

Central Indiana Corporate Partnership

# 2015 ANNUAL REPORT



AgriNovus  
INDIANA



CONEXUS  
INDIANA





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## LETTER FROM THE PRESIDENT

2015 was a game changing year for both our community and the Central Indiana Corporate Partnership (CICP), and a year that laid the groundwork and strategy for substantial future progress.

In February, Brookings Institution's study, *America's Advanced Industries What They Are, Where They Are and Why They Matter*, highlighted that Indianapolis continues to drive a nationally competitive range of opportunities for regional growth and innovation in life sciences, advanced manufacturing and information technology.

CICP and its sector initiatives are, in many ways, ahead of the pack. Our agriculture innovation, life sciences, advanced manufacturing and logistics, energy technology and information technology initiatives are uniquely aligned with one another, with corporate, university and philanthropic stakeholders and with public-sector leadership both regionally and statewide. As a result, our initiatives are primed to take advantage of these and other 'hot' areas of skilled and high-wage opportunity growth. The Brookings' data provides us with a compelling framework and excellent analysis of what new economy sectors are growing and where, providing a call to action for increased innovation and heightened productivity to stay competitive on the rapidly shifting global stage.

Brookings' insights and ready public acknowledgments of our efforts in building clusters, advanced industries and innovation districts are all strong indications that we're moving in the right direction as we seek to get smarter and more strategic in our efforts to advance regional prosperity.

And for us, a central part of these efforts to be "smarter and more strategic" is finding the best ways to further build our R&D intensive, STEM workforce-focused advanced industries through even more effective public, private, university and philanthropic collaborations. An especially promising major new collaboration began to take shape—literally—with CICP's launch in 2015 of the development of a new, 60-acre innovation community to gather and deploy talent for our advanced industries right in the urban core of Indianapolis. That project is called "16 Tech," and its early and stunning success has everything to do with the remarkable efforts of our Chief Operating Officer Betsy McCaw, who has emerged as both the public champion and the private project manager for this enormous development (you'll find more about the efforts of Betsy and her team for 16 Tech later in this annual report).

2015 also marked the addition of a new initiative under the CICP umbrella, our first to run "horizontally" across all sectors, rather than vertically focused on specific technologies. The Central Indiana Workforce Development Initiative (CIWDI – to be branded in the first half of 2016) is a new cross-sector, industry-led initiative that will offer a coherent, inclusive and unifying workforce development strategy that aligns with employers' needs, coordinates with educators, and fills clear workforce gaps. This new regional program will work with CICP's existing statewide sector initiatives AgriNovus Indiana, BioCrossroads, Conexus Indiana, Energy Systems Network and TechPoint, and is led by Jason Kloth, former Indianapolis deputy mayor – educational initiatives.

Part of CICP's strength is in the depth and breadth of industries represented by our members. In 2015, we added to our impressive roster, welcoming Pat Carr, president and CEO of UnitedHealthcareOne; Larry Dewey, president and CEO of Allison Transmission; Jim Hallett, CEO and chairman, KAR Auction Services; and John Swisher, chairman and CEO of JBS United. In December, we elected a new Executive Committee, with Cathy Langham, president and CEO of Langham Logistics, as the new chair. Cathy takes over for Doug Esamann, the executive vice president and president – Midwest and Florida Regions for Duke Energy, who left his role a year early due to a major promotion

that moved him back to Duke's North Carolina headquarters. Roche Diagnostics President and CEO Jack Phillips is joining the Executive Committee as vice chair.

With a new Indianapolis mayor, new corporate members and a new opportunity for the Central Indiana region in the 16Tech innovation community development, 2015 proved to be the right time to act on great opportunities and begin to build a groundswell of energy and support for regional growth. These efforts will continue in 2016, and likely, will take several more years of engaged, energizing work to get us where we all want Indiana to be.

So 2016 will likely include shovels in the ground and heavy lifting to move projects forward. We look forward to partnering with you, our corporate, philanthropic and university members, to advance important opportunities that hold every potential to put us in the vanguard of progress for our state—and for our nation.

Sincerely,

A handwritten signature in black ink, appearing to read 'David L. Johnson', with a stylized, cursive script.

**David L. Johnson**

*President and CEO, Central Indiana Corporate Partnership*

# CENTRAL INDIANA CORPORATE PARTNERSHIP



## TRANSFORMING THE TRAJECTORY OF CENTRAL INDIANA

Talent and innovation are the two areas that make or break a 21st Century, technology-intensive regional economy. Ensuring that those assets continue to stay strong in Central Indiana led to some transformative opportunities for Indianapolis and for CICP in 2015.

Central Indiana is fortunate to have an outsized number of advanced industry companies, defined to be enterprises that invest substantially in research and development and in a STEM-enabled workforce. Still, our region is at risk of losing its ability to attract and retain the appropriately skilled talent to work at these enterprises, according to a Battelle Technology Partnership Practice report, *Indy's Talent Dynamics Driving Innovation and Implications for Regional Competitiveness*. The study examined the essential role of talent in building a thriving ecosystem and the importance of innovation for regional competitiveness, finding, among other important conclusions, that a place-making strategy is critical for the Indianapolis region's future growth. Battelle recommended developing a centralized, physical hub of activity where collaboration and creativity can run deep and help to draw talented and innovative people and companies to our region – not just from within Indiana, but well beyond our borders.

Innovation communities, as further defined in recent reports by the Brookings Institution, are purpose-built to attract the best talent to collaborate, innovate and commercialize new ideas across a spectrum of advanced industries, including life sciences, technology and advanced manufacturing. Such communities, or districts, are built to respond to the way innovation occurs today — in open environments where collaboration occurs naturally, while breaking down barriers that sometimes exist in the cross-pollination of ideas across industries.

As CICP considered our best opportunities to build a hub for talent attraction, retention and development, we decided to take the leading role in turning long-desired plans for the 16 Tech innovation community on the near-northwest side of downtown Indianapolis into reality.

Building an innovation community from a greenfield site, dotted with a few buildings and in need of extensive remediation, requires a tremendous amount of engagement in directing infrastructure work,

securing funding, signing tenants, and deploying partners. At the same time plans for the 16 Tech innovation community were being developed, the Indiana Biosciences Research Institute (IBRI), BioCrossroads' largest and most significant project to date, was in the market to identify a permanent location for the 200-person organization. In early 2015, the IBRI identified the 16 Tech area as an ideal future home (with plans for 100,000 square feet of research and office space) for its world-class collection of talent to be joined in collaborative pursuit of innovative approaches to challenges in metabolic disease, such as diabetes and obesity, and nutrition. Securing the IBRI as such a substantial and prestigious anchor tenant was the spark that assured and enabled the successful development of 16 Tech as an innovation community.

16 Tech encompasses several acres of prime real estate in downtown Indianapolis — along Indiana Avenue between 10th Street and 16th Street. Adjacent to the Indiana University-Purdue University Indianapolis (IUPUI) campus, 16 Tech is surrounded on three sides by water and trails along the White River and Fall Creek. It is ideally located next to one of the largest concentrations of research clusters in Indianapolis' urban core, surrounded by 67 percent of the city's growth industries and flanked by residential neighborhoods steeped in a rich history and community pride.

In May, the IBRI hired a nationally known knowledge-community developer, Wexford Science and Technology, a BioMed Realty Company, to lead development activities, including: envisioning and planning an innovation community with IBRI as a catalyzing presence, and determining the feasibility of 16 Tech as a permanent location for such an innovation community.

While Wexford started establishing the master plan, CICP started working with Indianapolis City-County Council members to explore the possibilities for 16 Tech and the best ways that the City might assure 16 Tech as a buildable site by addressing the significant public infrastructure costs required for its development. Council President Maggie Lewis and Councilor Vop Osili, whose Council district includes the 16 Tech site,



16 Tech City View



16 Tech Street View



16 Tech Greenspace

sponsored a bill to authorize the City of Indianapolis to issue up to \$75 million in Economic Development Bonds with debt repayment over time through tax increment financing (TIF).

A core tenet of the 16 Tech project is the ability to provide opportunities that can not only lift the profile and growth of the City of Indianapolis as an emerging technology center but also foster greater prosperity for the nearby and Marion County residents. Leadership from the neighborhoods and civic organizations in the near-west side adjoining the development site, eagerly and early, embraced the 16 Tech project and offered public testimony of their support for 16 Tech as a great opportunity to engage communities and revitalize neighborhoods.

The proposed 16 Tech TIF funding provided for the establishment of a \$3 million Community Investment Fund with the express purpose of revitalizing surrounding communities by enabling community Quality of Life and neighborhood plans. The Community Investment Fund will be financially supported by assessments paid for by the tenants (through the building owners) on space in the innovation community and allocated by an appointed and elected board of directors with community ties.

The 16 Tech Community Corporation was officially established in September and continued to work with the Indianapolis City-County Council, landowners of the 60-acre development, stakeholders and partners to finalize the 16 Tech footprint, assume control of the site, interface with developers and potential tenants, and continue to secure public and private support.

In November, the promise for this transformative opportunity for Central Indiana was realized when the Indianapolis City-County Council approved \$75 million in Economic Development Tax Increment Revenue Bonds to enable the infrastructure improvements at 16 Tech and the establishment of the Community Investment Fund.

Over the next ten years, 16 Tech is expected to result in more than 2,600 jobs of all skill levels, \$450 million in private investment and an infusion of millions of dollars in neighborhood revitalization.

Several key partnerships and major agreements will need to be finalized as development now moves forward in 2016, but with the funding in place, stakeholders engaged and a strategy launched, 16 Tech will have a ripple effect of positive impact across the state through collaborations with Indiana's research universities and advanced industry corporations.

While the physical location of 16 Tech is one of the most significant milestones in Indianapolis' ongoing efforts to develop, attract and retain top talent for continued regional growth, there are other and broader needs for our region to do a better job aligning employers' needs with both talent and higher education.

During the summer of 2015, the Central Indiana Workforce Development Initiative was created by CICP to make those links and serve as a cross-sector, industry-led initiative and unifying workforce development strategy (See more pages 12-13).

## **CONNECTING WITH OUR MEMBERS**

One of our unique connection points with members is through our series of private roundtable sessions focused on relevant and critical regional issues. Since 2013, CICP has continued to provide greater opportunities for our members to have deep and direct interaction with elected and other civic leaders around critical issues. In 2015, we tackled topics such as economic development growth and the city and state's advanced industry strengths with Mark Muro from the Brookings Institution; the challenges and opportunities confronting future city leadership with briefings from Mayoral Candidates Joe Hogsett and Chuck Brewer; as well as updates on 16 Tech.

# AGRINOVUS INDIANA

Launched in late 2014, AgriNovus Indiana continues to build on the momentum of a thriving agbiosciences sector by positioning the state as a global leader in food and agriculture innovation. AgriNovus is advancing and promoting the sector, facilitating collaboration among business, universities, and state government and fostering entrepreneurial activities in four key sectors of agbiosciences that have the greatest opportunity for economic growth in Indiana: Plant Science, Animal Health, Food and Nutrition and Ag Tech.



In 2015, AgriNovus promoted the sector through educational events, an annual conference and coverage in local and national media outlets. The organization, formed four innovation councils, connected newly formed companies with sources of capital and strategic partners, and expanded its board of directors.

## SECTOR ADVANCEMENT AND PROMOTION

### MEDIA COVERAGE

AgriNovus launched a significant media campaign in 2015, working with the Brownfield Ag Network, Inside Indiana Business and other agribusiness publications to highlight its stakeholders' efforts and developments in the agbiosciences sector. The organization established a Twitter presence and a quarterly e-newsletter that now has 1,100 subscribers. AgriNovus was highlighted by Indiana Governor Mike Pence and Lt. Governor Sue Ellspermann at statewide conferences. The organization developed relationships with prominent publications such as *AgFunder News* that enabled several Indiana companies to be featured to a national audience.

### FRAMEWORX EDUCATIONAL SEMINAR

AgriNovus partnered with BioCrossroads to host a Frameworx educational seminar where pharmaceutical and agriculture industry experts convened to discuss how these two industries are converging. Senior leaders from Dow AgroSciences, Clabber Girl, Mead Johnson and Purdue University described how trends in science and consumer behavior are driving their product development activities. Although Indiana companies have begun to collaborate in some instances, it was agreed that these businesses are becoming increasingly linked and the need for additional connections are needed. The Indiana Biosciences Research Institute was identified as a great way to strengthen the collaboration between the two sectors through a shared research and development platform focused on nutrition and diabetes.



## INDIANA AGBIOSCIENCES INNOVATION SUMMIT

In December 2015, AgriNovus hosted the inaugural Indiana Agbiosciences Innovation Summit. The event brought together industry leaders, entrepreneurs, scientists and investors to discuss accelerating innovation, supporting entrepreneurial activities and attracting investment to the sector in Indiana. Three panel discussions with 14 experts were followed by a riveting keynote address by internationally recognized speaker, Julie Borlaug, granddaughter of the late Norman Borlaug and Assistant Director for External Relations for the Norman Borlaug Institute for International Agriculture at Texas A&M.



Inaugural Indiana Agbiosciences Innovation Summit

In her keynote, Borlaug complimented Indiana for its early success in bringing together influencers from the agbiosciences, life sciences and information technology sectors to discuss how the state can continue to grow the industry through increased research and development and collaborations with other sectors. With the diversity of stakeholders participating, she noted that the Summit was like no other event she's attended in the past. The event garnered positive media attention and attracted a diverse audience of over 200 leaders from around the state.

## WORKFORCE AND TALENT STUDY

AgriNovus secured a grant from Lilly Endowment, Inc. to conduct a comprehensive study of Indiana's agbiosciences workforce, including the industry's current and future talent needs. The study will examine ways to educate, recruit, develop and retain the talent necessary for this industry. The assessment will begin in early 2016 with results available later in the year.

## COLLABORATION

### INNOVATION COUNCILS

AgriNovus convened Innovation Council meetings around its four areas of focus – Plant Science, Animal Health, Food and Nutrition and Ag Tech – to identify additional corporate and university experts who should be engaged to advise the AgriNovus team and help explore and coordinate projects. The Innovation Council meetings generated productive discussion around networking for professionals in the sector, connecting college students to agbiosciences careers and conducting a talent and workforce study to determine the needs of employers.

## ENTREPRENEURIAL SUPPORT

An area of focus for AgriNovus is the growth of early-stage agbiosciences companies. In 2015, the organization was able to connect several companies with potential customers, strategic partners, thought leaders and journalists. For example, AgriNovus helped Phytoption, a Purdue University spin-out, gain media exposure through connections to national publications and facilitated meetings with early-stage venture capital firms.

## GOVERNANCE

### BOARD OF DIRECTORS

AgriNovus organized a 15-member Executive Steering Committee comprised of senior leaders representing corporate, government, industry association and university stakeholders at its formation. The Committee has been instrumental in the development of the organization, establishing priorities and providing strategic direction. In 2015, AgriNovus expanded the Committee to 20 members. This group will become the Board of Directors of the organization in 2016.

## BIOCROSSROADS

Innovation and talent are intertwined and embedded in the DNA of Indiana's life sciences industry. Breakthrough research, exceptional scientists and leaders, visionary entrepreneurs, world-class organizations and life-saving products all contribute to a **\$62 billion<sup>1</sup> economic impact** for the state. Indiana maintained its status as the second largest exporter of life sciences products in the U.S. with **\$9.9 billion<sup>2</sup> worth of products**, nearly one-third of Indiana's total exports.



Our life sciences sector is a national leader with **56,582 people<sup>3</sup>** working in the industry at nearly **1,700 companies<sup>3</sup>** throughout the state in the areas of drugs and pharmaceuticals, medical devices and equipment, agricultural chemicals and feedstock, medical, research and testing laboratories and biologistics. New discoveries and products are being developed at those companies and our research universities. Indiana companies and universities were granted **1,211 patents<sup>1</sup>** for life sciences-related innovations, and **93 new products** were approved by the U.S. Food and Drug Administration in 2015.

The numbers are strong, but driving additional innovation and talent and finding a collection point to harness and fuel activity is critical, particularly in Indianapolis' urban core, according to a landmark report from the Battelle Technology Partnership Practice, commissioned by BioCrossroads. "*Indy's Talent Dynamics Driving Innovation and Implications for Regional Competitiveness*" examined the essential role of talent in building a thriving ecosystem and the importance of innovation for regional competitiveness, and that an intentional and well-resourced public-private place-making strategy is critical for the Indianapolis region's future growth.

<sup>1</sup> 2014 data from the Indiana Business Research Center (IBRC)

<sup>2</sup> For the 12-months ended 9/30/2015 (IBRC)

<sup>3</sup> As of 9/30/2015 (IBRC)



all coming from our research institutions.

- **1st:** Phytoption transforms insoluble ingredients into soluble solutions for food, supplement, cosmetic, and pharmaceutical uses (Purdue University).
- **2nd:** Arrhythmotech enables skin-based detection and analysis of sympathetic nerve activity (Indiana University School of Medicine).
- **3rd:** Animated Dynamics measures the efficacy of cancer drugs inside living tissue (Purdue University).
- **Pre-Venture:** Auricyte is developing regenerative technology that guides human stem cells into functional hearing cells (Indiana University School of Medicine).

## WE EDUCATE

BioCrossroads' market development and intelligence expertise produced two reports and inspired seven events in 2015, which spurred in-depth conversations across Indiana's life sciences community.

In addition to the talent and innovation report (See page 9), BioCrossroads released a report recognizing the Indiana Clinical and Translational Sciences Institute (CTSI) as a leading participant and preeminent site in the National Institutes of Health's (NIH) Clinical and Translational Science Award program (CTSA). *The Clinical and Translational Science Award Program – A Report on Indiana's Position*, conducted by Faegre BD Consulting, details the CTSA program's history and broad expectations for success moving forward and also compares the Indiana CTSI with five other award sites who are regarded as having cutting-edge programs.

The Frameworkx event series continued its mission of providing timely and relevant information with thought-leading speakers and content:

- The Future of Physician Innovator
- Our STEM Skills Crisis
- Optimizing Patient Care
- Talent Dynamics Driving Innovation
- Bridging Life Sciences and Food and Ag Innovation
- The Role of the Clinical and Translational Science Award

2015 marked the twelfth annual Indiana Life Sciences Summit. The event is the largest life sciences conference in the state. Topics focused on "innovation in the lab and in the community," with discussions on developing an innovation district, attracting and retaining talent, and raising capital. Speakers from Brookings Institution, Cambridge Innovation Center, Wexford Science and Technology and Torrey Partners provided thought-leading and thought-provoking perspectives.

During the Summit, BioCrossroads honored the late Willard "Bill" Eason, the founder of Roche Diagnostics predecessor company Bio-Dynamics, with the August M. Watanabe Life Sciences Champion of the Year Award for his innovative spirit and dedication to Indianapolis.

An engineer, Eason founded Bio-Dynamics and created the Unimeter, the first diagnostics equipment of its kind tested blood glucose levels at the point of care instead of having blood sent to a laboratory, improving patient health and saving time and money.



Twelfth Annual  
Indiana Life  
Sciences Summit



# CENTRAL INDIANA WORKFORCE DEVELOPMENT INITIATIVE

In 2015, the Central Indiana Corporate Partnership (CICP) put an enhanced focus on regional efforts to advance growth and prosperity by creating a new cross-sector, industry-led initiative that offers a coherent, inclusive and unifying workforce development strategy that aligns with employers' needs, coordinates with educators and fills workforce gaps. The Central Indiana Workforce Development Initiative (CIWDI) was formed and is led by Jason Kloth, former Indianapolis deputy mayor – educational initiatives.



## WORKFORCE CHALLENGES FACING CENTRAL INDIANA

Central Indiana faces challenges maximizing its economic potential, especially in developing a skilled workforce that meets the needs of employers. While Central Indiana has made notable progress on a number of economic indicators relative to peer regions across the country, there remain significant challenges to maximizing our economic potential. Currently, the supply of skilled talent (high-quality postsecondary credentials) and the demand from employers (jobs) in the workforce are misaligned. This misalignment negatively impacts our region's economic health and vitality. Addressing this issue is particularly important, as it serves as the driving force for economic growth throughout the region.

CICP is uniquely positioned to bring together partners across industry sectors, higher education and philanthropy to collectively address Central Indiana's workforce challenges. While there are many important workforce efforts happening within industry sectors, governmental institutions, and philanthropic groups, CIWDI is working to provide support to these efforts and create new and innovate programs.

## ADDRESSING THE WORKFORCE CHALLENGES

Phase I (approximately one year), which began in July 2015, has been productive for CIWDI. During this phase, CIWDI has been dedicated to researching the workforce development landscape and utilizing that research to develop a strategic business plan. The initiative has begun to form a staff of talented individuals, many with education and business-related backgrounds. The organization formed a steering committee consisting of a diverse group of Central Indiana business, education and foundation leaders representing the greater Indianapolis area, Bloomington and Lafayette.

As part of Phase I, CIWDI engaged in a comprehensive review of national, state and regional labor market research to better understand the high wage-high skill (HWHS) and middle wage-middle skill (MWMS) labor market misalignment, and develop a strategic business plan with metrics of success, priorities, goals, and strategies. This process will engage business, philanthropy, higher education, career and technical education, governmental institutions and other key stakeholders. Stakeholder representation is primarily focused on high-growth sectors and occupations

of significant need across the entire Central Indiana region including Bloomington, Lafayette, Muncie and the institutions most likely to provide workers with knowledge and skills within those sectors. This analysis will result in a (1) clear identification of our skill gaps and (2) a map of workforce development projects, including a deeper understanding of its focus, cost and impact.

These research and engagement activities will culminate into a strategic business plan that serves as a roadmap for our region's workforce development efforts. These recommendations will be implemented in the next phase of the project.

## CONEXUS INDIANA

As Indiana deepened its stronghold on its advanced manufacturing and logistics leadership position in 2015, Conexus Indiana expanded its platform to facilitate, champion and convene initiatives in workforce and business development to support the state's largest industry sector.



With the support of statewide industry partners and educators, Conexus Indiana delivered dual credits and advanced manufacturing and logistics credentials to more high school students in 2015 than ever before, and completed a hugely successful internship program that introduced students and businesses to the benefits of hands-on work experience. Conexus Indiana also expanded its educational programs to college campuses to draw more students into the advanced manufacturing and logistics career pipeline.

In addition to talent development initiatives, Conexus Indiana and its industry-led councils of logistics, automotive and aerospace and defense industry executives delivered innovative solutions and strategic initiatives to support industry growth and protect and leverage Indiana's enviable position as the "Crossroads of America."

### WIDENING EDUCATIONAL OPPORTUNITIES TO NARROW THE SKILLS GAP

#### HIGH SCHOOL STUDENT IMPACT

The summer of 2015 marked the first year of the Conexus Interns Program, the first-ever internship program in Indiana tailored specifically for high school students and advanced manufacturing and logistics companies. The internship program was developed by an industry-led taskforce and provided high school students hands-on experience in an advanced manufacturing or logistics facility. Funded by a State of Indiana Innovative Curriculum Grant, Conexus Interns enrolled 84 students with 30 companies in Central and Northeast Central Indiana for a 6-week summer internship experience.

Conexus Interns delivered on its mission to encourage more students to consider advanced manufacturing and logistics as a promising post-secondary educational opportunity and career path. And many industry partners, from automotive, aerospace and defense and logistics companies, found enthusiastic talent that



## STUDENT IMPACT



Increase in Students Who Plan to Pursue a Career in Advanced Manufacturing or Logistics



Impacted Plans After High School



Found Experience Valuable



## INDUSTRY IMPACT



Rated Intern Candidate Pool as Strong



Interns are Valid Way to Support Workforce Needs



Likely to Participate in the Program Again

energized their employees and workplace. The number of students and businesses eligible for the Conexus Interns Program in 2016 will more than triple, and the program will be offered statewide.

Conexus Indiana ensures students receive hands-on experience and exposure to advanced manufacturing and logistics curricula year round with its Hire Tech program, developed in partnership with Ivy Tech Community College. Now in its fourth year, Hire Tech is offered in 177 schools across the state to nearly 2,300 students and develops talent to succeed in today's advanced manufacturing and logistics industry. More than 85 percent of the students enrolled in Hire Tech received dual credits, and 1,200 industry-recognized credentials were awarded.

Hire Tech classroom instruction is complemented by local advanced manufacturing and logistics companies, called A+ Partners, that work with students to offer an insider's view of career opportunities. In 2015, 210 A+ Partners opened their doors to local students, with some offering internship and other work opportunities.

### COLLEGE STUDENT IMPACT

Indiana logistics executives hit the road in 2015 to educate and encourage college students of all skill levels to think about logistics as a viable, well-paying and rewarding career. Senior logistics industry executives traveled to several four-year postsecondary state universities to speak with hundreds of students about Indiana logistics career opportunities and to give them an opportunity to network with industry executives and get a head start on their job search or internship application.

Conexus Indiana also built on its successful Industrial Maintenance training program, which was developed by Indiana Automotive Council members in partnership with Ivy Tech Community College and Vincennes University. This program paired post-secondary students with an industry partner who provided experiential co-op opportunities and a combined classroom study and workplace experience. In 2015, 174 students participated in the co-op program.

### STRENGTHENING INDIANA'S ADVANTAGE

In partnership with more than 225 logistics executives from across Indiana, Conexus Indiana launched six regional logistics strategic plans that outline and prioritize infrastructure, public policy and workforce development opportunities for each of the state's 92 counties.

The regional plans focus on air, highway, railway and waterborne transportation assets at a local level, identifying and evaluating resources, and establishing priorities for maintenance and growth of the infrastructure essential to efficient movement of products and people – including intermodal opportunities. The plans represent the first-ever blueprint to strengthen and build the next generation of Indiana logistics assets and ensure the state's continued dominance



The Southwest Regional Logistics Council unveiled "A Plan for Growing Southwest Indiana's Logistics Sector" in Evansville.

as the "Crossroads of America" and include hundreds of projects that can be implemented over the next 30 years.

The Aerospace and Defense Council partnered with the U.S. Small Business Administration (SBA), the Indiana Procurement Technical Assistance Center, and the Indiana Office of Defense Development to host the "SBIR Road Tour" in Indianapolis. The SBIR Road Tour is an outreach effort sponsored by the SBA to help small businesses across the country tap into federal research and development programs. This event gave Indiana businesses an opportunity to speak directly with program managers from more than

11 federal agencies, and it also featured a "Federally Funded Technology Showcase" organized by Conexus Indiana.

The Indiana Automotive Council held its inaugural *State of the Automotive Industry* event with more than 100 attendees, bringing additional awareness to Indiana's automotive industry. The Council, along with the Aerospace and Defense Council, also worked with the Indiana Economic Development Corporation to develop the *Investing in Indiana Guide*, which streamlines the process for suppliers to receive location services, training, incentives and other amenities.

Indiana Supplier INsight, the state's online database connecting buyers with Hoosier suppliers, continues to serve as a valuable resource for companies searching for Hoosier-based companies. As the largest database of its kind in the state, Indiana Supplier INsight added more than 800 company profiles to the database this past year. Total companies in the database are now over 8,300, with more than 2,400 businesses representing diversity ownership. Conexus Indiana worked with multiple state agencies and Ivy Tech Community College in 2015 to lay the groundwork for the next generation of the Supplier INsight database, with plans to roll out the new database in 2016.

## ENERGY SYSTEMS NETWORK

Energy Systems Network's (ESN) collaborative, industry-driven projects, focused on accelerating the energy technology sector, reached new heights in 2015, including national recognition within the industry for ESN's alternative fuel transportation and smart grid expertise. ESN's portfolio also broadened into the area of the built environment, while also expanding upon ongoing activities in energy storage and transportation.



### "MOVING FORWARD" PROJECT

ESN embarked on a new strategic partnership with the Indiana Housing and Community Development Authority (IHCDA), focusing on the challenge of affordable housing and transportation for low- to moderate-income individuals and families. It's recommended that families budget

30 percent of their income on housing, and another 15 percent on transportation. But low- to moderate-income families struggle to cover these costs – even with public subsidies. As a result, ESN and IHCDA created a program that would allow these families to increase their quality of life while decreasing their cost of living.



Moving Forward Team

Launched by IHCD and ESN in August 2015, the “Moving Forward” project has the potential to transform two local communities. IHCD announced they would provide federal funding to support two pilot projects integrating energy efficiency, built environment, and transportation using a total cost of ownership (TCO) model to achieve cost savings. Two developers – BWI, LLC and Pedcor – and their teams were selected out of a Request for Qualifications (RFQ) process by IHCD to participate in the project. In late November 2015, the teams joined ESN, IHCD, and a slew of subject matter experts in sustainable design, transportation, energy efficiency, systems integration, infrastructure, and other areas to collaboratively develop two best-of-class affordable housing and transportation designs.

After spending two days ideating, setting advanced energy efficiency goals, and identifying advanced technologies and techniques, the workshop participants presented their high-level design plans to Lt. Governor Sue Ellspermann, and Moving Forward was designated as an Indiana Bicentennial Legacy Project by Perry Hammock, executive director of the Indiana Bicentennial Commission.

Currently, developers are beginning to assess potential sites for their developments, and will present their final architectural design plans to IHCD in summer of 2016.

## BLUEINDY ALL-ELECTRIC CARSHARING

After several years of coordinated efforts among ESN, Bolloré Group, the City of Indianapolis, and Indianapolis Power & Light, BlueIndy held its official grand opening for the all-electric, point-to-point carsharing service on September 2, 2015. Indianapolis Mayor Greg Ballard joined Cedric Bolloré, vice president for development at Bolloré Group, at a ribbon cutting ceremony in



Grand Opening of BlueIndy

downtown Indianapolis. By the end of 2015, over 60 sites were constructed along with the deployment of 120 electric vehicles and 310 charging stations. To date, BlueIndy has gained more than 1,000 memberships and customers have used the service for over 7,000 trips.

By full deployment at the end of 2016, Indianapolis – Bolloré’s first U.S. deployment of their carsharing business model – will have up to 500 electric vehicles and 1,000 charging stations in nearly 200 locations.

## BATTERY INNOVATION CENTER

A global safety organization selected the Battery Innovation Center (BIC) as its North American testing and validation center in November 2015. Underwriters Laboratories (UL) formed a new test center at the BIC to offer the advantage of UL expertise combined with the BIC facility’s innovative test capabilities to advance the future of energy and the electric grid.

Manufacturers can now use the BIC facility to test their battery and energy storage technologies against UL safety standards, as well as several other international standards. The new UL test center has the capacity to fully service batteries up to 1 megawatt and also provides access to a full suite of mechanical and environmental testing capabilities.

Earlier in the year, BIC was also named the first Modular Energy Storage Architecture (MESA) interoperability testing center in the world.



UL new test center at the BIC

## SOUTHWEST CENTRAL INDIANA REGIONAL DEVELOPMENT INITIATIVE

ESN President and CEO Paul Mitchell and staff have worked on the Southwest Central Indiana Regional Development Initiative on behalf of CICP Foundation over the last several years, coordinating with organizations and institutions in the Southwest Central Indiana region (Brown, Crawford, Daviess, Dubois, Greene, Lawrence, Martin, Monroe, Orange, Owen and Washington counties) to research, analyze, and coordinate a strategy for regional and economic development. Given ESN's experience launching the Battery Innovation Center and working with Naval Surface Warfare Center (NSWC) Crane on a number of projects, Mitchell's familiarity with the region provided him the opportunity to serve on the steering committee on behalf of CICP Foundation.

After releasing *the Strategic Plan for Economic and Community Prosperity in Southwest Central Indiana* in November 2014, the steering committee, which includes Mitchell and several regional stakeholders, moved forward with developing an implementation strategy.

In late December 2015, Lilly Endowment Inc. awarded three grants totaling \$42 million to organizations

supporting the Southwest Central Indiana region and key elements from their strategic plan.

The funds will be divided among three organizations for a number of activities:

- Implementation of an education and workforce plan and a regional opportunity fund for quality-of-place investments funded by a \$25,870,000 grant to Regional Opportunity Initiatives, Inc. (ROI), a newly-formed nonprofit focused on regional development opportunities in Southwest Central Indiana.
- Establishment and development of an Applied Research Institute (ARI) to be located near the NSWC Crane. Start-up expenses will be funded through a \$16,225,000 grant to CICP Foundation.
- Planning activities funded by \$122,600 grant to Indiana University Foundation to explore the potential development of a Rural Center at Indiana University to study and address societal challenges found in rural communities.

The grant recipients plan to share more details with stakeholders and community leaders at an event to be organized in early 2016.

## TECHPOINT

TechPoint has successfully transitioned into a growth initiative with mature, high-performing talent attraction and scale-up company growth initiatives that are driving results for Indiana's tech community.

Beginning with new leadership and expanded staff in 2012, TechPoint set out to identify the greatest needs of Indiana's tech community and how the organization could best help to bridge the gaps and fulfill those needs.

After a couple of years of experimentation, transition and development, TechPoint emerged stronger than ever in 2015 with a narrowed mission and focus that has so far attracted \$2.7 million in grants from Lilly Endowment, Inc., additional financial support from the Indiana Office of Small Business and Entrepreneurship (OSBE) and JPMorgan Chase Foundation, and more than doubled the amount of funding and sponsorship from tech industry companies than ever before.



## ATTRACTING TALENT + ACCELERATING SCALE-UPS

Through a commissioned employer survey and significant community outreach — including travel to other major tech hubs nationwide — TechPoint identified attracting talent and accelerating scale-up companies' growth as the two most critical areas of need for the industry in which the organization could make a big difference. Throughout 2015, TechPoint reorganized, added staff, and aligned resources to expand and support activities that prop up these two initiatives.

### TALENT PROGRAMS

Employers in Indiana continue to create new tech jobs faster than the existing workforce pipelines can fill them. The tech sector also pays almost double the average wage in Central Indiana and is growing twice as fast as the rest of the economy. Consequently, focusing on attracting top tech talent is not only critical for tech and tech-enabled employers, it's also a significant benefit to the economy of the state of Indiana.

In 2014, some of the Indianapolis metro area's largest technology companies, the Indiana Economic Development Corporation (IEDC) and Lilly Endowment supported the launch and pilots of TechPoint's Xtern and Xpat programs that matured into proven, expanded talent attraction drivers in 2015.

**Xtern** is the "ultimate tech internship experience" that attracts the nation's top tech-skilled college students. From 474 applications, Xtern recruited 108

students from 21 universities in 8 states, placing them with 36 Central Indiana tech companies. Students lived together in apartment buildings at Indiana University-Purdue University Indianapolis (IUPUI) and participated in numerous civic and tech community activities such as youth mentorship and computer programming hackathons.

Before their Xtern experience, only 12 percent of students were considering a job in Indianapolis after graduation. After Xtern, 78 percent are now strongly considering returning to Indianapolis after graduation to join the tech scene.

**Xpat** identifies former Hoosiers currently living outside the area who would be interested in moving back, excites them about the tech community's growth, and connects them with hiring companies. Through events, university collaboration, marketing outreach, and LinkedIn targeting, TechPoint engaged several hundred individuals in 20 states, and several have moved back and taken jobs.

**IndyX Tech Fellowship** is a two-year career launchpad placing new tech grads with fast-growing, community-minded tech and tech-enabled companies. TechPoint matched 20 top matriculating students with leading employers across Central Indiana. The program will officially launch with the first class in June of 2016. Fast-tracking their careers through concentrated skills development and unparalleled networking opportunities is the goal.

### SCALE-UP PROGRAMS

Between 2009 and 2012, the 2 percent of private firms classified as "scale-ups" created 35 percent of new U.S. jobs. These are the relatively young, rapidly emerging, innovation-driven companies that could be Indiana's next big success stories.

A Kauffman Foundation study of high-growth, scale-up firms compared Indianapolis to other metros across the country and noted that scale-ups in Indianapolis don't have strong direct customer ties with other companies in the region, they face challenges in recruiting and retaining the right talent, and they face shortages in financing.



TechPoint Xterns – Indy Civic Hack

To address these challenges and increase the likelihood of growth and success for these high-potential companies, with the help of grants from OSBE and the JPMorgan Chase Foundation, TechPoint launched the Tailwind program.

**Tailwind** is designed to support, promote, and accelerate high-potential companies by connecting them with five resources they need to scale:

- Potential enterprise customers in Indiana, namely CICIP board member companies
- Skilled, in-demand talent
- Investors
- Publicity and awareness
- Connections to advisors and peers that provide “know-how” to scale

TechPoint proved the model in 2015, refined it with select partners, and is emerging in 2016 with a well-defined program poised to accelerate the growth of at least 16 area scale-up companies.



TechPoint's League of Xtraordinary Programmers (LXP) event

## COMMUNITY EVENTS AND DIGITAL MEDIA PLATFORM

TechPoint's primary functions have been to connect, inform, celebrate and promote Indiana's tech community.

### TECHPOINT.ORG

In 2015, TechPoint launched a new website, built to be a news and digital media platform. The organization reached new milestones, publishing more than 300 stories, increasing its digital audience reach by 175 percent and promoting Indiana's tech community to millions around the state and nationwide. TechPoint's website includes several new features:

- **The Job Board** is Indiana's only dedicated technology jobs resource, which instantly became the number one visited landing page at techpoint.org. Open tech jobs are posted every week and sent out to thousands of opt-in job seekers. Employers report that they are receiving qualified candidates and hiring new team members from the leads they get.
- **The Tech Directory** is a buy-local list connecting technology buyers with technology providers across all categories, and a powerful online tool helping tech companies acquire new customers as well as increase their visibility among potential investors.

**TechPoint Events** expanded the annual Mira Awards, which attracts nearly 1,000 people to celebrate the best of tech in Indiana. The awards season included a Winners Circle event at the Indianapolis Motor Speedway, which brought more than a dozen venture capital investors and private equity firms from across the country to meet with 30 of our state's most promising emerging companies.



(l-r) Mike Langellier, president and CEO of TechPoint, and Steve Ehrlich, president of PolicyStat, at the Mira Awards Winners Circle

# EXECUTIVE COMMITTEE AND BOARD OF DIRECTORS

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Central Indiana Corporate Partnership

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