

**3rd Quarter Report of Performance from
The Growth Alliance *for* Greater Evansville
January - September 2011**



A true public private partnership, the Growth Alliance for Greater Evansville was created in early 2007 because government and business representatives were searching for a comprehensive focused approach to economic development. The Growth Alliance provides support for strategic programs that enhance the overall economic vitality of this area. It is our goal to bring a significant number of jobs and new revenue dollars to Evansville and Vanderburgh County.

OUR MISSION

To drive and support economic development activities for Evansville and Vanderburgh County aimed at: attracting and creating new jobs and new revenue dollars, retaining existing jobs and revenue dollars, effectively allocating available resources and recognizing the priorities of basic/Tier 1 industries in driving sustainable growth.



Economic Development Report

Total Number of Company Contacts: 280

During Q1 and Q2, 2011, the Growth Alliance for Greater Evansville assisted the following companies with their decision to locate or expand in the City of Evansville/Vanderburgh County:

- **Sugar Steel** – opened a structural steel distribution center with first stage steel processing capabilities in Evansville. The Evansville distribution center is located in the former Patriot Steel facility and is Sugar Steel's first operation outside of its Illinois headquarters. Owensboro, KY was also considered for this project before the company chose Evansville as its new location.
- **Mead Johnson & Company** – expanded their existing facility in Evansville by adding liquid production and packaging capacity. An out-of-state third party vendor previously provided this production and packaging service. Mead Johnson evaluated in-sourcing of the liquid production and packaging capacity in Evansville versus buying from their vendor located in Missouri. The project is expected to be completed by June, 2012.
- **SS&C Technologies** – located its new fund administration and technology center in Evansville, Indiana. SS&C located in temporary space at Innovation Pointe and anticipates the opening of operations in Evansville in the second quarter of 2011. Evansville competed against Louisville, KY, Oklahoma City, Ok, Springfield, IL and international locations for this highly-competitive project.
- **Rotary Corporation** – the world's largest supplier of aftermarket outdoor power equipment parts, opened its distribution center in the existing 37,000 sq. ft. structure located at 4916 O'Hara Drive in Evansville. Initially, Rotary Corporation will create seven new jobs, expanding to twelve over the next few years.
- **Windstream Technologies** – an S&P 500 Company, acquired Kentucky Data Link and Norlite in December of 2010. They are one of the largest local telephone, high-speed internet and digital HD TV providers in the United States offering advanced communications and entertainment to 3.4 million customers in 23 states. Windstream will retain 150 of the existing information technology jobs as well as the creation of 25 new positions in Evansville.
- **Berry Plastics Corporation** – announced that Evansville, Ind., home of the company's world headquarters, has been chosen as the site for 120 customer service, finance and general administration positions over the next three years. The positions are a result of continuing company growth as well as the consolidation of office locations in Rolling Meadows, Ill., and Minneapolis, Minn.
- **Crosspoint Polymer Technology** – a start-up business, occupied 100,000 sq. ft. of the former Whirlpool plant. Crosspoint recycles plastics and sells raw materials to parts manufactures.

Continued...

- **Global Blade Technologies-** Global Blade Technology (GBT), a Netherlands-based wind turbine blade manufacturer, is leasing 45,000 square feet of space at Park41 (former Whirlpool plant). This space will house the office and manufacturing facility for molds and tooling of composite rotor blades designed for wind turbine generators.
- **Vantage Oncology-** Vantage Oncology operates 40 radiation oncology centers in 13 states. They evaluated consolidation of locations. At this time, Vantage is retaining medical billing operations at their Evansville center, keeping 13 positions.
- **Heartland Pump-** Heartland Pump Rental & Sales, Inc. relocated its Henderson KY location to Evansville at 9745 Hedden Road. Heartland is one of the largest pump rental fleets in the Midwest renting pumps, power and lights.

Economic Development Report

Company	# of jobs	Capital Inv.	Sq. Ft.	5 Yr. Economic Impact
Sugar Steel	26	\$920,000	100,000	\$13,300,000 (New to Area)
Mead Johnson	22	\$4,350,000	0	\$72,700,000 (Existing)
SS&C Technologies	500	\$4,000,000	80,000	\$415,000,000 (New to Area)
Rotary Corporation	12	\$1,225,000	37,080	\$4,600,000 (New to Area)
Windstream Technologies	175	\$600,000	20,000	\$268,100,000 (Retaining)
Berry Plastics	120	\$600,000	20,000	\$65,500,000 (Existing)
Crosspoint Polymer Technology	50	\$1,500,000	112,000	\$51,400,000 (New to Area)
Global Blade Technologies	39	\$3,500,000	46,000	\$52,300,000 (New to Area)
Vantage Oncology	13	—	2,000	\$6,700,000 (Retaining)
Heartland Pump	10	\$10,000	27,000	5,600,000 (New to Area)
TOTALS:	967	\$16.7 Million	424,000	\$955.2 Million

Innovation Pointe is a high-tech business incubator managed by the Growth Alliance for Greater Evansville. Located in the heart of Downtown Evansville, Innovation Pointe assists in the creation and growth of new businesses in the Evansville area to increase the overall wealth of our city and people.

- The Growth Alliance assisted 43 potential Innovation Pointe clients
- This year, 11 new clients have moved into Innovation Pointe
- Innovation Pointe is occupied by a total of 31 clients, including the Growth Alliance
- Innovation Pointe occupies approximately 75 employees

New Innovation Pointe Clients

Wavepointe Research, Inc. – Suite 326 (Start-Up Company)

Wavepointe Research, Inc. is engaged in a variety of military and commercial RF and photonics application areas, including conducting studies related to antenna design and development, RF radiation hazard assessment, and a variety of applications requiring computational electromagnetic (CEM) modeling.

Wedding by Choice/Choice Company, Inc. – Suite 318 (Start-Up Company)

Weddings By Choice is the one place in the Evansville Area that you can come to find out ALL the information on ALL the providers of ALL the wedding products and services that you want.

Pellucid Tech Solutions – Suite 207 (Start-Up Company)

In the IT field, Pellucid Tech Solutions specialize in Custom Applications/Software Developments, Integrations, Business Intelligence (Data Analysis, Data Mining, Data Modeling, ETL, Data Warehousing, and Business Reporting), Web Applications, Technology Implementation, and Systems Upgrading.

Brown Cows Web Creations- Room 313 (Start-Up Company)

Brown Cows Web Creations specializes in custom websites that are affordable. It is our belief that every business can afford a website, no matter how small. That is why our websites are *udderly* affordable.

EDN Systems, Inc. – Suite 205 (Start-Up Company)

EDN Systems, Inc provides remote IT services.

SS&C Technologies – Suite 505 (New to the Area/ Existing Business)

Headquartered in Windsor, CT and with offices throughout North America, Europe, Asia, and Australia, SS&C provides the global financial services industry with a broad range of highly specialized software, software enabled-services and software as a service (SaaS) solutions for operational excellence. They deliver mission-critical processing for information management, analysis, trading, accounting, reporting and compliance.

ONLC Training Centers- was founded in 1983 when Jim Palic and Andy Williamson left their positions as mainframe programmers with the Dupont Company to start one of the industry's first computer training companies. Today, ONLC Training Centers has grown to be one of the largest privately held IT training companies in the USA, delivering training at our more than 200 locations coast to coast.

Indiana Department of Workforce Development- Vision: Aggressively empower Indiana workers to become a highly-skilled, competitive workforce

Vick Strategic- Brings more than 25 years of expertise in helping clients plan and manage their growth by offering fresh perspectives and processes that ensure results. Vick Strategic offers business consulting in the areas of new business engagement, strategic alliance development, relationship management, M/WBE program management services, M/WBE compliance, branding strategy, channel distribution development and contract negotiations.

J.M. Johnson Construction, Inc- J.M. Johnson Construction, Inc is a private company categorized under Commercial and Office Building Contractors. They became established in 2006 and recently located at Innovation Pointe in Downtown Evansville. Current estimates show this company has annual revenue of \$1,200,000 and employs a staff of approximately 5.

Economic Impact of Innovation Pointe Clients

Company	# of jobs	5 Yr. Economic Impact
Wavepointe Research, Inc.	1	\$442,000
Pellucid Tech Solutions	1	\$349,000
EDN Systems, Inc.	1	\$413,500
ONLC Training Centers	0	\$0
Indiana Department of Workforce Development	1	\$365,000
Vick Strategic	1	\$300,000
J.M. Johnson Construction	5	\$360,000

Number of Innovation Pointe inquiries for space: 43

Occupancy Rate: 81% -January, 2011

Occupancy Rate: 83% -June, 2011

Occupancy Rate: 82% -September, 2011

Technology Transfer

The Growth Alliance for Greater Evansville and Crane Division, Naval Surface Warfare Center, (NSWC Crane) have an innovative technology transfer agreement that holds tremendous potential for area businesses.

The technology transfer agreement gives the Growth Alliance access to federal lab technologies and patents, making them available to area businesses and entrepreneurs that are looking for new ideas for products, services and problem solutions.

- Joint program plan was developed with NSWC Crane and USI which includes parallel approaches to technology transfer; submitted the plan as one of the pillars for ERBC application for Lilly Foundation Grant.
- Received \$1,900 grant from the Peyronnin Family Foundation through the Community Foundation Alliance to support tech transfer activities.
- An Engineering Intern from University of Evansville is supporting Federal Lab searches for regional companies.
- Four companies engaged in activities to identify federal lab technologies that respond to specific company needs and areas of interest; two are actively investigating new materials developed through federal labs.
- Started new process to identify and develop commercialization ideas for Crane patents.

Downtown Development

The Downtown Development program is aimed at supporting the City's redevelopment plan to produce a vital Downtown that attracts businesses. It is the Growth Alliance for Evansville's job to promote Downtown Evansville as an inviting place to shop, enjoy entertainment, live, locate a business and to "Re-Discover Downtown Evansville."

- The Growth Alliance has assisted four (5) new and two (2) existing businesses with interest in opening a new shop or restaurant in Downtown Evansville.
- The Growth Alliance has assisted twenty-four (24) Downtown businesses through the Downtown Design Review process.
- The 2011 Vanderburgh County Farm Bureau Farmers' Market is in its 5th month with record breaking attendance and sales being reported (May 20- Oct. 7, Fridays Only)
- The Growth Alliance has committed to keeping a calendar of all Downtown road closings to aid the Board of Public Safety, Downtown business owners, and Downtown residents
- The Fourth of July Freedom Celebration was a huge success with 30,000+ in attendance. This event was sponsored by *Casino Aztar, Toyota Motor Manufacturing Indiana, Mulzer Crushed Stone, Dunn Hospitality Group, South Central Communications and Allied Waste of Evansville.*
- An updated Downtown Evansville walking map has been completed. An electronic version of the map is now available on the GAGE website (www.evansvillegage.com). Once printed, this map will be available at the Evansville Convention and Visitor's Bureau and City offices.

The INVEST Program

The Growth Alliance is a non membership- based; certified 501(c) 3, not-for-profit enterprise. We rely on financial underwriting and sponsorships from our business and government stakeholders to fund the vital services we provide as we further our role as “the one stop resource for business”.

If you would like to provide financial support towards the Growth Alliance for Greater Evansville’s programs, initiatives or events, please contact Debbie Dewey, President of the Growth Alliance. (812) 401.4243



growth alliance *for* greater evansville

CONTACT US :

318 Main Street
Suite 500
Evansville, IN 47708
812.401.4243

WWW.EVANSVILLEGAGE.COM

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