RETURN TO THE REGION WITH NEW BUSINESS

6,718

COMMUTE TO BLOOMINGTON, IN

5,367

COMMUTE TO LOUISVILLE, KY

1,053

COMMUTE TO INDIANAPOLIS, IN

866

COMMUTE TO VANDERBURGH/GIBSON COUNTY, IN

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KEY INDUSTRIES

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MANUFACTURING

20,579 people employed in manufacturing (22% of total workers)

2.75 Manufacturing Location Quotient for the Region.

60.26 is Radius' Manufacturing Index (RMI) has risen each of the past 3 years, outpacing the state of Indiana's RMI: 58.05

AGRIBUSINESS

1.1 million acres of agricultural land; accounts for 48% of state's chicken sales and 22% of the state's cattle inventory

6% of the workforce are employed in agriculture

11% of all poultry sales in Indiana came from the Radius region in 2018.

Location quotients in the ag sector include :
52.22 for Turkey Production,
13.61 for Poultry & Egg Production,
7.04 for Hog & Pig Farming, and
9. 2 for Grain & Oilseed Milling.

DEFENSE

$2billion annual business base for Crane pours more than $2M a day into the Indiana economy.

4th highest concentration of STEM-related professionals in the nation (Martin County).

Home to more than **80** Defense Industry Contractors.

3rd largest Navy Base in the world: NSA Crane

More than **600** government and contactors employed in Cyber security.

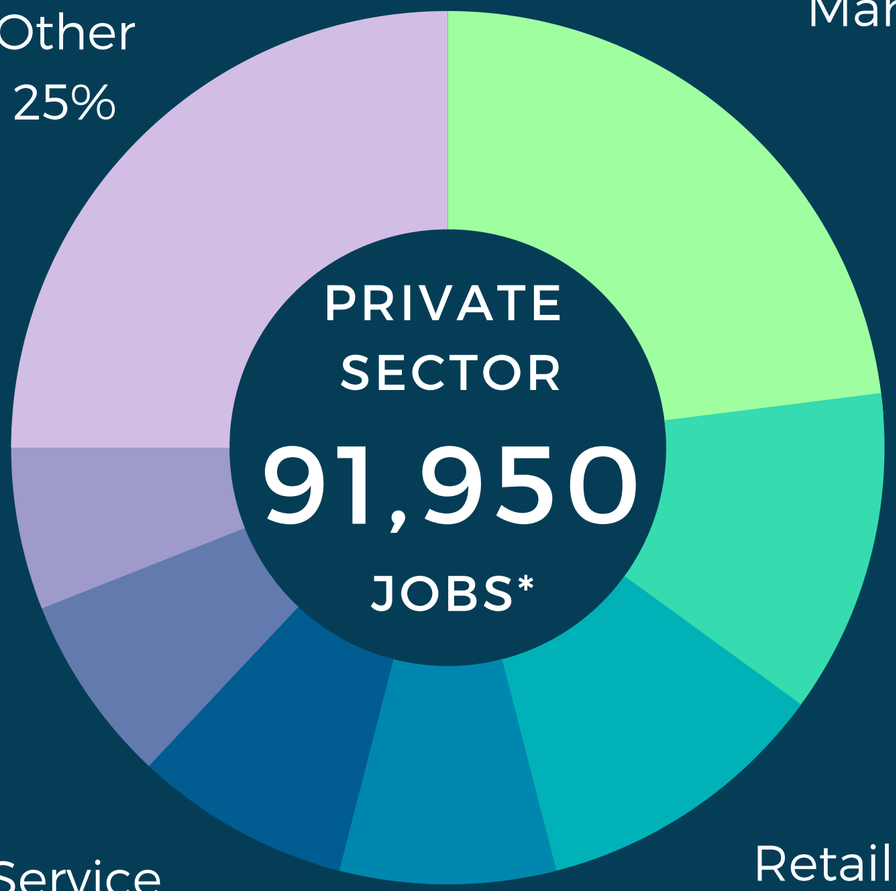
TOURISM

$301.3 million spent on tourism in the region.

3,319 people directly employed in tourism in the region.

3.7% total tourism spending growth.

JOBS



Other
25%

Manufacturing
23%

Educational Services
6%

Health Care
12%

Construction
7%

Accommodations & Food Service
8%

Retail Trade
11%

Public Administration
8%

*Federal defense employees not included in chart

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DEFENSE OPPORTUNITIES

BIG DATA ANALYTICS, ARTIFICIAL INTELLIGENCE & MACHINE LEARNING

Becoming a cross-cutting need across Crane's focus areas of Strategic Missions, Electronic Warfare and Expeditionary Warfare

Advancing sensor data fusion for battlefield decision-making, modeling and stimulation, digital engineering and other new paradigms for mission areas

Major workforce implications

Significant presence in both NISE projects and CRADAs with universities

Helping to attract additional defense contractors to the region

Lots of overlap in technologies being used in commercial markets

MODERNIZATION OF STRATEGIC ELECTRONICS

A key niche of NSWC Crane as part of modernization of the nuclear triad

Higher standards for maturity and reliability of radiation hardened micro-electronics beyond need for space-related applications

Requires significant new collaborations and capabilities, such as:

- Advances in design at the nanoscale - likely involve a consortium of midwestern universities
- Enhanced testing and evaluation capabilities, such as for single event effects
- Public and private investments in electronic fabrication and packaging

TRUSTED MICROELECTRONICS

Driven by fact that most semiconductor manufacturing and packaging is done offshore

New technologies needed for:

- Anti-tamper technologies
- Counterfeit detection
- Component performance testing
- Cybersecurity

Active use of CRADAs for new technologies (computer vision, computation microscopy) and validating new methods

IN3 through the Achieving Scientifically Secured User Reassurance in Electronics (ASSURE) program has awarded a $2.3 million across 9 projects involving Purdue, IU and ND

Area of significant commercial interest and need

HYPERSONICS

Major area of national defense investment

Authorization and appropriation being considered for a new Joint Hypersonic Technology Office

- Location still to be decided

NSWC Crane has a key role in DoD Hypersonics Development, spanning:

- Systems engineering
- Testing and evaluation, including a new underwater test facility
- Operational development

Likely to attract additional defense contractors to the region to collaborate with NSWC Crane

New university collaborations also likely as part of the new Joint Hypersonic Technology Office

RADIUS INDIANA WORKFORCE EFFORTS

2020

HIGHER ED PARTNERSHIPS

Ivy Tech and Eleven Fifty Academy partnerships to deploy cyber security and coding training

VETERANS RECRUITMENT

Initiative underway and expanding through search and social and now to be coupled with relocation incentive

CATAPULT

Training for manufacturing upskilling arriving at Vincennes University, Jasper Campus, Spring 2021

CONSTRUCTION TRADES

Intro to construction trades training through Indiana Construction Roundtable Foundation to begin Spring of 2021

WAGE & BENEFITS SURVEY

2018 report available, 2020 update underway

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INCENTIVES

- Tax Increment Financing (TIF)
- Tax Abatement
- New Market Tax Credit
- Five Opportunity Zones

Regional Impact Fund (RIF)

Only Deal-Closing Fund in Indiana

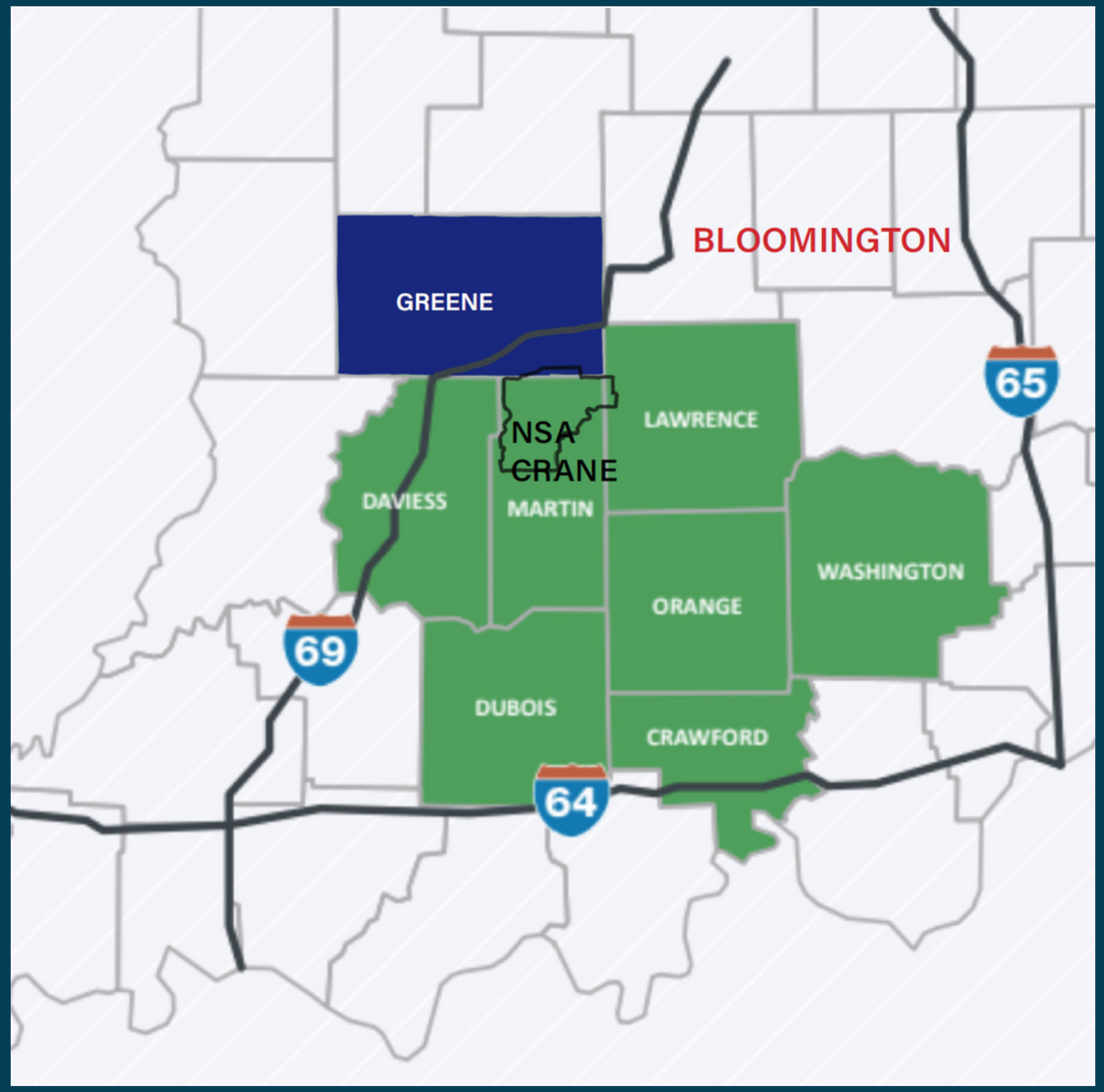
+$3 MILLION

distributed by the
Regional Impact Fund

- Infrastructure
- Workforce Training
- Equipment Purchases
- And more

SCOPE OF ACTIVITY

- Locally controlled
- Small board
- Quick decisions



County Spotlight

Greene County

Greene County has an active and engaged redevelopment commission and they own approximately 100 acres of available land within the technology park. This land can be used for office space, warehousing, retail with housing; a variety of options!

We also have a healthy TIF district with 155 acres of land sitting in the northeast quadrant of the I-69 interchange that is included in this district.

With the growth of the technology park and Crane, the need for housing has been eminent in the region. Greene County has been focusing on land near the interstate and Eastern Greene School Corporation. We have about 500 acres of land that can be used for housing; 50 of that is currently being developed for housing. We need to build more at WestGate to create a campus feel but we also need a place for the growing employment to live.

In Linton, about 25 miles away from WestGate, we have a site that recently went through the Verisite Certification Program and was awarded the Silver Site Certification.

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Interstate Sites & Certified Sites

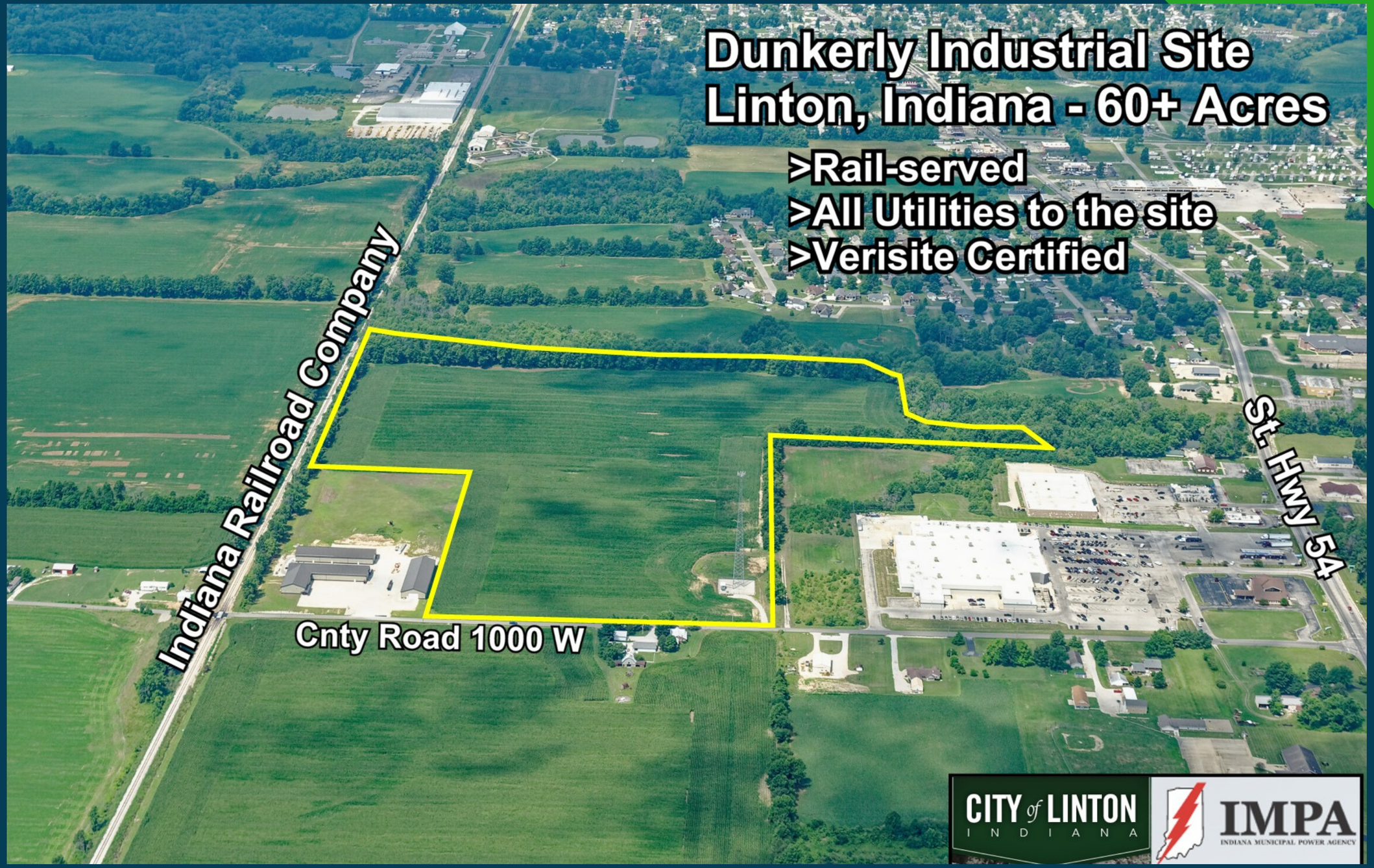
Mitchell, IN | Verisite Certified

Linton, IN | Verisite Certified

Washington, IN I-69 | Verisite Certified

Crawford County, IN I-64 | State Certified

Lehigh Cement 2021
Expansion Project -
$600,000,000
Sold
Lot Size - 7.5 Acres
Suitable for 60,000 SF
Building
Lot Size - 11.5 Acres
Suitable for 150,000+ SF
Building
Lot Size - 2.5 Acres
Lot Size - 9.3 Acres
Suitable for 100,000+ SF
Building
Lot Size - 14 Acres
Suitable for 200,000+ SF
Building
LAWRENCE
COUNTY
ECONOMIC
GROWTH
COUNCIL
Open Wheel Ads
Marketing Firm
Sold
Sold to Nelson Industrial -
Retail Distribution Hub
Lot Size - 9+ Acres
Suitable for 100,000+ SF
Building
Mitchell, IN
Municipal Industrial Park
All Utilities in Place
1.5 Miles to Four Lane Hwy
26.5 Miles to Interstate 69

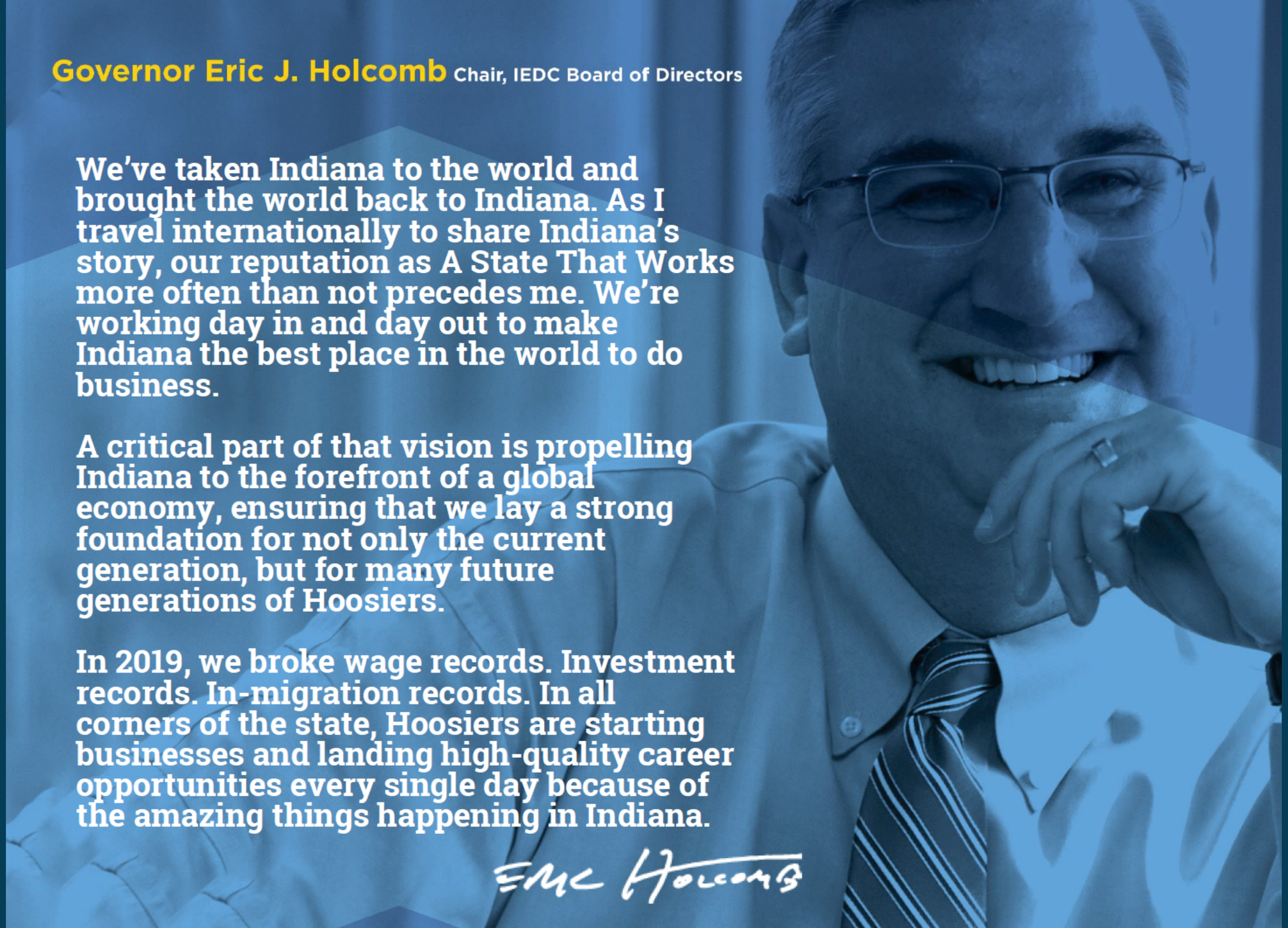

Dunkerly Industrial Site
Linton, Indiana - 60+ Acres
>Rail-served
>All Utilities to the site
>Verisite Certified
Indiana Railroad Company
Cnty Road 1000 W
St. Hwy 54
CITY of LINTON
INDIANA
IMPA
INDIANA MUNICIPAL POWER AGENCY

Washington Indiana
Billings Crossroads Site
183 Acres Zoned Light Industrial
N
CSX Rail
U.S Highway 50/150
Interstate 69 - Exit 62

Washington 2
Industrial Site
47 Acre CSX Rail-served Site
Zoned Light Industry
15" Sewer
12" Water
Three Phase Power
40,000 SF
Spec Bldg w/ Rail
U.S Highway 50/150
CSX Rail
N
Interstate 69 - Exit 62

N
Site E - 13 Acres
Site D - 20 Acres
Site B - 12 Acres
Site A - 35 Acres
Jasper Engines Facility
Interstate 64
Downtown Louisville - 35 miles
Leavenworth Industrial Park
at Interstate 64 exit 92
Crawford County, Indiana
80 acres State-Certified Shovel Ready sites
(Publicly-owned lands)

Governor Eric J. Holcomb Chair, IEDC Board of Directors



We've taken Indiana to the world and brought the world back to Indiana. As I travel internationally to share Indiana's story, our reputation as A State That Works more often than not precedes me. We're working day in and day out to make Indiana the best place in the world to do business.

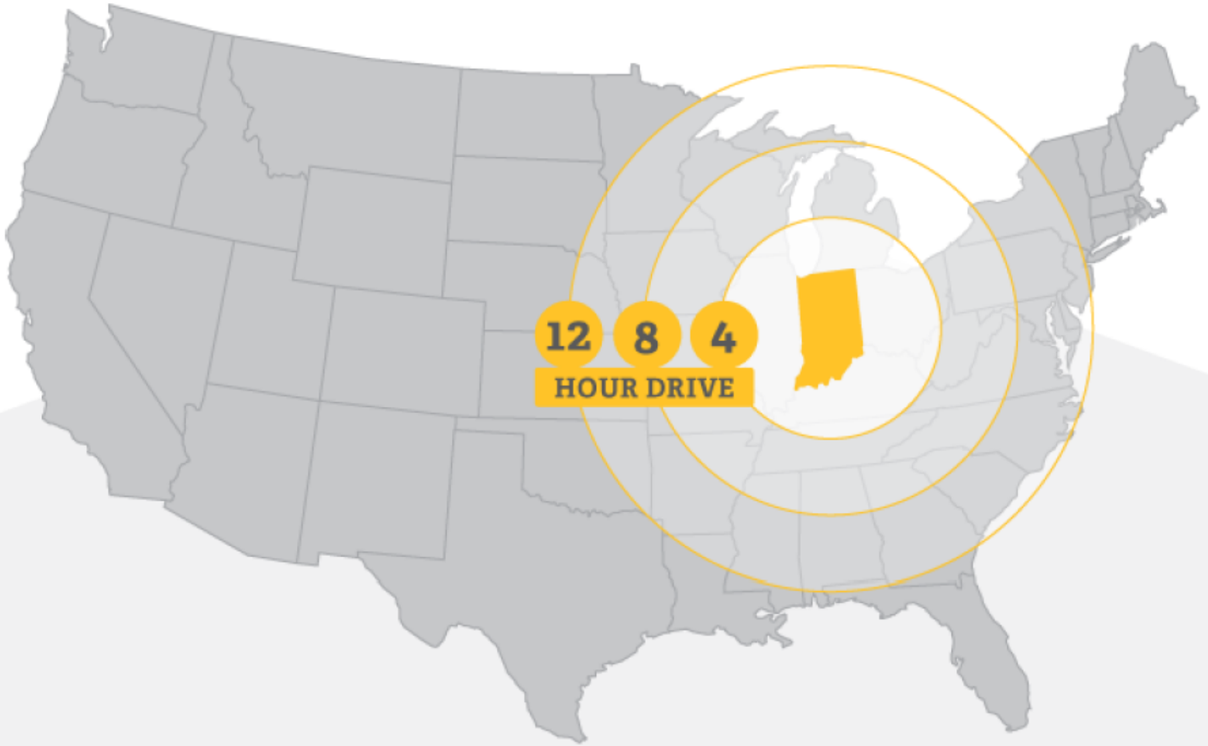
A critical part of that vision is propelling Indiana to the forefront of a global economy, ensuring that we lay a strong foundation for not only the current generation, but for many future generations of Hoosiers.

In 2019, we broke wage records. Investment records. In-migration records. In all corners of the state, Hoosiers are starting businesses and landing high-quality career opportunities every single day because of the amazing things happening in Indiana.

Eric Holcomb

IEDC

Next Level Business



ADVANTAGES

PRO-GROWTH BUSINESS CLIMATE

- Corporate Tax Rate: 5.25% (4.9% by 2021)
- Individual Tax Rate: 3.23% (Down from 3.4% in 2014)
  - No inventory tax
  - No inheritance tax
  - No income tax on military pensions
- Affordable: $100=$111.36 in Indiana
- Balanced Budget
- AAA Credit Rating
- Right-to-Work State

Central Location // Known as the "Crossroads of America," Indiana is within a day's drive to 80% of the U.S. population.

RANKINGS & ACCOLADES

#1 in the Midwest & #5 Nationally for Business
CHIEF EXECUTIVE

#1 for Government Efficiency
U.S. NEWS & WORLD REPORT

#1 in the Midwest for Entrepreneur Friendliness
SBE COUNCIL

#1 Airport in North America
AIRPORTS COUNCIL INTERNATIONAL 2010-2018

#1 for Infrastructure
CNBC

#2 for Long-Term Fiscal Stability
U.S. NEWS & WORLD REPORT

#3 Most Affordable State
U.S. NEWS & WORLD REPORT

#4 for Cost of Doing Business
CNBC

IEDC

Economic Diversification

ADVANCING INDIANA'S INDUSTRIES

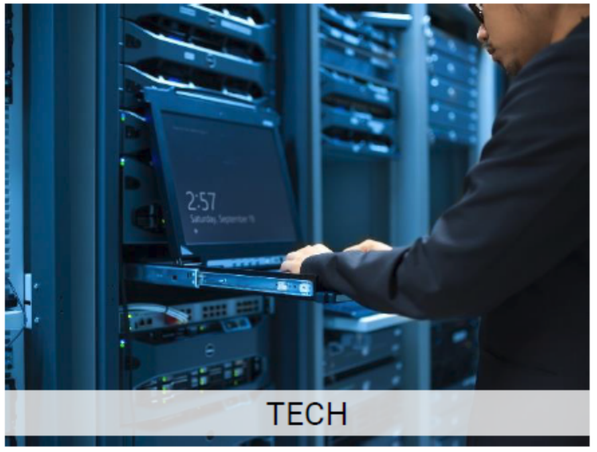
ADVANCED MANUFACTURING

AGBIOSCIENCES

LOGISTICS

AEROSPACE & DEFENSE

LIFE SCIENCES



TECH

DEVELOPING A SKILLED & READY WORKFORCE

Next Level Jobs

- Workforce Ready Grant
  - Covers full tuition costs for adult learners to earn career certificates in high-growth sectors
- Employer Training Grant
  - Provides up to $5,000 per new employee ($50,000 per employer) to companies that train and retain new hires

Skillful Indiana

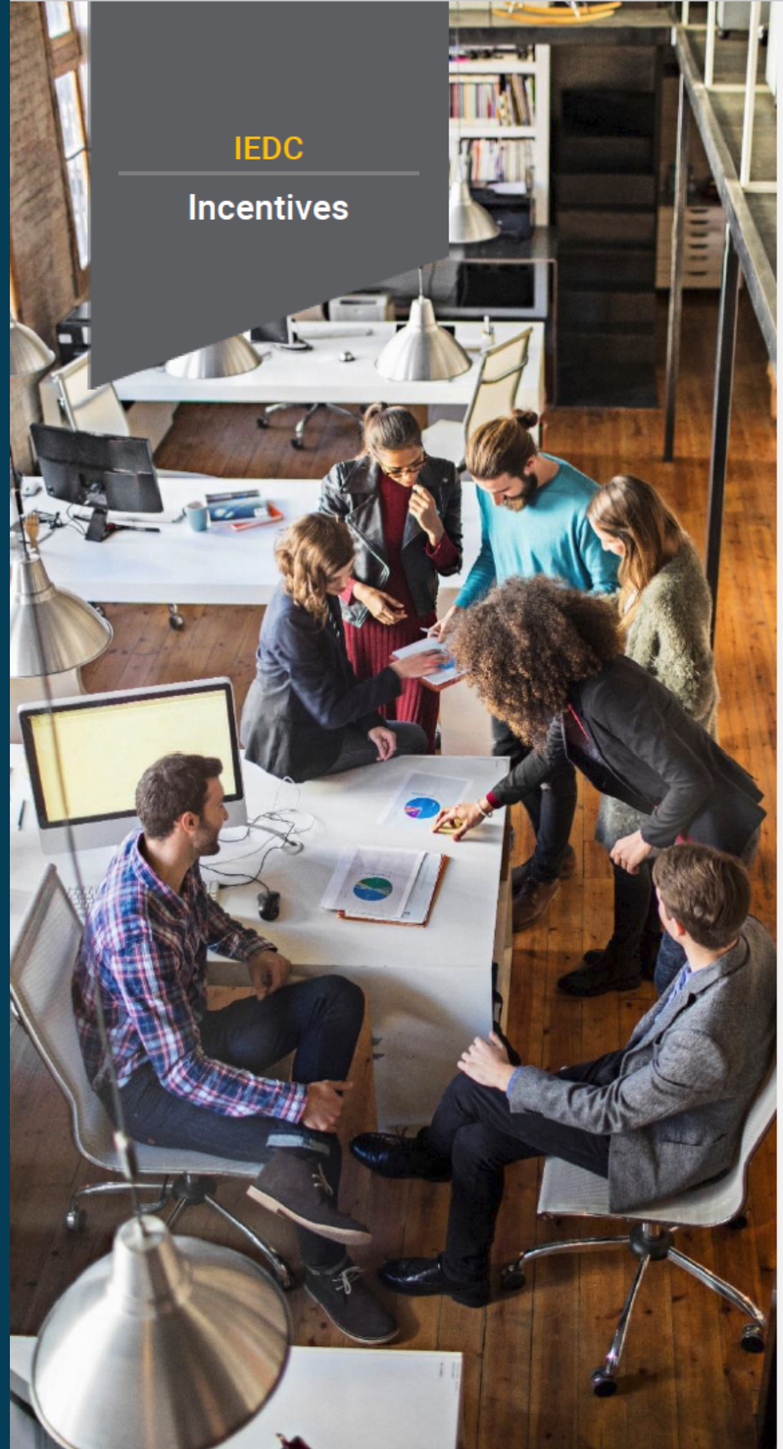
- Partnering with Indiana businesses and academic institutions to equip Indiana residents with skills for the digital economy

WorkINdiana

- Improving trade skills and earning certifications in industries like advanced manufacturing, IT & health care

Office of Work-Based Learning & Apprenticeship

- Developing and implementing a framework for work and learn pathways for youth and adult populations



IEDC

Incentives

ENHANCING ECONOMIC DEVELOPMENT TOOLS

To compete in today's 21st century economy, Indiana is embracing innovation and technology development to drive growth and increase competitiveness.

Innovation Vouchers

- Provides grants to small businesses that partner with Indiana universities for activities like research, technology development, or commercialization

Headquarters Relocation Tax Credit

- Better incentivizes the relocation of small, high-growth companies

Venture Capital Investment Tax Credit

- Increases the pool of potential investors to high-growth, early-stage companies by making the tax credit transferable starting in 2020

Data Center Tax Exemptions

- Provides local property and state sales tax exemptions for large-scale data centers constructed in Indiana with a significant capital investment

Redevelopment Tax Credit

- Enhances the former Industrial Recovery (DINO) tax credit program, further incentivizing investments to redevelop communities and improve quality of place

EDGE TAX CREDIT

- The Economic Development for a Growing Economy (EDGE) Tax Credit provides a conditional incentive to companies to support new job creation.
- Calculated as a percentage (not to exceed 100%) of the expected increased tax withholdings.

HBI TAX CREDIT

- The Hoosier Business Investment (HBI) Tax Credit provides a conditional incentive to companies making a sizeable capital investment in order to locate or grow in Indiana.
- Updates to the HBI tax credit expand qualified investment to capture modernized equipment used in today's manufacturing and logistics sectors, including refurbished machinery, technology-integrated equipment, as well as 3D and other digital printing equipment.

TAKE YOUR BUSINESS TO THE NEXT LEVEL

INDIANA ECONOMIC DEVELOPMENT CORPORATION

Indiana
A State that Works®

Radius INDIANA
ECONOMIC DEVELOPMENT IN SOUTHERN INDIANA

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