

Develop INDY

ADVANCING ECONOMIC GROWTH

Indianapolis, Indiana, USA
2010 Jobs Report





Indianapolis

“Indianapolis is one of the top 10 cities best poised for the economic recovery due to an aggressively pro-business attitude and housing affordability that now stands at a remarkable 90-plus percent.”

– Newsweek magazine,
November 2010

Indianapolis is experiencing a period of

significant job growth. It is an exciting time to do business here. The City of Indianapolis and our great partners at Develop Indy are focused on job growth and job retention. In 2010, Indianapolis attracted more new job commitments than any other year in the past decade. Private businesses in 2010 committed to creating 5,000 more jobs in Indianapolis than the city averaged annually over the past 10 years.

Businesses are attracted by our sound fiscal position, honestly balanced budgets and low tax climate. While other U.S. cities facing deficits are raising taxes and cutting back services, Indianapolis is investing in our future. We are putting millions of dollars into infrastructure improvements, actions that help to improve our quality of life while attracting and maintaining a prosperous local business community. By fostering our favorable business climate with appropriate incentives and proactively reaching out to our target industries of life sciences, information technology and logistics, we're on the right track for 2011 and beyond.

Develop Indy is working with us to get our message out about Indianapolis' 2010 economic success story. We will continue to build upon a foundation that will lead us to even greater economic prosperity. We invite you to join us in keeping Indianapolis moving forward.



Mayor Gregory A. Ballard

It is an exciting time to be in Indianapolis

and job growth momentum is clearly on our side. I am proud to share Develop Indy's accomplishments this past year and am pleased to announce record-breaking job growth numbers. Yet, these numbers only tell part of the story. For at the root of every business growth or expansion deal is the important work of solid relationship building. Yes — the word is getting out to business leaders that Indianapolis wants them here.

Without a doubt, this past year has borne great fruit and you've heard us announce several exciting projects and job commitments that are on track to becoming reality in 2011 and beyond. Buildings are rising or being renovated, and more importantly, jobs promised are being delivered.

Moving forward, the future is indeed bright and our focus is clear. Develop Indy's staff is in a proactive position to reach out to companies and demonstrate with solid information and resources that Indianapolis is the best place to grow a business. Additionally, we're here for you — our local stakeholders — to aid you in telling the Indianapolis story to assist you in talent acquisition and corporate growth and expansions. We at Develop Indy want your business — and are looking forward to putting our strategic approach to economic development to work for you.



Scott Miller, Develop Indy president & CEO

Momentum Is On Our Side

Develop Indy's

three-pronged approach — business development, workforce development and real estate — means we take a comprehensive look at your business and how we can help your organization succeed. And momentum is on our side.

The most prevalent business sectors that are poised for continued growth in Indianapolis include:

- Advanced Manufacturing
- Life Sciences
- Clean Technology
- Logistics
- Information Technology
- Motorsports

Because of Develop Indy's efforts, in collaboration with the Mayor's Office and key stakeholders throughout the city, more jobs are being created and more work is getting done. The message is getting out — Indianapolis is a wise investment — demonstrated by this past year's record-breaking success for new jobs and economic growth in Indianapolis.

"We are excited to be building our new center in Indianapolis. Both state and local leaders worked very hard to bring these new jobs to Indiana."

— Lee Coulter, senior vice president & CEO, Ascension Health Ministry Service Center

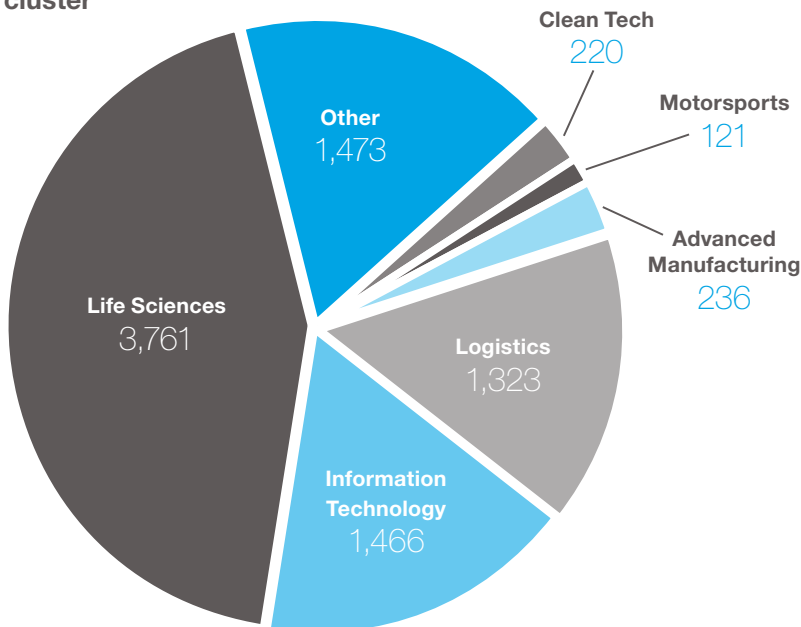
New Job Momentum

2010 marked a record-setting, 66% increase in Develop Indy projects over 2009. Below is a representative list of the 73 completed 2010 projects:

AIT Laboratories Expansion/Purchase of New Corporate Headquarters Facility	160 New Jobs
Arcadia Healthcare Expansion	1,176 New Jobs
Ascension Health Relocation from Missouri	500 New Jobs
Beckman Coulter Expansion	95 New Jobs
BlueLock Expansion	118 New Jobs
Clarian Health Expansion	1,187 New Jobs
Dallara New U.S. Operations Center	80 New Jobs
Dow AgroSciences Expansion/Construction of new R & D Facility and Greenhouse	557 New Jobs
ExactTarget Expansion	500 New Jobs
Fusion Alliance Expansion	123 New Jobs
Hat World, Inc. Expansion	571 New Jobs
Southern Wine & Spirits Expansion (new to the market)	104 New Jobs
Stericycle Expansion	109 New Jobs
United States Marine IT Unit Relocation from Missouri	240 New Jobs
USA Football Relocation from Virginia	47 New Jobs

2010

New Job Commitments by cluster



Key Performance Metrics

Year	New Job Commitments	Jobs Retained	TOTAL	Capital Investment
2001	3,403	7,626	11,029	\$295,432,466
2002	1,280	4,666	5,946	\$276,722,355
2003	2,077	4,173	6,250	\$228,990,790
2004	2,288	5,760	8,048	\$552,852,543
2005	2,096	5,101	7,197	\$169,611,449
2006	4,471	14,207	18,678	\$625,904,377
2007	4,587	4,335	8,922	\$347,767,890
2008	3,428	6,164	9,592	\$313,977,571
2009	4,001	7,024	11,025	\$157,225,612
2010	8,737	7,159	15,896	\$933,955,063

10-year Averages

New Jobs:

3,637

Capital Investment:

\$390,244,012

Percentage increase of new jobs in 2010 over 10-year average:

140%

Percentage increase of new jobs in 2010 over previous record year:

90%

Percentage increase of capital investment in 2010 over 10-year average:

139%

Percentage increase of capital investment in 2010 over previous record:

49%

Annual Summary of Economic Development Projects

Receiving Tax Abatement

Year	Private Investment	Public Investment	Private to Public Ratio
2001	\$643,000,000	\$41,987,338	\$15.31
2002	\$406,355,854	\$42,397,197	\$9.58
2003	\$190,614,500	\$56,157,297	\$3.39
2004	\$277,443,643	\$19,520,415	\$14.21
2005	\$792,755,999	\$53,976,855	\$14.69
2006	\$231,251,020	\$14,552,516	\$15.89
2007	\$312,576,999	\$25,432,904	\$12.29
2008	\$243,257,320	\$15,056,367	\$16.15
2009	\$48,807,368	\$2,878,263	\$16.96
2010	\$210,598,819	\$11,775,702	\$17.88

Momentum — Private Investment Follows Public Investment

And the story continues. Not only are we seeing increased interest in corporate growth and expansion here in Indianapolis, but more private investment is following the public dollars used to attract these businesses. That means more opportunities for all in Indianapolis. The private to public ratio cited on the adjacent chart shows the amount committed by the private sector for every \$1 committed by the City through tax abatements.

“This community provides unmatched advantages from a business and a quality-of-life standpoint. Our staff and our families look forward to working and living here.”

– Scott Hallenbeck, executive director, USA Football

“We greatly appreciate the commitment of the City of Indianapolis and State of Indiana for their support of our continued growth.”

– Ken Kocher, president, Hat World, Inc.

Momentum — Continued Economic Vitality in 2011 and Beyond

Indianapolis is poised to take full advantage of the rebounding economy, especially due to our area's affordability, superior transportation infrastructure, talent and global attraction. Develop Indy's team is strategically structured to build upon collaborative relationships with private industry, educational institutions, government entities and community leaders to continue its momentum.

With this as our foundation, the City of Indianapolis continues to significantly invest in its infrastructure, which already boasts

a superior transportation network with five major connecting highways, multiple rail lines and a state-of-the-art \$1 billion international airport terminal. Additionally, recent expenditures in city infrastructure improvements, such as sewer, street, and sidewalk repairs, have provided Develop Indy prospects with the very important and necessary resources that make Indianapolis so attractive.

Combine all of this with Indy's low cost of doing business, talented workforce, and excellent quality of life, you begin to see why Develop Indy is so optimistic about what lies ahead and the opportunities that exist here.

Momentum — Partnering Local

Going forward, Develop Indy's experienced and knowledgeable staff is appropriately staged to not only respond globally for those interested in relocating here, but also to serve as your local partner for your own potential growth and expansion.

To speak to someone regarding investment opportunities with Develop Indy, please contact Melissa Todd at (317) 808-3272 or mtodd@developindy.com.



"Indianapolis is a very business-friendly city that supports family values and lifestyles that fit with the AIT culture. The city is also known for its great educational institutions and cultural amenities that help growing companies like AIT attract and retain a great workforce."

– Dr. Michael Evans, AIT Laboratories



"Central Indiana also offers outstanding infrastructure and quality of life which are important components of attracting top talent."

– Antonio Galindez, president and CEO, Dow AgroSciences



"Expanding our operations in Indiana allows us to continue to fuel our business with great minds from Indiana's colleges and universities and benefit from the competitive economic environment that Governor Daniels and Mayor Ballard have worked so hard to create."

– Scott Dorsey, co-founder & CEO, ExactTarget



"Because Indiana offers an innovative, business-friendly climate with a great workforce, we decided to expand our headquarters and manufacturing operations in Indianapolis."

– David Campbell, director of manufacturing, Zipp Speed Weaponry





Workforce Momentum

Develop Indy is pleased to partner with EmployIndy, whose mission is to develop a strategy that establishes and directs a results-oriented workforce development and business service system for Marion County. Whether it's customized training to meet an employer's needs or undertaking special projects that fill employment pipelines with a flow of new workers, this partnership allows companies to grow and ultimately strengthen the vitality of Indianapolis.



On Nov. 22, 2010, officials break ground on the new, state-of-the-art facility for Italian automobile design and engineering company, Dallara, and locally owned Indy Racing Experience.

moh-men-tuhm:

force or speed of movement; impetus, as of a physical object or course of events. To help maximize your company's potential and continue the momentum of solid economic development in Indianapolis, contact us at info@developindy.com or call us at 317.808.3232.



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