

Central Indiana Corporate Partnership

# 2020

## ANNUAL REPORT



AgriNovus  
INDIANA



Ascend  
INDIANA



BioCrossroads®



CONEXUS  
INDIANA



ENERGY SYSTEMS NETWORK

TECHPOINT



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# LETTER FROM THE PRESIDENT

I won't be the first to say that 2020 was an extraordinary year – and it was on many different fronts. Not only did a global pandemic upend our best laid plans, but racial injustice, a national election climate like no other, and the resulting economic downturn all caused us to reflect and find ways to make a difference for our members and our community. Through every initiative we supported Indiana's advanced industries in new ways and brought new priorities into focus to address the complexities wrought by these challenges.

We started the year with our eyes on the future due in large part to our work with the American Enterprise Institute and Brookings Institution on the Indiana GPS Project. The research and insights will help us to better understand the state's economy and how we can address and face some of its challenges. We would not have guessed in January how critical the timing of this project would actually be so that we can change the trajectory of our economy.

We're at a critical point in Indiana's history for many reasons. We still have great possibilities for growth and greater prosperity, but we are going to have to work very hard—and all together—to realize them. Adding to the urgency of the moment, the pandemic's impact on the economy and workforce have been significant in their own right and have magnified challenges we have been facing for many years.

Not only was it an exceptional year because of these outside forces, but in the work that our team at CICP has done both as planned and in response to these issues. I've led this organization for eight years and have never been so proud of the work that CICP, our six initiatives, and our members working in collaboration with the CICP team have managed to accomplish.

You'll read more details in the following pages, but just a few pieces to highlight:

- **AgriNovus Indiana conducted a Pandemic (COVID-19) Food Supply report for Indiana;**
- **Ascend Indiana partnered with EmployIndy to develop and implement the Rapid Re-Employment Response program to help Hoosiers get back to work;**
- **BioCrossroads coordinated several behind-the-scenes efforts to inform, educate and connect companies working on COVID-19 treatments and testing;**
- **Conexus Indiana worked with the Indiana Economic Development Corporation on the Manufacturing Readiness grant program which infused critical funding to Indiana companies;**
- **Energy Systems Network and TechPoint worked with the City of Indianapolis on an eLearning pilot program to connect students with high-speed internet;**
- **CICP partnered with the Indy Chamber on establishing the Business Equity for Indy Committee, aimed at advancing a fairer and more inclusive future for Indianapolis' Black population and other peoples of color.**



And in the midst of all of this, we moved to our new offices in the 16 Tech Innovation District. Unfortunately, we have only been able to enjoy them for a few hours to unpack, but look forward to the potential of gathering there at some point in 2021 and to all of the opportunities that (finally) being together in a vibrant, collaborative innovation community will bring.

From a leadership standpoint, we said goodbye to our dear friend and colleague Beth Bechdol, president and CEO of AgriNovus Indiana, as she embarked on a tremendous opportunity working in Rome, Italy for the World Food Organization as deputy director. Mitch Frazier, known to many of us for his executive roles in both tech and ag-related companies, transitioned into that role without missing a beat. He proves to be an excellent fit to lead AgriNovus.

I am grateful for the guidance and strength of our 2020 board Chair Connie Bond Stuart as well as our other executive committee members for the immense amount of good thought, hard work and collegial action that all have given so willingly throughout this past, rugged year. And thank you to our board members, who have provided their leadership and organizational resources in so many ways—often working directly together—to help combat this pandemic and the racial injustice in our communities.

One thing that I'm certain of, even in an uncertain environment, is that we have a renewed sense of purpose for our mission for our city, our region, and our state as a result of 2020's challenges. CICP has become an even better organization—and a stronger leadership network—by addressing these challenges with such creativity, collegiality and commitment.

As 2021 begins, I really can't wait to see again and in person the many faces that make up CICP and our initiatives, our partners, and members as we continue our shared mission to create transformational and innovative new programs and projects for our community and our state.



Sincerely,

**David L. Johnson**

*President and CEO*

Central Indiana Corporate Partnership

*While the entire CICP organization was working from home for nearly nine months of 2020, it certainly did not slow down the progress on projects in process or work on new initiatives that arose in response to the external environment.*

*CICP quickly adapted to the necessity and urgency of its members and the state as a result of COVID-19.*

## RESPONDING TO COVID-19 PANDEMIC

CICP facilitated 26 teleconferences for CICP board members starting in early March in response to the COVID-19 pandemic. President and CEO David Johnson led the discussions which served as a platform through which state public health officials and state and local public and private sector leaders participated, providing updates and valuable information for member organizations related to public health and the economy. From these discussions, a number of CICP member companies ended up working closely with one another and with the Governor's office and public health officials in the rapid scale-up of expanded COVID-19 testing capacities and locations around the state, as well as in retooling manufacturing capabilities to produce greater supplies of locally available personal protective equipment to enable the vital work of healthcare professionals and front-line workers.

A further outcome from these discussions was the development and release of three return-to-work playbooks for the manufacturing, logistics and warehousing, office, and

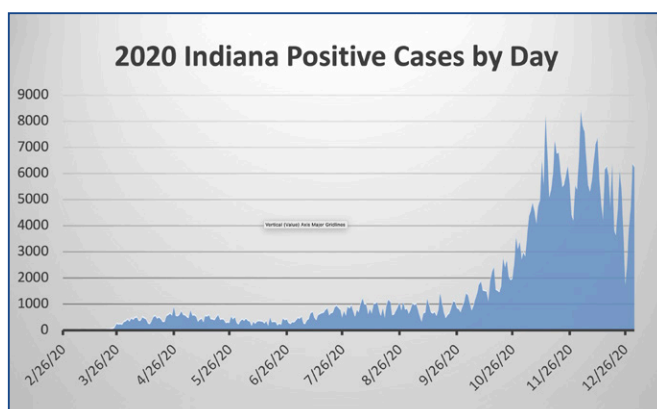
customer-facing settings. These practical and comprehensive guides were produced by CICP, in partnership with Cummins Inc. Chairman and CEO Tom Linebarger and members of Cummins' global team, working together with other regional business leaders. Mark Howell, from Conexus Indiana, and Paul Mitchell, from Energy Systems Network made substantial contributions to this effort as well.

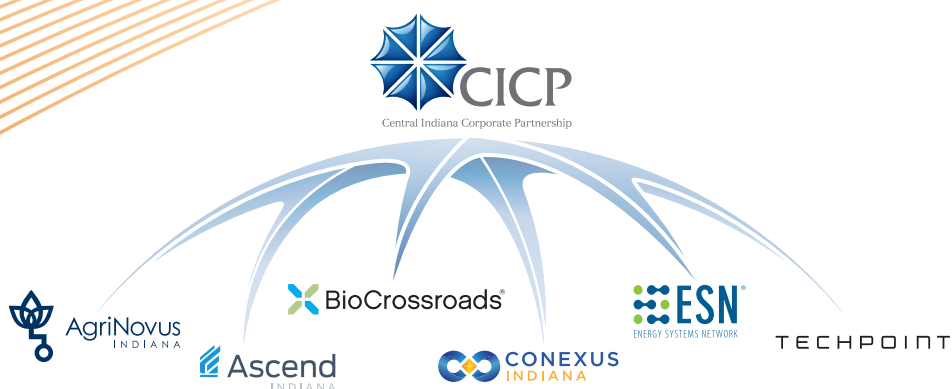
### The three playbooks are:

- **Safe Return to Work for Indiana's Manufacturing, Logistics, and Warehousing Sectors: Keeping our Hoosier workers safe so they can restart the state**
- **Safe Return to Work for Indiana's Office Environments: Keeping our Hoosier workers safe so they can restart the state**
- **Safe Return to Work for Indiana's Sales and Service Operations Keeping our Hoosier workers safe so they can restart the state**

The three playbooks were released to share emerging best practices for Indiana companies and others around the world to develop plans for reopening the workplace. Each playbook offers recommendations and best practices from public health experts and organizations, as well as other officials and company leaders.

CICP also developed letters of support for Indiana Governor Eric Holcomb and Indianapolis Mayor Joe Hogsett regarding their decision to mandate wearing masks in public places in response to the challenges of COVID-19.





## PROMOTING EQUITY WITHIN OUR COMMUNITY

To address this summer's racial injustice movement and take a hard look at the best ways for the business community to address the challenges of advancing inclusion and equality in the region, CICP and the Indy Chamber, with support from the Indianapolis Urban League, formed the Business Equity for Indy (BEI) Committee in October. Chaired by Citizens Energy CEO (and CICP Executive Committee member) Jeff Harrison, BEI is comprised of a group of Indianapolis-based corporate leaders committed to advancing a fairer and more inclusive future for the city's Black population and other peoples of color.

The coalition identified several priorities for immediate action through specific activities, including efforts to:

- **expand hiring, promotion and leadership opportunities for the region's Black population and other peoples of color;**
- **expand minority-owned business enterprise (MBE) participation and procurement opportunities in the regional economy for businesses owned by Blacks and other peoples of color;**
- **address impediments to healthcare, including maternal and child health, vaccinations for vulnerable populations, and food insecurity;**
- **identify actions that can promote greater opportunity and access of Black talent to brighter employment and training opportunities, access to e-learning technologies and high-quality early learning programs**
- **evaluate public policy opportunities such as criminal justice reform, alternative sentencing policies, partnerships to better address mental health and substance abuse treatment, etc.**

In this historic partnership between CICP and the Indy Chamber, the organizations will work collaboratively on issues that strike the heart of Central Indiana, by leveraging their drive while drawing input and support from local communities to lead to collaborative, responsive and outcome-driven work. Indy's corporate and civic community has responded strongly to the urgency and importance of this major project, seeking to identify and implement responsive and responsible ways to move the needle on racial inequity.

# Business Equity *for* Indy





# INDIANA GPS PROJECT

Work continued throughout all of 2020 on the Indiana GPS Project, a groundbreaking statewide research project about the condition of Indiana's economy and workforce, including the impact of COVID-19 and how regional economies are faring.

The study is designed to inform public policy and business priorities that will spur economic growth, including recommendations about how to increase the number of good jobs available to Hoosiers. The research project, which began in August 2019, is being spearheaded by CICP and conducted in collaboration with Brookings Institution's Metropolitan Policy Program and the American Enterprise Institute (AEI).

Brookings' research focuses on an assessment of the state's advanced industries, which are R&D and STEM-worker intensive industries that include many manufacturers, service providers, and life sciences and tech companies throughout the state. The research includes an evaluation of the health of Indiana's regional labor markets and job quality, as well as an early look at the troubling impact of COVID-19 on Indiana's economy and workforce.

During the course of the year, the CICP and Brookings teams held more than 20, two-to-three-hour focus sessions with business, educational, community and government leaders across the state. Through these sessions, CICP and Brookings reached some 350 stakeholders to share workforce and economic data specific to their regions, to garner input about these findings, and to solicit additional feedback to inform the research project.

In November, three reports from AEI were issued that focus on Indiana's demography, a civic and community life survey, and an analysis of Indiana's Opportunity Zones



and related investment opportunities. In addition, [www.indianagpsproject.com](http://www.indianagpsproject.com), was launched to showcase key state and regional data about job growth, productivity and advanced industries strengths.

Brookings scholars will develop a series of policy and strategy recommendations to help Indiana address the challenges revealed by the research. These recommendations, which will draw upon and align with key findings from the AEI research, will be published in early 2021 and will be made available directly by CICP through [IndianaGPSProject.com](http://IndianaGPSProject.com).

This interconnected series of data, research and reports for the Indiana GPS Project were made possible by a grant to the CICP Foundation from Lilly Endowment Inc.



# 16Tech®

The pandemic did not stop progress on the construction of 16 Tech's Innovation Building 1, CICP's new home, and in September, the organization moved to the new facility in the heart of the innovation district. The new office space was designed with the same intention of the 16 Tech community – it's collaborative, open and creative.

While CICP employees continued to mainly work from home in 2020, the facility stands at the ready to welcome the team when it is safe to reconvene.

16 Tech saw several other exciting developments in 2020. Construction began on HqO, the innovation hub boasting flexible office space, a makerspace and artisan marketplace, and is slated to open in early 2021. A team of international and local talent was selected to lead the design and community engagement for the 16 Tech bridge which will enhance the physical connection to downtown and serve as an architectural statement for the City. 16 Tech also invested in the local community by awarding \$1 million in grants to projects that support residents in the Near West, Near Northwest and surrounding neighborhoods.



IN3 continued its focus on building a hub of national security innovation intent on solving critical defense priorities. A rigorous strategic plan was developed that identified technical areas of focus in emerging technologies where its industry, academia and government partners had depth of capability. To achieve its stated goals and the objectives within the plan, IN3 hired six new employees with expertise in their respective technical fields. Its most impactful success was being awarded \$2.5 million in initial funding to establish and manage a business model that enhances the ability to quickly identify, acquire and operationalize artificial intelligence capabilities through the Joint Artificial Intelligence Center (JAIC) for the U.S. Department of Defense.





# AgriNovus INDIANA

IT'S HAPPENING HERE

The year 2020 was one of impact for AgriNovus Indiana, as the organization was laser-focused on its positive contribution to the agbioscience sector through business growth, entrepreneurship and talent development. Newly released research confirms the industry's clout and economic contribution to the state; and recognition for Indiana's diverse and innovative landscape is growing on national and global scales, paving the way for future opportunity and collaboration across the sector.

In a pandemic world, creativity needed to prevail to achieve all priorities. Despite the year's lack of in-person human connection, AgriNovus was able to create a robust programming lineup that brought together new audiences, shared new ideas and created new ventures for the agbiosciences.

## Mitch Frazier Joins as President + CEO

Mitch Frazier became the initiative's president and CEO in June. His varied background in tech, public service and agriculture – most recently the CEO of John Deere retailer Reynolds Farm Equipment – made him uniquely positioned to lead AgriNovus into a new era.



## Field Atlas Launches

AgriNovus launched Field Atlas, a platform for students to discover new and impactful careers in the agbiosciences. The digital platform serves as a resource to universities, equipping them with the tools to navigate all career opportunities in the sector, both traditional and unconventional. It is also a platform for agbioscience employers to tell their story, post jobs and attract new talent. Unique to this platform, myfieldatlas.com also has ambassadors on college campuses across Indiana.



## Producer-Led Innovation Challenge

The Producer-Led Innovation Challenge, presented by Indiana Corn Marketing Council and Indiana Soybean Alliance, created new solutions that solve critical gaps in farm management software, as identified by Indiana producers. From university teams to startups and tech companies, a total of 59 participants from 16 teams across multiple states competed in the challenge's first year. The grand prize was \$25,000 from Purdue Foundry. The winning team was the Benton Group from Ambia, Ind. Their technology solution was designed to ingest data from multiple data sources, secure that data in the cloud and provide data analytics offering better and more connected information.



# \$39B

Contributed to Indiana's economy  
by the agbioscience sector

# >93,000

High-wage agbioscience jobs

## Indiana's Agbioscience Economy is Driven by Four Innovation-Based Platforms:

# \$29.1B

in output

Value-Added  
Food and Nutrition

# \$4.3B

in output

Animal Health  
and Nutrition

# \$1.8B

in output

Agriculture Equipment  
Technologies and Systems

# \$3.9B

in output

Plant Science and  
Crop Protection

\*Source: TEconomy Partners, Innovative Agbioscience in Indiana: 2020 Assessment

### Forbes AgTech Hackathon

The COVID-19 pandemic brought to light the critical issues in our food supply. AgriNovus, along with the Indiana Economic Development Corporation, partnered with Forbes and their Under 30 Listers to address these challenges through a three-week hackathon where participants from five continents brainstormed solutions across technology, agriculture, animal health and more.



### FFA Blue Room Goes Virtual

In the 2020 FFA Blue Room at the National FFA Convention and Expo, all discussions went virtual as AgriNovus and Microsoft delivered on the room's first-ever virtual experience – and welcomed over 30,000 visitors across three days. The Blue Room offered students and other guests an experience focused on the way innovation is addressing some of the most serious global challenges.



### Agbioscience Companies Choose Indiana

AgriNovus worked with the Indiana Economic Development Corporation to assist in discussions with agbioscience companies looking to expand or move to Indiana. Several companies chose Indiana to call home in 2020, growing the state's agbioscience sector substantially. This includes announcements by Elanco Animal Health Inc. to build their global headquarters west of downtown Indianapolis, Israel-based Taranis's announcement to relocate its global headquarters to Westfield and Advanced Agrilytics expanding their footprint in Indiana. Other announcements include Mission Foods and MWI Animal Health.







# Ascend Network

The Network is a tech-enabled strategy developed to more effectively connect job seekers to Indiana jobs and internships at scale. Progress in 2020 includes:

## Scaled the growth and adoption of its early-in-career Network throughout the state.



Ascend secured **7** new higher education partnerships – including University of Southern Indiana, Martin University and Indiana Wesleyan University – bringing the total number of partner institutions to **30**. In addition, Ascend has formalized comprehensive data sharing agreements with **10** institutions that enable Ascend to more directly support underrepresented students.



Ascend staff held over **2,000** one-on-one meetings with students to discuss their skills and guide them through the internship and job search process. To date, Ascend has held over **9,000** meetings to connect individuals with career opportunities through the Network. Of the students Ascend has invited onto the Network, **49%** are from underrepresented student groups.



Ascend expanded employer relationships to **468**, compared with 300 in 2019. New employers span different industries, sizes and geographic locations across the state and include Penske Entertainment Corp. (Indianapolis Motor Speedway) and German American Bank, among many others, providing a more robust view of the employment landscape.

**Adapted the Ascend Network to serve more job seekers.** In 2020, Ascend began working to meet the needs of additional job seekers. While continuing the focus on early-in-career talent, they adapted the Network software to also include opportunities for everyone, from high school students to dislocated workers. This allows other nonprofit workforce partners to use it to connect their constituents with good and promising jobs.

## Launched the Rapid Re-Employment Response (RRR) initiative in partnership with EmployIndy.

To curb the impact of the economic downturn due to COVID-19, Mayor Joe Hogsett directed the Regional Workforce Partnership (RWP) to design a Rapid Re-Employment Response Plan for Indianapolis. Convened by Ascend, the RWP coordinates labor market efforts in Central Indiana and is comprised of nonprofits, employers, state agencies, and community organizations. The RWP designed and launched a phased response for Marion County to connect dislocated workers with available jobs or training opportunities. As part of RRR, Marion County's Workforce Development Board, EmployIndy, became the first partner to connect job seekers with opportunities using the Network's adapted technology. Since launching in late 2020, **730** people signed up to receive free support in their job search.



Ascend Indiana's vision is for the state to be a place of economic opportunity for all. To advance its vision, Ascend connects people to career opportunities through the Ascend Network, catalyzes transformative employer and education partnerships to address labor market gaps through Ascend Services, and informs workforce research and public policy through thought leadership. Ascend is grateful for the support of many generous philanthropic funders, including Lilly Endowment Inc., the Richard M. Fairbanks Foundation and the Walton Family Foundation.

# Ascend Services

Services is a consulting practice that works with employers, higher education and community organizations to build new talent pipelines and develop talent-focused strategic plans. Progress in 2020 includes:

**Modern Apprenticeship Talent Pipelines and Community of Practice.** Modern Apprenticeship is a two- to three-year program designed to prepare Indianapolis high school students for the workforce with paid, hands-on experience that complements their traditional coursework. Ascend worked alongside EmployIndy to develop the program. These experiences begin in a student's junior year of high school and provide them with relevant work experience in addition to college credits and an industry credential. In 2020, Ascend and EmployIndy laid the foundation for the pilot, which will connect 30 students from 6 participating high schools with one of 15 employers in 2021. As part of this work, Ascend is also convening a statewide coalition to lay the groundwork for future expansion of the youth apprenticeship model to other regions.



**Modern Apprenticeship**  
FOR HIGH SCHOOL STUDENTS

**16 Tech Neighborhood Workforce Strategic Plan.** 16 Tech Community Corporation engaged Ascend to create aligned programming with K-12 education, post-secondary education, workforce development, and neighborhood-based entities to ensure there are pathways for local talent to meet industry demands as the district develops.

Services is also working on projects alongside partners such as Ivy Tech Community College, Early Learning Indiana, UnitedHealthOne, and United Way of Central Indiana.



## Thought Leadership

Ascend utilizes the publication of research and policy briefs to educate stakeholders and public policymakers. In 2020, Ascend partnered with Burning Glass and EmployIndy to analyze the jobs for bachelor's degree and sub-bachelor's degree graduates in Central Indiana that offer the best opportunity for workers, satisfy the most acute employer demand, and enhance regional competitiveness. Ascend's publications are available at [ascendindiana.com](https://ascendindiana.com).

# Indiana's life sciences landscape

BioCrossroads advances Indiana's signature strengths in the life sciences by connecting with corporate, academic, philanthropic and government partners; making investments in promising start-ups; building new enterprises; and educating through conferences, reports and market development knowledge.

While COVID-19 made and continues to make the headlines, Indiana's life sciences industry not only combatted the

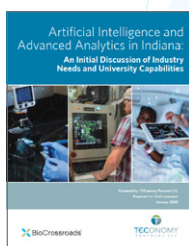
pandemic with testing, treatments, clinical trials, and vaccine manufacturing, but it remained committed to delivering medical breakthroughs in other areas. Indiana life sciences start-ups garnered a record high level of investment with more than \$262 million going to 44 companies.

Companies new to Indiana and resident companies committed to significant capital investments in both facilities and people with several multi-million dollar deals and hundreds of new job commitments.

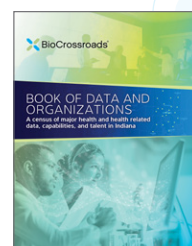
2020 marked the biennial BIO/TEconomy report *The Bioscience Economy: Propelling Life-Saving Treatments, Supporting State & Local Communities* published in June, which highlighted the strength of Indiana's life sciences sector. Several Indiana cities were mentioned in the report for outsized life sciences activity, including Indianapolis, Evansville, Bloomington, Michigan City, Lafayette, South Bend and Terre Haute.

## Research, Report, Repeat

*Artificial Intelligence and Advanced Analytics in Indiana: An Initial Discussion of Industry Needs and University Capabilities*, compiled by TEconomy Partners, was released in January. The report found that technological change is affecting our economy at an unprecedented pace and is driving significant investments by Indiana's industry partners and research universities to ensure that they stay ahead of the curve.



*The Book of Data and Organizations* is a directory of Indiana enterprises in the health-data intersection and includes snapshots of organizations which control data assets – data sets, data talent and/or data technology.



INDIANA LIFE SCIENCES  
**SUMMIT 2020**

BioCrossroads hosted four FrameWorx sessions: artificial intelligence, COVID-19 diagnostics, the digital transformation in healthcare and vaccines. The Indiana Life Sciences Summit was a virtual, streamed event which saw dramatic increase in the reach from previous in-person events. More than 700 attendees from as far away as India and Singapore, joined the conference, resulting in nearly 3,000 views of the event, which focused on Indiana life sciences, healthcare and universities' COVID-19 response.



**\$11.4B**  
life sciences  
exports

**2<sup>ND</sup>**  
highest in  
the U.S.

**>\$192K** exports per  
worker

**\$80B** state economic  
impact

## Collaborations

*Three initiatives that started in 2019 with a focus on industry and academic engagement continued in 2020.*



The **So You Have a Molecule** program is a collaborative

session where BioCrossroads convenes and connects talent in academia with corporate expertise while fostering a sense of community. Promising, molecule-centric start-ups from Indiana's academic institutions are brought together with industry partners to provide scientific and strategic feedback in a brainstorming format.



DataX  
BioInnovation

Challenge, a competition launched at the 2019 Indiana Life Sciences Summit, culminated in 2020 with the announcement of two winners focused on finding solutions to two of Indiana's biggest health issues: diabetes (Indiana Poison Center at IU Health) and opioid addiction (Parkview Health Mirro Center for Research and Innovation).



The AXIS Mentoring program marked its first full year with

a cohort of 18 mentees, entrepreneurs from Indiana and Purdue Universities, representing pharmaceuticals, medical device and health IT disciplines. Thirty-six expert mentors from across the life sciences — seasoned corporate executives, serial entrepreneurs and other experts — are part of the program.

### Investing in Indiana's life sciences future

Indiana Seed Fund III invested in Novosteo, a West-Lafayette based start-up developing a targeted drug combination for improved bone fracture healing. Indiana Seed Fund III made secondary investments in Gate Neurosciences, Brickell Biotech, MBX Biosciences and Sabanto.

Indiana Seed Funds  
have invested in

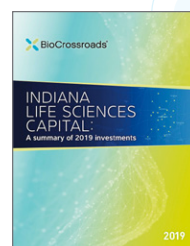
**31**

Indiana start-ups

*Tech Transfer in Indiana: An Overview for the Life Sciences Industry* is a comprehensive resource highlighting the technology transfer processes employed by Indiana University, Purdue University, and the University of Notre Dame to facilitate commercialization of research-driven discoveries and innovations.



*Indiana Life Sciences Capital: A summary of 2019 investments*, detailed the sources, types, and amounts of capital supporting Indiana's life sciences sector, including Small Business Innovation Research grants, venture capital, public market financing and mergers and acquisitions.

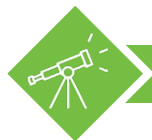


Esteemed "Father of Echocardiography" (Echo) Dr. Harvey Feigenbaum was awarded the 2020 August M. Watanabe Life Sciences Champion of the Year. The prestigious honor was given to Dr. Feigenbaum for his unprecedented impact on cardiology resulting from his pioneering work with echocardiography, now the most widely used cardiac imaging technique in the world.





# CONEXUS INDIANA



## ANTICIPATE

### Industry 4.0

Conexus Indiana delivered thought leadership and innovative programming, increasing industries' familiarity and fluency with new technologies and awarding much-needed funding to drive technology adoption.

Conexus Indiana partnered with the Indiana Economic Development Corporation (IEDC) to provide matching grants of up to \$200,000 for companies to modernize their operations by integrating smart technologies and processes.

As part of its Industry 4.0 work, Conexus Indiana and the Indiana University Kelley School of Business Center for Excellence in Manufacturing published a report that measured Indiana's manufacturing and logistics industries' readiness and early adoption of Industry 4.0 technologies. A few of the key findings were: Access to capital is a major impediment to technology adoption, especially for smaller businesses, and the labor market will be impacted by Industry 4.0 technology, but not by displacing workers.

#### Manufacturing Readiness Grants

# \$6.4M

Total awarded

# 84

Grants awarded



## FORGE

### Networked Community

A hallmark of Conexus Indiana's success is its partnerships with industry, public-sector and education stakeholders who provide an inside-out view of the industries' challenges and opportunities. Through their lens, Conexus Indiana designs and executes programs, builds talent and informs critical decision-makers on issues important to the industries.

The Networked Community supports Conexus Indiana programs, events, councils and working groups, and in 2020 this network engaged in more Conexus Indiana work than ever before.

Conexus Indiana draws in-depth expertise from two statewide councils that collectively identify challenges and opportunities, and develop strategies to drive industry growth across the advanced manufacturing and logistics industries.

Council members have exclusive access to data, national thought leaders and programming. In 2020, that included a half-day event focused on Industry 4.0 with speakers from Gartner, Eli Lilly and Company and Strada.

#### The Conexus Indiana Networked Community

Q1 2019

# 113

Q1 2020

# 261

#### Redesigned Industry Council for optimum impact

# 56

Conexus Indiana  
Logistics Council  
members

# 54

Conexus Indiana  
Manufacturing Council  
members

As the world navigated a global pandemic in 2020, Indiana's advanced manufacturing and logistics industries rose to the challenge and proved, once again, how they are inextricably essential to keeping the world moving. Not only did the state's largest industry sectors swiftly respond to make and move essential goods and services, they did so while deploying new technologies demonstrating that the pandemic may be the turning point that accelerates Indiana's prominence in the next industrial revolution, known as Industry 4.0.

Conexus Indiana and its partners support the advanced manufacturing and logistics industries through four strategic pillars. These pillars are the framework for Conexus Indiana's work to foster a talent pipeline and to provide digital migration pathways for an Industry 4.0 economy.



## AMPLIFY

Indiana has an inspiring story to tell about the meaningful work the advanced manufacturing and logistics industries offer and the critical impact they have on the world.

Conexus sponsored its most successful industry event featuring global experts in Industry 4.0 from McKinsey & Company, the Information Technology and Innovation Foundation, Purdue Polytechnic Institute, Caterpillar and Fiat Chrysler Automobiles.

Conexus Indiana also launched Rising 30 in 2020, a program that will build a diverse community of young professionals revolutionizing the industry.

## Public Education and Awareness



Conexus Indiana kicked off its M3 event series in Indianapolis in early 2020, just a month before COVID-19 impacted social gatherings. Michael Arthur, Ph.D., an engineer with Raytheon, inspired more than 70 young professionals who gathered at Sun King Brewery to learn about career opportunities and the role technology plays in the advanced manufacturing and logistics industries. M3 is part of Conexus Indiana's work to build the workforce of the future and increase awareness of the global impact of the industries.



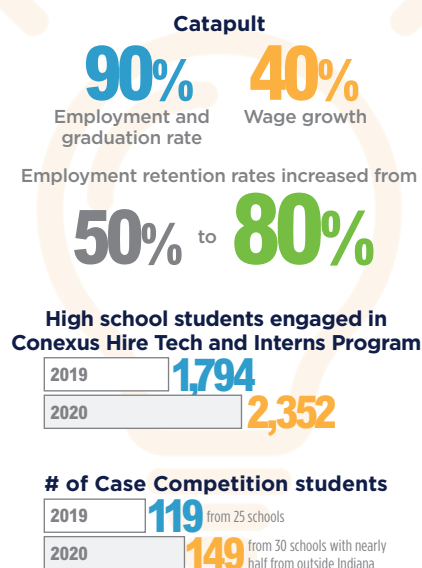
## INSPIRE

Conexus Indiana inspires, motivates and prepares talent to fill the thousands of high-tech jobs available today and the millions of new jobs yet to be imagined.

One of Conexus Indiana's talent programs, Catapult Indiana, builds a stronger workforce pipeline, increases the employment participation rate and offers economic mobility to unemployed and underemployed Hoosiers. Catapult is a scaled evolution of a proven program originally launched in Lafayette, Ind. with significant success.

Other talent programs, including Conexus Hire Tech and Interns, the Conexus Indiana Case Competition and Emerging Leaders, provide hands-on, real-world experience to postsecondary students and inspire them to choose careers in advanced manufacturing and logistics, the technology industries of the future. Conexus Indiana Case Competition grew in student participation and national reach and Hire Tech and Interns programs grew in reach.

## Talent Development





Energy Systems Network (ESN) continued to grow in 2020, advancing several key projects and economic development initiatives made possible by strong partnerships with the Battery Innovation Center (BIC) and Indiana Economic Development Corporation (IEDC).



## **Indiana Economic Development Grant Award**

ESN received a \$4.96 million Innovation and Entrepreneurship Grant from the IEDC for a slate of ten projects to be jointly executed by ESN and the BIC from 2020 to 2022.

### THE 10 PROJECTS FUNDED BY THE IEDC GRANT:

- Energy Solutions for 5G Networks
- Vehicle-to-Grid (V2G) for Wholesale Energy Markets
- Indiana Hydrogen Ecosystem
- Coal to Liquids
- Battery Secondary Use
- Indiana Future Mobility District
- Indy Autonomous Challenge Talent and Investment Attraction
- BIC Promotion Events
- BIC Attraction, Incubation and Retention
- Indiana Advanced Mobility Accelerator Fund

## **Hoosier Solar**

ESN capitalized on Indiana's growing solar energy opportunities by partnering with Advantage Capital and Inovateus Solar to launch Hoosier Solar, one of the most promising utility-scale solar development opportunities in the U.S. Hoosier Solar seeks to develop, own, and operate 1.5 gigawatts of utility-scale solar panel farms in qualified Opportunity Zones located in four rural Indiana counties (Adams, Dubois, Rush and Starke). Opportunity Zones are an economic development tool intended to encourage long-term investments in underserved, low-income communities in the U.S.

### The efforts of Hoosier Solar will result in economic development across underserved Indiana communities:

**>\$1B** investment generating local property tax revenues and landowner wealth

100% Indiana labor used for both engineering and construction

Most raw and finished materials sourced from Indiana providers

Economic impact spread across multiple regions of the state, rather than a centralized power plant





## ● ● Indy Autonomous Challenge

Organized by ESN and the Indianapolis Motor Speedway (IMS), the Indy Autonomous Challenge (IAC) is a \$1.5 million prize competition among universities to program modified Dallara IL-15 racecars and compete in the world's first head-to-head, high-speed autonomous race around the famed IMS oval on October 23, 2021. Racing at speeds of up to 200 mph, the primary goal of the IAC is to advance technology and speed up the commercialization of fully autonomous vehicles and deployments of advanced driver-assistance systems (ADAS). These enhancements will lead to increased safety and performance in all modes of racing and commercial transportation. In addition, the competition is a platform for students to excel in Science, Technology, Engineering, and Math (STEM).



Over 30 teams from around the world registered for the IAC. The teams are representing universities from 14 U.S. states, 11 countries on four continents.



The official IAC racecar was built by Dallara and engineered by Clemson University's International Center for Automotive Research (CU-ICAR).

## INDY AUTONOMOUS CHALLENGE SPONSORS



## ● ● Indiana Future Mobility District project with Toyota Mobility Foundation

ESN collaborated with the IEDC and the Toyota Mobility Foundation (TMF) to make Indiana TMF's first Future Mobility District in the U.S. This new initiative and local collaboration will foster innovation and propel research and development in advanced mobility technologies in Indiana.

The Future Mobility District initiative will prepare Indiana to adapt to changes in the way people and goods move and help ensure that the state benefits from those changes. ESN plays a key role in Indiana's commitment to embracing disruptive technology, like advanced mobility, to bolster its advanced industries and position the state for long-term global competitiveness and economic growth. Further details about the Future Mobility District, including its location and planned services, will be announced in 2021.



# TECHPOINT

## Rising to New Challenges

**The COVID-19 pandemic provided headwinds for some Indiana tech employers and tailwinds for others as it accelerated digital transformation and increased acceptance of remote and flexible work environments.**

Despite pandemic-induced challenges, TechPoint leaned in. Existing programs and plans were re-imagined. New programs were created to support students left in the lurch, to help tech employers respond to the pandemic, and to achieve greater diversity, equity and inclusion within the sector. Additionally, with help from a \$100,000 Lilly Endowment Inc. planning grant, TechPoint, Indiana's industry-led, nonprofit tech sector growth initiative, began re-assessing the landscape and planning the next chapter for the initiative and the tech ecosystem.



## TALENT

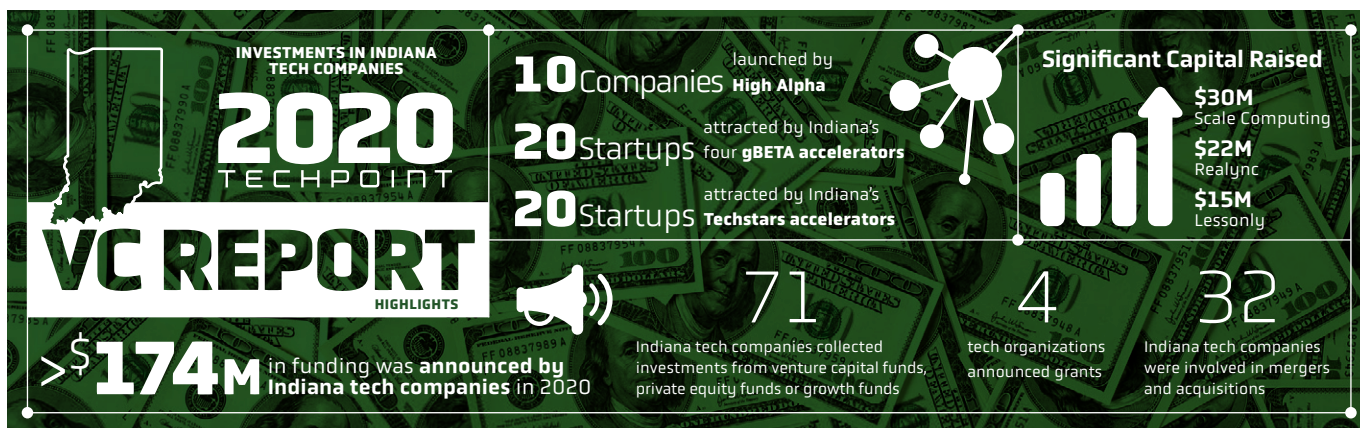
Thousands of U.S. companies responded to the pandemic by cutting their summer intern programs. TechPoint refused to accept this setback to the state's talent pipeline and instead created a new program to serve 500 students who lost internships. The Summer Opportunities for Students (S.O.S.) Challenge provided \$250,000 in stipends and five weeks of work experience. Students worked on teams mentored by tech professionals to develop solutions for COVID-related challenges. Each of the teams completed the challenge, and winners presented their solutions to Governor Eric Holcomb and Elevate Ventures.

TechPoint's talent programs are traditionally intensive, in-person experiences designed to attract and retain entry level talent, and encourage them to view Indiana as a great place to begin and grow their tech careers. The Xtern pandemic pivot to virtual activities did not dampen positive response to the program. In fact, exit surveys showed 91% of Xterns were likely to recommend the program, and 95% ranked their impression of Indianapolis tech as positive or very positive.

Prepping in 2020 for next summer's class, TechPoint had more than 2,000 students from 43 home states and 222 universities apply for Xtern 2021, which will include an expansion to Muncie, Ind. To date, TechPoint has placed nearly 1,000 talented tech- and business-skilled college students in internships with more than 140 tech employers across Central Indiana.

In partnership with TMap, TechPoint identified and nurtured relationships with more than 2,200 experienced tech professionals currently working in legacy tech hubs but interested in relocating to Central Indiana via the Red Carpet Experience initiative.





## COMMUNITY

Indiana's tech community has long been challenged to provide a workforce and leadership that reflects the diversity of its citizenry. Aggressive efforts to change that began in early 2020. TechPoint's efforts included the Path to Equity in Indiana Tech series that drew more than 700 registrants and set the stage for continued efforts to provide true equity for all. TechPoint's public stance led to Lightship Capital, a nationally renowned Cincinnati firm focused on supporting minority entrepreneurs, to add an Indianapolis office.

Diversity and inclusion took stage at the annual Mira Awards as well, where tech leaders asserted support for sector-wide improvements. Held virtually, more than 5,000 people "attended" the awards event, compared to 2019's 1,400, in-person attendance.

TechPoint participated in CICP's development of Safe Return to Work playbooks early in the pandemic and launched its own Smart Restart Initiative that convened four virtual discussions and helped member companies share best practices and local resources.

The organization continued to promote the sector's best and brightest, growing its TechPointIndex.com audience by nearly 19 percent.

## COMPANIES & CAPITAL

To boost the number of job opportunities available to these talent pipelines, TechPoint partnered with the Indiana Economic Development Corporation (IEDC) and began targeting expansion-focused, out-of-state tech employers to encourage them to consider Indiana.

TechPoint worked to identify prospects and met with more than 90 U.S. tech company leaders with a goal of securing moves from 15 companies by the end of 2020. Seven companies chose to move or expand in Indiana. Eight are negotiating an expansion plan or are in the process of moving to Indiana. The IEDC extended the partnership into 2021. Additionally, TechPoint played a role in helping IEDC secure some of the 47 tech and tech-enabled firms that in 2020 committed to the IEDC to grow in Indiana and are planning to create up to 3,779 new jobs. Those projects account for about 12% of the total jobs committed to IEDC in 2020.

TechPoint continued work to attract venture capital investment to Indiana companies. VC Speed Dating brought in 28 venture capital firms from 15 different states representing \$2.6 billion to take part in nearly 200 meetings with 32 investable Indiana tech companies.

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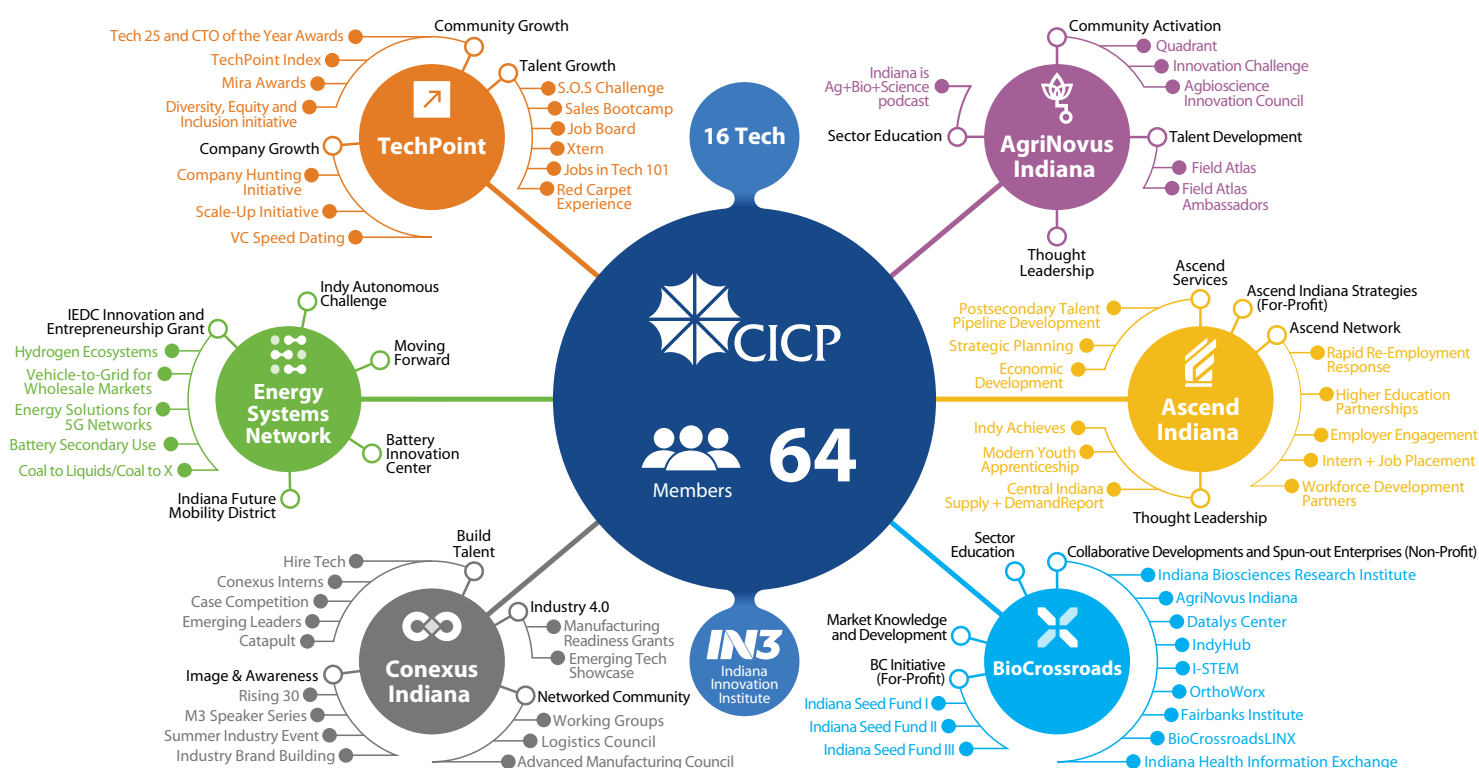
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# 2020 CICP ENTITIES



# CICP AND INITIATIVES



CICP has six key talent and industry sector initiatives — **AgriNovus Indiana**, **Ascend Indiana**, **BioCrossroads**, **Conexus Indiana**, **Energy Systems Network** and **TechPoint** — all addressing challenges and opportunities unique to their respective areas: agbiosciences, talent and workforce development, life sciences, advanced manufacturing and logistics, energy technology and technology. While each initiative operates separately, the sum of these efforts represents a comprehensive strategy to pursue some of our most promising opportunities for regional economic development. The approach of each initiative is summarized below.

Visit [www.cicpindiana.com](http://www.cicpindiana.com).



**AgriNovus Indiana** is the state's initiative focused on advancing the agbiosciences sector as a nationally recognized leader through education, research and talent development; strategic collaborations among corporations, industry associations, government and universities; the creation and support of new companies; and branding and targeted promotions to elevate the sector.

Visit [www.agrinovusindiana.com](http://www.agrinovusindiana.com).



**Ascend Indiana** is an organization that brings together industry, higher education and philanthropic leaders to advance our region's prosperity and growth. Ascend's vision is for Indiana to be a place of economic opportunity for all. To achieve this, Ascend bridges talent and communication gaps by creating connectivity between people and employers. Ascend has focused its efforts around three core priorities: connecting job seekers to career opportunities through the Ascend Network talent platform; providing strategic consulting to address labor market gaps through Ascend Services; and informing workforce research and public policy through data aggregation, analysis and thought leadership.

Visit [www.ascendindiana.com](http://www.ascendindiana.com).



**BioCrossroads** is Indiana's initiative to grow, advance and invest in the life sciences, a public-private collaboration that supports the region's existing research and corporate strengths while encouraging new business development. BioCrossroads invests capital and provides support to life sciences businesses; launches new life sciences enterprises (Indiana Biosciences Research Institute, Indiana Health Information Exchange, Fairbanks Institute for Healthy Communities, BioCrossroadsLINX, OrthoWorx and Datalys Center); expands collaboration and partnerships among Indiana's life science institutions; promotes science education; and markets Indiana's life sciences industry.

Visit [www.biocrossroads.com](http://www.biocrossroads.com).



**Conexus Indiana** has been positioning the Hoosier State as the best place for advanced manufacturing and logistics industries to invest, employ and succeed, for more than a decade. By collaborating with industry, academic and public sector partners on a shared vision for an innovative, skilled workforce and stronger business climate, Conexus Indiana has helped to create opportunities for advanced manufacturing and logistics companies; prepare Hoosiers to succeed in the state's largest industry sectors; and maintain Indiana's competitive advantage.

Visit [www.conexusindiana.com](http://www.conexusindiana.com).



**Energy Systems Network (ESN)** a non-profit, industry-driven initiative focused on the development of the advanced energy technology sector. ESN leverages its network of global thought leadership to develop integrated energy solutions to increase quality of life for today and tomorrow. ESN's collective focus is to: reduce costs, emissions and waste; influence policy; and advance technological innovation.

Visit [www.energysystemsnetwork.com](http://www.energysystemsnetwork.com).



**TechPoint** is the nonprofit, industry-led growth initiative for Indiana's technology companies and overall tech ecosystem. The team is focused on attracting talent; accelerating scale-up companies; activating the community; and amplifying stories of success.

Visit [www.techpoint.org](http://www.techpoint.org).

## NOTES

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