

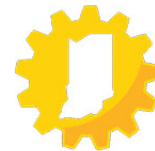
# LOCAL AND STATE RESOURCES FOR ECONOMIC DEVELOPMENT



DR MARTIN LUTHER KING JR MEMORIAL BRIDGE



**GREATER  
FORT WAYNE INC.**  
METRO CHAMBER ALLIANCE



**Indiana**  
A State that Works<sup>®</sup>

**NORTHEAST  
INDIANA  
WORKS**





# 2014-2020 YTD RESULTS

Deals

✓  
161

New Jobs

9,137

New Payroll

\$398,724,386

Total Investment

\$2,612,078,354

As of 7/23/20



# RECENT EXPANSIONS & RELOCATIONS



General Motors  
\$1.3 billion, 2015  
\$24 million, 2019

Walmart Milk Processing Plant  
\$181 million, 2016

Multimatic  
\$39.1 million, 2017  
\$22.1 million, 2019

Continental Diamond Tool  
\$12 million, 2017  
\$5.5 million, 2019

Fort Wayne Metals  
\$51 million, 2017

ElringKlinger  
\$23.2 million, 2018  
\$5.9 million, 2019

Sweetwater  
\$76.4 million, 2018

Brotherhood Mutual  
\$25.5 million, 2019

SDI La Farga  
\$15.9 million, 2019



# AAM'S FORT WAYNE MANUFACTURING FACILITY



**AMAZON**



# SUPPORTING LOCAL BUSINESSES

532 business visits within  
Allen County in 2019

# WHAT ABOUT SMALL TO MEDIUM SIZED BUSINESSES?



# LOCAL GOVERNMENT PROGRAMS

- Tax Phase-ins (abatements) – real property, personal property, vacant building
- Brownfield Grants
- Façade Grants
- Tax Increment Financing
- Summit City Entrepreneur & Enterprise District (SEED)
- New Projects Meetings



WE BUY  
COINS

## FINANCING

- Community Development Corporation
- NewAllen Alliance
- Brightpoint
- USDA

Welcome

HOME

est. 1866



est. 1956

PROTECT-A-BE

Every Mattress Needs

# WORKFORCE

A young man with short dark hair is shown in profile, focused on his work in a workshop. He is wearing clear safety glasses and white earbuds. He is dressed in a dark grey hoodie and brown leather work gloves. He is using a tool, possibly a grinder or sander, which is creating a shower of bright orange sparks. In the background, there is a yellow and black circular saw and other workshop equipment. The overall scene is a professional and technical work environment.

- Key Partner – Northeast Indiana Works
- MadeByMe Coalition
- Local educators and school systems
- Hoosier Initiative for Re-Entry (HIRE) through Indiana Department of Correction
- Northeast Indiana Tech Coalition
- Blue Jacket
- Local colleges and universities
- Catholic Charities
- TekVentures
- Easter Seals Arc of Northeast Indiana
- Employing People with Disabilities Initiative

# ADDITIONAL TOPICS AND PARTNERS

- Office of Engagement at Purdue University Fort Wayne
- Foreign Trade Zone
- Indiana Small Business Development Center
- Fort Wayne International Airport
- Northeast Indiana Innovation Center
- Utility partners
- Rail and transportation
- Brokers/Developers





# SMALL BUSINESS EMERGENCY RELIEF PROGRAM

- Business must be located within city of Fort Wayne
- Employers with fewer than 30 full-time employees
- Partnership between the City of Fort Wayne and Brightpoint
- Targeted to assist small businesses and franchises
- Up to \$20,000
- First 12 months - forgivable

# Adam Welch

Director of Economic Development

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# Indiana

A State that Works<sup>®</sup>

INDIANA ECONOMIC  
DEVELOPMENT CORPORATION



# Linda Walczak

Director, Northeast Indiana,  
Business Development

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INDIANA ECONOMIC DEVELOPMENT CORPORATION



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Next Level  
Business

# BUSINESS DEVELOPMENT

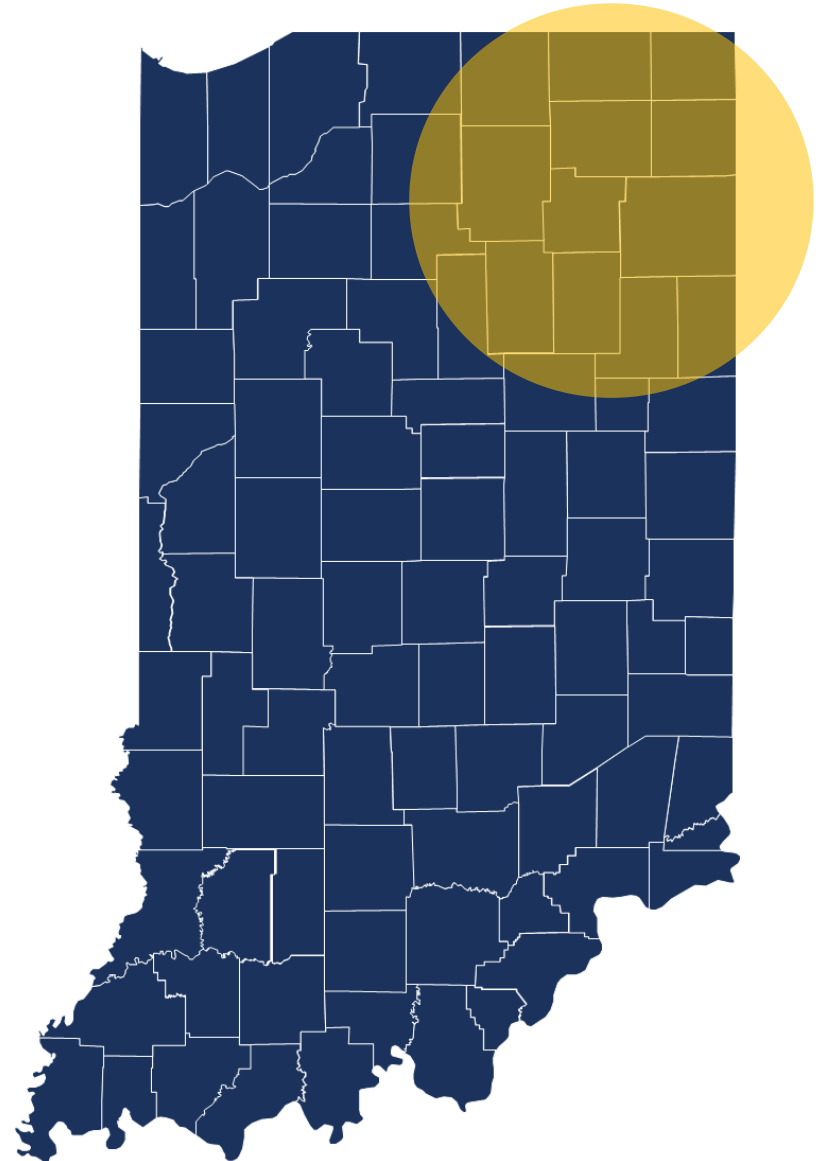
## NORTHEAST REGION

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- ▶ Adams, Allen, Blackford, DeKalb, Grant, Huntington, Jay, LaGrange, Noble, Steuben, Wabash, Wells and Whitley counties



**Regional Director**  
***Linda Walczak***  
**LWalczak@iedc.IN.gov**  
**T 260.452.6443**





# IEDC CORE PURPOSE

To create an opportunity for all Hoosiers to earn a good living and prosper in a diverse economic environment that encourages growth, creates and retains the jobs of today, and attracts and invests in the jobs of tomorrow.

**NEXT LEVEL VISION**

## CORE STRATEGIES

ECONOMIC DIVERSIFICATION

ATTRACTION + EXPANSION

CONNECTIVITY

21<sup>st</sup> CENTURY TALENT

ENTREPRENEURSHIP





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Next Level  
Business

# RANKINGS & ACCOLADES

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**#1 in the Midwest & #5 Nationally for Business**

CHIEF EXECUTIVE

**#1 for Government Efficiency**

U.S. NEWS & WORLD REPORT

**#1 in the Midwest for Entrepreneur Friendliness**

SBE COUNCIL

**#1 Airport in North America**

AIRPORTS COUNCIL INTERNATIONAL 2010-2018

**#1 for Infrastructure**

CNBC

**#2 for Long-Term Fiscal Stability**

U.S. NEWS & WORLD REPORT

**#3 Most Affordable State**

U.S. NEWS & WORLD REPORT

**#4 for Cost of Doing Business**

CNBC

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# COVID-19 RESPONSE EFFORTS

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IEDC

COVID-19  
Response Efforts

## Paycheck Protection Program

StayINBiz.org

Federally funded program  
administered through the Small  
Business Administration

Provides forgivable loans to small  
businesses and nonprofits that  
maintain their payroll for eight  
weeks, and the funds are used to  
cover payroll, interest on mortgage  
obligations, rent or utilities.

**Number of Loans:** 79,151

**Total Funding:** \$9.48 billion

**Deadline:** August 8

# UPDATE PPP LOANS TO INDIANA COMPANIES

IEDC

COVID-19  
Response Efforts

# NEW RESOURCES FOR BUSINESSES

## Indiana Small Business Restart Fund

[BackOnTrack.in.gov](http://BackOnTrack.in.gov)

**Goal:** To help accelerate the speed of economic recovery activity by providing working capital to cover certain expenses related to the global pandemic

**Funding: \$35M** from the CARES Act

- **\$30M** state allocation for businesses outside Marion County; at least \$5 reserved for MBE/WBE
- **\$5M** Indianapolis allocation for Marion Co. businesses

**Grants:** Available to small businesses with fewer than 50 employees, less than \$5M in revenue, and can demonstrate a monthly revenue loss of at least 40%.

**Application Launch:** June 3  
Program active through Sept. 30, 2020

**Applications Received:**

- 459 Indiana small businesses
- Representing 69 counties
- Including 13 certified minority-owned businesses,
- And 26 certified women-owned businesses

# NEW RESOURCES FOR BUSINESSES

## Economic Activity Stabilization & Enhancement (EASE)

**Goal:** Three programs to support technology & operational advancements in the manufacturing industry, which has long been a key economic driver in Indiana, positioning the state for long-term growth

**Funding:** \$10M from 21<sup>st</sup> Century Research & Technology Fund

### I. Smart + Advanced Manufacturing Focus Fund \$3M investment

- Administered by Elevate Ventures
- Entrepreneurship resources + seed and early-stage investments to Indiana manufacturing-focused startups
- Awards up to \$500,000 with minimum 1:1 co-investment
- Timeline: Immediate

# NEW RESOURCES FOR BUSINESSES

## Economic Activity Stabilization & Enhancement (EASE)

### Programs (cont):

#### II. Manufacturing Readiness Grants

- \$4M investment
- Administered by Conexus Indiana
- Matching grants available for:
  - Indiana companies modernizing operations or integrating smart technologies and processes in order to improve capacity
  - Indiana companies investing in health care manufacturing technology and supporting critical COVID-19 response efforts
- Grants up to \$200,000 with minimum 1:1 company match
- Timeline: Launched June 30

#### III. Smart Manufacturing Studio Lab

- \$3M investment
- In partnership with industry stakeholders
- Provide lab space and access to state-of-the-art smart manufacturing equipment, enabling businesses to train employees, validate technologies for their business models, and conduct third-party pilot manufacturing
- Next steps: Develop project scope and plan to source and supply equipment
- Timeline: Expect Q1 2021 launch

# NEW RESOURCES FOR BUSINESSES

## Reaching Underserved Employers

### **Ramping up Indiana SBDC Capacity + Serving More Businesses**

- The Indiana Small Business Development Center (Indiana SBDC) received nearly \$3.7 million from the U.S. Small Business Administration (SBA) through the CARES Act to support increased resources for Hoosier entrepreneurs and small businesses over the next 18 months – funds will increase no-cost services for businesses impacted by COVID-19.

### **New Partnership with Indiana Black Expo (IBE) to Increase Statewide Outreach of Small Business Relief & Workforce Recovery Programs**

- Gov. Holcomb approved the Indiana Economic Relief + Recovery Team's proposal to allocate \$500,000 in federal funding made available through the CARES Act to support minority-owned businesses and entrepreneurs impacted by COVID-19.
- Funding will enable IBE, which has 12 chapter affiliates across the state, to launch a statewide awareness campaign aimed at providing support and resources for small businesses, as well as education training opportunities for Hoosiers in underserved communities.



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COVID-19  
Response Efforts

# NEW RESOURCES FOR BUSINESSES

## Indiana PPE Directory

[BackOnTrack.in.gov](https://BackOnTrack.in.gov)

**Goal:** Connect small businesses and nonprofits with reliable access to PPE

**Ordering & Shipping:** Indiana PPE Directory is organized by item, including: masks, face shields, eye protection, disinfectant, hand sanitizer, gloves and other items

Customers place and pay for orders on the vendors' website, and each vendor handles its own shipping, payment processing and customer service

**Launch:** July 8





**ECONOMIC  
DIVERSIFICATION**

IEDC

Economic  
Diversification

# ADVANCING INDIANA'S INDUSTRIES



An aerial night view of a city, likely Chicago, with a large, semi-transparent pyramid overlaying the top half of the image. The city lights are visible, and the sky is a mix of blue and orange from the sunset. The text "ATTRACTION + EXPANSION" is centered in the middle of the image, with a thin yellow horizontal line above and below it.

# ATTRACTION + EXPANSION



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Next Level  
Business

# LEVERAGING INDUSTRY PARTNERSHIPS

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The state is committed to strengthening partnerships with industry organizations to strategically target high-growth sectors while leveraging experts to support lead generation and innovation-focused initiatives.

## **Indiana State Department of Agriculture**

- ▶ ISDH's Division of Economic Development provides guidance, information and support to agribusinesses and organizations interested in locating or expanding their operations in Indiana

## **Indiana Small Business Development Center**

- ▶ Creates a positive and measurable impact on the formation, growth and sustainability of small businesses
- ▶ Provides free, expert guidance and resources ranging from business planning and valuation to export assistance and market research at its 10 regional offices across the state

## **Indiana Procurement Technical Assistance Center**

- ▶ Assists Indiana companies in competing for and winning federal, state and local contracts
- ▶ Offers free, one-on-one counseling, resources and training on government contracting at its five regional offices across the state

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Attraction +  
Expansion

# INDIANA BUSINESSES RETOOLING



**Working with Indiana manufacturers and distributors** that are shifting production to increase capacity for PPE, retooling and even launching new entities to support critical PPE demand for hospitals, first responders, long-term care facilities and health care providers.

**Acid Products-Prairie Packaging Company**

*Marion County*

**After Action Medical & Dental Supply**

*Marion County*

**Berry Global Group**

*Vanderburgh County*

**Cardinal Spirits**

*Monroe County*

**Fatheadz Eyewear**

*Marion County*

**Fleece Performance Engr**

*Hendricks County*

**GDC Inc.**

*Elkhart County*

**Hentz Manufacturing**

*Allen County*

**Indiana Face Mask**

*Jasper County*

**Jordan Manufacturing**

*Newton & White Counties*

**Mastercraft**

*LaGrange County*

**Mursix Corporation**

*Delaware County*

**Royer Corporation**

*Jefferson County*

**Sugar Creek Bottling**

*Marion County*

**Super ATV**

*Jefferson County*

**Tiedemann-Bevs Industries (TBI)**

*Wayne County*

**Top Stitch**

*Elkhart County*

**Williams Distribution**

*Marion County*

**Worldcell Extrusions**

*Elkhart County*

# INDIANA'S GLOBAL ECONOMY

## Taking Indiana to the World

### A strong—and growing—global economy

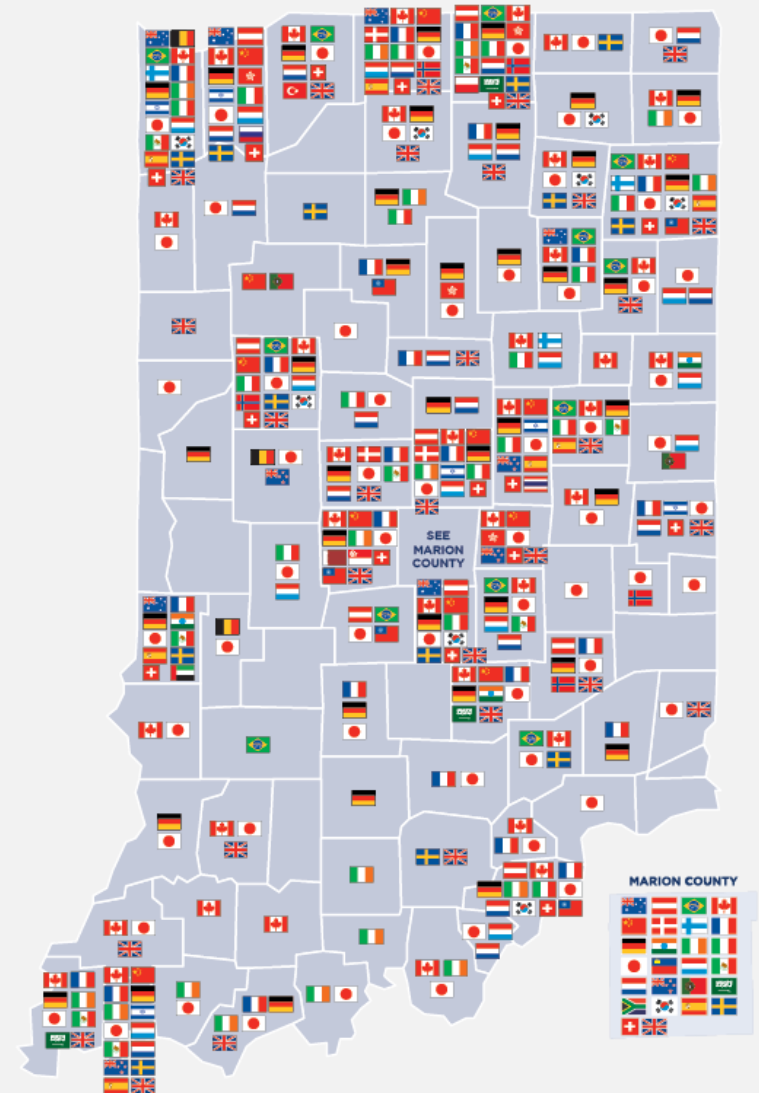
- ▶ 1,000+ foreign owned business establishments
- ▶ 203,000 Hoosiers employed at international firms
- ▶ +6,022 new FDI jobs committed in 2019

### First year-round, nonstop transatlantic flight

- ▶ Launched in May 2018
- ▶ Encouraging feedback from Indiana and global businesses, universities and residents
- ▶ Over the first three months, Indianapolis performed as well as other established markets with similar service – a promising sign for the new route

### Building Indiana's global connections

- ▶ Gov. Holcomb's Next Level Connections calls for an additional \$20M for increasing international flights
- ▶ Demand in North America, Asia and Europe



# INTERNATIONAL ENGAGEMENT

Strengthening relationships  
with key partners and  
forging new opportunities at  
home and abroad.







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Next Level  
Business

# ENHANCING ECONOMIC DEVELOPMENT TOOLS

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To compete in today's 21st century economy, Indiana is embracing innovation and technology development to drive growth and increase competitiveness .

## Innovation Vouchers

- ▶ Provides grants to small businesses that partner with Indiana universities for activities like research, technology development, or commercialization

## Headquarters Relocation Tax Credit

- ▶ Better incentivizes the relocation of small, high-growth companies

## Venture Capital Investment Tax Credit

- ▶ Increases the pool of potential investors to high-growth, early-stage companies by making the tax credit transferable starting in 2020

## Data Center Tax Exemptions

- ▶ Provides local property and state sales tax exemptions for large-scale data centers constructed in Indiana with a significant capital investment

## Redevelopment Tax Credit

- ▶ Enhances the former Industrial Recovery (DINO) tax credit program, further incentivizing investments to redevelop communities and improve quality of place



**21<sup>st</sup> CENTURY  
TALENT**

# INDIANA IS A MAGNET FOR A DIVERSE, DYNAMIC WORKFORCE



Indiana  
A State that Works<sup>®</sup>

Indiana's labor force is growing in skill and in size. We're investing in our talent pool like never before, providing new resources for employers and job seekers alike, and we're welcoming new talent, with increases in both net-in domestic and international migration.

## POPULATION GROWTH

Indiana added nearly 31,800 residents in 2018, reaching a total population of 6.69 million. This 0.5% increase outpaced each of our neighboring states.

## REGIONAL CITIES INITIATIVE

Helping communities create long-term plans focused on quality of place and talent attraction.

## 21ST CENTURY TALENT

Encouraging regions to develop comprehensive, data-driven plans focused on attracting, developing and connecting talent.



IEDC

21<sup>st</sup> Century  
Talent



# DEVELOPING A SKILLED & READY WORKFORCE

## Rapid Recovery for a Better Future

- ▶ \$50 million initiative aimed at creating a pathway to a better future for every Hoosier
- ▶ Accelerates the state's economic and workforce recovery during COVID-19
- ▶ Scales up short-term education and training opportunities through the Workforce Ready Grant and Employer Training Grant

## Next Level Jobs

- ▶ Workforce Ready Grant
  - Covers full tuition costs for adult learners to earn career certificates
  - Increases the funding cap from \$5,500 to \$10,000
- ▶ Employer Training Grant
  - Expands program to 25,000 more Hoosiers, specifically supporting women-, minority- and veteran-owned businesses
  - Doubles the amount of reimbursable funds to employers

## Office of Work-Based Learning & Apprenticeship

- ▶ Develops and implements a framework for work and learn pathways for youth and adult populations

# TAKE YOUR BUSINESS TO THE NEXT LEVEL

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INDIANA ECONOMIC DEVELOPMENT CORPORATION





# Services to Business Customers

Greater Fort Wayne, Inc.

August 2020

# Who is Northeast Indiana Works?

The region's nonprofit workforce development organization, overseeing the 11 WorkOne Northeast career centers, state and federally funded adult education programs and two youth development programs.

Adams, Allen, DeKalb, Grant, Huntington, LaGrange, Noble, Steuben, Wabash, Wells and Whitley Counties.

# Services Available to Businesses in Northeast Indiana

- ❑ Assistance with hiring efforts
- ❑ Assistance with applicant employment screening activities
- ❑ Assistance with worker training activities, including Next Level Jobs
- ❑ Providing labor market information





# Assistance with Hiring Efforts

Aggressive recruitment of job candidates to ensure a quality applicant pool

- Indiana Career Connect (ICC) – thousands of job candidates with a range of skills
- Media promotion to cast a wide net – print, radio, TV and social media if appropriate
- Hiring fairs – customized to your specific needs
- Direct promotion to veterans organizations, social service organizations and Hoosier Initiative for Re-Entry (H.I.R.E)
- Direct promotion to workers receiving unemployment insurance benefits – Reemployment Services

# Applicant Activities

## ❑ Customized applicant screening and assessment –

**Prove It** system and others

- Microsoft Excel
- Blueprint Reading
- Workplace Safety
- Mechanical Reasoning
- Applied Math

## ❑ Awareness, coaching and eligibility guidance on Work Opportunity Tax Credit (WOTC) and Federal Bonding

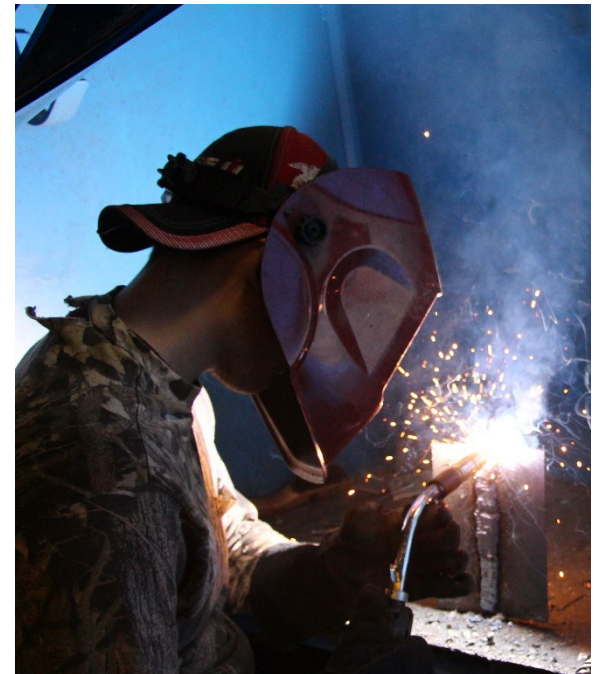


# Worker Training Activities

## On-the-Job Training Program

- ❑ Reimburses up to 50% of a new hire's wages for a specified period during which the new hire is being trained\*
- ❑ On-the-job training (OJT) activities are for WorkOne Northeast customers who are hired into full-time, permanent positions earning at least \$12.50/hour

\*Based on available funding



## Next Level Jobs Overview

- ❑ Next Level Jobs is an initiative that started in August, 2017.
- ❑ In June, the Governor’s Workforce Cabinet temporarily expanded this program through Indiana’s Initiative “Rapid Recovery for a Better Future”
  - **Employer Training Grant**, for employers training employees
  - **Workforce Ready Grant**, for individuals
- ❑ \$15 Million of the CARES Act funds have been allocated to the Employer Training Grant; \$5 Million set aside for minority, women and veteran owned businesses
- ❑ Additional CARES Act funds have been allocated to Northeast Indiana Works to support Workforce Ready Grant

## Workforce Ready Grant (WGR)

- ❑ The Workforce Ready Grant program provides free training for working-age Hoosiers in the state's highest demand jobs and sectors:
  - Advanced Manufacturing
  - Building & Construction
  - Health & Life Sciences
  - Information Technology & Business Services
  - Transportation and Logistics

## WRG Requirements

- Be an Indiana Resident and a U.S. Citizen
- Enroll in a qualifying Training program at an approved training provider
- Additional requirements for certain training providers and programs
- E-mail [trainingfunds@neinworks.org](mailto:trainingfunds@neinworks.org) for more information

## Employer Training Grant (ETG)

- ❑ The Employer Training Grant offsets the costs employers incur and provides reimbursement to those employers who train new or existing workers in the state's highest demand jobs and sectors:
  - **Advanced Manufacturing**
  - **Building & Construction**
  - **Health & Life Sciences**
  - **Information Technology & Business Services**
  - **Transportation and Logistics**
  - **Agriculture Industries**

## ETG Program Info

- Reimburses employers the cost of training up to \$5,000 per employee trained for new or existing workers.
- Cap of \$100,000 per employer.
- Requirements:
  - Must be job skills training that ties to an in-demand occupation and be at least 40 hours.
  - Employers can use DWD's eligible training provider list, third party providers or existing in-house/proprietary training.
  - Existing workers must see a wage gain as a result of completed training.
- In summary: if you're training your workforce, you should be taking advantage of this program. If you're not sure if you'll qualify, apply and let us do the work on determining eligibility.



## ETG Process

- Complete the quick application by visiting [www.nextleveljobs.org](http://www.nextleveljobs.org)
- Point of contact on application will receive introduction e-mail from DWD
- HR job description, salary range and training plan will be requested
- Training plan is reviewed and if/when approved, DWD will issue an agreement summarizing details
- W9 and Direct Deposit information is requested
- Complete and submit invoice for processing
- Payment to employer is net 35 days direct deposit

## Important Program Changes and Dates

- ❑ If you've taken advantage of this program in the past, there have been a couple temporary changes:
  - ❑ The 6 month retention requirement has been temporarily waived.
  - ❑ Invoice submission can now occur after trainee(s) has completed 40 hours of training.
- ❑ Employers must submit invoices by **November 30** (this is the Monday after Thanksgiving so my personal suggestion would be to have the invoices submitted prior to the company contact leaving for Thanksgiving break).
- ❑ If not submitted by this deadline, it is possible that the reimbursement will not be processed and will not get reimbursed.
- ❑ The funding is only available for a limited time.

# Labor Market Information

- ❑ Labor market information helps businesses make critical decisions.
  
- ❑ Labor market information includes but is not limited to:
  - Wage and/or earnings trends by industry or occupation
  - Job growth trends
  - Workforce age and gender trends
  - Educational attainment trends
  - General regional, county or census tract demographics

