

CONEXUS INDIANA

LOGISTICS
COUNCIL

State of the Logistics Industry

INDIANA: THE CROSSROADS OF AMERICA





“It has been exciting to see the Conexus Indiana Logistics Council (CILC) take a significant leadership role across the State in bridging strong relationships with post-secondary academic institutions. CILC is in the unique position of being able to seamlessly channel senior executives from key manufacturing and logistics employers across Indiana as combined resources, to collectively visit universities on site or to host on their respective business campuses. Furthermore, the logistics case competition held in Indianapolis not only provided an exceptional experience for students from 17 universities, it was impactful in creating a great deal of visibility for the logistics industry as a great career opportunity, a key mission for CILC.”

Chip Edgington

Executive Vice President – Operations

FULLBEAUTY Brands

Chair, Conexus Indiana

Board of Directors

LETTER FROM THE GOVERNOR



Welcome to Indiana, the best place in the nation to start a business, grow your company and create jobs.

Indiana is known as the “Crossroads of America” for good reason. The state is 1st in the nation in interstates with 14,

home to the 2nd largest FedEx hub, is 3rd nationally with 41 freight railroads, has east and west coast intermodal rail access and is 6th nationally in total domestic waterborne shipping with 3 public ports and 67 private ports. Indiana is one of the few states with a trade surplus exporting and importing commodities and manufactured goods.

As Governor, I extend an invitation to learn more about a state that is moving today’s cargo. The logistics industry makes up 3.3% of Indiana’s Gross Domestic Product (GDP). Indiana continues to listen to companies’ needs and make strides to foster the business climate for our current and prospective companies. When it comes to giving companies what they need to succeed on their own terms, we have shown over and over that Indiana delivers on the motto, “A State That Works.”

Logistics companies need a place of financial affordability, stability, and a reduced regulatory burden. So, we balanced our budget. When revenue declined, spending did, too. Our personal and corporate income taxes are on a reduction schedule, property taxes have been capped at 1%, and the inventory tax and tax throwback rule were eliminated.

Indiana has also reduced the regulatory burden in all areas of state government. Hoosier fiscal responsibility earned Indiana a AAA credit rating from all three rating agencies. This steadiness is moving logistics-related companies like Amazon, FedEx, Kohl’s, Merchandise Warehouse, Langham Logistics, and MD Logistics to invest in our state.

Logistics companies need a location that provides a high-quality transportation network and connectivity to the world. Real estate developers consistently state that what matters is location, location, location. Indiana is 1st in shortest distance to the median center of the U.S. population. Indiana also has 14 interstates for trucking, a premier waterways system with easy access to the Great Lakes and the Gulf of Mexico—opening the door to global markets. Our state is home to 4 class-one railroads with interconnectivity to the east and west coasts and the Gulf of Mexico.

When logistics companies are looking for a new location, there is no better place than Indiana. We have seen record investment in recent years by logistics companies, and we hope you will be the next to join us here in the Hoosier state.

Thank you for taking the time to explore and consider Indiana for your business.

Eric Holcomb

A handwritten signature in black ink that reads "Eric Holcomb".

Governor of Indiana

INDIANA: A GLOBAL LOGISTICS LEADER



The word logistics comes from the Greek word “logistikos” meaning calculation. But modern logistics is about far more than mathematics. Modern logistics involves the planning, execution, and control of procurement,

and the movement and stationing of personnel, material and other resources.

Logistics is the lifeblood of every business and a priority for any city or state focused on business growth. Creating the best environment, with robust infrastructure, favorable public policies and a ready workforce, is a top priority for many state and city leaders.

I am proud to say that logistics is “king” in Indiana. Indiana has invested in expanding capacity across all four modes of transportation. We have more than 70 airports, 3 public ports and 67 private ports, and over 4,000 miles of rail. Additionally, Indiana is the nation’s leader with 6 pass-through interstates. Indiana has built one of the nation’s strongest transportation networks and is recognized for its central location and favorable business environment.

A Manufacturing Leader

Advanced manufacturing and logistics (AML) continue to drive Indiana’s economy, with one out of every 12 workers employed in the industry sector. On the national level, Indiana has the largest state share of advanced manufacturing employment. And that share is growing, according to the Ball State Center for Business and Economic Research. Hoosier agriculture is also thriving. Indiana is ranked in the top 10 nationally for corn, soybeans, grains, turkeys, hogs, pigs and for total value of agricultural products sold. Whatever you need, Indiana produces it.

Warehousing and Storage Advantage

Logistics plays a significant role in a company’s bottom line and a product’s success. Inventory must be tracked, transported, stored and manufactured in a way that is efficient and effective. With over 12.5 million square feet of new warehousing added in the past 2 years, a growing third-party logistics presence and a top 10 national warehousing workforce, Indiana is ready to help you inventory and distribute your goods.

Unmatched Distribution Network

Businesses save money when they have access to a free flowing and connected transportation system. Indiana is uniquely positioned geographically, within a day’s drive to 80% of the United States’ population. Indiana also boasts a robust distribution network for efficient product delivery. With 22 linehaul railroads, intermodal connectivity to the east and west coasts, easy access to the international waters and world-class trucking, Indiana has the tools to grow your competitive advantage.

The “Crossroads of America” is not just a slogan. It is our commitment to being an international leader focused on connecting people and businesses throughout the world. We don’t take our leadership position for granted, and we fight vigorously to maintain it.

Over the past decade, Indiana has invested billions of dollars in infrastructure leading to expanded capacity, improved road quality and increased connectivity throughout the state, all while lowering the costs of doing business. Whatever your logistics needs, I am confident that Indiana has the solution. I invite you to come see for yourself.

David W. Holt

A handwritten signature in black ink that reads "David W. Holt".

Vice President of Operations and
Business Development for Conexis Indiana

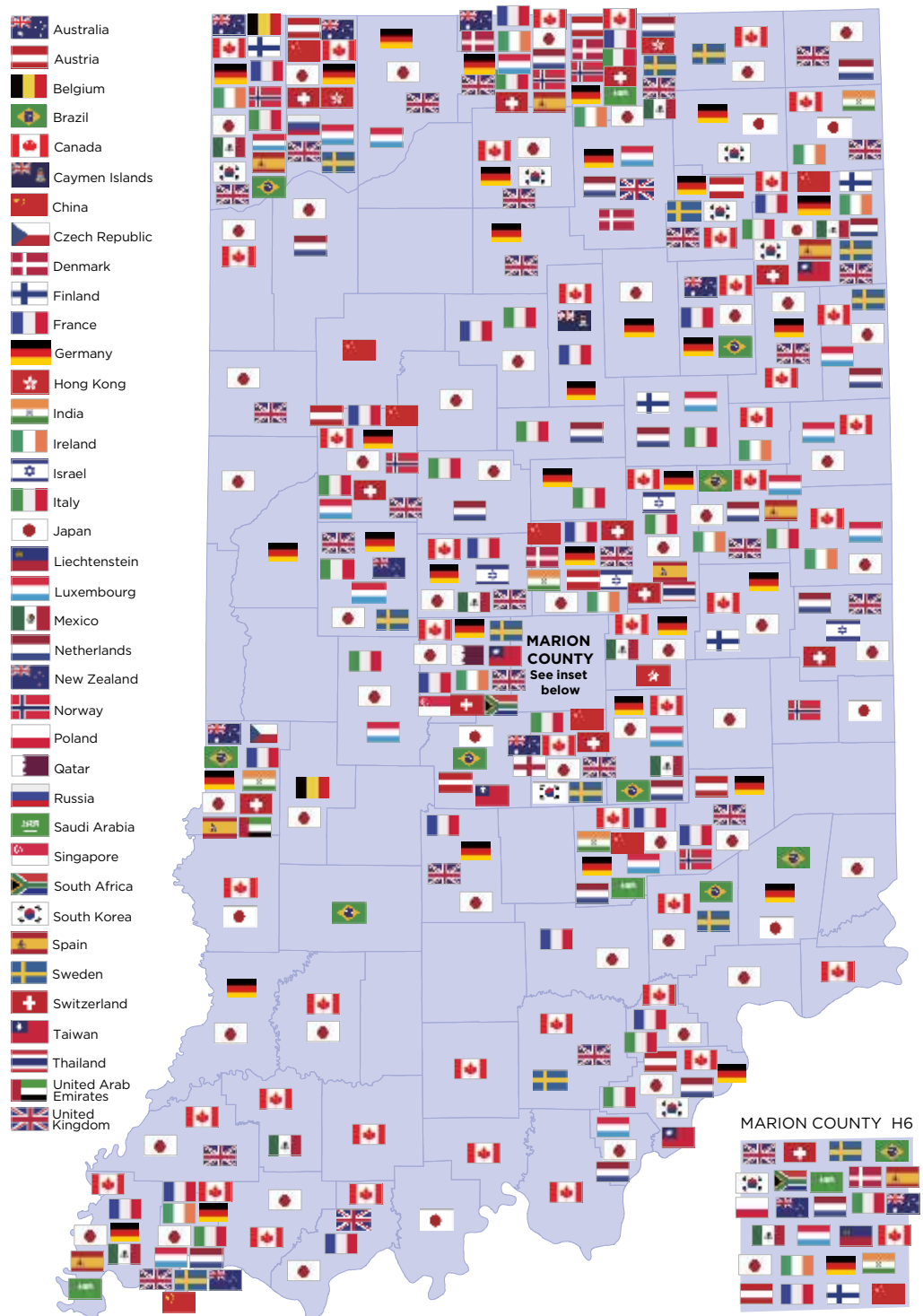
INDIANA RANKS...

1 st	in pass-through interstates	7 th	in exports to Canada
1 st	in shortest distance to median center of U.S. population	7 th	in value of rail shipments
1 st	in rail tons of primary metals originated	7 th	in for-hire truck tonnage originated
1 st	in rail tons of primary metals terminated	7 th	in ton-miles of water shipments sent out
1 st	largest producer of truck trailers (Wabash National Corp)	7 th	in tonnage received via water
2 nd	in rail tons of waste & scrap material terminated	7 th	in ton-miles of shipments received via water
2 nd	largest dry cargo barge fleet (American Commercial Barge Line)	7 th	largest Great Lakes port (Burns Waterway Harbor)
2 nd	largest liquid cargo fleet (American Commercial Barge Line)	8 th	in value of NAFTA rail imports
2 nd	largest FedEx Express hub in the world (Indianapolis)	8 th	in local linehaul rail miles
2 nd	in shipments received via rail and water by ton-mile	8 th	in exports to Mexico
3 rd	in freight railroads	8 th	in total trade with Mexico
3 rd	in local freight railroads	8 th	in scheduled air freight
3 rd	in truck tractor registrations	8 th	in NAFTA trade value by truck
3 rd	in value of NAFTA exports	8 th	in NAFTA export value by truck
3 rd	in cargo value shipped out via multiple waterways	8 th	in imports from Canada via truck
3 rd	in tonnage shipped out on multiple waterways	8 th	in truck trade with Canada
3 rd	in ton-miles of cargo shipped out via multiple waterways	8 th	in exports to Canada via truck
4 th	in number of local linehaul railroads	8 th	in ton-miles of freight shipped out via for-hire trucks
4 th	in rail carloads carried	8 th	in truck tonnage originated
4 th	in switching/terminal railroads	8 th	in value of freight shipped out via for-hire trucks
5 th	in Class I railroads	8 th	in ton-miles of truck cargo shipped out
5 th	largest producer of truck trailers (Vanguard National)	8 th	in tonnage received by truck
5 th	in long-distance trucking companies	8 th	in tonnage received via for-hire truck
5 th	in NAFTA trade value by rail	8 th	in ton-miles of shipments received via inland waterways
5 th	in rail trade with Canada	8 th	in total truck tons
5 th	in exports to Mexico via rail	9 th	in freight rail employment
5 th	in ton-miles of shipments received via multiple modes	9 th	in rail mileage
6 th	largest Great Lakes port (Indiana Harbor)	9 th	in rail shipments originated
6 th	in airports by landed weight of all-cargo operations (Indianapolis International Airport)	9 th	in rail tons of farm products originated
6 th	in truck transportation employment	9 th	in number of airports
6 th	in long-distance trucking employment	9 th	in trade with Canada
6 th	in general freight trucking employment	9 th	in specialized trucking employment
6 th	largest inland port	9 th	in exports to Mexico via truck
6 th	in domestic waterborne shipping	9 th	in imports from Mexico via truck
6 th	in rail tons of food products originated	9 th	in truck trade with Mexico
6 th	in rail imports from Canada	9 th	in value of shipments received via rail and water
6 th	in trade with Mexico via rail	9 th	largest Great Lakes port (Gary)
6 th	in tonnage shipped out via truck and rail	10 th	in local rail mileage
6 th	in value of shipments received via multiple modes	10 th	in trucking companies
6 th	in tonnage received via multiple waterways	10 th	in specialized trucking companies
6 th	in tonnage received via multiple modes	10 th	in imports from Canada
6 th	in ton-miles of shipments received via multiple waterways	10 th	in inland waterway tonnage originated
6 th	in NAFTA exports value	10 th	in water tonnage originated
7 th	in rail tons of coal originated	10 th	in value of shipments received by rail
7 th	in rail tons of coal terminated	10 th	in value of shipments received by truck
7 th	in rail tons carried	10 th	in ton-miles of shipments received via truck
7 th	in warehousing jobs	10 th	in number of air facilities
7 th	in NAFTA import value by truck	10 th	largest dry cargo fleet
7 th	in rail exports to Canada	10 th	in number of interstate miles
		10 th	in trucking companies

Source: 2017 Indiana Logistics Directory

FOREIGN INVESTMENT IN INDIANA

Between 2012 and 2015, Indiana welcomed over \$6 billion in new foreign direct investment and over 20,000 projected new jobs from international investors. The automobile and components industries captured the largest share of projected foreign direct investment jobs with nearly 10,000 new positions. With over 900 foreign-owned establishments having already paved the road to exceptional international business opportunities in Indiana, it is easy to see why any foreign company would be excited to call Indiana home.



COMPANY	COUNTRY	CITY	COUNTY	BUSINESS HERE
Indiana Toll Road Concession Co LLC	Australia/Spain	Granger	St Joseph	Operated Indiana Toll Road for the state of Indiana
Katoen Natie Gulf Coast	Belgium	Gary	Lake	Logistics, freight forwarding
Ditan Distribution	Canada	Plainfield	Hendricks	Warehousing and logistics
Federal Marine Terminals	Canada	Portage & Burns Harbor	Porter	Freight shipping terminal services
Potash Corp	Canada	Hammond	Lake	Rail terminal and distribution center for potash fertilizer shipments
Purolator International	Canada	Indianapolis	Marion	Freight/Distribution services
Vitran Express	Canada	South Bend	St Joseph	Long haul trucking, less than truckload
Vitran Express	Canada	Evansville	Vanderburgh	Long haul trucking, less than truckload
Vitran Express	Canada	Fort Wayne	Allen	Long haul trucking, less than truckload
Vitran Express	Canada	Indianapolis	Marion	Long haul trucking, less than truckload
GoodTime Technology Development Company	China	Indianapolis	Marion	Just-in-time delivery service for several manufacturers
BlueIndy LLC	France	Indianapolis	Marion	Rental of electric cars
Saint-Gobain Abrasives Inc	France	Plainfield	Hendricks	Warehouse for abrasives
Saint-Gobain AFDORS	France	Plainfield	Hendricks	Warehouse for glass fabrics for construction and manufacturing industries
Claas Parts Columbus	Germany	Columbus	Bartholomew	Agricultural machinery parts distribution center
DB Schenker	Germany	Evansville	Vanderburgh	Air freight forwarding
DB Schenker	Germany	Fort Wayne	Allen	Air freight forwarding
DB Schenker	Germany	South Bend	St Joseph	Air freight forwarding
DB Schenker	Germany	Plainfield	Hendricks	Air freight forwarding
DHL Global Forwarding	Germany	Indianapolis	Marion	Air freight forwarding
Exel North American Logistics	Germany	Indianapolis	Marion	Logistics and shipping services
Exel North American Logistics	Germany	Columbia City	Whitley	Logistics and shipping services
Hellmann Worldwide Logistics	Germany	Indianapolis	Marion	Freight forwarding
Namasco Corp.	Germany	Indianapolis	Marion	Metals distribution centers
Siemens Healthcare	Germany	Plainfield	Hendricks	Distribution center- medical products
ThyssenKrupp Materials North America - Copper & Brass Sales	Germany	Mishawaka	St Joseph	Metals warehouse and distribution center
Aisin Logistics Center	Japan	Franklin	Johnson	Automotive distribution center
Associated Global Systems	Japan	Plainfield	Hendricks	Shipping logistics
Carter Logistics	Japan	Anderson	Madison	US HQ Trucking and logistics services
Epson America	Japan	Plainfield	Hendricks	Distribution center for Epson computer printers
Firestone Building Products	Japan	Plainfield	Hendricks	Distribution center
Fuji Component Parts USA	Japan	Indianapolis	Marion	Distribution center for automotive and industrial fasteners/components; light assembly
Hitachi Data Systems Corp.	Japan	Plainfield	Hendricks	Distribution center
Honda Trading America Corp	Japan	Greensburg	Decatur	Supply chain management
Indiana Packers Corporation	Japan	Frankfort	Clinton	Distribution center
Kintetsu World Express USA	Japan	Carmel	Hamilton	Freight forwarding- sales office
KYB Americas LLC	Japan	Greenwood	Johnson	Distribution center for Franklin plant
MAC Trailer Leasing aka PLM Trailer Leasing	Japan	Indianapolis	Marion	Leasing of refrigerated truck trailers
Magnolia Automotive Services, LLC	Japan	Charlestown	Clark	Automotive supply chain operation
MO Air International	Japan	Evansville	Vanderburgh	Air travel arrangements
MSE Express America	Japan	Princeton	Gibson	Freight forwarding
Nippon Express USA	Japan	Indianapolis	Marion	Air freight forwarding
NNR Global Logistics	Japan	Indianapolis	Marion	Logistics
NSK Corp.	Japan	Plainfield	Hendricks	Distribution center- bearings
Oji Intertech Inc	Japan	North Manchester	Wabash	Warehouse
One Solution Logistics of Indiana	Japan	Greensburg	Decatur	Transportation and warehousing service
PROMAX Automotive Inc	Japan	Lafayette	Tippecanoe	Logistics and warehousing for auto delivery from the factory
Subaru of America	Japan	Whitestown	Boone	Distribution center for replacement parts- Subaru automobiles
Yusen World Service	Japan	Indianapolis	Marion	Logistics services- return center
Cargolux	Luxembourg	Indianapolis	Marion	Air freight forwarding
Bimbo Foods Bakeries Distribution	Mexico	Indianapolis	Marion	Distribution center- bread and baked products
Bosal USA Indianapolis	Netherlands	Indianapolis	Marion	Distribution center- automotive exhaust systems
WWL Vehicle Services Americas	Norway	Lafayette	Tippecanoe	Vehicle transportation services
WWL Vehicle Services Americas	Norway	Greensburg	Decatur	Vehicle transportation services
Alfa Laval Americas Distribution Center	Sweden	Indianapolis	Marion	Distribution center for heat transfer, distribution and fluid handling equipment
Alfa Laval Distribution Service Center	Sweden	Greenwood	Johnson	Distribution center for heat transfer, distribution and fluid handling equipment
Autoliv ASP	Sweden	Columbia City	Whitley	Distribution center for auto parts products
Trelleborg Sealing Solutions Logistics Centre Americas	Sweden	Fort Wayne	Allen	Distribution center
Kuehne & Nagel	Switzerland	Indianapolis	Marion	Shipping and logistics management
Kuehne & Nagel	Switzerland	Plainfield	Hendricks	Shipping and logistics management
Kuehne & Nagel	Switzerland	Indianapolis	Marion	Shipping and logistics management
BP Amoco	United Kingdom	Portage	Porter	Distribution center
Ceva Freight LLC	United Kingdom	South Bend	St Joseph	Freight forwarding
Ceva Freight LLC	United Kingdom	Plainfield	Hendricks	Freight forwarding
CNH Industrial America LLC	United Kingdom	Lebanon	Boone	Distribution center, parts and service for agricultural (IH) and construction (JI Case) equipment
First Student	United Kingdom	Indianapolis	Marion	Contract bus drivers for schools. Has contract with IPS and Franklin Twp schools
Pearson Education	United Kingdom	Indianapolis	Marion	Distribution center for books
United States Cold Storage	United Kingdom	Lebanon	Boone	Logistics and warehousing for cold food products

NAFTA STATS



The North American Free Trade Agreement (NAFTA) is an agreement between the governments of Canada, Mexico and the United States that eliminates most tariffs of products traded between the three countries. It was passed by Congress in 1993, took effect in 1994 and was fully implemented

by 2008. Over the 20 years of the accord, trade between these three countries increased from approximately \$290 billion in 1993 to more than \$1.1 trillion in 2016, according to the U.S. Census Bureau. U.S. exports to Canada and Mexico account for more than a third of all U.S. global exports.



UNITED STATES

NAFTA EXPORT VALUE

State	Value (billions)
Texas	\$112.53
California	\$41.44
Michigan	\$35.52
Ohio	\$25.52
Illinois	\$25.33
Indiana	\$16.36
New York	\$15.57
Pennsylvania	\$13.61
Tennessee	\$13.15
Arizona	\$11.51
Kentucky	\$10.76
North Carolina	\$10.39
Wisconsin	\$10.11
Georgia	\$10.02
New Jersey	\$9.69

NAFTA IMPORT VALUE

State	Value (billions)
Michigan	\$97.32
Texas	\$96.27
California	\$74.14
Illinois	\$37.05
New York	\$21.06
Ohio	\$19.49
Washington	\$14.12
Pennsylvania	\$14.02
Tennessee	\$12.47
New Jersey	\$12.05
Massachusetts	\$12.01
Indiana	\$11.89
Georgia	\$10.53
Florida	\$10.51
Minnesota	\$10.38

* Source: USDOT, Bureau of Transportation Statistics, TransBorder Freight Data, 2016



CANADA

CANADA EXPORT VALUE

State	Value (billions)
Michigan	\$23.48
Texas	\$19.86
Ohio	\$19.06
California	\$16.18
Illinois	\$15.85
New York	\$12.59
Indiana	\$11.47
Pennsylvania	\$9.94
Tennessee	\$8.69
Kentucky	\$7.47
Washington	\$6.97
Wisconsin	\$6.59
New Jersey	\$6.33
North Carolina	\$6.33
Georgia	\$5.84

CANADA IMPORT VALUE

State	Value (billions)
Michigan	\$48.27
California	\$27.78
Illinois	\$25.32
New York	\$17.66
Texas	\$15.23
Washington	\$12.81
Ohio	\$11.53
Pennsylvania	\$9.99
Minnesota	\$7.48
New Jersey	\$7.33
Indiana	\$7.27
Massachusetts	\$7.25
Tennessee	\$5.14
Florida	\$4.29
New Hampshire	\$4.27

TRADE VALUE WITH CANADA

State	Value (billions)
Michigan	\$71.75
California	\$43.96
Illinois	\$41.17
Texas	\$35.10
Ohio	\$30.60
New York	\$30.26
Pennsylvania	\$19.94
Washington	\$19.79
Indiana	\$18.75
Tennessee	\$13.84



MEXICO

MEXICO EXPORT VALUE

State	Value (billions)
Texas	\$92.67
California	\$25.26
Michigan	\$25.32
Illinois	\$17.66
Arizona	\$15.23
Ohio	\$12.81
Louisiana	\$11.53
Indiana	\$9.99
Tennessee	\$7.48
Pennsylvania	\$7.33
Georgia	\$7.27
Wisconsin	\$7.25
North Carolina	\$5.14
New York	\$4.29
Florida	\$4.27

MEXICO IMPORT VALUE

State	Value (billions)
Texas	\$81.03
Michigan	\$49.04
California	\$46.36
Illinois	\$11.72
Ohio	\$7.95
Arizona	\$7.45
Tennessee	\$7.32
Georgia	\$6.46
Florida	\$5.79
Kentucky	\$5.19
New Jersey	\$4.72
North Carolina	\$4.58
Indiana	\$4.49
Pennsylvania	\$4.02
Massachusetts	\$3.53

TRADE VALUE WITH MEXICO

State	Value (billions)
Texas	\$173.71
California	\$71.62
Michigan	\$61.08
Illinois	\$21.21
Arizona	\$15.77
Ohio	\$14.41
Tennessee	\$11.78
Georgia	\$9.99
Indiana	\$9.38
Florida	\$8.61

*Source: USDOT, Bureau of Transportation Statistics, TransBorder Freight Data, 2016

RANKED BEST IN THE MIDWEST FOR BUSINESS

There are many reasons Indiana continues to lead the nation in job growth and has rightfully earned the distinction of being a "State that Works." National polls and research organizations have recognized Indiana for its favorable tax environment, low cost of living, leading infrastructure network and business-friendly regulatory framework.

"At a time when other states are raising taxes to keep up with mounting state debt, Indiana's long history of smart fiscal choices, balanced state budgets and cash reserves in a 'rainy-day' fund puts the Hoosier State in a position to actually lower taxes," according to the Indiana Economic Development Corporation (IEDC).

Indiana boasts a AAA credit rating, a budget surplus, and continues to lower business taxes. According to the IEDC, Indiana's corporate income tax rate (currently at 6.5%) is decreasing each year and by 2021 is expected to be 4.9%.

Indiana is one of the "Best States for Business" for good reason.

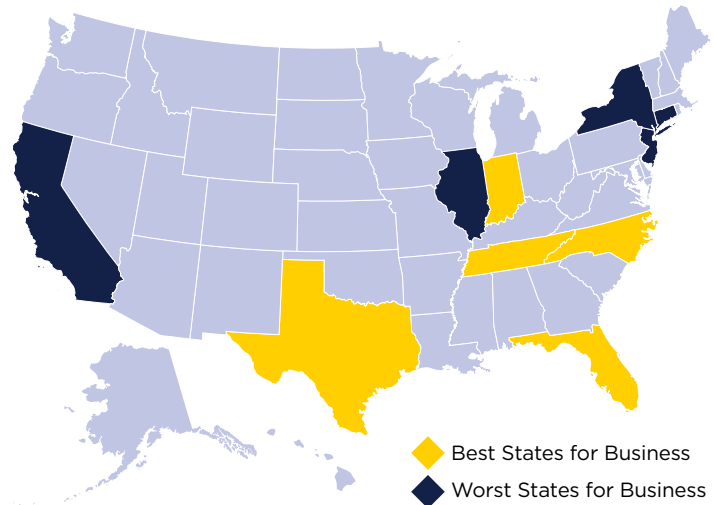


... in the Midwest and **5th** in the Nation for **Business** (*Chief Executive Magazine*)

... Nationally for **Cost of Doing Business** & Infrastructure (*CNBC*)

... in the Midwest and **8th** in the Nation for **Lowest Taxes** (*Tax Foundation*)

... in the Nation for **Small Business** (*The Pacific Research Institute*)



Source: *Chief Executive Magazine*, May 2016



... Best City in the Nation for Recent **College Graduates** - Indianapolis (*Bloomberg*)



... Most **Business Friendly** State in America (Pollina Corporate Real Estate)



... Nationally for **Regulatory Environment** (*Forbes*)



... Nationally for **Lowest Cost of Living** (*USA Today/Wall Street Cheat Sheet*)

RECENT INITIATIVES

Tax Throwback:

- ◆ Indiana ended the taxation of income attributed to a state that does not have an income tax in 2007.

Logistics Tax Credit:

- ◆ Created in 2013, the program provides a tax credit up to 25% of a company's new logistics investment.

Tax Abatement:

- ◆ Local governments may provide a property tax deduction for up to 10 years.

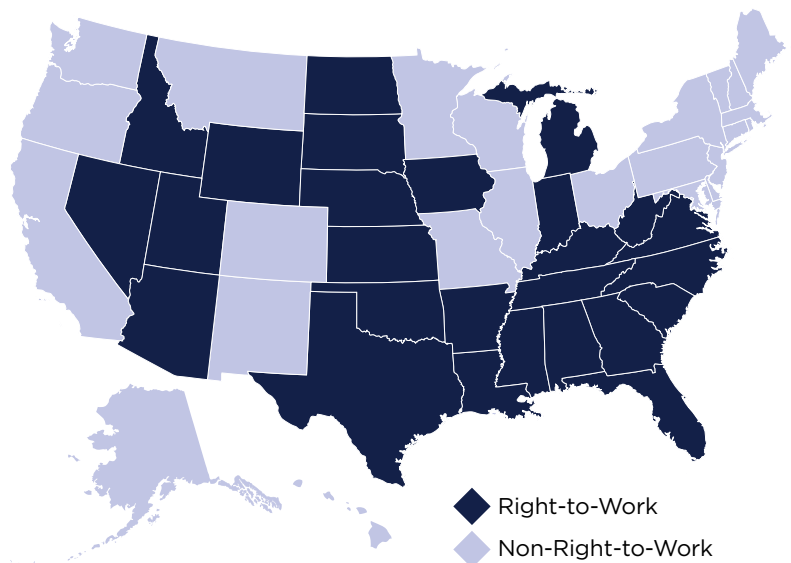
Inventory Tax Elimination:

- ◆ Phased out between 2002 and 2007. Inventory is no longer taxed in Indiana.

Roads and Bridges Funding:

- ◆ Passed \$1.2B in new funding for Indiana's roads and bridges by 2024.

INDIANA IS A
right-to-work
state



INDIANA'S LOGISTICS INDUSTRY

Indiana is a global logistics leader and offers companies a strong competitive advantage when it comes to reaching North American and world markets.

A Global Logistics Leader

- ◆ Indiana's 3 maritime ports rank 6th in waterborne shipping.
- ◆ Only statewide port system with direct waterway access to two U.S. coasts.

Funding

- ◆ The Major Moves program provided Indiana with \$11B in funding for highways and infrastructure.
- ◆ The Governor's 21st Century Crossroads Project invested \$1.2B in roads and bridges.



- ◆ Indiana has invested over \$11B in construction and preservation of its transportation system. An additional \$1B has been allocated by the end of 2020.

Rankings Include:



- ... in **shortest distance** to median center of U.S. population
- ... in **rail tons** of primary metal products originated & terminated
- ... **largest producer** of truck trailers
- ... in pass-through **highways**



- ... largest **FedEx air hub** worldwide
- ... largest **dry cargo** barge fleet



- ... in **switching/terminal** railroads
- ... in **rail carloads** carried



- ... in Class I **railroads**
- ... in **exports to Mexico** via rail

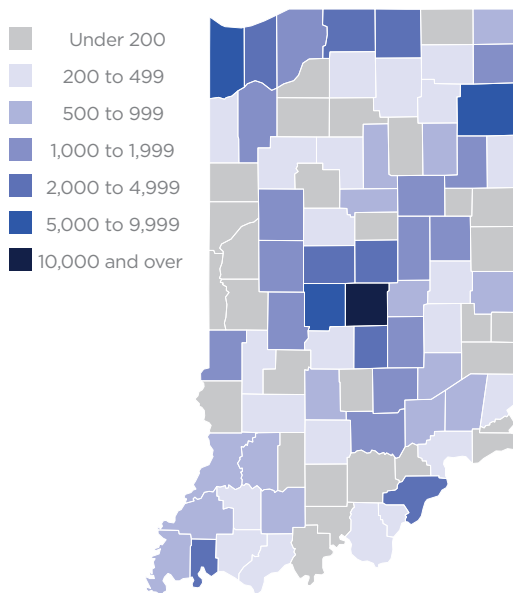
TRANSPORTATION AND LOGISTICS JOBS IN INDIANA

With 127,000 jobs, Indiana's transportation and logistics industry accounts for over 4% of jobs in the state, a level of concentration that is 44% above the national average. Over 45% of these jobs are in the **truck transportation** subsector.

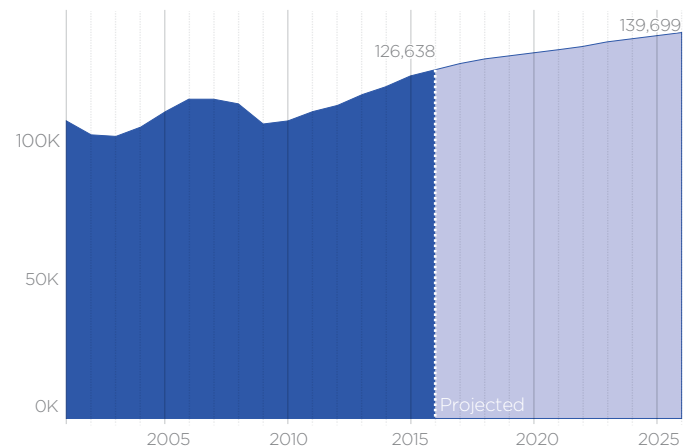
Overall, employment in the cluster is projected to grow by 10.3% between 2016 and 2026, surpassing the 9.6% growth in the previous 10-year period.

The warehousing and storage subsector is expected to see the largest increase in employment, adding over 5,000 jobs by 2026.

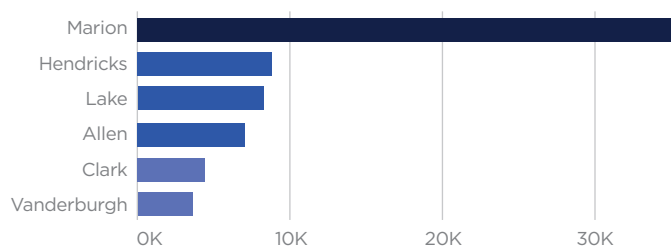
Transportation and Logistics Jobs by County
Number of jobs in county in 2016



Transportation and Logistics Jobs Over Time
All Counties



Top Counties: Number of jobs in county in 2016

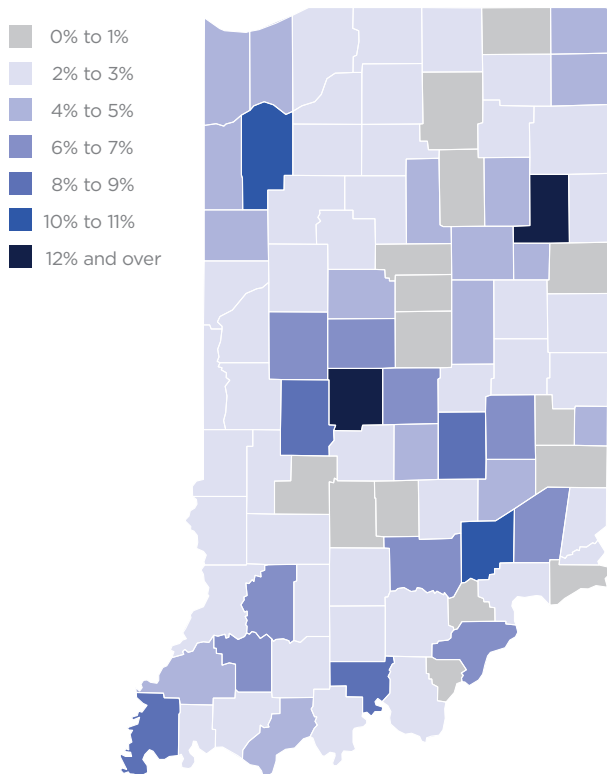


INDUSTRY SUBSECTOR	JOBS 2016	JOBS 2026 (PROJECTED)	PROJECTED CHANGE (#)	PROJECTED CHANGE (%)
Truck transportation	57,463	61,036	+3,573	+6.2%
Warehousing and storage	29,271	34,426	+5,155	+17.6%
Couriers and messengers	17,502	19,427	+1,925	+11.0%
Support activities for transportation	8,760	9,924	+1,164	+13.3%
Rail transportation	7,588	7,593	+5	+0.1%
Other logistics-related services	4,435	5,493	+1,058	+23.9%
Water transportation	993	997	+4	+0.4%
Pipeline transportation	472	445	-27	-5.7%
Air transportation	154	358	+204	+132.5%
Grand Total	126,638	139,699	+13,061	+10.3%

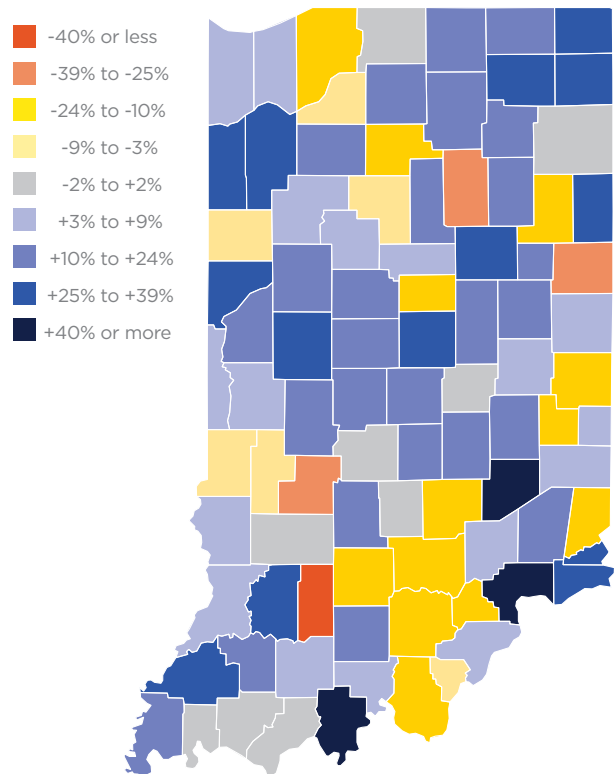
Note: Industry descriptions are based on NAICS definitions
Data source: EMSI 2016.3 Class of Worker

TRANSPORTATION AND LOGISTICS JOBS IN INDIANA

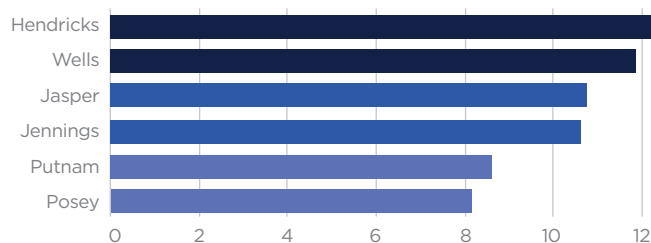
Transportation and Logistics Jobs by County
Percent of total jobs in county in 2016



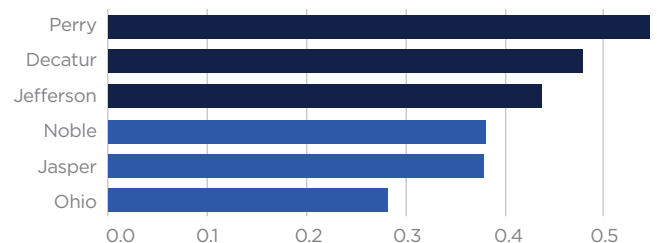
Transportation and Logistics Jobs by County
Projected job growth from 2016 to 2026



Top Counties: Percent of total jobs in county in 2016



Top Counties: Projected job growth from 2016 to 2026



TRANSPORTATION NETWORK

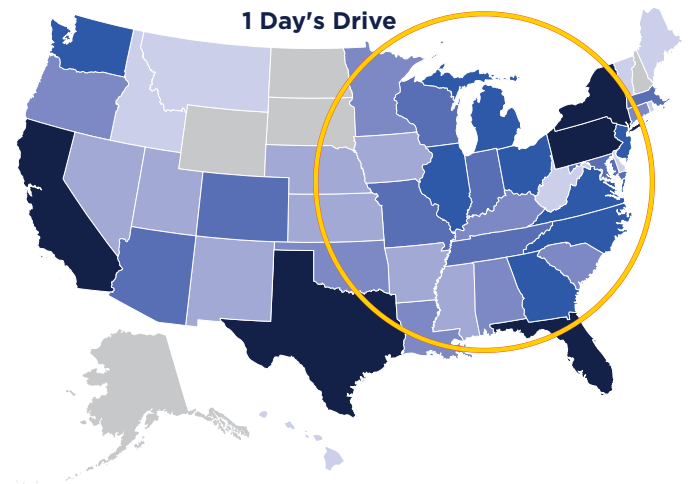
Indiana is a global logistics leader and offers companies a strong competitive advantage when it comes to reaching North American and world markets. Known as the “Crossroads of America,” Indiana ranks in the top 10 amongst 46 significant logistics-related categories across the U.S. Indiana is a national leader in pass-through interstates and truck tonnage, experiencing more interstate commerce than any other state. Indiana is home to the 2nd largest FedEx air hub worldwide and is 3rd in total freight railroads. With 3 maritime ports that together rank 6th in domestic waterborne shipping, Indiana provides the only statewide port system with direct waterway access to 2 U.S. coasts. These assets support any logistics-related enterprise and encourage companies to expand or locate their operations here in Indiana.

HIGHWAY INFRASTRUCTURE

Indiana is first nationally with 14 pass-through interstates. Indiana’s highways consist of 1,266 miles, which connect 82 million people within a 500-mile radius of the state’s border. Indiana’s excellent highway network is accessible to 80% of the population of both the United States and Canada within 24 hours.

WATER PORT TRANSPORTATION

More than half of Indiana’s border is water, 400 miles of which is navigable by cargo vessels. Indiana has immediate access to 2 vital waterways – the Great Lakes-St. Lawrence Seaway system and the Ohio River system – and is the only statewide port system with direct water to 2 U.S. coasts. This port system is made up of 3 public ports: Burns Harbor (Portage, IN), Mount Vernon (Mount Vernon, IN), and Jeffersonville (Jeffersonville, IN). Together, these ports ship about 65 million tons of cargo each year, ranking Indiana as 11th among



all U.S. states in waterborne cargo traffic. The Ports of Indiana (the statewide port authority) also serves as a Foreign Trade Zone authority for the state of Indiana; maintaining foreign trade zones at each of the ports. The 3 ports combined support more than 51,000 jobs and over \$6 billion to the state’s economy.

RAIL TRANSPORTATION

The freight rail system in Indiana is comprised of 3 Class I railroads and 39 regional, local and switching and terminal carriers. Each of the primary railroads has a principal east-west route that passes through Indiana, making the state an important player in transcontinental traffic. CSX and Norfolk Southern both have extensive rail networks in Indiana. Indiana has been ranked third in Freight Railroads by State and is in the top 10 of Total Rail Miles by State by the Association of American Railroads.

INDIANA INTERSTATES AND HIGHWAYS

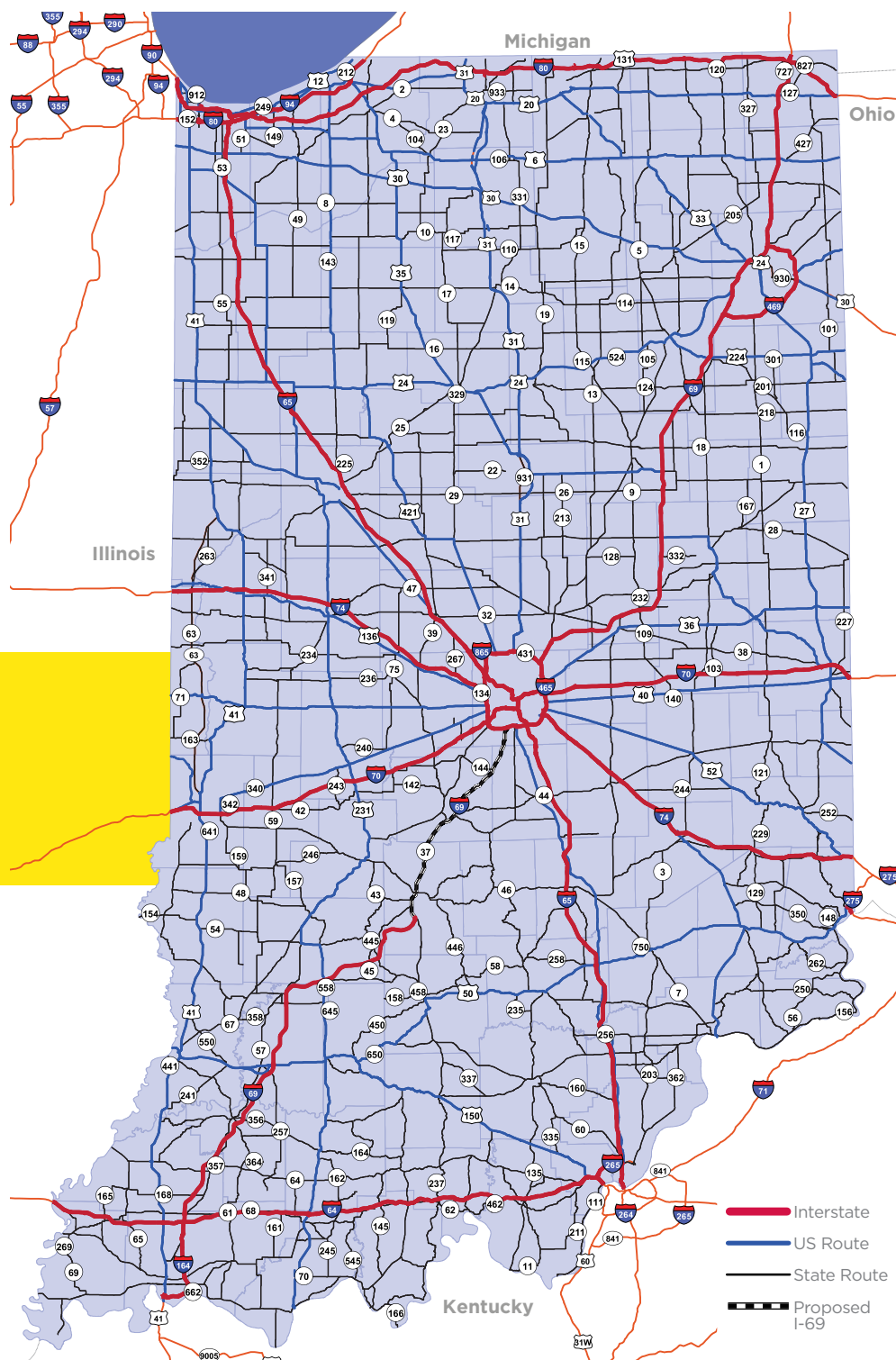
In 2016, vehicles traveled more than 3.2 trillion miles on U.S. roads. By 2045, that number is projected to grow by 45%, according to U.S. Department of Transportation. A continually growing economy, coupled with a consumer model that is shifting to more on-demand shipping, will place a significant burden on our state and national infrastructure. Indiana is poised to capitalize on its infrastructure assets by maintaining today's assets and planning for future needs.

Indiana Ranks

1ST

... in **pass-through**
interstates

Indiana has a number of factors that contribute to its distinction as the "Crossroads of America." It leads the nation in the number of pass-through interstates and is centrally located with 80% of the U.S. population within a day's drive. When it comes to moving products, Indiana is the ideal state for businesses to plant their roots.



FUNDING INDIANA'S ROADS AND BRIDGES: A Historic Long-term Solution

Indiana made history in 2017 when the Indiana General Assembly passed legislation ensuring \$1.2B in new funding for Indiana's roads and bridges over the next 20 years. This is the largest, most comprehensive infrastructure investment Indiana has ever made.

The legislation provides nearly \$900 million in new annual funding for state roads and bridges by 2024, and local communities will realize an average \$300 million in new roads and bridges funding each year.

The roads and bridges funding package, which was overwhelmingly embraced by state legislators, has been a key priority for the Indiana logistics industry. More than 50 statewide logistics executives, who have served the past 10 years as members of the Conexus Indiana Logistics Council (CILC), identified the need for improved infrastructure and long-term sustained funding to ensure Indiana maintains its position as the "Crossroads of America." CILC issued several strategic plans that outlined infrastructure maintenance and improvement needs, as well as recommendations for new infrastructure projects. Its latest plan, *Delivering Indiana's Logistics Future* outlines detailed funding recommendations, many of which served as the foundation for the state legislators and the \$1.2 billion funding bill.

The state will now have \$2 billion per year for maintenance and new capacity that will alleviate bottlenecks, create safe roads and allow for greater economic development.

The state infrastructure legislation uses a number of different funding mechanisms to accomplish its goal of long-term, sustained infrastructure maintenance and development. Those include:

- ◆ **User Fees:** Indiana will increase its user fee by 10 cents to restore lost buying power.
- ◆ **Fuel Tax Index:** All fuel tax rates will be indexed annually using a formula that incorporates inflation and Indiana personal income growth.
- ◆ **Dedicated Funding:** The remaining 4.5 pennies of the sales tax on gasoline (GUT) will be transferred from the General Fund to the State Highway Fund by FY 2025 at rate of .75/year.
- ◆ **Infrastructure Improvement Fee:** A \$15 annual statewide infrastructure improvement fee will be implemented on all passenger vehicles registered in Indiana. Fees will be increased by 25% for trucks over 26,000 lbs.
- ◆ **Electric Vehicle Fee:** An annual statewide infrastructure improvement fee of \$150 will be implemented on all electric vehicles registered in Indiana and \$50 on all hybrid vehicles registered in Indiana.
- ◆ **Tolling Study:** The Indiana Department of Transportation (INDOT) will be required to study tolling and submit a waiver to the federal government to allow for tolling of existing interstates. If the governor decides to toll existing lanes, the first toll project may not be within 75 miles of an existing toll road or bridge.
- ◆ **New Federal Fund Swap Program:** A new federal fund swap program will be implemented that could save local governments up to 20% by no longer having to follow stringent and largely unnecessary federal requirements.
- ◆ **Decrease Minimum Population Threshold:** The minimum population threshold applicable to the municipal wheel tax/surtax will be lowered from 10,000 to 5,000.

SPOTLIGHT:

PUBLIC PRIVATE PARTNERSHIPS (P3S)

Indiana has established itself as a national leader in the use of Public Private Partnerships (P3s) for financing, constructing, and maintaining major transportation infrastructure projects. Indiana's P3 portfolio includes single- and multi-state agreements on new construction projects as well as long-term lease concessions on existing facilities.

Today, 35 states, as well as Puerto Rico, have passed laws facilitating the use of P3s in some form or another. P3s exist in many forms and are not limited to infrastructure construction and/or maintenance. Despite growing popularity and use in the last decade, P3s are not a new infrastructure development tool for states, territories, and municipalities. California was the first state to pass a P3-facilitating law in 1989. Between 1990 and 2010, more than 80 transportation-related P3s were completed, accounting for investments totaling more than \$46 billion.

Indiana's first P3 project was the 2006 lease of the Indiana Toll Road. This project called for an upfront payment of \$3.8 billion in exchange for a 75-year concession agreement. Former Governor Mitch Daniels reinvested the lease proceeds into Major Moves, a comprehensive transportation network construction and improvement program that facilitated the following projects:

- ◆ 65 roadway projects completed or substantially under construction
- ◆ 19 roadway projects accelerated
- ◆ 375 new centerline miles completed
- ◆ 48 new or reconstructed interchanges
- ◆ 5,030 preservation centerline miles
- ◆ 720 bridges rehabilitated or replaced

Governing Magazine wrote in 2011, "by most accounts, the project has been a windfall for Indiana".

Indiana built on the success of the Indiana Toll Road lease with further innovative and transformational projects including:

- ◆ The East End Crossing, a multi-state partnership producing a new freeway bridge over the Ohio River linking Indiana 265 with Kentucky 841
- ◆ Interstate 69 section 5 in South Central Indiana, a 21-mile section of the new I-69 corridor in Southwest and Central Indiana
- ◆ Illiana Corridor, an alternate route for motorists traveling I-80/I-94 from I-55 in Illinois to I-65 in Indiana
- ◆ State Street Redevelopment Project in West Lafayette

As the transportation funding model changes on the national and state levels, governments are looking at leveraging private capital to fund large scale infrastructure improvement and/or new construction projects. The Public Private Partnership model, while not applicable in all situations, provides governments much needed capital, lower costs, and diminished risk. Indiana has pledged to continue to be a national leader in the use of P3 agreements and is committed to modernizing the way infrastructure projects are planned, packaged, and constructed.



INDIANA TRUCKING COMPANIES

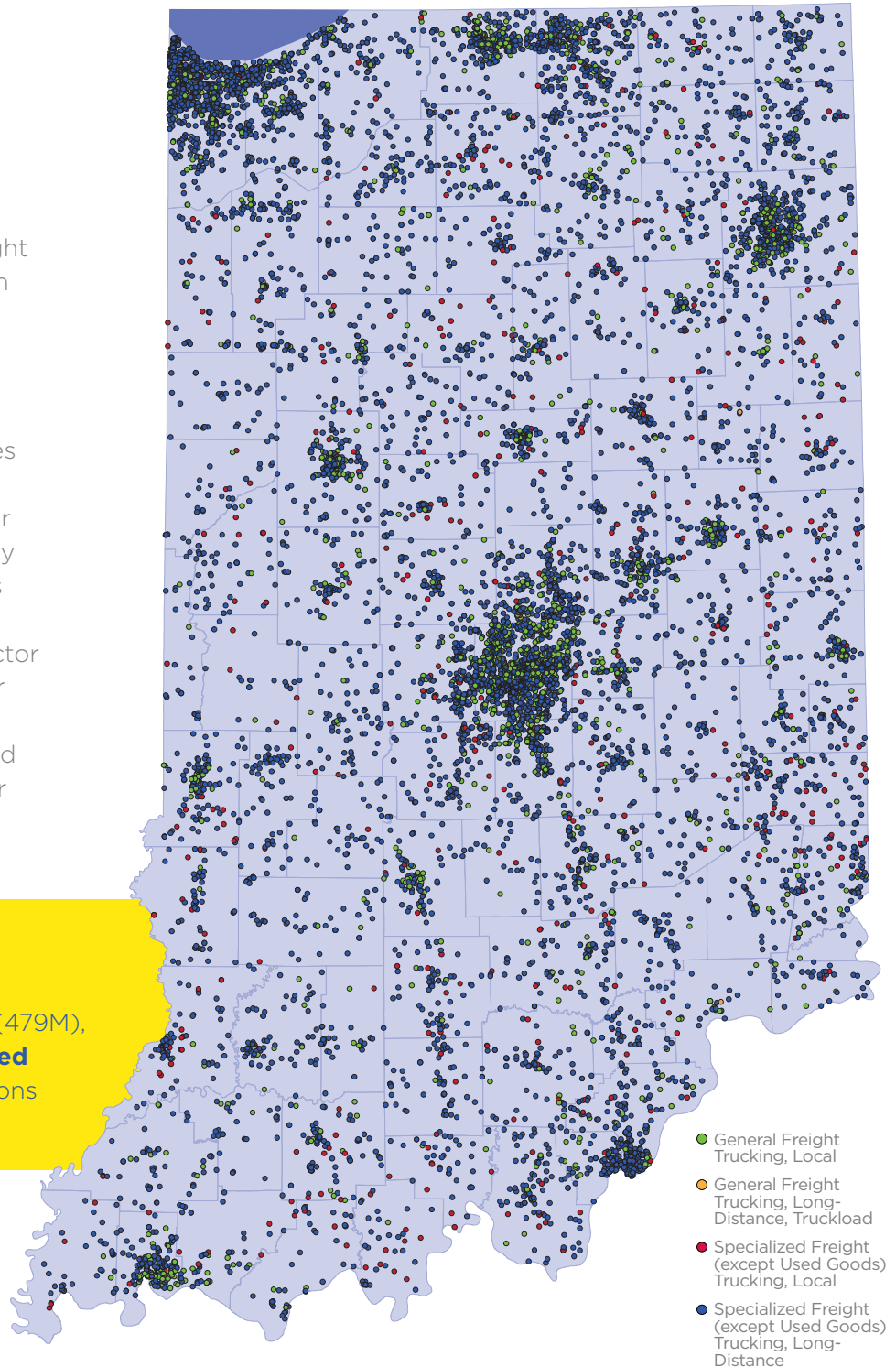
Nearly every industry depends on trucks to deliver products to market, making the trucking industry a vital part of the U.S. economy. According to the American Trucking Association, revenues for the industry topped \$700 billion for the second straight year in 2016, delivering more than 10 billion tons of commodities. Today, the industry employs more than 800,000 drivers with projections to add 175,000 more drivers by 2024. Indiana continues to be a national powerhouse in the trucking industry. The Hoosier state ranks in the top 10 nationally in number of trucking companies (3,432); long-distance trucking companies (1,543); and truck tractor registrations (252,815). No matter what product you are delivering, the chances are an Indiana-owned trucking company, with a Hoosier driver, can deliver it for you.

Indiana Ranks

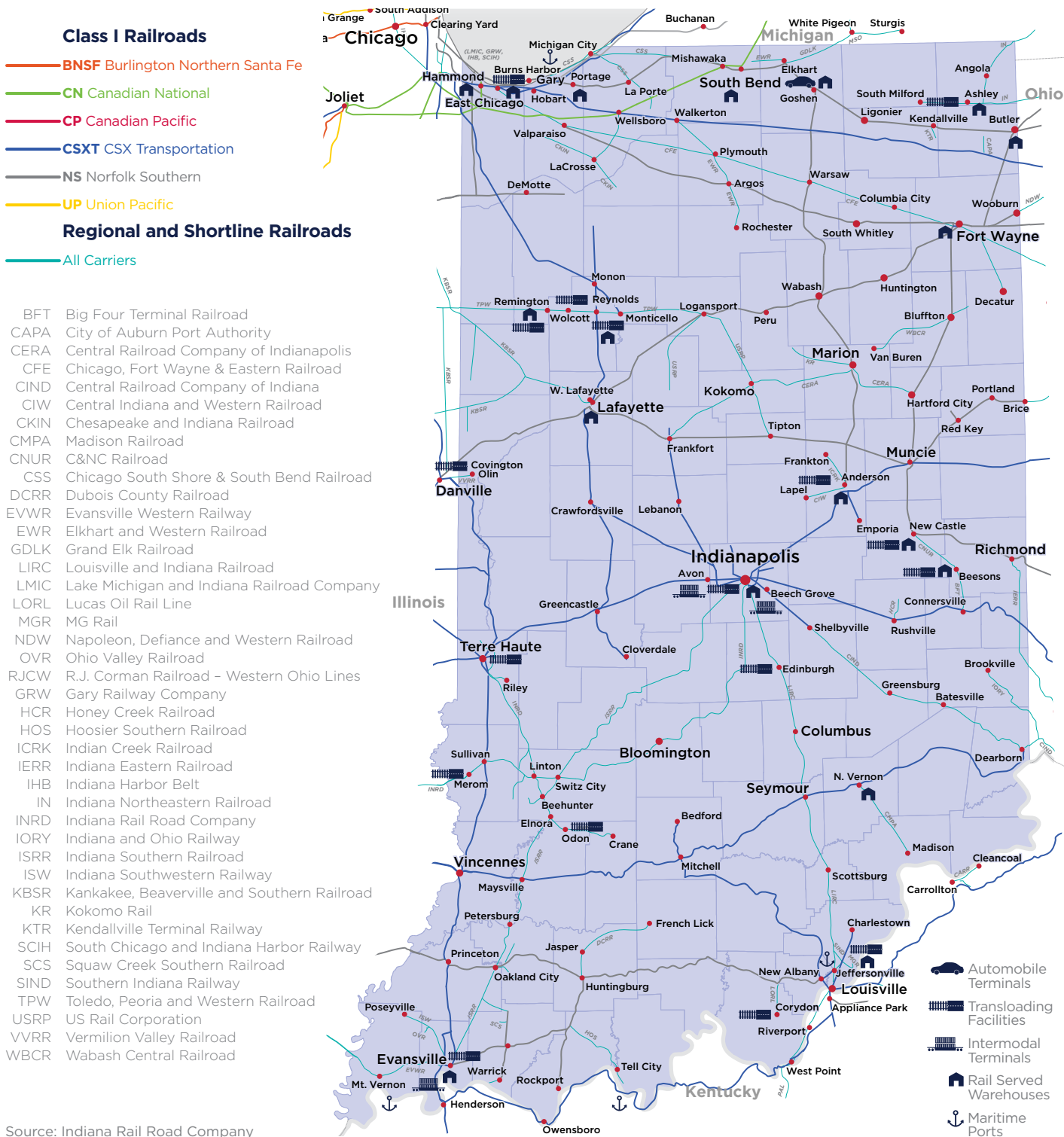


... in total **truck tons** (479M),
truck tons **originated**
(247M) and truck tons
received (233M)

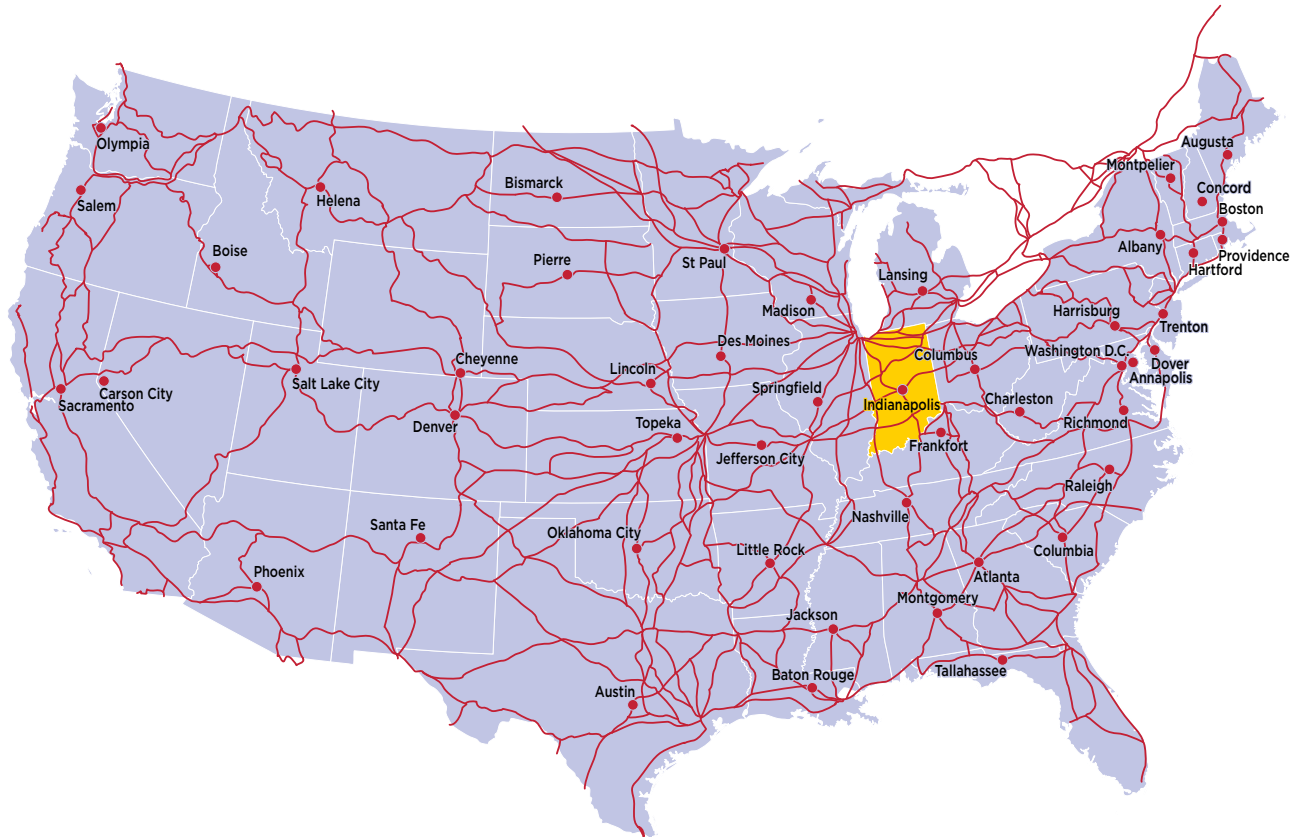
Source: Indiana Department
of Transportation



STATE OF INDIANA RAILROAD NETWORK WITH TRANSLOADING FACILITIES



CROSSROADS OF AMERICA'S RAILROADS



3RD

... in **freight railroads** with 41

4TH

... in **linehaul railroads** with 22

... in **rail carloads carried** with 6,816

... in **switching/terminal railroads**
with 13

7TH

... in **total rail tonnage** with 110.7M

... in **total value of freight rail**
with \$31.95B

9TH

... in **total track** with 4,075 miles

10TH

... in **local freight track** with
1,261 miles

13TH

... in **Class 1 track** with 2,510 miles

Source: 2017 Indiana Logistics Directory

SPOTLIGHT:

INDIANA RAILROAD INTERMODAL

The Indiana Rail Road Company (INRD) and partner Canadian National (CN) launched new “all-rail” intermodal service to central Indiana in 2013. The service connects Indiana importers and exporters to Asian markets via the ports of Vancouver and Prince Rupert, B.C., and to markets in western Canada.

The Indiana hub for the intermodal service is the Senate Avenue Intermodal Terminal, located near Interstate 70 and West Street in downtown Indianapolis. New service between the Indianapolis terminal and the Gulf Ports of Mobile and New Orleans will open in 2017.

Container volume has grown steadily over the first 3 years, exceeding 26,000 containers in 2016. Shippers value both the competitive transit

time and the consistency of the service product. For example, a container loaded in Shanghai is available in Indianapolis in an average of 22 days via Prince Rupert versus an average of 25-27 days via other routes over Chicago. In addition, the service diverts truck volume from Interstate 65, reducing traffic congestion and creating environmental benefits for the public.

Ongoing capacity investments will support future volume growth and service reliability. Expansion projects at the ports of Prince Rupert and Vancouver and Senate Avenue Intermodal Terminal will be completed in the summer of 2017.

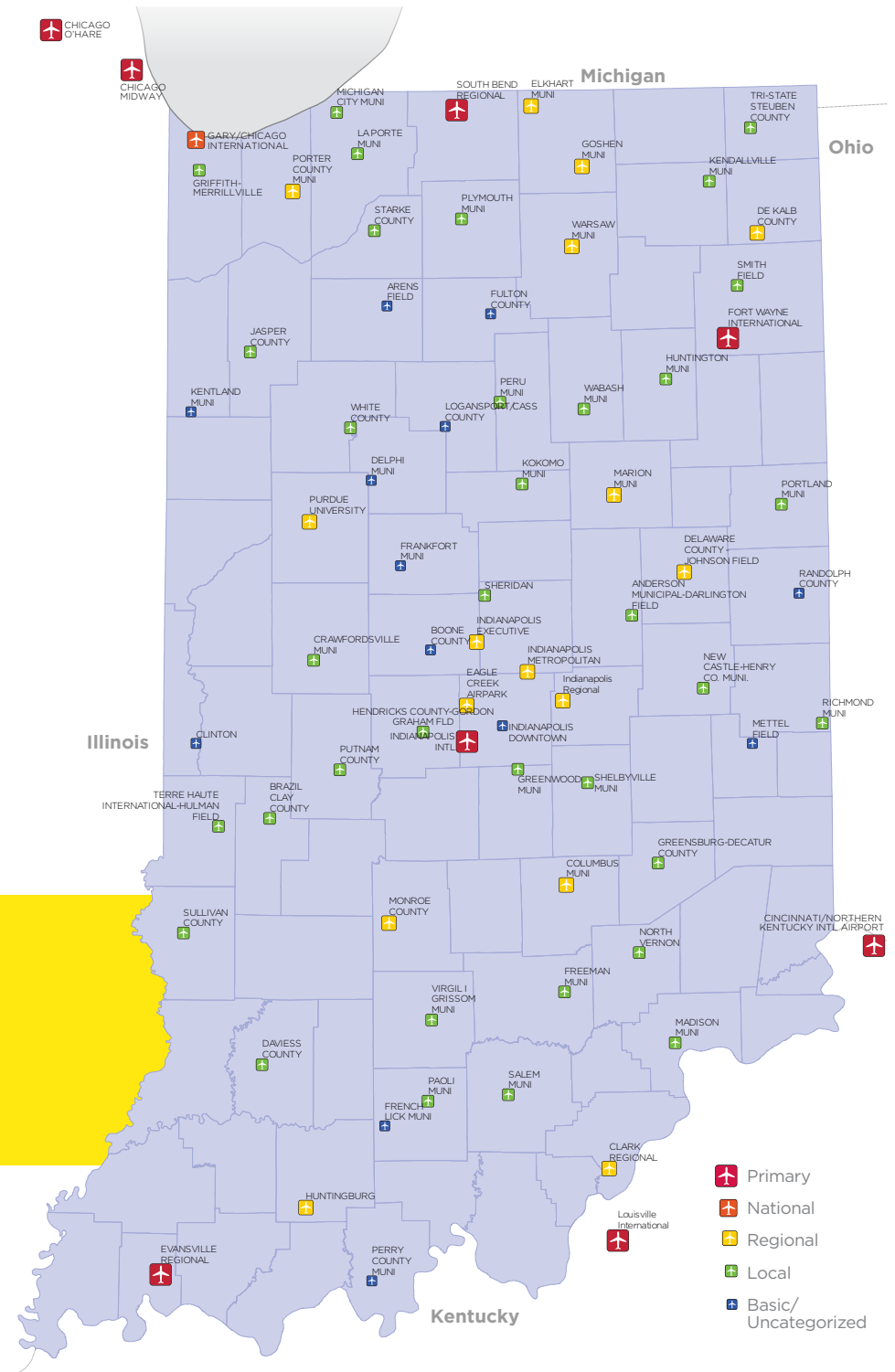
For more information, please contact INRD’s Eric Powell at Eric.Powell@INRD.com or (317) 616-3436.

All-Rail West Coast Intermodal Service for Indiana



INDIANA AIRPORT SERVICES



The air cargo industry transports higher on average valued goods than any other mode of transportation. In 2016, airlines transported 52 million metric tons of goods internationally, representing more than 35% of global trade by value but less than 1% of world trade by volume, according to the International Air Transport Association. Companies use air freight services to transport a variety of cargo, including hazardous chemicals; medical equipment; medicines; food; vehicles; machinery and livestock. Indiana is home to 117 public-use aviation facilities that support the Hoosier state. The Indiana airport network is the lifeblood for hundreds of companies across the state, supporting their global business success.






DIRECT PASSENGER FLIGHTS

 	ALLEGiant AIRLINES, AMERICAN AIRLINES, DELTA AIRLINES, UNITED AIRLINES	
	Orig	Dest
	FWA : Fort Wayne, IN, US	ATL : Atlanta, GA, US
	FWA : Fort Wayne, IN, US	AZA : Phoenix, AZ, US
	FWA : Fort Wayne, IN, US	CLT : Charlotte-Douglas, NC, US
	FWA : Fort Wayne, IN, US	DFW : Dallas/Fort Worth, TX, US
	FWA : Fort Wayne, IN, US	DTW : Detroit, MI, US
	FWA : Fort Wayne, IN, US	EWK : Newark, NJ, US
	FWA : Fort Wayne, IN, US	MSP : Minneapolis/St. Paul, MN, US
	FWA : Fort Wayne, IN, US	● MYR : Myrtle Beach, SC, US
	FWA : Fort Wayne, IN, US	ORD : Chicago-O'Hare, IL, US
	FWA : Fort Wayne, IN, US	PGD : Punta Gorda, FL, US
	FWA : Fort Wayne, IN, US	PIE : St. Petersburg, FL, US
	FWA : Fort Wayne, IN, US	SFB : Orlando-Sanford, FL, US


● Seasonal Service

 	ALLEGiant AIRLINES, DELTA AIRLINES, UNITED AIRLINES	
	Orig	Dest
	SBN : South Bend, IN, US	ATL : Atlanta, GA, US
	SBN : South Bend, IN, US	DTW : Detroit, MI, US
	SBN : South Bend, IN, US	EWK : Newark, NJ, US
	SBN : South Bend, IN, US	LAS : Las Vegas, NV, US
	SBN : South Bend, IN, US	MSP : Minneapolis/St. Paul, MN, US
	SBN : South Bend, IN, US	ORD : Chicago-O'Hare, IL, US
	SBN : South Bend, IN, US	PGD : Punta Gorda, FL, US
	SBN : South Bend, IN, US	PHX : Phoenix, AZ, US
	SBN : South Bend, IN, US	PIE : St. Petersburg, FL, US
	SBN : South Bend, IN, US	SFB : Orlando-Sanford, FL, US



INDIANAPOLIS INTERNATIONAL AIRPORT		AIR CANADA, ALASKA AIR, ALLEGiant AIRLINES, AMERICAN AIRLINES, DELTA AIRLINES, FRONTIER, ONEJET, SOUTHWEST, UNITED AIRLINES, VACATION EXPRESS	
		Orig	Dest
		IND : Indianapolis, IN, US	ATL : Atlanta, GA, US
		IND : Indianapolis, IN, US	AUS : Austin, TX, US
		IND : Indianapolis, IN, US	BOS : Boston, MA, US
		IND : Indianapolis, IN, US	BWI : Baltimore, MD, US
		IND : Indianapolis, IN, US	CLT : Charlotte-Douglas, NC, US
		IND : Indianapolis, IN, US	● CUN : Cancun, MX
		IND : Indianapolis, IN, US	DAL : Dallas-Love, TX, US
		IND : Indianapolis, IN, US	DCA : Washington-National, DC, US
		IND : Indianapolis, IN, US	DEN : Denver, CO, US
		IND : Indianapolis, IN, US	DFW : Dallas/Fort Worth, TX, US
		IND : Indianapolis, IN, US	DTW : Detroit, MI, US
		IND : Indianapolis, IN, US	EWR : Newark, NJ, US
		IND : Indianapolis, IN, US	FLL : Fort Lauderdale, FL, US
		IND : Indianapolis, IN, US	HOU : Houston-Hobby, TX, US
		IND : Indianapolis, IN, US	IAD : Washington-Dulles, VA, US
		IND : Indianapolis, IN, US	IAH : Houston-Intercontinental, TX, US
		IND : Indianapolis, IN, US	JAX : Jacksonville, FL, US
		IND : Indianapolis, IN, US	JFK : New York-JFK, NY, US
		IND : Indianapolis, IN, US	LAS : Las Vegas, NV, US
		IND : Indianapolis, IN, US	LAX : Los Angeles, CA, US
		IND : Indianapolis, IN, US	LGA : New York-La Guardia, NY, US
		IND : Indianapolis, IN, US	MCI : Kansas City, MO, US
		IND : Indianapolis, IN, US	MCO : Orlando, FL, US
		IND : Indianapolis, IN, US	MDW : Chicago-Midway, IL, US
		IND : Indianapolis, IN, US	MIA : Miami, FL, US
		IND : Indianapolis, IN, US	MSP : Minneapolis/St. Paul, MN, US
		IND : Indianapolis, IN, US	MSY : New Orleans, LA, US
		IND : Indianapolis, IN, US	● MYR : Myrtle Beach, SC, US
		IND : Indianapolis, IN, US	ORD : Chicago-O'Hare, IL, US

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INDIANAPOLIS INTERNATIONAL AIRPORT		
	IND : Indianapolis, IN, US	PGD : Punta Gorda, FL, US
	IND : Indianapolis, IN, US	PHL : Philadelphia, PA, US
	IND : Indianapolis, IN, US	PHX : Phoenix, AZ, US
	IND : Indianapolis, IN, US	PIE : St. Petersburg, FL, US
	IND : Indianapolis, IN, US	PIT : Pittsburgh, PA, US
	IND : Indianapolis, IN, US	PUJ : Punta Cana
	IND : Indianapolis, IN, US	RDU : Raleigh/Durham, NC, US
	IND : Indianapolis, IN, US	RSW : Fort Myers, FL, US
	IND : Indianapolis, IN, US	● SAN : San Diego, CA, US
	IND : Indianapolis, IN, US	● SAV : Savannah, GA, US
	IND : Indianapolis, IN, US	SEA : Seattle, WA, US
	IND : Indianapolis, IN, US	SFB : Orlando-Sanford, FL, US
	IND : Indianapolis, IN, US	SFO : San Francisco, CA, US
	IND : Indianapolis, IN, US	● SLC : Salt Lake City, UT, US
	IND : Indianapolis, IN, US	TPA : Tampa, FL, US
	IND : Indianapolis, IN, US	● VPS : Destin-Ft Walton Beach, FL, US
	IND : Indianapolis, IN, US	YYZ : Toronto, ON, CA

● Seasonal Service

		
		ALLEGiant AIRLINES, AMERICAN AIRLINES, DELTA AIRLINES, UNITED AIRLINES
	Orig	Dest
	EVV : Evansville, IN, US	ATL : Atlanta, GA, US
	EVV : Evansville, IN, US	ORD : Chicago-O'Hare, IL, US
	EVV : Evansville, IN, US	CLT : Charlotte-Douglas, NC, US
	EVV : Evansville, IN, US	DFW : Dallas/Fort Worth, TX, US
	EVV : Evansville, IN, US	DTW : Detroit, MI, US
	EVV : Evansville, IN, US	SFB : Orlando-Sanford, FL, US

AIR CARGO FACILITIES

Company	City	Airport
Air Canada Cargo	Plainfield	Indianapolis International
American Airlines Cargo	Indianapolis	Indianapolis International
Cargolux Airlines International S.A.	Indianapolis	Indianapolis International
Continental Cargo	Indianapolis	Indianapolis International
DB Schenker International	Plainfield	Indianapolis International
Delta Airlines Cargo	Indianapolis	Indianapolis International
FedEx Express Indy Hub	Indianapolis	Indianapolis International
Frontier/Midwest Connect Airline Cargo	Indianapolis	Indianapolis International
Southwest Cargo	Indianapolis	Indianapolis International
United Cargo	Indianapolis	Indianapolis International
US Airways/America West Cargo	Indianapolis	Indianapolis International

Company	City	Airport
Active Aero	Fort Wayne	Fort Wayne International
American Airlines Cargo	Fort Wayne	Fort Wayne International
Delta Airlines Cargo	Fort Wayne	Fort Wayne International
FedEx	Fort Wayne	Fort Wayne International
Forward Air	Fort Wayne	Fort Wayne International
United Cargo	Fort Wayne	Fort Wayne International
UPS	Fort Wayne	Fort Wayne International

Company	City	Airport
FedEx	South Bend	South Bend International
UPS	South Bend	South Bend International

Company	City	Airport
Tri-State Aero, Inc	Evansville	Evansville Regional
American Airlines Cargo	Evansville	Evansville Regional
Delta Airlines Cargo	Evansville	Evansville Regional
United Cargo	Evansville	Evansville Regional



SPOTLIGHT:

INDIANAPOLIS INTERNATIONAL AIRPORT

There's no doubt, the Indianapolis International Airport (IND) is known as a crowd favorite. Travelers continue to rank IND with high marks touting cleanliness, ease of use, and local Hoosier flare. For the 3rd consecutive year, IND was named Best Airport in America by Condé Nast Traveler and chosen Best Airport in North America by Airports Council International for the 5th time. In 2016, IND was newly recognized as TripAdvisor Travelers' Choice in Favorite U.S. Airports and landed on *Travel + Leisure's* top 10 list of domestic airports. IND was also honored for outstanding customer satisfaction in the 2016 J.D. Power North America Airport Satisfaction Study.

Our community's airport, which boasts a variety of recognizable national and uniquely local restaurants, additionally received the 2016 Best Food & Beverage Program award from Airports Council International. *Airport Revenue News* has consistently recognized IND's food, beverage, and retail program for the best customer service, management team, and overall program design.

"I'm proud of our accomplishments and our ability to provide world-class customer service that impacts the community," said Mario Rodriguez IAA Executive Director. "The airport provides an important public value and is a vital economic engine for Central Indiana."

Indianapolis International Airport is

- 6TH** ... in **landed weight** of all-cargo operations at 5.6B pounds
- 8TH** ... in **scheduled air freight** with 555.85
- 9TH** ... in **number of airports** with 405
- 10TH** ... in **number of air facilities** with 550
- 14TH** ... in **air freight received** with 47M ton-miles
- 15TH** ... in **air freight originated** with 85M ton-miles



PORTS OF INDIANA

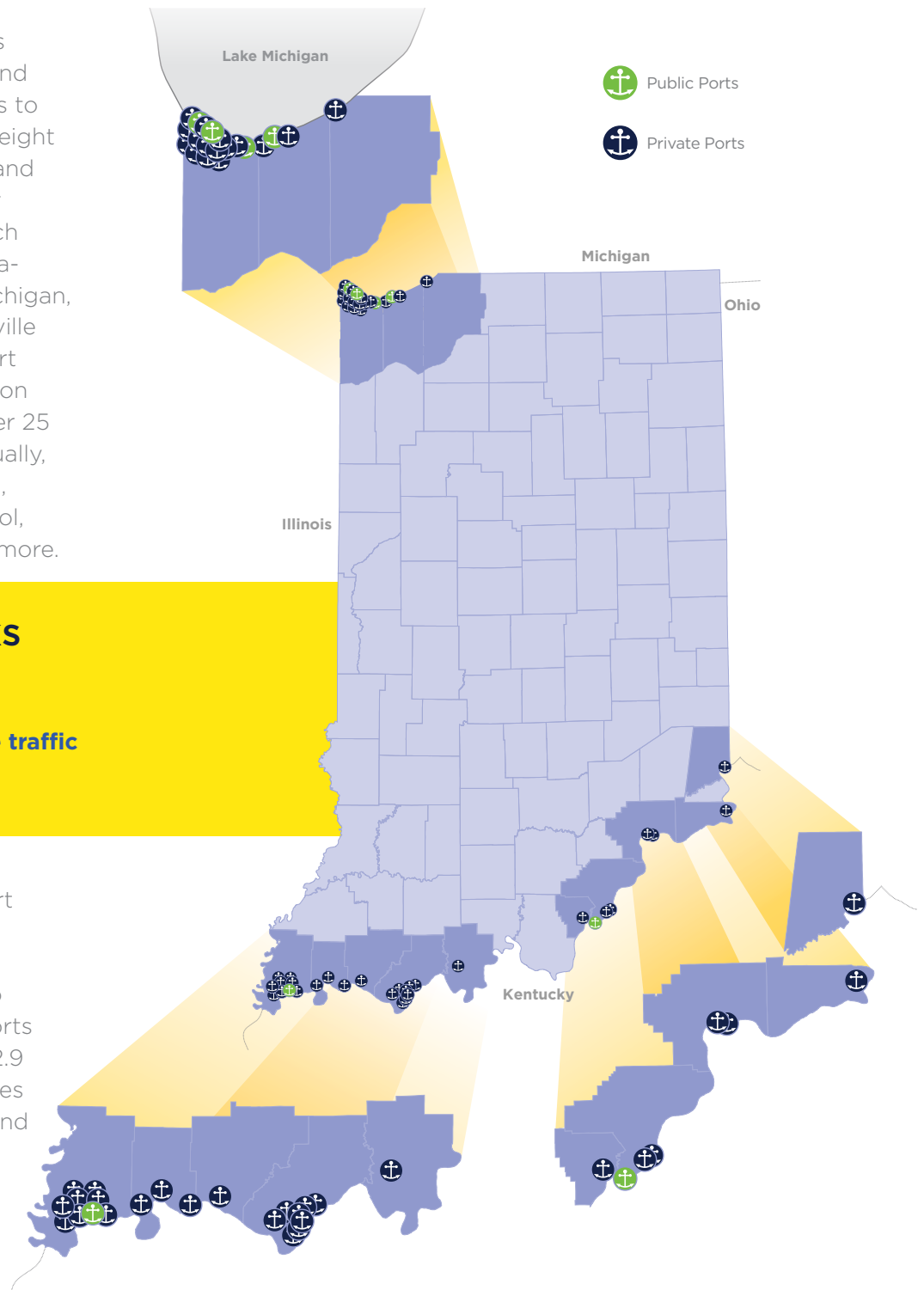
Indiana has a robust ports system with three ports and 400 miles of direct access to two major international freight arteries, the Great Lakes and the Ohio-Mississippi River System. These ports, which include the Port of Indiana-Burns Harbor on Lake Michigan, Port of Indiana-Jeffersonville on the Ohio River, and Port of Indiana-Mount Vernon on the Ohio River, handle over 25 million tons of cargo annually, including grain, coal, steel, fertilizer, limestone, ethanol, salt, heavy-lift cargo and more.

Indiana Ranks

6TH

... in domestic
waterborne traffic

According to the Ports of Indiana, the statewide port authority, Indiana's port system contributes more than \$6 billion per year to the state economy, supports more than 51,000 jobs, \$2.9 billion in wages and salaries and \$271 million in state and local taxes.



AMERICA'S PREMIER INLAND PORT SYSTEM

Port of Indiana-Burns Harbor



Located in the 'Steel Capital of North America,' the Port of Indiana-Burns Harbor provides ocean access to 'America's Heartland' on two of the largest inland waterways in the world. The port is just 18 nautical miles from Chicago – close to the city's massive market and transportation connections, but outside of its major congestion – providing tremendous competitive advantages for companies that ship steel, grain, minerals, fertilizer, heavy-lift cargo and oversized equipment via multiple transportation modes.

Port of Indiana-Burns Harbor handles international ships via the St. Lawrence Seaway connecting the Great Lakes to the Atlantic Ocean, and provides year-round barge access to more than 20 states and the Gulf of Mexico through the Inland Waterways System. The port supports Great Lakes bulk carriers up to 1,000 feet in length and ocean vessels capable of transiting the locks on the Great Lakes/St. Lawrence Seaway system. All of the major shipping lines that serve the Great Lakes call on the Port of Indiana-Burns Harbor.

- ◆ Located in the largest steel-producing region in North America, the Port of Indiana-Burns Harbor has nearly 600 acres of land and 30 port companies, including 15 steel-related companies and three steel mills

- ◆ Major cargoes include iron, steel, grain, chemicals, fertilizers, limestone, coal, coke, salt and heavy-lift cargo
- ◆ The port is a London Metal Exchange (LME) approved facility, which means LME-registered brands of metal can be stored onsite
- ◆ Unparalleled multimodal connections, 24-hour security, an onsite healthcare facility, utility connections as well as efficient cargo handling and storage facilities including:
 - 125,000 tons of liquid storage capacity
 - 90,000 square feet of inside storage for bulk cargo
 - 330,000 square feet general cargo storage in four on-dock warehouses
 - 55 acres of paved lay-down storage area
 - 5,550 feet of berthing areas
 - Seven cranes with multiple lift capabilities to meet your every need
 - Ro-Ro dock for roll-on, roll-off loading and unloading of vessels

Maritime Advantages:

Harbor provides 5,500 feet of ship and barge berths, Seaway draft and 1,600-foot diameter turning basin for large vessels

- ◆ One 1,000-foot Great Lakes ship can move the equivalent of 2,300 truckloads of cargo
- ◆ One towboat with 15 barges can haul 1,000 truckloads of cargo
- ◆ Waterborne shipping uses less fuel and emits fewer emissions than truck and rail

Major Cargoes at the Port:

- | | | |
|------------------|-----------------|-----------------------|
| ◆ Steel Coils | ◆ Coal | ◆ Calcium Chloride |
| ◆ Ingots | ◆ Salt | ◆ Minerals |
| ◆ Finished Steel | ◆ Vehicles | ◆ Liquid Fertilizer |
| ◆ Scrap Steel | ◆ Steel Slabs | ◆ Coke |
| ◆ Super Sacks | ◆ Billets | ◆ Asphalt |
| ◆ Grain | ◆ Limestone | ◆ Oversized Equipment |
| ◆ Soybeans | ◆ Project Cargo | |
| ◆ Dry Fertilizer | ◆ Containers | |

Port of Indiana-Jeffersonville



Port of Indiana-Jeffersonville provides competitive advantages to businesses that move cargo by water, rail and highway. Home to 28 companies including 12 steel-related businesses, the port's maritime industrial park offers warehousing, distribution and manufacturing facilities, a variety of steel services including processing, roll forming and galvanizing, as well as unparalleled multimodal connections. The opening of a new \$1.2 billion Ohio River bridge in 2016 created a new interstate shortcut from the port to key markets including Louisville, Cincinnati and Nashville. The "East End Crossing" bridge will connect I-265 on both sides of the Ohio River, completing the much anticipated bi-state connection to three major interstates (I-64, I-65, I-71) as well as the port's multimodal facilities.

The port will ultimately connect to the 6,000-acre River Ridge Commerce Center via a new road and rail transportation corridor that will provide large industrial developments access to the Ohio River and multiple Class I railroads.

- ◆ More than 1,000 barges, 250,000 trucks and 17,000 railcars pass through the port annually. The port has 11 miles of rail on the port property

- ◆ 1,057 acres of land, 340 acres available and 3,200 feet of riverfront
- ◆ Major cargoes include corn, fertilizer, salt, wire rod, soybeans, steel, liquid asphalt, pig iron and heavy lift cargo
- ◆ World-class infrastructure, docks, rail, utilities, multimodal connections, specialized cargo handling services and expansive storage facilities, including:
 - 2.5 million bushels of grain storage
 - 3,200 feet of riverfront access
 - 350-car near-dock rail yard
 - Heavy-haul roads
 - Multimodal services for steel, grain, bulk and heavy lift cargo
 - Rail service provided by CSX and Louisville & Indiana Rail Road, onsite switching by MG Rail
 - The Port of Indiana-Jeffersonville operates Foreign-Trade Zone (FTZ #170) allowing companies to compete globally with savings on certain import duties.
- ◆ Many companies take advantage of the port's maritime industrial park to develop customized, onsite warehousing, distribution and manufacturing facilities in close proximity to the Ohio River

Maritime Advantages:

- ◆ One towboat with 15 barges can haul 1,052 truckloads of cargo
- ◆ Barge shipping uses less fuel and emits fewer emissions than truck and rail. One 1,000-foot Great Lakes ship can move the equivalent of 2,300 truckloads of cargo

Major Cargoes at the Port:

- | | |
|--------------------|------------------|
| ◆ Corn | ◆ Soybeans |
| ◆ Heavy Lift Cargo | ◆ Steel |
| ◆ Wire Rod | ◆ Pig Iron |
| ◆ Fertilizer | ◆ Liquid Asphalt |
| ◆ Salt | |

Port of Indiana-Mount Vernon



Port of Indiana-Mount Vernon offers hundreds of acres on the Ohio River with connections to five Class I railroads. The port supports one of the richest grain and fertilizer markets in the world, as well as extensive coal reserves.

The port is a regional hub for multimodal shipments, with over 3,600 barges, 160,000 trucks and 37,000 railcars moving through the port annually. Barge fleetings for up to 500 barges is located immediately adjacent to the port with onsite rail storage for 200 cars and six miles of interior rail track.

- ◆ Port of Indiana-Mount Vernon has nearly 1,200 acres of land and 8,000 feet of riverfront
- ◆ Major cargoes include corn, soybeans, soybean meal, soybean oil, wheat, milo, coal, cement, ethanol, dried distillers grain, fertilizer, talc, limestone, coke, salt, steel and heavy lift cargo
- ◆ The port has more than 600 acres of greenfield industrial sites available for development, including one 500-acre mega site
- ◆ The port provides unparalleled multimodal transportation connections, specialized cargo handling services, and expansive storage facilities, including:
 - A 60-ton dual-lift overhead crane fully integrated to transload between barge, rail

and truck with the capability of handling container on barge shipments

- Public piers equipped for transloading bulk products as well as heavy lift cargo
- 53,000 square foot transit shed
- Coal terminal with 8 million ton annual capacity

Port of Indiana-Mount Vernon is located in Mount Vernon, a community that has developed a diverse industrial base with companies like SABIC Innovative Plastics, Babcock & Wilcox, CountryMark, GAF, ADM Milling, CF Industries, Cargill, Warehouse Services Inc. (WSI) and more.

Maritime Advantages:

Located near the median center of the U.S. population and only 153 miles from the confluence of the Ohio and Mississippi rivers, the Port of Indiana-Mount Vernon serves as a major gateway for agricultural, coal and manufacturing industries. Port companies provide processing, warehousing, distribution, bulk handling and grain storage. Cargo services include:

- ◆ Rail service by Evansville Western Railway with direct interchanges to five Class I railroads
- ◆ Fleetings for 500 barges
- ◆ 200-car rail storage capacity with six miles of interior rail track
- ◆ 60-ton, dual-lift overhead crane
- ◆ Heavy industrial zoning and heavy-haul roads
- ◆ Service from national and regional trucking companies

Major Cargoes at the Port:

- | | | |
|----------------|---------------|--------------------|
| ◆ Corn | ◆ Pig Iron | ◆ Cement |
| ◆ Wheat | ◆ Steel Coils | ◆ Dried Distillers |
| ◆ Soybean Meal | ◆ Salt | Grain |
| ◆ Coal | ◆ Soybeans | ◆ Talc |
| ◆ Ethanol | ◆ Milo | ◆ Coke |
| ◆ Fertilizer | ◆ Steel Slabs | ◆ Heavy Lift |
| ◆ Limestone | ◆ Soybean Oil | Cargo |

Information accessed from www.portsofindiana.com

CROSSROADS OF AMERICA'S WATERWAYS



Indiana Ranks



Great Lakes Ports Shipments



Inland Ports Shipments



Source: 2017 Indiana Logistics Directory

SPOTLIGHT: INDIANA LOGISTICS SUMMIT

Since 2003, the Indiana Logistics Summit, hosted by the Ports of Indiana, has been the Midwest's premier freight logistics conference. Focused on educating a diverse audience on new developments in logistics, the Summit features national speakers from the transportation, distribution and logistics industries. The Summit attracts more than 350 industry professionals, including executives of logistics and manufacturing companies as well as public officials, economic development leaders and academics from the Midwest.

"Logistics is something that Indiana knows very well. Our robust transportation infrastructure and central location create tremendous logistical advantages for businesses that move products by air, rail, truck

and water," said Rich Cooper, CEO for the Ports of Indiana. "The Summit celebrates the importance of this industry and provides an important platform for informative discussions among businesses, leaders and transportation professionals."

Known as the "Crossroads of America," Indiana ranks among the top 10 states in more than 100 logistics categories, including 1st in pass-through interstates. The state's business-friendly environment and extensive transportation network have made Indiana a leader in the world of logistics. As a result, more than a billion tons of freight travel through the state each year and Indiana has become one of the best places to grow businesses that rely on the movement of goods.



INDUSTRY DRIVES INDIANA'S LOGISTICS FUTURE



The Conexus Indiana Logistics Council (CILC) is a forum of more than 50 logistics industry executives and thought leaders from throughout Indiana representing the following logistics sectors: aviation; railroads; trucking; waterborne transport;

warehouse/distribution/third-party providers; infrastructure design and build; advanced manufacturers; and service firms.

CILC's mission is to work with a sense of urgency to strengthen Indiana's logistics sector by identifying and advancing concrete opportunities for enhancement, which better positions Indiana to grow existing business, attract new business and create jobs.

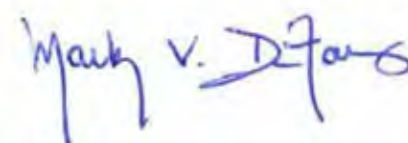
In 2010, CILC launched *Phase I: A Plan for Indiana's Logistics Future*, a strategic plan focused on short-term ideas and opportunities to strengthen Indiana's infrastructure, public policy and workforce development assets. After successfully implementing many of the tactics in the strategic plan, CILC followed with a second strategic plan, *Delivering Indiana's Logistics Future*. In addition to outlining the short-term tactics that had been successfully accomplished, the plan identifies long-term tactics needed to grow the logistics industry in our state and recommends ways to finance priority projects. Many of the recommendations in these plans were included in former Indiana Governor Mike Pence's *Blue Ribbon Panel for Transportation Infrastructure*.

In 2012, regional business leaders, the Indiana Department of Transportation (INDOT), the Indiana Economic Development Corporation (IEDC) and the Ports of Indiana asked CILC to create regional logistics councils in Northwest, North Central, Northeast, Central, Southwest and Southeast Indiana to identify logistics priorities and opportunities in each region. These six councils, comprising more than 225 logistics executives throughout Indiana, launched region-specific plans in 2015. Those plans served as the foundation for the Indiana General Assembly and INDOT as they studied future transportation capacity and maintenance needs.

CILC is unlike any organization in the nation. Led by Indiana's logistics industry executives, CILC successfully identifies industry needs and drives implementation, giving Indiana a competitive advantage by ensuring that Indiana has a strong logistics industry and the infrastructure to support long term economic growth.

I am confident the *State of Logistics Industry Report* will give you the information needed to consider Indiana for your business. If you would like to experience the Indiana advantage in person, David Holt, Vice President of Operations and Business Development with Conexus Indiana, and I are happy to show you how Indiana can help you increase profits, save money and reach your business goals.

Respectfully,
Mark DeFabis



Chief Executive Officer, IDS in Plainfield, Indiana
Chairman, Conexus Indiana Logistics Council

CONEXUS INDIANA: MAKING OPPORTUNITIES HAPPEN



Conexus Indiana is an initiative dedicated to making Indiana the recognized global leader in advanced manufacturing and logistics by creating new industry partnerships and promoting Indiana's advantages in manufacturing and logistics. Learn more at www.ConexusIndiana.com.



The Conexus Indiana Logistics Council (CILC) provides a forum for executives in the logistics industry to explore short- and long-term opportunities for industry growth and develop strategies to ensure Indiana remains a logistics leader. The Council is an unprecedented collaboration of logistics executives throughout the state representing all sectors of the logistics user community. It includes more than 50 executives who serve on the statewide council and more than 225 industry executives within 6 state regional councils.

CILC Mission:

- ◆ Enhancing the environment for companies in advanced manufacturing and logistics to grow their business
- ◆ Creating a more attractive environment for manufacturing and logistics companies to relocate to or expand in Indiana
- ◆ Creating high-paying jobs for Hoosiers



Statewide Regional Logistics Councils

Regional Council's Mission:

- ◆ Identifying regional logistics needs with statewide implications
- ◆ Acting as the recognized entity to bring awareness to government leaders
- ◆ Identifying research needs for the transportation and logistics industry

CONEXUS INDIANA LOGISTICS COUNCIL PARTNERS



SPOTLIGHT: CONEXUS ICON

Conexus Indiana operates an online Hoosier supplier database – Conexus ICON (www.conexusicon.com) – that offers buyers information regarding the capabilities and certifications of Hoosier suppliers. The supplier database promotes Hoosier suppliers to procurement organizations, provides them with procurement opportunities, and supports growth not only in Indiana’s advanced manufacturing and logistics industries, but every B2B sector in Indiana.

Businesses can register and update their company profile on the website, including product and/or service capabilities, diversity and quality certifications, hub-zone status and other demographic information such as what industry they serve. The comprehensive search tool allows users to find suppliers with various capabilities and geographic location. The easy-to-use procurement posting tool automatically matches and broadcasts the opportunity to registered users.

CONEXUS INDIANA



BE SEEN
by Buyers Worldwide

BE FIRST
to Learn about Procurement
Opportunities

BELONG
to an Exclusive Community, its
Forums and Special Events

> **6700** Hoosier
companies
registered in the
Conexus ICON database



“The Conexus ICON database
is a valuable tool for Purdue to
search for Hoosier suppliers.”

Jessie Moore, Director of Supplier Diversity, Purdue
University



Multiple search functionality:
company name, keyword,
geography, NAICS, quality
and ownership certifications

NARROWING THE SKILLS GAP

As Indiana deepens its stronghold on its advanced manufacturing and logistics leadership position, Conexus Indiana continues to expand 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 delivers high school curriculum and internship opportunities to students statewide.



Conexus Indiana ensures students receive hands-on experience and exposure to advanced manufacturing and logistics through its Hire Tech program, developed in partnership with Ivy Tech Community College. During the 4 years since Hire Tech was introduced, students have completed almost 18,000 college credit hours valued at \$2.4 million. Hire Tech students also earned more than 7,000 industry credentials. Hire Tech is offered at over 200 schools and has been delivered to more than 4,700 students statewide.



The summer of 2015 marked the first year of Conexus Interns, the first-ever internship program in Indiana tailored specifically for high school students and advanced manufacturing and logistics companies. Developed by an industry-led task force, Conexus Interns provides high school students hands-on experience in an advanced manufacturing or logistics facility.



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. More than 250 A+ Partners open their doors to local students, with some offering internships and other work opportunities.



POST SECONDARY SUPPLY CHAIN/LOGISTICS DEGREES



Ivy Tech Community College

- ◆ Supply Chain Management/Logistics (Associates)*



Ancilla College

- ◆ Logistics and Inventory Systems (Associates)*



Vincennes University

- ◆ Supply Chain Management (Associates)*



Valparaiso University

- ◆ Supply Chain Management (Bachelor's, Beginning Fall 2018)



Indiana University – Kelley School of Business

- ◆ Supply Chain Management (Bachelor's)
- ◆ Operations Management (Bachelor's)
- ◆ Supply Chain and Operations (MBA)
- ◆ Global Supply Chain Management (Master's)
- ◆ Operations Management (PhD)



Indiana University – Purdue University Indianapolis – Kelley School of Business

- ◆ Supply Chain Management (Bachelor's)



Purdue University – Krannert School of Management

- ◆ Supply Chain, Information and Analytics (Bachelor's)
- ◆ Global Supply Chain (Master's)



Purdue University – Polytechnic Institute

- ◆ Supply Chain Management Technology (Bachelor's)



Ball State University

- ◆ Logistics and Supply Chain Management (Bachelor's)*



University of Notre Dame

- ◆ Information Technology, Analytics, and Operations (Bachelor's)



Indiana State University

- ◆ Operations and Supply Chain Management (Bachelor's)



University of Evansville

- ◆ Supply Chain Management (Bachelor's, Beginning Fall 2018)*



University of Indianapolis

- ◆ Operations and Supply Chain Management (Bachelor's)

*Denotes that the curriculum is endorsed by the Conexus Indiana Logistics Council

WORKFORCE DEVELOPMENT PROGRAMS

On-Campus Events



The Conexus Indiana Logistics Council (CILC) is playing a major role in deepening the talent pool for the supply chain and logistics industry. The majority of today's industry professionals do not have degrees in supply chain management or operations – in fact these degree offerings were nonexistent until 15 years ago. However, as globalization shrinks the world and lengthens supply chains, the demand for highly skilled logistics professionals has never been higher. On-campus events are designed to connect students directly with industry professionals. CILC companies send supply chain and logistics professionals to campuses to participate in panel discussions followed by a networking hour. By engaging students to explore degrees and careers in supply chain and logistics, Conexus Indiana is ensuring that the industry challenges of tomorrow can be met.

On-Location Events



The Conexus Indiana Logistics Council is continuing to expand its workforce development programs across the state. Students at Indiana post-secondary institutions have the opportunity to go on-location to Indiana logistics and manufacturing companies and experience real-life applications of classroom concepts. While visiting, students will get an in-depth look at varying facets of logistics and supply chain operations through integrated facility tours and interaction with company employees – from entry-level to executive. The goal of this program is to encourage students to consider taking courses and eventually pursuing careers in supply chain and logistics. The program provides students a window into what a “day in the life” might look like, as well as exposes them to the many opportunities within the industry

Case Competition

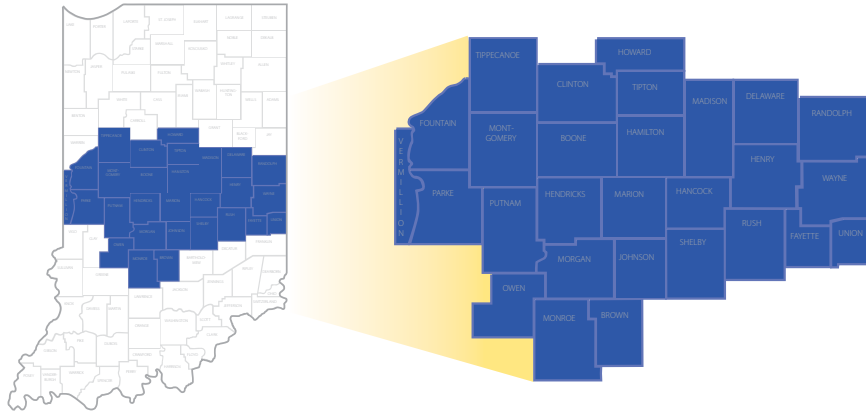


Interpersonal communication skills and problem solving are key components to succeeding in the fast-paced, ever-changing supply chain and logistics field. CILC annually hosts a logistics case competition to expose students to real-life decision making and problem solving. CILC partner companies sponsor the annual event to bring together students and industry partners to continue to bridge the gap between industry and post-secondary education within the supply chain and logistics fields.

Check out the video from the 2016 Conexus Logistics Council Case Competition! <https://vimeo.com/190252318>

REGIONAL LOGISTICS COUNCILS

Central Regional Logistics Council



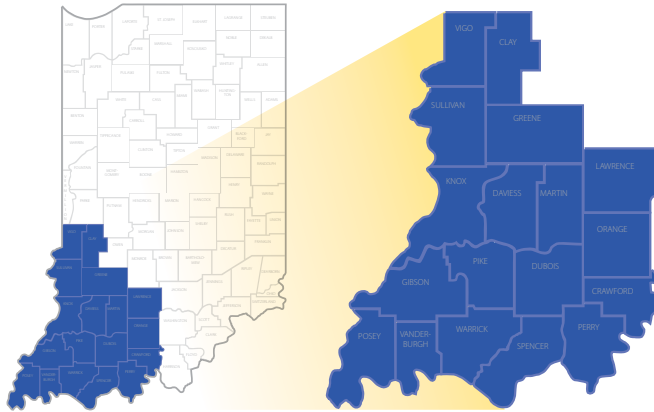
AECOM
 Allison Transmission, Inc.
 American Structurepoint, Inc.
 Appian
 Backhaul Direct
 Beam, Longest and Neff, LLC
 Belkin
 Butler Fairman & Seufert Civil Engineers
 Carter Logistics, LLC
 Caterpillar, Inc.
 CB Richard Ellis, Inc.
 Celadon Group, Inc.
 Central Indiana & Western Railroad Co.
 Central Indiana Corporate Partnership
 CHA Companies
 Cherry Farms
 Cook Group, Inc.
 Coregistics
 Corradino, LLC
 Cushmand & Wakefield
 CVS/Pharmacy
 Dick's Sporting Goods

Direct Connect Logistix
 Dow AgroSciences
 Draper, Inc.
 Duke Realty Corporation
 Eli Lilly and Company
 First Merchants Bank
 Fraley & Schilling, Inc.
 Full Beauty Brands
 Geodis
 Goodwill Commercial Services
 Hanson
 Hanzo Logistics, Inc.
 HDR
 Help Logistics
 HNTB Corporation
 Ice Miller
 Indiana Railroad Company
 Indianapolis Airport Authority
 Indy Chamber
 Integrated Distribution Services, Inc.
 Integrated Services Incorporated
 Jones Lange LaSalle Americas, Inc.

Katz, Sapper & Miller, LLP
 Kinetrex Energy
 Kokomo Grain Co., Inc.
 Langham Logistics, Inc.
 Lochmueller Group
 Maplehurst Bakeries — A Weston Foods Company
 MAVPAK
 MD Logistics
 Medallion Transport Holdings, Inc.
 Merchandise Warehouse Co., Inc.
 MKM Distribution Services
 Monarch Beverage Co., Inc.
 Norbert Dentressangle Group
 Oerlikon Fairfield
 Parson Brinckerhoff
 PCS Engineers
 Prince Alexander Architects
 Red Gold
 ResourceMFG
 RQAW Corporation
 Rush County ECDC
 Ryiki Logistics

Subaru of Indiana Automotive, Inc.
 Summit Reality Group
 Telamon Corporation
 The Etica Group
 The Indiana Railroad Company
 Tippman Group/Interstate Warehousing
 TOC Logistics International, LLC
 Tonn and Blank Construction
 TR Medjeski Logistics Consultants, Inc.
 VS Engineering
 Wabash Central Railway, Big Four Terminal Railroad and C&NC Railroad
 Winski Brothers

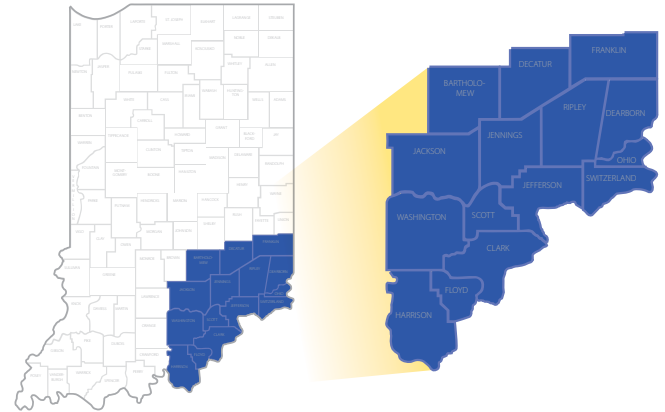
Southwest Regional Logistics Council



Atlas World Group
 Audubon Metals, LLC
 Berry Plastics
 Bestway Express, Inc.
 CH Robinson
 Clabber Girl Corporation
 Distributors Terminal Corporation
 Dubois County Airport
 Economic Development Coalition of Southwest Indiana
 Evansville Marine Service, Inc.
 Evansville Regional Business Committee
 Evansville Western Railway
 Evansville-Vanderburgh Airport Authority District
 Frost Brown Todd LLC
 Grow Southwest Indiana Workforce
 Indiana Southern Railroad LLC
 Jasper Engines
 Kahn, Dees, Donovan & Kahn, LLP
 Lochmueller Group

Meyer Distributing
 Morley & Associates
 Morris Trucking
 Morton Avenue Warehouse
 Mt. Vernon Barge Service
 Mulzer Crushed Stone
 OFS Brands
 Perry County Port Authority
 Ports of Indiana - Mt. Vernon
 Radius Indiana
 SABIC Innovative Plastics
 Shoe Carnival
 Southwest Indiana Chamber
 Terre Haute International Airport
 ThyssenKrupp Presta USA, LLC
 Toyota Manufacturing, Indiana
 Vectren Corporation
 VS Engineering
 Warehouse Services Inc.
 Woodward Commercial Realty, Inc.

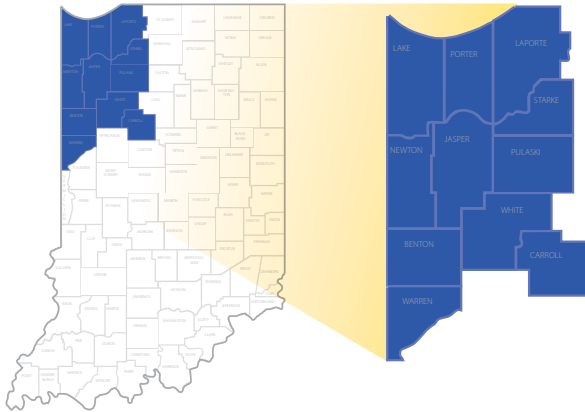
Southeast Regional Logistics Council



Aisan Manufacturing, Inc.
 American Commercial Lines
 Baker Commercial Real Estate
 Batesville Casket Company, Inc.
 Consolidated Grain & Barge Co.
 Cummins, Inc.
 Eagle Steel Products, Inc.
 ERL Commercial Marine, Inc.
 Flint Group
 Force Construction Co., Inc.
 Frost Brown Todd
 Grammer Industries, Inc.
 Huff Contractors, Inc.
 Irving Materials, Inc.
 Jacobi, Toombs and Lanz, Inc.
 James L. Shireman, Inc.
 Jefferson County Industrial Development Corporation
 Kentucky Truck Sales
 KM Stemler Company, Inc.
 Koetter Construction
 Lochmueller Group

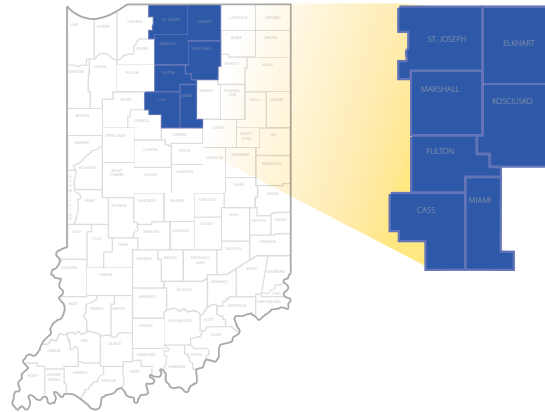
Louisville & Indiana Railroad Co.
 Louisville Regional Airport Authority
 Lowes Pellet & Grain
 Lucas Oil
 Madison Railroad
 Marine Industries Corporation
 Mountjoy Chilton Medley LLP
 One Southern Indiana
 Packaging & Logistics Solutions, Inc.
 Ports of Indiana - Jeffersonville
 Ranger Enterprises, LLC
 Sodrel Trucking Lines, Inc.
 Summitt Trucking, LLC
 Tanco Clark Maritime
 The David J. Joseph Company, A NUCOR Company
 Toyota Industrial Equipment Manufacturing, Inc.
 TPG Mount Vernon Marine, Jeffersonville Barge Service
 Transmark Logistics, LLC
 VS Engineering

Northwest Regional Logistics Council



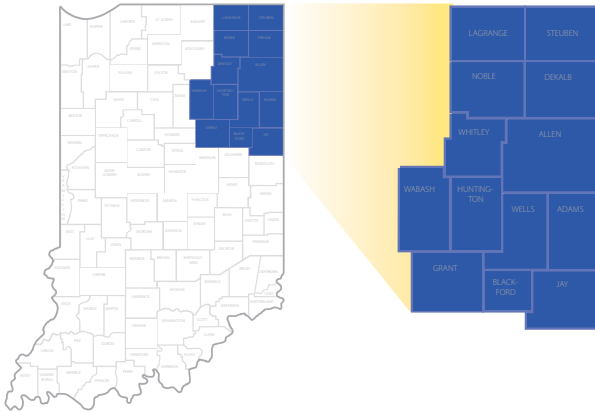
ArcelorMittal Burns Harbor	Ports of Indiana - Burns Harbor
Center for Workforce Innovations	Presidio Group, LLC
Commercial Advantage, Inc.	Reliable Transportation Specialists
Contract Services Group	Rieth-Riley Construction Co., Inc.
Culp Family Farms	Schilli Transportation Services, Inc.
Enbridge	Steel Transport
Falk PLI Engineering & Surveying	Stewart Grain
Federal Marine Terminals	Strasburger Trucking, Inc.
Frost Brown Todd	Sullair Corporation
G.E. Marshall, Inc.	The Indiana Railroad Company
Grubb & Ellis/Cressy & Everett	The Raymond Corporation
Halfwassen & Associates, LLC	Tobin Development Corporation
Highroad Consulting, LTD	TOC Logistics International, LLC
Illini State Trucking	Tonn and Blank Construction
Indiana Beverage	VS Engineering
Indiana Harbor Belt Railroad Company	Walsh & Kelly
LaPorte County Economic Development	Weaver Boos Consultants
NIPSCO	
Northwest Indiana Forum	
Porter County Regional Airport	

North Central Regional Logistics Council



Ancilla College	Petersen International Consulting Services
Bradley Company	Phend and Brown, Inc.
Cargo Services	RACO, Hubbell Electrical Products
Celtic International	Rieth-Riley Construction Co., Inc.
Coca-Cola South Bend Distribution Center	St. Joseph County Airport Authority
Crystal Valley Dairy Farms	Steel Warehouse
Days Distribution & Logistics, Days Transfer	The Chamber of Commerce of St. Joseph County
FM Stone Real Estate	Tonn and Blank Construction
Forward Air Freight	University of Notre Dame
Fulton Economic Development Corporation	Walsh & Kelly
Greater Elkhart Chamber of Commerce	Weaver Consultants
Grubb & Ellis/Cressy & Everett	Wiers International Trucks
Holladay Properties	Zimmer
Keystone Logistics	
Kokomo Grain Co., Inc.	
Kosciusko Economic Development Corporation	
VS Engineering	
Metzger Trucking	
Moran Transportation Corporation Distribution Centers, Inc.	

Northeast Regional Logistics Council



Brechbill Farms
 Brooks Construction Company, Inc.
 Buchanan Hauling and Rigging, Inc.
 CB Richard Ellis
 CJ International, Inc.
 Commercial Warehouse & Cartage, Inc.
 Evans Trucking
 Five Star Distributing
 Fort Wayne/Allen County Airports
 Frost Brown Todd LLC
 General Motors Marion Metal Center
 Greater Ft. Wayne, Inc. - Allen County Airport Authority
 Heidtman Steel
 JAT of Fort Wayne
 Klink Trucking, Inc.
 Kruse Worldwide Courier
 Logistics Insight Corp.
 Martin Riley Architects Engineers
 Meyer Trucking - East Haven

Northeast Indiana Regional Partnership
 Parrish Dedicated Services, Inc.
 PFG Customized Distribution
 Regional Chamber of Northeast Indiana
 Sirva
 Tippmann and Associates
 TransWorks
 Valbruna Slater Stainless, Inc.
 Vera Bradley
 VS Engineering

"In a global economy, multinational companies can locate almost anywhere. Indiana is no longer competing state-to-state, we're competing against the world. The state is known as the "Crossroads of America" and has the infrastructure required to move products quickly and efficiently into the hands of customers across the nation and around the world. Conexus Indiana effectively supports our business needs working to capitalize on emerging opportunities in advanced manufacturing and logistics, aligning resources and expertise to make Indiana a leader in these innovative industries."

Mark Linville

Director of Global Physical Logistics
 Rolls-Royce

THANKS TO OUR PARTNERS



Steve Braun

Commissioner, Department of Workforce Development

Commissioner Steve Braun was appointed in 2014 to serve as Indiana's Commissioner of the Department of Workforce Development (DWD), which is tasked with building a highly skilled and educated Hoosier workforce that can compete in the global economy.

Prior to leading DWD, Steve served in the Indiana House of Representatives, while remaining active as an entrepreneur in tech companies, real estate, and agriculture.



Rich Cooper

Chief Executive Officer, Ports of Indiana

Rich Cooper was appointed Chief Executive Officer for the Ports of Indiana in 2005, after four years as the organization's chief operating officer. As CEO, Rich oversees all port operations and works with the board of directors to establish the organization's strategic vision and direction. Through his leadership, the Ports of Indiana has realized consistent growth and achieved many significant milestones.

Rich has helped the Ports of Indiana thrive as a self-funded, business-driven enterprise that contributes to growing Indiana's economy.



Joe McGuinness

Commissioner, Indiana Department of Transportation

Joe McGuinness was appointed Commissioner of the Indiana Department of Transportation (INDOT) in January 2017 by Governor Eric Holcomb. Throughout his career, Joe has been actively involved in transportation and infrastructure planning in Central Indiana, serving on the Funding Indiana's Roads for a Stronger, Safer Tomorrow Task Force created during the 2016 Indiana legislative session and on the 2045 Long Range Transportation Plan Steering Committee.



Jim Schellinger

Secretary of Commerce, Indiana Economic Development Corporation

Jim Schellinger serves the state of Indiana as the Secretary of Commerce for the Indiana Economic Development Corporation (IEDC), the state's lead economic development agency. Jim was appointed by Governor Eric Holcomb in December 2016 to help lead Indiana business growth and Hoosier job creation efforts. Prior to his appointment as Secretary of Commerce, Jim was president of IEDC and previously served as a member of the IEDC board of directors.

“In 2015, when we made the decision to expand our refrigerated warehouse space, we decided to stay in Indianapolis to take advantage of Indiana’s favorable business climate that offers low taxes and regulations. In addition, being in the “Crossroads of America” helps keep our customers’ transportation costs affordable. Another key element in our decision was our ability to successfully build a strong employee base utilizing the innovative workforce development programs offered by many local community organizations serving the low income, at risk, vulnerable neighborhood population.”

Tim Siddiq
President & CEO
Merchandise Warehouse



