

Central Indiana Corporate Partnership

2023 ANNUAL REPORT



Central Indiana Corporate Partnership



AgriNovus
INDIANA

BioCrossroads®

TECHPOINT

Ascend
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TABLE OF CONTENTS

- LETTER FROM THE CEO..... 2
- CENTRAL INDIANA CORPORATE PARTNERSHIP 4
 - See Yourself IN 4
 - AnalytiXIN 6
 - Business Equity for Indy 7
 - 16 Tech..... 8
 - IBJ Indiana 250..... 9
- AGRINOVUS INDIANA 10
 - Industry Growth..... 10
 - Startup Acceleration..... 10
 - Public Education + Thought Leadership..... 11
- ASCEND INDIANA 12
 - Ascend Network 12
 - Ascend Insights..... 12
 - Ascend Services 13
- BIOCROSSROADS 14
 - Building a Framework for Indiana 14
 - BioCrossroads Names New President and CEO: Vince Wong..... 14
 - Creating Impact IN Indiana 14
 - Radiopharmaceuticals: Why they Matter to Indiana..... 15
 - Indiana’s Focus on Alzheimer’s 15
- CONEXUS INDIANA 16
 - Indiana schools and industry are collaborating and partnering
at unprecedented levels to build the next generation of talent..... 16
 - Indiana manufacturers are adopting digital technologies at a positive pace and
local entrepreneurs and technology providers are delivering much-needed solutions. 17
 - Supporting Unprecedented Business Growth..... 17
- TECHPOINT 18
 - Digital Innovation 18
 - Tech Talent 19
 - Community & Insights 19
- EXECUTIVE COMMITTEE AND BOARD OF DIRECTORS 20
- 2023 CICP ENTITIES..... 22
- CICP AND INITIATIVES..... 23
- ADVANCED INDUSTRY STATS..... 24



stakeholders joined forces to create an application that resulted in Indiana being designated as a Regional Technology and Innovation Hub by the U.S. Department of Commerce Economic Development Administration. The designation will support the acceleration of workforce development and help dismantle barriers to success for entrepreneurs and small business owners with new biotech products. Indiana is a leader in the life sciences, and this designation will only help strengthen that position.



2023 was a transformational year for me and for the Central Indiana Corporate Partnership (CICP). In February, I was honored to begin my new role as Chief Executive Officer (CEO), following in the footsteps of David L. Johnson, who had admirably led this organization through a decade of unprecedented growth and accomplishments.

Throughout my 25-year professional career, I've enjoyed meaningful work in business, government, and community, and CICP is a unique place to make an impact leveraging all three areas of experience. The vision, collaboration with partners and stakeholders, and our team's energy and leadership to make Indiana a better place to live is unmatched anywhere.

One of my first goals was to take CICP on the road making sure I heard from our board members and stakeholders about our work and collaborations. Our CICP regional tours featured visits to seven regions across the state and focused on areas that play an integral part in the building and growth of the advanced industries that drive our economy. During my visits, I met with business, civic, education and philanthropic leaders and came away with a better understanding of the challenges, opportunities, and success stories that exist across the Hoosier state.

I continue to be impressed by the unique collaborative spirit in Indiana and in 2023, we saw new potential for impact in a number of ways. CICP, our branded initiatives, 16 Tech, the Applied Research Institute (ARI) and local

CICP partnered with NORC at the University of Chicago, on a new survey focused on *Entrepreneurship in the Population: Indiana (EPOP-IN)*. Having a thriving entrepreneurial ecosystem is a critical part of a driving economy and we wanted to learn what motivations were driving business owners. We found that 60% of Hoosiers have engaged in entrepreneurship and more than 12% of Hoosiers are business owners. However, more needs to be done as Hoosier business owners cited that more support is needed to grow their businesses.



Another area that is experiencing growth is artificial intelligence (AI). In the fall, CICP developed a statewide survey seeking information on how organizations are using or planning to use AI. The survey was administered in partnership with two of our branded initiatives – Conexus Indiana and TechPoint – and survey results will help us to



assess what kinds of support they need to understand and productively push their operations forward.



In November, we launched our new public awareness program, See Yourself IN (SYI), to help Gen Z Hoosiers explore what's possible in their futures in Indiana's advanced industries. Through this awareness effort, CICP and its five talent and industry sector initiatives in partnership with the Indiana Department of Education, are showing our Gen Z audience the people, businesses, and career paths that exist within agbiosciences, life sciences, advanced manufacturing and logistics, technology and more.



Our team also announced several prominent transitions during the year. The CICP Board of Directors elected a new Board Chair, Sue Ellspermann, president of Ivy Tech Community College. The Board also named two new Executive Committee members, David Ricks, chairman and CEO of Eli Lilly and Company, and Jennifer Rumsey, chair and CEO of Cummins.



And after creating our talent and workforce development initiative Ascend Indiana nearly nine years ago, President and CEO Jason Kloth announced he was stepping down to spend more time with his family. We are so grateful to Jason for all that he has brought to the organization including raising \$50 million in philanthropic funding since Ascend's inception in 2016, and for leading the initiative that has

connected more than 4,700 job seekers to meaningful roles and internships here in Indiana.



In late December, we announced that Conexus Indiana Chief Operating Officer and Chief Talent Officer Brad Rhorer would lead Ascend beginning in 2024, at a time of great momentum and growth for the initiative. Brad brings

more than 25 years of industry experience including spearheading several innovative talent development programs, addressing talent needs and engagement efforts, and enriching long-standing industry and state partnerships in Indiana. We are excited for Brad to lead Ascend and build upon the initiative's efforts.

Throughout this year, I have marveled at the impact of this organization. Our combined impact is the result of the impressive amount of work our five talent and industry sector initiatives, our CICP team, our partners and others commit to everyday. All of us come together to transform our state's economy to create sustainable prosperity and quality of life for the people who call Indiana home and future generations. Together, our momentum is strong, and we can't wait to see what the new year brings.

All the best.



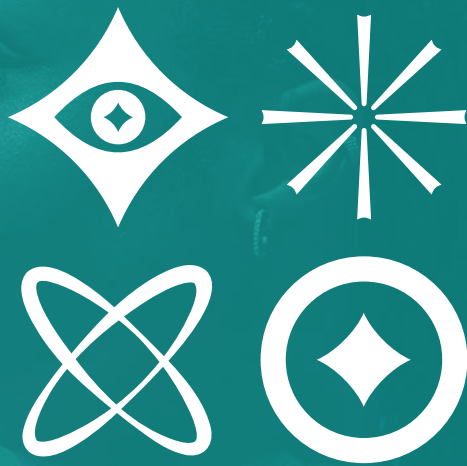
Melina Kennedy, CEO
Central Indiana Corporate Partnership



Central Indiana Corporate Partnership

CICP and its initiatives are responding to the state's biggest challenges and opportunities to advance prosperity and growth for the future. In 2023, the organization stepped up several efforts focused on the current and future workforce; continued its work on inclusivity and equality in the business sector; looked at the future of data analytics and its impact on the state and remained dedicated to innovation and connections through 16 Tech.

In 2023, our See Yourself IN (SYI) program made its debut to inspire young people to learn about and pursue opportunities in Indiana's advanced industries so the next generation of Hoosiers can lead the life they dreamed of.



SEE YOURSELF IN

Through CICP and its five branded initiatives, See Yourself IN will help engage young people with opportunities in the advanced industries they may not otherwise learn about or consider, and increase awareness about available programs, resources, and events that will help them explore these sectors.

This program offers a multi-channel campaign centered on a landing page (cicpindiana.com/SYI) that houses engaging resources and media including: (1) a podcast that echoes advanced industry and career path themes by asking

guests to share their career advice, challenges, and success stories; (2) videos featuring people highlighting their roles and career paths; (3) in-person events and partnerships; (4) digital marketing and social media; and (5) collaboration with CICP members, Indiana Department of Education, and college and high school educators.

As SYI creates spaces for in person events to bring young people, education staff,



and others together to hear from people in advanced industries, we were thrilled to host our SYI Summit for High School Students and Educators in November.

More than 200 high school students and educators from eleven school districts across the state heard from 45 speakers during the two days of SYI Summits. Students heard from industry leaders and learned about careers in advanced industries and the skills that are transferable across all sectors. The complementary educator-focused SYI Summits also provided information about Indiana's advanced industries and incorporated sessions with innovative teachers and administrators who are inspiring high school students through unique experiential programs. To highlight the outstanding work of the Conexus Indiana Student Industries program, where high school students run their own businesses, CICP had attendee swag bags filled with coffee, candles, t-shirts, notebooks and homemade cookies.



Also in November, SYI partnered with IndyHub on their Shape (Y)Our Future Summit to inspire young professionals to explore advanced industries to make an even bigger impact in our city.

Additional SYI events are planned for 2024 to educate Gen Z on the limitless opportunities available for them and to encourage them to stay in Indiana.

The See Yourself IN program is enabled through a grant to CICP Foundation, Inc. from Lilly Endowment Inc.

To learn more, visit www.cicpindiana.com/SYI.





2023 - A Year of Milestones with AnalytiXIN

AnalytiXIN had another great year of progress in the development of its life sciences data asset and manufacturing data portfolio. A consortium involving CICP, IU Health, the Indiana Biobank, the Indiana Clinical and Translational Sciences Institute, Eli Lilly and Company, and the Indiana Health Information Exchange is growing a shared health data platform linking consented clinical and genomic patient data. The consortium partnered with the world-renowned Broad Institute to sequence 35,000 human genomic samples and was accepted as a customer experience spoke within the federal government's ARPA-H initiative.

Precision Medicine Takes a Giant Leap

AnalytiXIN partners pushed Indiana to the forefront of precision medicine in 2023 by making 35,000 genomic samples accessible on a clinico-genomic data platform. This vast repository isn't just a resource; it's a gateway to revolutionary precision medicine and patient-centered clinical trials. This initiative is a significant asset in healthcare advancement, further distinguishing Indiana as a leader in medical research and innovation.

Manufacturing Meets the Future

In 2023, Indiana accelerated the future of manufacturing through dynamic university-industry partnerships. By putting artificial intelligence (AI) and machine learning (ML) to work in new ways, these efforts are helping Indiana's manufacturing industry to adopt smarter processes, unlocking heightened levels of efficiency, sustainability, and quality. This evolution underscores Indiana's commitment to leading smart manufacturing innovation, with AnalytiXIN projects already reshaping industry standards.

Talent Magnet: Indiana's Academic Growth

Indiana's premier research universities—Indiana University, Purdue University and the University of Notre Dame—added to their reputations of data science excellence. In 2023, the number of esteemed faculty AnalytiXIN funding helped recruit and retain to Indiana's research universities reached 46, significantly enhancing Indiana's intellectual capital in AI, ML, and advanced analytics. Moreover, the influx of 70 postsecondary and graduate-level data analytics interns into "The Common Place" underscores AnalytiXIN's dedication to nurturing new talent. These interns, from diverse academic backgrounds, engaged in data analytics projects across various industries, demonstrating the initiative's commitment to building Indiana's future digital workforce.

"The Common Place": A Catalyst for Innovation

"The Common Place" at the 16 Tech Innovation District became a melting pot for fresh ideas and perspectives, hosting data analytics projects with companies from multiple industries. Faculty and staff from Indiana University, Purdue University and the University of Notre Dame, utilizing the space for their intersectional projects, contributed to a dynamic environment of collaboration.

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

To learn more, visit www.analytixindiana.com.

Business Equity for Indy (BEI) made noteworthy progress in 2023, launching a membership program, a community of practice for HR and DEI professionals, and creating a mentorship event to support young Black professionals. BEI convenes business and community partners to foster inclusivity and economic opportunities for Black residents and people of color in the Indianapolis region. BEI is a joint venture between CICP and the Indy Chamber, with support from the Indianapolis Urban League.



The initiative launched the BEI People Community of Practice (PcP), a series of quarterly events that bring together HR professionals and others involved in hiring, workforce development and promotion to learn and share information about opportunities to increase equity in their businesses. Leveraging BEI partner organizations, each event focused on topics such as work-based learning programs, upskilling, partnering with Black young professional organizations and others. Featured speakers represented organizations including Be Nimble Foundation, OneAmerica Financial, the Indianapolis Urban League, IU Health, Indy Black Professionals, M2N and others.

BEI Membership

BEI launched a free membership in July 2023, and by the end of the year had gained 30 member companies. BEI members are committed to implementation and taking action. The membership allows participating companies to gain access to best practices, specialized programming, and shared learning among other like-minded organizations that want to advance racial equity within their organization and the community.

BEI Community Engagements

BEI had several community engagement opportunities throughout the year. They partnered with Indiana Black Expo, Inc. (IBE) for the 2023 Circle City Classic Talent Day, where some of BEI's member companies, stakeholders and partners were highlighted. Kristen Lampkin, director of BEI, was the host for the Talent Day. The event, held in partnership with InnoPower LLC, provided attendees who were recent college graduates, aspiring professionals, and student athletes, with the opportunity to network and interview with employers from various industries which were looking to hire.



To learn more, visit www.busessequityindy.com.

Mentoring Program for Young Black Professionals

BEI and Mentors of Color hosted the "Mentors of Color Brunch and Networking Event," an event for 40 Black young professionals and local business leaders at the 16 Tech Innovation District. This event focused on building mentoring relationships with Black professionals. BEI had mentors and mentees from some of its member companies: Eli Lilly and Company, United Way of Central Indiana and Indy Chamber.

This event intentionally featured representatives from Black-led young professional organizations like the Be Nimble Foundation, The Exchange, and the Indy Black Professionals, as well as organizations supporting early-in-career professionals in Central Indiana like Ascend Indiana and IndyHub.

Some of the wins from this event included: two mentees learning about potential job opportunities, and one of the mentees being offered a position from Black Onyx Management (BOM) after meeting with mentor, Marshawn Wolley, CEO of BOM.





16 Tech Innovation District is a growing destination for innovation and entrepreneurship. A driver of the tech enablement of the life sciences and advanced manufacturing industries key to Indiana's economy, 16 Tech is connected to diverse neighborhoods in downtown Indianapolis and intentionally resourced with facilities and programs to foster innovation.

To learn more, visit www.16tech.com

INDIANAPOLIS BUSINESS JOURNAL'S INDIANA 250

In 2023, 16 Tech continued its growth through the following:

- **Garnered international and national distinctions** including selection for the ARPA-H Investor Catalyst Hub as an inaugural spoke in the nationwide network dedicated to accelerating groundbreaking advances in science and medicine, and an invitation to join the Global Institute on Innovation Districts, made up of 47 districts worldwide.
- **Awarded \$300,000 to 11 projects** to support quality of life efforts and vitality of neighbors near 16 Tech through the 16 Tech Community Investment Fund. The Fund is supported by a \$.20 per square foot contribution from each lease in 16 Tech and is led by an advisory committee consisting of 16 Tech neighbors and neighborhood organizations. The funded projects are focused on workforce training, business support, education, neighborhood capacity building and infrastructure and beautification.

Celebrated the groundbreaking of the 16 Tech bridge, a first-of-its-kind bridge linking the District and nearby neighborhoods to Indianapolis' research/medical corridor, and the opening of the Watanabe Drug Discovery Lab at the Indiana Biosciences Research Institute (IBRI).



Unveiled the Keeper of Culture Mural as part of BUTTER: Fine Art Fair with GANGGANG, Indianapolis Urban League and Indy-based artist Kevin West, marking the first piece of public art in the District.



Brought together innovators during programs like the RALLY Happy Hour, the RALLY Innovation Conference's largest attended event with more than 400 participants.



Commenced construction on the District's 285-unit multifamily residential project.



At the end of 2023, 16 Tech was home to three buildings with a variety of office, wet and dry lab spaces and makerspaces and 200+ innovation related entities that employ more than 800 people, including:

- The Central Indiana Corporate Partnership (CICP) and its five talent and industry sector initiatives, AgriNovus Indiana, Ascend Indiana, BioCrossroads, Conexus Indiana and TechPoint.
- The Indiana Biosciences Research Institute (IBRI), a leading translational research institute with capabilities in diabetes, Alzheimer's and pediatric rare disease research.
- The Emerging Manufacturing Collaboration Center (EMC2) with strengths in autonomous vehicle technology, Industry 4.0 implementation and additive manufacturing.
- Six universities including Indiana University, Purdue University, Butler University and University of Notre Dame.
- 40+ startups in tech, life sciences and advanced manufacturing.

Effectively at full-occupancy, 16 Tech is working to secure additional vertical development with more than 240,000 square feet of lab-enabled space in its development pipeline, including much needed "graduation space" for life sciences start-ups. At full buildout, the 50-acre District will boast more than 2 million square feet of innovation related space that will support 3,000 jobs.

The 16 Tech Innovation District is managed by 16 Tech Community Corporation, the nonprofit responsible for the District's programmatic and physical development.

CICP's CEO and four of its talent and industry sector initiative leaders were named to the Indianapolis Business Journal's prestigious list of the 250 most influential business leaders in Indiana. The list represents the people who are making an undeniable impact on the state. Named to the list were:

- **Melina Kennedy**, CEO
Central Indiana Corporate Partnership
- **Mitch Frazier**, president and CEO
AgriNovus Indiana
- **Jason Kloth**, president and CEO
Ascend Indiana
- **Fred Cartwright**, president and CEO
Conexus Indiana
- **Ting Gootee**, president and CEO
TechPoint



Mitch Frazier



Jason Kloth



Melina Kennedy



Fred Cartwright



Ting Gootee



The AMP food hall and marketplace is home to more than 20+ restaurants, 77% minority/female owned or led and more than 50% new concepts. You'll find a variety of events for the community, including the weekly Indy Winter Farmers Market which attracts more than 1,000 visitors per week.



20+ restaurants

77% minority-owned or led or female-owned or led

50% new concepts



AgriNovus Indiana demonstrated leadership across its three operational pillars in 2023: bringing new growth and investment to the state, funding entrepreneurs to scale their innovative ideas and positioning Indiana as a thought leader for agbioscience innovation and the future of food and agriculture. Guided by its GROW2024 framework, the organization accomplished new goals and began to set its sights on future, sustainable growth in the agbioscience economy.



Industry Growth

Alongside the Indiana Economic Development Corporation (IEDC), AgriNovus secured commitments from **five companies** to expand or locate operations in Indiana, adding **442 new job commitments** and a total investment of **\$276 million** to the state. AgriNovus' strategic framework, **GROW2024**, declared victory in 2023 following a study conducted by TEconomy Partners that showed the agbiosciences in Indiana grew by more than **\$6 billion** from 2019-2021 – marking the fastest-growing time for the sector since measurements to quantify it began in 2012.

2023 Progress

\$58.1B

agbioscience contribution to Indiana's economy

22

new company commitments since 2020

3,860

new job commitments since 2020

\$1.89B

new agbioscience investment in Indiana since 2020

Startup Acceleration

Through strategic partnerships and collaboration, agbioscience entrepreneurship accelerated in 2023. The HungerTech Innovation Challenge, in partnership with Elevance Health and Shipt, focused on connecting food-insecure populations with for-profit and not-for-profit food networks. GreenBasket, a student team from Indiana University Indianapolis, took home the **\$25,000** grand prize out of **18 teams** while South Bend-based Cultivate Food Rescue received a runner-up prize of **\$5,000** co-sponsored by AT&T and TechPoint.

The Producer-Led Innovation Challenge, presented by Indiana Corn Marketing Council and Indiana Soybean Alliance, entered its fourth year focused on creating new revenue streams from current on-farm processes to increase efficiency and return on investment for producers' operations. Out of **21 teams**, Hammond-based FiberX was awarded the **\$25,000** grand prize. Purdue DIAL Ventures also presented **\$6,000** in prize money to the top two student teams from Purdue University, EcoTrack and YieldSmart.

2023 Progress

\$61K

awarded to entrepreneurs in 2023

39

total challenge teams

4

challenge winners that have been acquired or received follow-on funding

To learn more visit,
www.agrinovusindiana.com

Public Education + Thought Leadership

AgriNovus' public education and thought leadership programming exists to inspire innovation, increase sector awareness, develop and deliver new research findings, unlock new talent and entrepreneurship opportunities and engage state and national leaders to spur investment. This critical function positions AgriNovus as the industry thought leader and establishes a call to action to achieve the organization's **GROW2024** goal.

Podcast Agbioscience, in its sixth season, released **70+ episodes** of discussions with leaders across food, animal health, plant science and agtech. Presented by Indiana Farmers Insurance, the podcast was named the top agtech podcast globally by Feedspot and was listed in the top 5% of all podcasts worldwide by ListenNotes.

QUADRANT AgriNovus' quarterly event series continued to offer a platform for diverse members of the agbioscience community to engage in speaking, learning and networking opportunities. The **four events** brought together **440+** members of the community to discuss topics that corresponded with key trends shaping the agbioscience community.

Field Atlas Through its online career exploration platform, MyFieldAtlas.com, and outreach efforts on college campuses statewide, Field Atlas is designed to educate students about traditional and allied professions in agbioscience.

Ambassador Program | The Field Atlas online platform is augmented by on-campus, part-time student employees who provide peer guidance on the agbiosciences and help students to connect to industry careers based on their interests. AgriNovus welcomed **12 Ambassadors** in 2023 representing diversity from campuses across Indiana.

Company Tours | Sponsored by Indiana Soybean Alliance and Indiana Corn Marketing Council, a new Field Atlas-branded industry tour program welcomed **23** students with diverse backgrounds for two, day-and-a-half programs to tour agbioscience companies and meet mentors. Participants ranged from freshmen to PhD candidates and included campuses across Indiana and beyond.

RALLY RALLY, the cross-sector innovation conference, brought together disparate stakeholders from across the globe to Indianapolis with the goal to break down industry silos, spur innovation and create opportunities to connect and collaborate. AgriNovus sponsored the Ag & Food track and hosted a panel that featured how global leaders in food and agriculture are innovating to feed a growing global population. Panelists included Jeff Simmons, CEO, Elanco Animal Health; Brook Cunningham, chief strategy officer, Corteva Agriscience; and Audre Kapacinskas, principal, S2G Ventures.

2023 Progress

48%

share of voice among competitive set

45,000+

downloads to the Agbioscience podcast

440+

attendees to QUADRANT

41%

annual growth to Field Atlas online platform

1,280+

users to Field Atlas driven by Ambassadors

23

college student participants in Field Atlas Company Tours

3,000+

attendees at RALLY



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

Ascend is a unique intermediary that brings together job seekers, educational institutions, and employers to enable a stronger regional and state workforce. Since 2016, Ascend has successfully connected thousands of individuals with career 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 2023, Ascend secured more than \$10 million in grants from funders including Lilly Endowment Inc., Glick Philanthropies, and Lilly Foundation. Additionally, grants from the Richard M. Fairbanks Foundation, Walton Family Foundation and the Partnership to Advance Youth Apprenticeship (PAYA) will help to scale modern youth apprenticeship programs across Indiana.



Ascend Network

Ascend uses the Ascend Network, an innovative online job matching platform, to connect individuals to jobs, internships, and work-based learning opportunities, while helping Indiana employers find and hire qualified candidates. Since 2017, 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 meetings 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 2023 included:

738 employers on the Network **57%** of Network job seekers are from underrepresented backgrounds **22** higher education collaborator agreement partners

8,000+ internship, apprenticeship, and job opportunities posted **1,485** connections to jobs, internships, and work-based learning opportunities

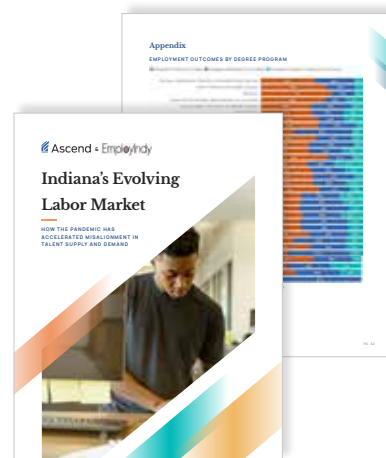


Ascend Insights

Ascend 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 Informs Statewide Education Changes

Findings and recommendations from Ascend and EmployIndy's 2022 report entitled *Indiana's Evolving Labor Market: How the Pandemic has Accelerated the Misalignment between Talent Demand and Supply*, helped to inform several pieces of legislation in the Indiana General Assembly. In 2023, the Indiana Legislature passed bills that would a) automatically enroll eligible students in the 21st Century Scholars program and b) require all high school seniors to complete and submit Free Application for Student Aid (FAFSA) to help encourage greater enrollment in and completion of postsecondary education. In addition, legislation passed will provide greater transparency about the use of graduation waivers and the Armed Services Vocational Aptitude Battery (ASVAB) test data in graduation rates.



Ascend Services

Ascend Services is a 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.

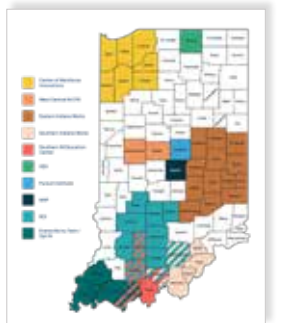
Since 2017, Ascend has built **64** talent pipelines and talent strategies alongside employers, leading to **2,047** individuals participating in new training programs that prepare them for good jobs in the state.

In 2023, Services completed critical talent pipeline and strategic planning projects alongside employer partners, including: Community Health Network, Conexus Indiana, New Hope of Indiana, Nina Mason Pulliam Charitable Trust, EmployIndy, Sandra Eskenazi Mental Health Center, and Indiana Center for Nursing.

Spotlight: Modern Youth Apprenticeship

Ascend continued its work to expand modern youth apprenticeships throughout the state. The initiative does that in two ways. In 2023, Ascend grew its Community of Practice (COP), which engages more than **100** members and **60** organizations statewide to actively address systemic barriers to scaling modern youth apprenticeships across the state. The COP convened practitioners and system builders – including policymakers and state leaders – twice throughout the year to share best practices and address barriers to scaling youth work-based learning opportunities.

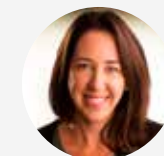
In addition, Ascend established a second cohort of the Indiana Youth Apprenticeship Accelerator, selecting five new sites statewide to design a youth apprenticeship pilot for their region. Ascend launched the Accelerator in 2021 to expand work-based learning programs and to develop a coordinated education-to-career ecosystem that provides all students across the state, in both urban and rural areas, with additional opportunities to obtain necessary skills for today's workforce. In total, Ascend provides funding and technical assistance to nine pilot sites.



New Leadership



In late 2023, Ascend Indiana President and CEO Jason Kloth announced that he would step down at the end of the year. Kloth helped to create Ascend nearly nine years ago, growing the organization to more than 30 staff members and securing more than \$50 million in philanthropic funding since its inception in 2016. In December, Ascend announced that Brad Rhorer would assume Kloth's role. Rhorer brings to the role more than 30 years of experience in talent and human resources. For the past five years, Rhorer has served as COO and Chief Talent Officer for Ascend's sister initiative Conexus Indiana, which is focused on the advanced manufacturing and logistics sectors.

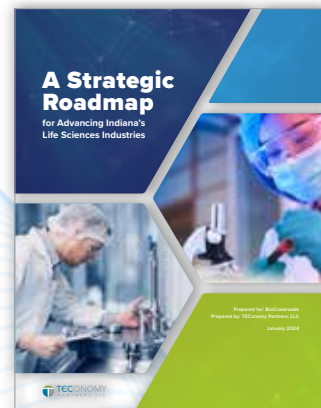


In December, Ascend also announced that Bridget Boyle, head of people and culture at Roche Diagnostics, would serve as the chair of the Ascend board starting in 2024, succeeding founding chair Mark Hill.

Building a Framework for Indiana

Indiana has transformed into a life sciences leader over the last 20 years. Sustained leadership requires addressing a competitive environment head-on. In 2023, BioCrossroads worked with TEconomy Partners and key stakeholders to create a refreshed strategy for Indiana's life sciences industry.

To remain competitive and extend BioCrossroads' leadership position, Indiana's



life sciences sector must collectively continue to enhance its efforts toward:

- › Fostering research and development and innovation
- › Enhancing the state's life sciences manufacturing ecosystem
- › Boosting Indiana's life sciences talent and workforce
- › Supporting connections and outreach across the sector

BioCrossroads Names New President and CEO: Vince Wong

After an extensive nationwide search, Vince Wong was named president & CEO of BioCrossroads in January 2024. He most recently served as chief commercial officer at Geneoscopy, a venture-backed start-up company focused on developing gastrointestinal diagnostics.

Wong serves as a director on the board of Bionano Genomics (Nasdaq: BNGO) and executive in residence with IU Ventures. Prior to Geneoscopy, Wong enjoyed an 18-year career at Roche Diagnostics, where he held senior leadership roles in several functions across various disease areas.



RADIOPHARMACEUTICALS: Why they Matter to Indiana

An emerging area for Indiana's life sciences sector is radiopharmaceuticals, which is an important new class of diagnostics and treatment, particularly for cancer patients. In 2023, BioCrossroads created a nuclear medicine working group to pursue opportunities in Indiana that extend its leadership in this growing segment and to build upon the many advantages the state has to support this effort.

Radiopharmaceuticals must be manufactured and administered quickly to be effective, requiring a user-friendly and highly-efficient logistics environment. Indiana is a natural home for this

industry segment, with its central location, major FedEx hub, and deep heritage as a logistics leader.

Most recently, the FDA has approved a new \$100 million Novartis facility to manufacture an advanced-stage prostate cancer therapy, and Eli Lilly and Company acquired POINT Biopharma, an Indiana-based radiopharmaceutical company with a pipeline of clinical and preclinical radioligand cancer therapies.

Purdue University also has one of the largest nuclear pharmacy programs in the United States, feeding the talent pipeline for the numerous radiopharmaceutical companies with facilities in the Hoosier State.

Indiana's Focus on Alzheimer's

INDIANA LIFE SCIENCES SUMMIT 2023

Indiana's Role in the Alzheimer's Battle: Meaningful Research, Clinical Interventions, and Public Health

The 2023 Indiana Life Sciences Summit provided a unique opportunity to discuss and showcase the impactful and groundbreaking work being done in Indiana to address Alzheimer's disease. From cutting-edge research to the development of new drugs and care models, the Indiana life sciences

community is making significant strides in this area.

Dr. Bruce T. Lamb, executive director of the Stark Neurosciences Research Institute at the IU School of Medicine, was honored with the 2023 August M. Watanabe Life Sciences Champion



Dr. Bruce Lamb was celebrated by colleagues after receiving the annual award.

of the Year award for his extensive contributions to Alzheimer's research.

Creating Impact IN Indiana

BioCrossroads has developed and expanded Indiana's life sciences sector for more than two decades which helped drive continued growth in 2023.

3,000+
life sciences establishments

67k
jobs

979
new patents granted

To learn more, visit www.biocrossroads.com

1ST
in pharmaceutical exports

2ND
in life sciences exports

\$95B
annual economic contribution to Indiana

FrameWORX

BioCrossroads promoted Indiana's life sciences through four FrameWORX programs:

- › **Indiana Biosciences Research Institute:** The Path Forward
- › **Building a Healthier Indiana**
- › **AnalytiXIN:** Healthcare Data Translated into Meaningful Insights
- › **The Intersection of Agbioscience and Life Sciences in Indiana**



BioCrossroads produced several reports illustrating progress across Indiana's life sciences community:

- › **Recruiting and Retaining Talent Who Make Life-Saving Medicine**
- › **Indiana Life Sciences Capital:** A Summary of 2022 Investments
- › **Indiana's Role in the Alzheimer's Battle:** Meaningful Research, Clinical Interventions, and Public Health Policy
- › **Book of Data and Organizations:** A census of major health and health related data, capabilities, and talent in Indiana

From a position of strength, Indiana manufacturers are embracing opportunities to increase their productivity and competitiveness with advanced technologies and a skilled workforce. With the input of its industry, academic and public-sector partners, Conexus Indiana made significant strides in 2023 – growing proven programs and leading important collaborative efforts to pave a clear path for companies and Hoosiers to succeed in an Industry 4.0 economy.

2023 Themes for Success

- ◆ Growing synergies between schools and industry to build the talent pipeline
- ◆ Increasing the pace of collaboration among companies of all sizes to ensure Indiana leads in an Industry 4.0 economy.

Indiana schools and industry are collaborating and partnering at unprecedented levels to build the next generation of talent.

In 2023, Conexus Indiana saw industry engaging like never before while educational leaders met them with flexibility and creativity, as partners in preparing our next-gen workforce for successful careers and futures.



#1 Funding High School Curriculum and Technology: In partnership with the Indiana Office of Career and Technical Education (OCTE), Conexus Indiana awarded nearly \$500,000 in Education Readiness Grants to five high schools to prepare students for an Industry 4.0 workplace. In addition to funding curriculum and technology, these grants require schools to partner with a local employer to provide students with a work-based learning experience.



#2 Inspiring Student Entrepreneurs: Through the Conexus Indiana Student Industries network, Conexus Indiana supported 14 high school student-run manufacturing businesses, known as Student-based Enterprises (SBEs). This network provides students and teachers with a forum for idea exchange and a platform to demonstrate problem-solving and technical skills. It also serves as a front door to industry, creating connections between local students and future talent.



#3 Delivering Job Training for All Hoosiers: Conexus Indiana trained more than 340 individuals through its Catapult Indiana manufacturing program, providing them the skills – and connections with industry partners – to succeed and grow in the advanced manufacturing and logistics industries. In fact, 90% of graduates eligible to work received a job offer.

To learn more, visit

www.ConexusIndiana.com →

Indiana manufacturers are adopting digital technologies at a positive pace and local entrepreneurs and technology providers are delivering much-needed solutions.

Conexus Indiana’s efforts to connect technology integrators, entrepreneurs and Indiana manufacturers are paying off—helping to grow the advanced manufacturing and logistics (AML) ecosystem and helping Indiana companies find local technology solutions.

#1 Connecting Industry and Entrepreneurs: Conexus strategically brought industry and entrepreneurs together through events, such as the RALLY Innovation Conference and the gener8tor Manufacturing Conference, making connections where none existed before. Conexus Indiana also spearheaded the launch of Hardtech Indiana—a convening organization designed to provide a space where hardtech innovators, investors and corporate customers connect and collaborate.



#2 Driving Technology Adoption: Conexus Indiana partnered with the Indiana Economic Development Corporation (IEDC) for the third consecutive year to administer Manufacturing Readiness Grants, a program that helps manufacturers make innovative capital investments—leveraging technologies from advanced communications to cobots to the Industrial Internet of Things (IIoT) and beyond. In 2023, 161 grants were awarded, supporting \$329 million in technology-enabled capital investments to accelerate production capabilities and efficiencies.



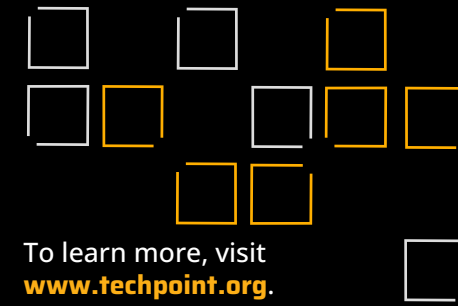
Supporting Unprecedented Business Growth

Conexus Indiana continued its long-time partnership with the IEDC and supported the organization’s increasingly successful business attraction and development work. Against the backdrop of a record-setting year in which the IEDC had **208 companies** commit to locate or expand in Indiana and invest **\$28.7 billion** in their operations, Conexus Indiana assisted with **over 25 companies** that chose to move or expand in Indiana and had conversations with **100+ companies** that considered or are continuing to evaluate Indiana as a destination for investment.



TECHPOINT

Making Indiana a global leader in tech innovation



To learn more, visit www.techpoint.org.

Artificial Intelligence

Artificial Intelligence (AI) is the umbrella term for the practical use of machines, particularly computer programs, to carry out tasks that normally require human intelligence.

[Read Article](#)

WATCH OUR PODCAST SERIES: AI/IN/IO

READ OUR ARTICLE ON: Indiana + Generative AI

READ OUR ARTICLE ON: Digital 4.0

The tech industry and digital innovation across all sectors is increasingly core to Indiana's economic growth. Tech and tech-driven companies contributed \$53 billion in activity to Indiana's economy in 2022. For every 10,000 tech or tech-related jobs added to the workforce, Indiana gains an average of \$698 million in wages and \$103 million in state and local taxes. Tech industry jobs pay more than double the state's median wage, provide stable employment and offer strong career growth opportunities.

In October 2023, Burning Glass Institute's "Cities on the Tech Frontier" report cited several Indiana cities and regions as being "on the rise," in part due to TechPoint's adoption of proven best practices related to tech talent development, enhancing the state's digital connectivity and elevating its industry. TechPoint's continued support of the tech sector is in Indiana's economic best interest and is a competitive advantage for all Hoosiers, companies and communities in our state.



Digital Innovation

TechPoint doubled down on its history of helping Indiana tech innovators access the capital and other support needed to grow by launching the Indiana Founders Network and the Butler Accelerator for Education & Workforce Innovation; revamping the CIO Network; continuing to convene investors to learn about promising companies; and marketing its Venture Support offerings, including the Indiana VCI Marketplace. More than 160 startups were served in 2023.

The total amount of venture capital (VC) invested in the United States in 2023 declined by about 30 percent and the number of VC deals declined by about 23 percent compared to 2022. Indiana's share of deal count, however, increased by 0.1 percent, which placed the state in the top 10 of increased deal count year over year. That said, the national overall decline was reflected in Indiana's moderate change. VC investments in Indiana reached approximately

Butler Accelerator for Education and Workforce Innovation

A collaboration between Butler University, gener8tor & TechPoint

The Butler Accelerator for Education & Workforce Innovation powered by gener8tor supports the high-growth startups from across the country that are best poised to transform the way individuals and companies work and learn. Each company receives a \$100K investment and 12 weeks of coaching, mentorship-based programming, networking, and potential customer introductions from the gener8tor, Butler University and TechPoint teams.

\$278 million in deal value through 115 tech deals in 2023, a 20 percent increase in the number of deals; a 40 percent decrease in total venture capital invested; and a 50 percent decrease in average deal value compared to 2022. The year marked the fourth largest amount of annual Indiana VC investments, following 2022, 2021 and 2019, which aligns with national trends. While the bulk of investments remained in Central Indiana, each of Indiana's regions completed at least one deal.

Tech Talent



The Indiana tech sector made progress toward its collaborative goal of inclusively adding 41,000 tech workers to the state by 2030 via TechPoint's Mission41K effort. The intentional work also included growing the number of adult apprenticeships, enhancing skills-based hiring practices and increasing programs aimed at bringing more Blacks, Hispanics and women into Hoosier tech careers. More than 200 tech leaders are active participants in Mission41K. The rate of Indiana's new tech job creation grew from an average of 2 percent in 2022 to 5.6 percent in 2023.

Xtern and Xplore programs, which focus on tech internships for university and high school students, respectively, showed

continued positive outcomes. Xtern participants reported having dramatically better impressions of Muncie and Indianapolis after completing the programs in those cities. Another record number of students from across the country - nearly 2,500 - applied for the 2024 Xtern class.

Because promotion is key to growing Indiana's tech workforce, TechPoint spent considerable time and resources revamping its Careers in Tech web resource. Launched late in 2023, the new site attracted more than 19,000 impressions and more than 1 million views across multiple platforms, exceeding goals. TechPoint's promotion of adult apprenticeships helped propel increased interest. Partners, such as Eli Lilly and Company, employed more than 35 adult apprentices in 2023, and plan to continue to support the program. Allegion will nearly double its adult apprentices and other tech companies will launch their programs in 2024.



Community & Insights

In 2023, TechPoint issued reports on Artificial Intelligence and its market implications, the tech workforce, Mission 41K progress, and VC performance. In addition, TechPoint provided weekly promotion of current events and trends in Indiana tech. Thousands of Indiana tech sector members also took part in more than 44 TechPoint-convenings, including CIO networking, Leadership Academy training, VC connections, talent program activities and the Mira Awards gala.



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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.



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.



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.



Established as a catalyst to advance, grow and invest in Indiana's life sciences sector, **BioCrossroads** supports the region's existing enterprises and encourages new business development. The initiative fosters public-private collaboration by uniting a diverse range of academic, industry, and philanthropic stakeholders, all collectively focused on advancing Indiana's life sciences sector. Committed to supporting the growth of capital investments and talent development, BioCrossroads provides support to both existing and new life sciences enterprises, including the Indiana Health Information Exchange, OrthoWorx, and the Indiana Biosciences Research Institute. BioCrossroads champions the advancement of cutting-edge research and development, plays a crucial role in building and nurturing a robust talent pipeline, and is dedicated to establishing Indiana as a thriving hub for life sciences manufacturing. Visit www.biocrossroads.com.



For more than a decade, **Conexus Indiana** 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.



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 the 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.

ADVANCED INDUSTRY STATS

	Employment	Establishments	Direct GDP Contribution	Direct Economic Activity	Total Economic Activity
Advanced Manufacturing and Logistics	699,599	16,108	\$118.8B	\$398.9B	\$547.9B
Indiana is the most manufacturing intensive state in the nation. The Hoosiers who make and move goods truly drive the state's economy and are relied on all over the world.					
Life Sciences	66,971	3,100	\$24.1B	\$63.9B	\$94.6B
Indiana ranked second among states in all life sciences exports in 2023 — and first among all states in pharmaceutical exports.					
Agbiosciences*	97,005	5,032	\$19.4B	\$58.1B	\$91.4B
The sector's economic output grew by \$6B between 2019 and 2021 — the fastest rate of growth since the agbiosciences were first quantified more than 10 years ago.					
Tech	70,920	10,204	\$15.8B	\$31.2B	\$52.8B
The tech sector is just a slice of tech's impact on Indiana's economy. There are more than 119,000 tech workers found throughout all Indiana sectors.					
All Advanced and Traded Industries	1,092,045	64,397	\$197.3B	\$543.5B	\$643.7B
Each of the above industry clusters plus other key traded industries (e.g., financial services, professional services, etc.) contribute to 65% of Indiana's total economic activity.					

Source: IBRC analysis of data from U.S. Bureau of Labor Statistics (QCEW), Lightcast, and IMPLAN. All data as of 2022 unless otherwise noted.

*Agbioscience data from [TEconomy's 2022 report for AgriNovus](#). Data as of 2021. Employment and establishments include corporate totals only.



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