

Central Indiana Corporate Partnership

# 2022 ANNUAL REPORT



AgriNovus  
INDIANA



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# LETTER FROM THE CEO



There is a lot to reflect on from 2022 – and given the announcement about my retirement as president and CEO of the Central Indiana Corporate Partnership (CICP) – it makes me think about more than just the last twelve months.

But that's what I'll start with. As an organization that "gets things done," we continued to pursue opportunities to improve our state's prosperity and bolster economic development through a myriad of projects and programs from CICP and our talent and industry sector initiatives. It was a year of transition, but also of some incredible achievements.

COVID re-emerged at the beginning of the year, which resulted in working from home (again), and re-convening our weekly COVID calls with business and community leaders and state health department officials. Fortunately, that was pretty short-lived as we marked off the last call at number 46 and were able to get back into the office, and enjoy our colleagues in 3D again.

Technology initiative TechPoint had a leadership change as nine-year President and CEO Mike Langellier stepped down from the role. Mike can be credited with building an organization that is responsive to the needs of the tech community and putting Indianapolis on the map as a major Midwestern tech hub.

Perfectly suited to join TechPoint as President and CEO and continue the impressive work the team has done, Ting Gootee, a key founding executive and chief investment

officer for Elevate Ventures, started in April. She has already made a huge impact and is providing the leadership TechPoint needs as it expands its scope to meet the changing needs and demands of the tech sector.

In July, we announced that Energy Systems Network (ESN), the initiative focused on advanced energy technology and transportation, became an operating entity under the Battery Innovation Center (BIC). It was an opportunistic move for ESN as it provides a number of synergies and efficiencies between ESN and the BIC including, allowing for additional global opportunities that will also continue to bolster economic development in Indiana. ESN remains in President and CEO Paul Mitchell's capable hands.

CICP's research arm built off the work of the 2020-2021 Indiana GPS Project, engaging with TEconomy on a mapping of Indiana's best bets for economic development for the next decade, as well as working with the NORC at the University of Chicago on a survey of entrepreneurialism in Indiana that may lead to some new and interesting work for CICP.

As part of the CICP leadership transition, Chief Financial Officer (CFO) and Chief Operating Officer Latoya Botteron was promoted to the role of President in August. Latoya is retaining her CFO position and continues leading the financial operations of the organization, but also added directing the funding development process and managing the day-to-day activities of CICP's senior management team, in close working collaboration with me, to her responsibilities.

Late in the year, two new-to-CICP events were created to engage on critical topics to CICP. In November, Business Equity for Indy brought together executive level business and thought leaders to share learnings and opportunities around corporate social values and brands focused on social change. Attendees learned how to uplift and promote diverse employees and how to better create more diverse procurement pipelines.



“

*As an organization that “gets things done,” we continued to pursue opportunities to improve our state’s prosperity and bolster economic development through a myriad of projects and programs from CICP and our talent and industry sector initiatives. It was a year of transition, but also of some incredible achievements.*

”

And, more than 200 high school students and young talent joined our inaugural IN ADVANCE Summit in December, the first time CICP and all of its initiatives joined together on an event, which provided them with information on Indiana’s advanced industries, job opportunities, and new ways to think about their roles in an organization.

We ended the year on a very positive note with the announcement that Melina Kennedy will be CICP’s fourth CEO. Melina’s leadership in law, government and business roles makes her uniquely and aptly qualified for her role. Her extraordinarily diverse, relevant, and impressive background will ensure that CICP’s important role to drive critical programs and projects forward continues.

Interestingly, some of this is a little bit of a “full circle” moment for me. Melina represented the City of Indianapolis, when she was Deputy Mayor – Director of Economic Development, as part of a collaborative team of founding partners that established BioCrossroads, in 2002, and I worked very closely with her at that time. We were both immersed in something that we knew was missing and important, and I was impressed by her ability to get things done, and positive attitude. In addition, she also commissioned the initial planning study that led to the beginning of work on 16 Tech.

We are also truly grateful for the generous support of Lilly Endowment Inc. which has provided us with a 3-year, multimillion-dollar grant for the scientific, educational and charitable work of CICP, AgriNovus Indiana, BioCrossroads, Conexus Indiana and TechPoint.

I will miss day-to-day engagement with executive leaders and colleagues, particularly the executive committee under the incredible leadership by the chairs that I have worked with including, Cathy Langham, Jack Phillips, Connie Bond Stuart, and Tom Linebarger. I feel very blessed that our paths crossed during this journey; am beyond grateful for your guidance and support; and am honored to call you all friends.

I look forward to continuing to make some sort of productive contribution to the significant work of advancing regional prosperity.

CICP will continue to deliver on some audacious goals. I have no doubt that through our unique levels of engagement from our impressive CEO board members, our diversely talented professional team, and the strong financial support of our stakeholders, combined with Melina’s energy, enthusiasm, and passion, that the best is yet to come for this organization.

All the best.

A handwritten signature in blue ink, appearing to read "David L. Johnson".

**David L. Johnson, CEO**  
Central Indiana Corporate Partnership

CICP and its initiatives are driven by data and purpose, and in 2022, the organizations took advantage of opportunities and found ways to solve challenges facing the state and our sectors through innovative and meaningful work.

## **IN ADVANCE** A Summit for Young Talent in Indiana's Advanced Industries

In order to bring more awareness to high school and college students, as well as young talent about Indiana's advanced industries, CICP and its five talent and industry sector initiatives, in collaboration with the 16 Tech Innovation District, hosted the inaugural IN ADVANCE Summit in December with more than 200 people in attendance.

A morning session, targeted toward high school students in the 16 Tech area as well as outside of the district, educated them about Indiana's advanced industry sectors including agbiosciences, life sciences, advanced manufacturing and logistics, and technology and what types of jobs are needed in those fields. While the afternoon session included college students and young talent who learned about the significance of Indiana's advanced industry sectors, understanding how transferable soft skills are, and how to balance one's beliefs with those of the organization they work for.





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## RESEARCH

CICP's Indiana GPS Project—a collaborative effort with nationally-leading scholars at the Brookings Institution and American Enterprise Institute that concluded in 2021—continued to have an impact throughout 2022. Its findings helped prompt CICP, in concert with our partners at the Indiana Economic Development Corporation (IEDC), to undertake additional analyses on the state's future economic trajectory and opportunities to accelerate economic growth. In light of Indiana GPS Project findings pertaining to Hoosier entrepreneurship, CICP also launched a new project with researchers at NORC at the University of Chicago to leverage work it is doing with the Ewing Marion Kauffman Foundation in order to learn more about views and experiences with small business ownership in Indiana. New insights from both projects inspired by the Indiana GPS Project will be shared in 2023.

To learn more, visit  
[www.cicpindiana.com/studies-reports](http://www.cicpindiana.com/studies-reports).



## analytiXin

In 2022, AnalytiXIN made foundational progress in the development of their life sciences and manufacturing data assets. A collaboration involving BioCrossroads, Eli Lilly and Company, IU Health, the Indiana BioBank within the IU School of Medicine, the Indiana Health Information Exchange, and other partners, is building a shared health-data platform linking consented clinical and genomic patient data and is partnering with the world-renown Broad Institute to connect with national initiatives.

Conexus Indiana brought together the AnalytiXIN academic partners - Indiana University, Purdue University and the University of Notre Dame - to work with each other and with industry to increase factory efficiency and enhance sustainability in different manufacturing sectors using advanced artificial intelligence (AI) and machine learning (ML) technologies. The manufacturing data development work is also being supported by the Emerging Manufacturing Collaboration Center (EMC2) and Amazon Web Services (AWS).

The three academic partners have continued to recruit top data science researchers to their universities to build their capabilities and to develop more crucial talent for Indiana.

AnalytiXIN is enabled by a \$36 million grant from Lilly Endowment Inc. to the CICP Foundation.

To learn more, visit [www.analytixindiana.com](http://www.analytixindiana.com).

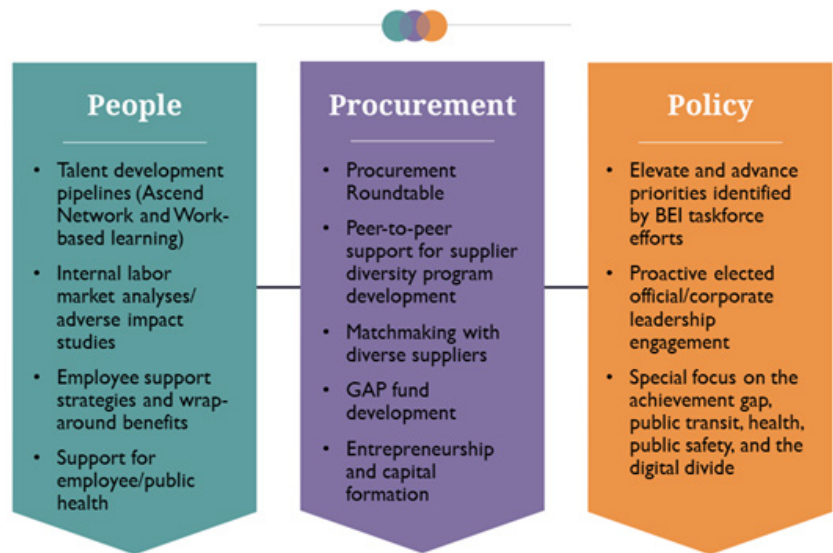




Business Equity for Indy (BEI) delivered several key programs and opportunities for companies to actively engage in diversity, equity, and inclusion (DE&I) strategies. BEI is a joint venture between CICP and the Indy Chamber, with support from the Indianapolis Urban League.

## People, Procurement and Policy (3Ps) Construct

Early in the year, BEI launched a new framework for communicating their core focus areas: People, Procurement, and Policy. All five current task forces fit within this framework and remain operational, but the “3 Ps” construct allows for a more streamlined explanation of where businesses can make the most impact in racial equity.



BEI hosted its annual event in November at Martin University with over 100 attendees. The event brought together executive level business and thought leaders to share learnings and opportunities around corporate social values and brands focused on social change, uplifting diverse employees and creating diverse procurement pipelines.



CICP hired a director of Business Equity for Indy, Kristen Lampkin, a full-time dedicated resource supporting CICP’s role in BEI as well as support for the CICP team in determining

the best pathways for the organization and its branded initiatives to embed DE&I strategies more strongly in their work.

Hiring and Promotions and Learning and Talent task force leaders entered into the next phase of their work with the evolution of a People Community of Practice (PcP) that identifies, documents, and promotes best practices related to advancing Black and other minority employees in their career journey.

CICP Foundation, Inc. was awarded a \$1 million grant over three years from the Richard M. Fairbanks Foundation to provide critical organizational capacity to support BEI’s talent-focused initiatives and develop a “report card” demonstrating corporate impact on the community.

To learn more, visit [www.busessequityindy.com](http://www.busessequityindy.com).



16 Tech is the destination for innovation-driven entrepreneurship and enterprise in Indianapolis. The growing innovation district is anchored by three buildings that offer a variety of spaces, programs and resources, including specialized biology/chemistry labs, maker and fabrication spaces, equipment and tools, and flexible office space to support innovation in the life sciences, technology, engineering and advanced manufacturing sectors.

16 Tech is now home to more than 90 companies/organizations (including CICP and its initiatives) and 700 people working in the District representing a diverse industry mix and companies at different stages of growth.

In February 2022, 16 Tech awarded its third cycle of resident-endorsed grants to nearby neighborhoods, bringing its total investment to nearly \$1.3 million for 40 projects through its Community Investment Fund.

Exciting new resources and facilities continue to develop at 16 Tech. EMC2 (Emerging Manufacturing Collaboration Center) opened in May 2022 and welcomed the Indiana Economic Development Corporation, GE Additive, Indy Autonomous Challenge, Amazon Web Services, 3M and more.

In June 2022, Emily Krueger was promoted from chief operating officer to president and CEO of the 16 Tech Community Corporation, succeeding Bob Coy in his retirement.

To learn more, visit [www.16Tech.com](http://www.16Tech.com).



16 Tech boasts more than 20+ restaurants and retailers in the AMP, the District's food hall and central gathering space. Fifty percent of which are new concepts and 65 percent are minority-owned or led or women-owned or led.

20+  
restaurants  
and retailers



65%  
minority-owned or led  
or women-owned or led

50% new  
concepts



## UNITED WAY OF CENTRAL INDIANA AWARD

CICP received the United Way of Central Indiana's Spirit United Award at a celebration at the Indiana Roof Ballroom. The Spirit United Award is the most prestigious recognition United Way gives to corporate partners. The award has been presented annually since 2007 to companies whose employees volunteer, advocate and donate to United Way.



# THOUGHTS ON A DECADE OF MEANINGFUL WORK

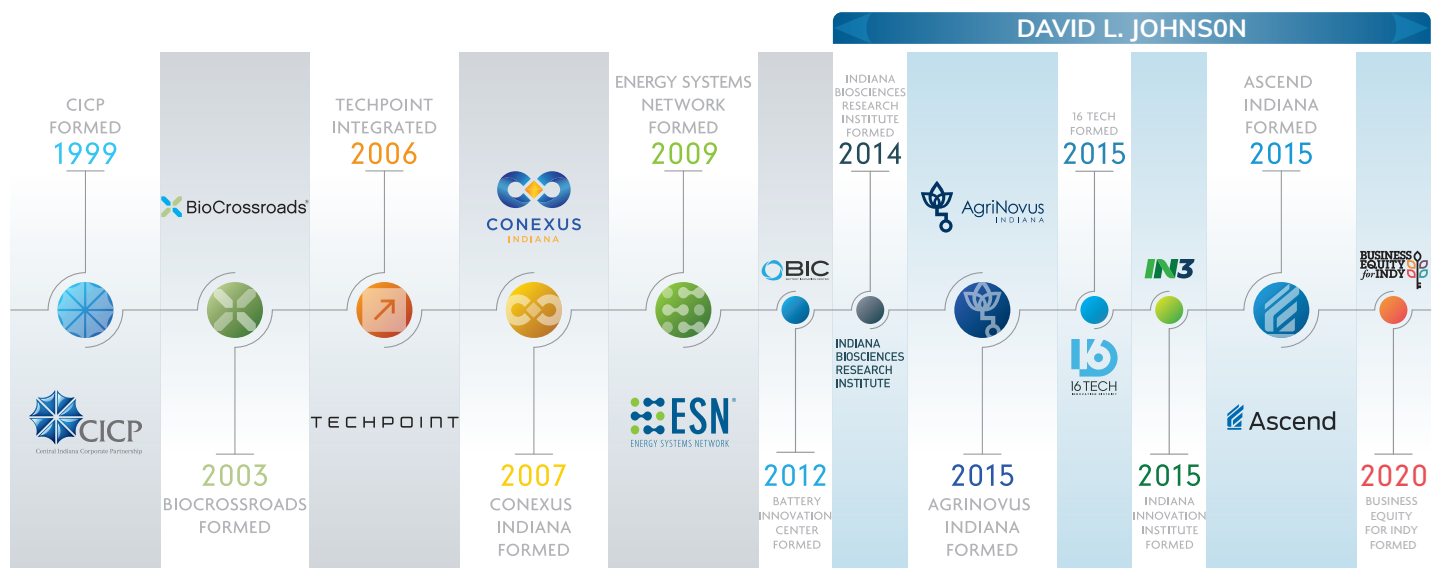
What a privilege it has been to lead the Central Indiana Corporate Partnership (CICP) for the last ten years and to witness a decade of growth in our region and state as a result of its projects and programs. While I usually focus on the previous year's highlights, I'm going to expand some of my reflection on the last decade.

This piece would be dozens of pages long if I reflected on all of the accomplishments that CICP has undertaken over the last decade or thanked the hundreds of people that I've been blessed to work with for all of these years. But I'll spare that for now. Instead, I'd like to highlight a few things that we have accomplished which has impacted the trajectory of our region and state:

- Raising and investing more than \$150 million in new venture capital funds.
- Building new research institutes to advance key industries.
- Launching a series of employer-driven workforce initiatives to connect growing demand for skilled talent to a supply that needs to grow much faster. Defining for Central Indiana what a "good job" really is and the "living wages" (at least \$18 per hour + healthcare benefits) that jobs need to pay to start being truly good.



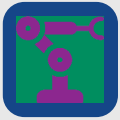
- Cornering the market when it comes to researching and understanding the main drivers of Indiana's economy—today and in the future.
- Making the 16 Tech Innovation District—talked about for nearly 30 years—become a reality as the place where innovation happens, and entrepreneurs gather.
- Addressing historic disparities of opportunity in our regional economy through establishing the Business Equity for Indy initiative to drive better hiring and procurement results, and more supportive public policy outcomes, for Blacks and other citizens of color.



# CICP is the organization it is today ONLY because, business executive leaders believe in the work we do as an organization and how that transformational work impacts our community and state.

But we can't let that be enough. There's more that CICP, our civic and corporate communities, and local and state governments can do. I have a few parting thoughts on how to keep our momentum going and entertain a healthy amount of anxiety just to keep us focused and moving forward.

First, let's stick with what we're good at and keep growing our regional economy's best bets. It takes a lot more work to start a sector than to grow and advance the ones you have. Plus, we already have some of the best sectors in the nation in key areas:



traditional strengths  
in **advanced  
manufacturing**



emerging strengths in  
**digital technology**



overwhelming  
advantages as a center  
for **life sciences**  
companies of every kind

Second, I have now witnessed up close for more than 20 years, the essential private-sector leadership that has brought us such success as a place known for holding some of the biggest sporting events in the world. Events that cross both generations and fields of opportunity. That is only one example of how we are still best in class when it comes to putting together—and keeping together—collaborations to advance broader and bigger economic opportunities.

CICP is the organization it is today ONLY because, business executive leaders believe in the work we do as an organization and how that transformational work impacts our community and state. And they are therefore willing to make the investments of time and dollars to work together with partners in philanthropy, higher education and government, to make this the best possible place to be. Our work has been made possible by the generous support of our funders, especially from philanthropy, who are dedicated to CICP's mission.

I have many counterparts around the country. They never miss a chance to tell me how much they envy the outsized level

of strategic philanthropy and corporate commitments that distinguish this place—and make it work.

Finally, the notion that Hoosiers are too cautious and supposedly don't believe in taking risks is false—I've seen nothing but the opposite.

Betting on big opportunities has continued now for over 40-years and remains alive and well here. Consider just a few examples:

- ▶ The determination to keep revitalizing the downtown and near-downtown, with major landscape-changing projects like the new global Elanco headquarters at the old GM Stamping Plant; the 16 Tech Innovation District across Fall Creek from IUPUI; and Bottleworks on Mass Ave.
- ▶ The recent joint decision by the Presidents of Indiana University and Purdue University to bring a 50-year hybrid experiment to a quiet close. To rethink and have a seriously expanded and exciting new footprint in Indianapolis for the full and visible engagement of both our state's premier research universities.
- ▶ Today, we live in a city, region and state where we are definitely in the game. But the game is getting tougher. It's only going to get more so. We have a whole lot more we need to do. And we can't think for a moment we are yet fully prepared to do it.

It's hard to predict the economic, social, and physical impacts of the next decade, but one thing is certain, it will take cooperation and collaboration at unprecedented scale to envision and enable a future where places like Indy—and Indiana—are destinations of choice for people, for families, for companies and for opportunities of all types.

All the best.

**David L. Johnson, CEO**  
Central Indiana Corporate Partnership



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## HungerTech Innovation Challenge



IN PARTNERSHIP WITH



AgriNovus defined a new category of innovation in 2022: HungerTech. Informed by research conducted with EY-Parthenon, Purdue University and Baylor University, an innovation challenge was formed to create a mobile-first solution that unlocks free delivery for those served by the Supplemental Nutrition Assistance Program (SNAP). In partnership with Elevance Health, the Challenge named Bloomington-based Civic Champs as its winner of a \$25,000 grand prize to help pilot their solution in Indiana. AgriNovus' work on HungerTech paved the way for an invitation to The White House Conference on Hunger, Nutrition and Health.

## Producer-Led Innovation Challenge



PRESENTED BY



The Producer-Led Innovation Challenge, presented by the Indiana Corn Marketing Council and Indiana Soybean Alliance, completed its third year in 2022. Informed by research and insights from production farmers, the Challenge sought to inspire entrepreneurs to create technology to reduce the cost of operating capital and increase net farm income by improving on-farm data accuracy. Aker Technologies was awarded the winning prize of \$25,000 to accelerate the development of its software.

## Indiana on the Move



In 2022, AgriNovus worked with Indiana Economic Development Corporation (IEDC) to secure commitments from eight agbioscience companies to expand or locate operations in Indiana. In aggregate, these companies committed to create 788 new high-wage jobs and invest \$446.8 million in their Indiana operations, making 2022 the highest performing year for AgriNovus' partnership with IEDC in terms of number of companies secured, jobs committed and investment committed.



Through business growth, startup acceleration and thought leadership, AgriNovus Indiana is on a mission to help add \$4 billion to the state's agbioscience economy by 2024. From issuing new challenges to the tech community to solve, resuming in-person events and telling the industry story in 2022, the organization made significant progress toward that goal and added new partnerships and collaborations that pave the way for a bright, innovative future for Indiana's agbioscience economy.

## Global Economic Summit



AgriNovus joined Indiana Economic Development Corporation (IEDC) to lead the first session of the Indiana Global Economic Summit – an event that welcomed more than 800 people from nearly 30 countries to discuss topics around feeding the future, the impact of artificial intelligence (AI) and sustainable mobility, among others. CEO Mitch Frazier moderated the panel entitled **Technology Feeding the Future: Food Security and Sustainable Practices**.

## Agbioscience Podcast Sees Big Growth



AgriNovus' podcast to educate, inform and inspire audiences about the people, products and innovations across food, animal health, plant science and agtech entered its fifth season in 2022. Branded "Agbioscience," the podcast included a record 52 episodes that drove downloads to more than 37,000 in 2022 and was named one of the top five agtech podcasts globally by Feedspot.

## QUADRANT



AgriNovus' quarterly convening event series, QUADRANT, returned in-person in 2022 with three events welcoming more than 350 attendees in total. The events featured panel conversations, start-up spotlights, and thought-provoking speakers highlighting agbioscience in Indiana.

## Field Atlas



Field Atlas, an online career exploration platform, experienced 16 percent growth in online users in 2022. The growth was fueled by a network of 11 on-campus student ambassadors across Indiana that initiated discussions and activities to help connect young talent to fields of study based on their interest, potential careers, agbioscience companies in Indiana and real-time jobs and internships via the AgriNovus-hosted Job Board.



## Ascend Network

The Ascend Network (Network) is an innovative job matching platform that connects job seekers with good and promising jobs, while helping Indiana employers find and hire qualified candidates. Through the Network, Ascend has provided nearly **23,000** career navigation activities to students and job seekers through the creation of a Network profile or one-on-one meeting

with a career mentor – of which over **50%** are individuals of color, from low-income backgrounds, and/or first-generation college students. Altogether, the Network has connected over **2,200** individuals with good and promising job opportunities in the state.

### Progress in 2022

**676** connections to internships, work-based learning, and jobs

**56%** of Network job seekers are from **underrepresented** backgrounds

**625** employers on the Network

**8,700+** internship, apprenticeship, and job opportunities posted

**19** higher education partners (new partners are Calumet College of St. Joseph, Hanover College, and Rose-Hulman Institute of Technology)



## Ascend Services

Ascend Services (Services) is a social impact consulting practice that serves as an intermediary between employers and education providers. Services builds talent pipelines and talent strategic plans that equip individuals – including both youth and adults – with the knowledge and skills required for available good and promising jobs.

Since 2017, Ascend has built **48** talent pipelines and talent strategies alongside employers, leading to over **1,200** individuals participating in new training programs that connect directly to good jobs and investing over **\$6 million** in corporate training dollars to-date through scholarships, paid work experiences, and other supports.

In 2022, Services completed critical talent pipeline and strategic planning projects alongside employer partners, including: Early Learning Indiana, BioCrossroads, Community Health Network, EmployIndy, Ivy Tech, Foellinger Foundation, New Hope of Indiana, and Nina Mason Pulliam Charitable Trust.

Ascend is a unique intermediary between job seekers, educational institutions, and employers that is rethinking regional and state workforce systems in Indiana. Since 2017, Ascend has directly connected thousands of individuals – from youth to adults – with career opportunities and work-based learning opportunities leading to good and promising jobs in Indiana. Ascend's work continues to be possible with support from many generous philanthropic funders as well as contributions from employers, community partners, and other local and national public entities.

In 2022, Ascend, alongside EmployIndy, Marion County's workforce development board, secured a \$6 million grant from the Richard M. Fairbanks Foundation to advance and scale youth apprenticeships, as well as nearly \$5 million in American Rescue Plan Act (ARP) funding from the City of Indianapolis and EmployIndy to help mitigate the negative economic impacts of the pandemic on the workforce.

**Ascend Indiana is committed to making the state a place of economic opportunity for all.**



## Ascend Insights

Ascend Insights (Insights) conducts research on the labor market to inform public policy, as changes to the workforce ecosystem necessitate involvement by these crucial stakeholders. In addition, Ascend's research and thought leadership educates students, employers, and higher education institutions about best practices that strengthen Indiana's workforce pipeline.

### Spotlight: Indiana Talent Supply & Demand Report

In Fall 2022, Ascend and EmployIndy released a report entitled *Indiana's Evolving Labor Market: How the Pandemic has Accelerated Misalignment in Talent Supply and Demand*. This report illuminated several key findings and implications related to the pandemic's accelerating effects on Indiana's workforce. As COVID-19 restrictions began to ease, a vast and permanent shift emerged showing that highly skilled, highly educated workers were the most in-demand, while at the same time, Indiana was seeing significant declines in postsecondary enrollment by Indiana residents. In addition, the report showed that equity gaps in postsecondary education are reflecting those found in the workforce. Ascend shared the data analysis and subsequent recommendations with education, corporate, and government leaders to inform future strategies. The full report can be found at [www.ascendindiana.com](http://www.ascendindiana.com).



### Spotlight: Modern Youth Apprenticeship

Momentum has been building in Indiana to develop models for better connecting employers and education providers. Modern youth apprenticeships are a three-year work-based learning experience starting in high school which combines paid employment, on-the-job learning, related academics and aligned college credit, and industry-recognized credentials to prepare students for in-demand careers. Ascend partners with EmployIndy on a pilot apprenticeship program in Marion County, Modern Apprenticeship (MAP). Ascend provides key planning, program management, and employer engagement support alongside EmployIndy to develop, launch, and scale MAP.

### Progress in 2022

**48** students  
in 2nd cohort

**1/3** students are from a  
low-income background

**2** in-person convenings hosted to  
coordinate on work-based learning efforts

**80%** identify as  
students of color

**60%** of the cohort is  
young women

**60** organizations make up the  
statewide Community of Practice



## MASSIVE MARKET KNOWLEDGE

BioCrossroads undertook an ambitious year of coordinating and releasing capital and economic impact reports; profiles of innovators and change makers; and tracking the organization's two decades of work – publishing ten reports in all.

- Six of *The impact of healthcare and life sciences sector in Indiana* reports covered the economic drivers in various regions of Indiana, including North, Northeast, Central, Wabash Heartland (Lafayette–West Lafayette), Upland (Bloomington) and Southwest.
- *ESSENTIAL: The impact of healthcare and life sciences sector in Indiana* analyzed the entire state.
- *BioCrossroads and the Indiana Life Sciences Ecosystem: Tracking Two Decades of Progress and Charting a Path for Sustained Success*
- *Indiana Life Sciences Capital 2022*, the annual capital report.
- And, *Innovators in Indiana – Trailblazers of the Life Sciences Industry*, which profiled and celebrated Watanabe Life Sciences Champions of the Year.



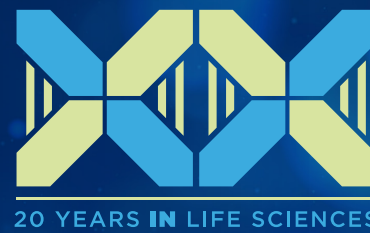
## TOUTING TALENT

To honor the next generation of life sciences leaders, BioCrossroads developed the **23 PAIR (Promising Achievers in Innovation and Research)** recognition program in 2022.



With positions ranging from scientific research, to laboratory techs and marketing, working at start-ups, major corporations and academic institutions, the first “class” of award winners exhibited significant industry or academic impact and success in the early stages of their careers.

**2022** was a year for celebration for BioCrossroads, not only because the life sciences sector continued strong growth and success, but because it was the organization's 20th anniversary which marked a time to not only reflect on past accomplishments and achievements, but to also look forward to the future of the industry and the next generation of talent.



## DIVING INTO THE DATA

**analytiXin**

The AnalytiXIN Health Data Asset, which is managed by BioCrossroads, made substantial progress in 2022 to provide de-identified, linked, clinical-genomic data to industry and academic researchers. Through increased work among Eli Lilly and Company, IU Health, IU School of Medicine, Indiana Health Information Exchange, the Broad Institute (a collaboration between the Massachusetts Institute of Technology and Harvard), and BioCrossroads, the progress in 2022 will allow for a functional platform with new clinical-genomic data to be made available to Indiana researchers in 2023.



In addition, the sixth edition of *BioCrossroads' Book of Data and Organizations (BODAO)* launched— a directory of Indiana enterprises in the health-data intersection now includes snapshots of more than 50 organizations and initiatives.



## ENGAGING THROUGH EVENTS

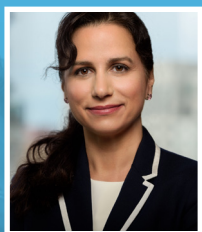
**20<sup>TH</sup> CELLEBRATION**

With more than 100 events developed and hosted over the last two decades, BioCrossroads took advantage of the celebratory year to put a spin on their annual Indiana Life Sciences Summit and created a CELLebration event which highlighted the impact and importance of Indiana's life sciences industry on the people who benefit from their innovations.

To deliver relevant and unique content to online and in-person audiences, BioCrossroads developed five FrameWORX sessions:

**FrameWORX**

- ▶ Social Determinants of Health: How can we make collective impact in Indiana?
- ▶ Indianapolis Motor Speedway & Indiana Life Sciences: A legacy of innovation
- ▶ Careers IN Life Sciences
- ▶ Impact of Healthcare and Life Sciences in the Upland Region
- ▶ Cancer Diagnostics



AUGUST M. WATANABE  
LIFE SCIENCES  
CHAMPION OF THE YEAR

**2022**  
Nora Doherty

Former Executive Vice President of Strategy and Managing Director of the Indiana Seed Funds, Nora Doherty was presented with the prestigious Watanabe award for 2022 for her meaningful and impressive contributions to Indiana's life sciences industry.



In August, BioCrossroads, in partnership with Ascend Indiana, convened leaders from pharmaceutical manufacturers, representatives of postsecondary education institutions, and state officials to determine the most effective steps for developing a robust talent pipeline capable of supporting Indiana's continued growth in this sector.





# CONEXUS INDIANA

## Facilitating Technology Adoption

Any program that boasts a 26% internal rate of return would be considered a success, but one that also fuels ongoing technology adoption could be transformative. In 2022, nearly \$23 million in matching grants for smart technology investments were made through the Manufacturing Readiness Grants (MRG) program, supporting \$352.7 million in technology-enabled capital investment among Indiana manufacturers.

Conexus Indiana, in partnership with the Indiana Economic Development Corporation (IEDC), manages the MRG program. And, as one of Indiana's



thought leaders on technology adoption, Conexus Indiana tracks the impact technology investments have on Indiana's economy.

In 2022, Conexus Indiana issued two research reports, one that clearly paints a picture of Indiana's Factory of the Future and another that measures the impact of the MRG program. In the Factory of the Future report, Indiana manufacturers anticipate implementing cobots,

cybersecurity, sensor technology and Internet of Things (IoT) in the next five years and continue to use technology to increase productivity and complement (not displace) workers. The *Manufacturing Readiness Grants Program: 2022 Impact Report* found that companies receiving MRG funds projected an average of \$2.5 million in revenue growth related to the investment, \$196,000 in wage growth and the addition of five positions for a total internal rate of return of 26%.

## Plugging a Leaky Talent Pipeline

If Indiana increases its labor participation rate by 2.5 percentage points from 62.5% to 65% by 2025, that could mean 159,000 more Hoosiers could be employed by Indiana's advanced manufacturing and logistics companies. Primed with results from Conexus's *The State of Indiana's Advanced Manufacturing Workforce* report, statewide leaders met in an unprecedented summit to put more urgency, definition and planning around Indiana's brain drain and worker shortages.

Focusing on key leaks in the talent pipeline—an aging workforce, women leaving the workforce, high school students dropping out or graduating without a plan, and post-secondary students leaving the state—the leaders agreed on three key strategies for increasing Indiana's workforce participation rate to 65%: cultivate K-12 connections, share and amplify industry benefits and best practices, and align educational opportunities with workforce needs. A detailed white paper outlined the



challenges, strategies and tangible actions, many of which were established in 2022.

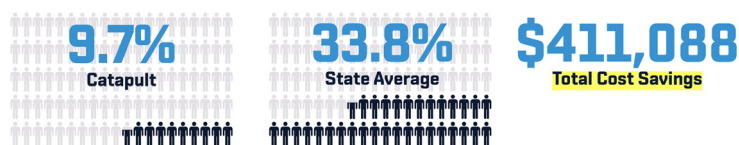
Conexus Indiana is making an impact by strengthening Indiana's competitive advantage in advanced manufacturing and logistics. Through a dynamic network of industry, education and public-sector partners, we champion innovation and talent development to ensure our industries remain economic powerhouses for generations to come.

## Growing a Proven Training Program

A 160-hour class that gives Hoosiers the skills they need to work in advanced manufacturing and logistics, Catapult employs a balance of classroom instruction and hands-on experience to prepare participants for fulfilling careers. Nearly 70% of Catapult enrollees graduate from the program, and collaborations with employers lead to nine out of 10 of those graduates receiving at least one job offer. Partnering with Ivy

### Metrics of Success

Justice-involved Catapult graduates are 3.5X less likely to be sent back to the justice system than non-Catapult graduates.



\*Data based on 93 inmates from Branchville Correctional Facility who participated in Catapult Indiana from September 29, 2019 to December 31, 2020

Tech, TeenWorks, Goodwill, Crossing School, Greater Lafayette Career Academy, Pathways Together (which helps refugees and immigrants) and other organizations, Catapult gives students both tangible skills and soft skills required for job placement and

long-term career success. One of the strongest proofs of the program's impact is seen at the Branchville Correctional Facility, where the first 93 graduates of Catapult had a recidivism rate that's one-third of the statewide rate.

## Equipping Schools with Smart Technology

Building on the success of Manufacturing Readiness Grants, Conexus Indiana and the Governor's Workforce Cabinet launched the Education Readiness Grants program to ensure more high school students have access to the cutting-edge advanced technologies being deployed by local manufacturers.

In 2022, the program awarded nearly a half-million dollars to schools and school corporations across the state, supporting the purchase of equipment and the development of curricula.

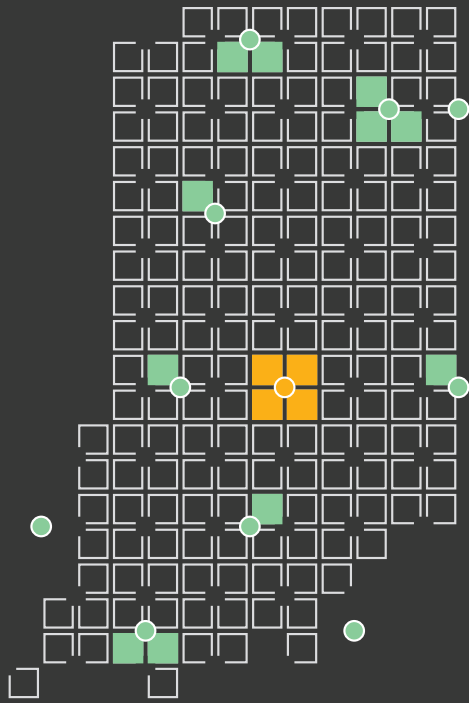


### Cultivating Student Entrepreneurs

As part of its focus to double down on K-12 education, Conexus Indiana launched Student Industries, a program that strengthens the impact of School-based Enterprises. The Conexus Indiana Student Industries initiative connected more than 100 educators, students and business leaders in 2022, kicking off a statewide network that promises to engage more students in meaningful work and prepare them to succeed in the workforce.

School-based Enterprises (SBE) are student-run ventures that operate as small-scale manufacturing firms within school walls, with students designing, producing and selling products ranging from t-shirts and trophies to equipment purchased by municipalities and parts fabricated for large commercial clients. Often using equipment and processes provided or supported by local manufacturing firms—and with mentoring provided by local professionals—the SBEs expose students to virtually every aspect of advanced manufacturing operations, from hands-on production and high-tech machine programming to marketing and distribution.

# TECHPOINT



Nearly three-quarters of Indiana's tech workers are employed outside of the tech sector, which illustrates the statewide economic importance of a deep tech talent bench. It also shows how the talent shortage is threatening Indiana's economic growth and productivity across all sectors. At the same time, the need for ongoing digital innovation in every industry continues to grow, which is why it's important for Hoosier entrepreneurs and innovators to have access to the resources and support they need to thrive, making Indiana a vibrant part of the global digital economy.

In 2022, TechPoint met these challenges head-on through a collaborative, statewide effort to develop and nurture tech talent while also expanding its digital innovation programs starting with those that cater to innovative tech founders and startup companies.

## Tech Talent

### Expanding Pipeline

TechPoint launched Mission41K, an effort to inclusively add 41,000 Hoosier tech workers by 2030. Focus areas include adult apprenticeship, skills-based hiring practices and programs aimed at bringing more Blacks, Hispanics and women into Hoosier tech careers. More than 50 tech leaders took the Mission41K pledge. Early success stories include Allegion and Eli Lilly and Company, which together will employ nearly 30 apprentices in fields including software development, IT support, cloud, project management and computer numerical control program and systems control. The Indiana Office of Technology enrolled more than 45 adult apprentices in a range of tech roles. Cummins and Cornerstone Information Services plan to hire apprentices in early 2023.

# 75%

of Indiana's  
tech workers  
are employed  
outside the  
tech sector

In addition to carrying out its traditional talent programs, for the first time, TechPoint partnered its Xtern program, billed as the ultimate internship experience, with the Orr Fellowship to jointly hold Finalist Day for college students and recent graduates to meet with prospective employers.



# Meeting Indiana's Digital Innovation Economy Talent, Capital and Expertise Needs

## Digital Innovation

### Enhancing Connectivity

TechPoint continues to expand Indiana's capital connectivity. Recognizing the benefits of leveraging others' venture investment efforts, TechPoint collaborated with the Venture Club of Indiana, 50 South, which manages Indiana's Next Level Fund, and Elevate Ventures to offer "(Ind)Venture," a three-day bonanza for investor groups from across the nation to network and meet one-on-one with Indiana's most game-changing startup companies.

In addition to capital, activation of industry expertise within the TechPoint and CICIP networks was also a focal point. TechPoint brought venture support services together to offer support to founders across all sectors in search of funding or other support, expanded its venture connection work and began facilitating the transfer of the state's venture capital tax credit through the Indiana VCI Marketplace.

Slightly more than 130 Indiana tech companies collected \$441 million in capital support in 2022, the state's second-highest level



Dozens of innovators and startup founders participated in TechPoint's VC Connect pairing of investors and promising companies.

since TechPoint began tracking the metric. Forty-three Hoosier tech companies engaged in merger and acquisition activity.

TechPoint also continued its partnership with the Indiana Economic Development Corporation (IEDC) in lead development or augmentation of key tech projects in the state. Working on a goal of securing moves or expansions from six companies, TechPoint identified prospects and met with more than 65 U.S. and international tech company leaders. Ten of those companies chose to move or expand in Indiana, bringing more than 1,500 new jobs.

## Community

### Elevating Industry

TechPoint hosted or supported more than 30 events, including the Mira Awards, the joint CTO of the Year and Tech 25 awards with IBJ Media, two VC-related events, and many events connecting TechPoint talent program participants to experts and leaders in the tech industry.

More than 1,000 people attended the 23rd annual Mira Awards, which honored 125 nominees and 16 "Best of Tech" award winners during the first in-person gala in three years. TechPoint continued to promote the sector via TechPointIndex.com, "The Circuit" podcast, social media and other means.



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# 2022 CICP ENTITIES



# CICP AND INITIATIVES



The Central Indiana Corporate Partnership (CICP) has five key talent and industry sector initiatives — **AgriNovus Indiana**, **Ascend Indiana**, **BioCrossroads**, **Conexus Indiana** and **TechPoint** — all addressing challenges and opportunities unique to their respective areas: agbiosciences, talent and workforce development, life sciences, advanced manufacturing and logistics 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).

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**AgriNovus Indiana** is a non-profit coalition of leaders across industry, academia and government focused on growing Indiana's agbioscience economy across food, animal health, plant science and agtech. AgriNovus Indiana is part of the Central Indiana Corporate Partnership (CICP), an effort dedicated to the region's continued prosperity and growth. Visit [www.agrinovusindiana.com](http://www.agrinovusindiana.com).



**Ascend Indiana** is committed to making Indiana a place of economic opportunity for all. Ascend connects job seekers to good and promising career opportunities through an innovative job matching platform, the Ascend Network; catalyzes partnerships and provides consulting services to meet high-demand workforce needs through Ascend Services; and conducts research to enable systems-level change that positively impacts individuals throughout the state. 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, 16 Tech, Indiana Health Information Exchange, and OrthoWorx), expands collaboration and partnerships among Indiana's life science institutions, promotes sector education and markets Indiana's life sciences industry. Visit [www.biocrossroads.com](http://www.biocrossroads.com).



For more than a decade, **Conexus Indiana**, one of the Central Indiana Corporate Partnership (CICP) non-profit initiatives, has been positioning the Hoosier State as the best place for advanced manufacturing and logistics industries to innovate, invest, employ and succeed. 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).



**TechPoint** is the industry-led growth initiative for Indiana's digital innovation economy and overall tech ecosystem. The team is focused on working with public, private and industry partners to expand tech talent pipeline, enhance resource connectivity for enterprise organizations and startups alike, and elevate the industry by activating the community and amplifying stories of success.. Visit [www.techpoint.org](http://www.techpoint.org).

# NOTES

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