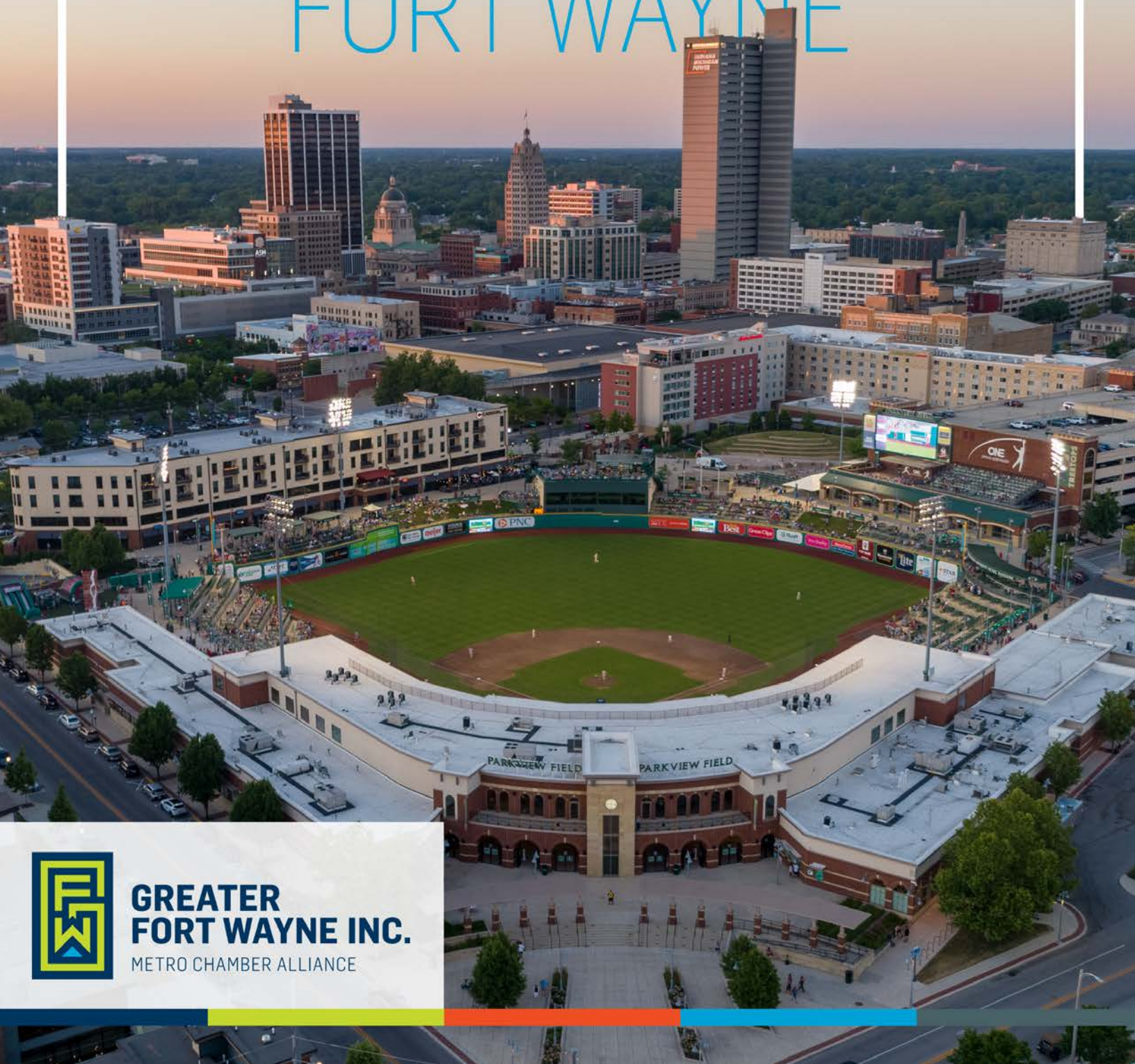


INVEST IN GREATER FORT WAYNE



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

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BUILDING A NATIONALLY RECOGNIZED ECONOMY

Greetings!

Thank you for your interest in our community. We've worked hard to make Fort Wayne–Allen County a place that's too good for newcomers to pass up, and too good for longtime residents to leave.

So, why invest here?

1. We have the talent you need.

Fort Wayne is the economic engine for 1.5 million people who live within a 60-mile radius. And we consistently rank among the fastest-growing metros in the Great Lakes region. In fact, we're growing more than seven times faster than the state and national rates.

2. We blend a high quality of life with a low cost of doing business.

A wave of quality-of-place improvements has transformed our community from a "place to leave" to a "place to live," helping residents and businesses thrive. Meanwhile, we've stayed fiscally responsible: year after year, Fort Wayne is rated as one of the most affordable cities in the country, and Indiana slots in near the top of the rankings of business-friendly states.

3. We work together to help you thrive.

We want you to succeed here, and it shows. We coordinate all partners involved in your project, making it quick and easy for you to invest in our community.

Ready to get started? Call our economic development team at 260-420-6945, email me at jurbahns@gfwinc.com, visit us on the web at gfwinc.com, or scan the QR code below to take a closer look. There's never been a better time to invest in greater Fort Wayne, and we can't wait for you to be part of the momentum.

Sincerely,



John Urbahns
President / CEO
Greater Fort Wayne Inc.



#2

FASTEST-GROWING METRO IN THE
GREAT LAKES REGION

(U.S. CENSUS BUREAU, 2021)

50%+

ALLEN COUNTY'S ANNUAL POPULATION GROWTH RATE
IS 0.6%—57% HIGHER THAN THE NATIONAL RATE

(U.S. CENSUS BUREAU, 2022)

1.5M+

POPULATION WITHIN A 60-MILE RADIUS

(U.S. CENSUS BUREAU, 2022)

RECENT PROJECTS



The transformation has begun, turning the confluence of the St. Marys, St. Joseph, and Maumee rivers into a vibrant regional landmark. With trails, boat excursions, kayaking, playgrounds, and more, Promenade Park (Riverfront Development Phase I) provides a variety of opportunities to explore, and Phase II construction is now underway.

Location: Between Ewing and MLK bridges
\$100 million / Promenade Park opened 2019



ELECTRIC WORKS

One of the largest redevelopment projects in the country, Electric Works is the reinvention of the former General Electric campus, a historic hub of innovation and entrepreneurship.

Location: Broadway & Swinney Avenue
\$500 million / Phase I Opened 2022



STAR Financial Bank will establish a new company headquarters in the downtown Ashberry project—a two-tower, mixed-use building that also includes a 387-space public parking garage.

Location: West Main Street & Maiden Lane
\$43 million / Opening 2023



This investment brings boutique shopping and fine dining to Columbia Street, Fort Wayne's original business district. Located just two blocks south of the Riverfront, the redevelopment of this charming street and its architecturally significant buildings includes 70 new downtown apartments.

Location: Columbia Street
\$35 million / Opened 2019



A project led by Vera Bradley's co-founder, this five-story, 125-room boutique hotel with restaurants, retail, and rooftop entertainment space brings dynamic new amenities for visitors and residents alike. Located just one block south of The Landing and three blocks south of the Riverfront, guests are treated to the best of downtown.

Location: West Main Street & South Harrison Street
\$30 million / Opened 2021



PROJECT GATEWAY

Fort Wayne International Airport continues to raise the bar, building on 10 consecutive years of growth. Project Gateway improves the travel experience with a major terminal expansion, upgrades to the rental car area, and more.

Location: 3801 W. Ferguson Rd.
\$50 million / Estimated completion 2023

ALLEN COUNTY TOGETHER

Our Allen County Together economic development action plan sets the pace and tone for our next decade of growth.

The plan focuses public-private efforts around three main pillars:

HIGH-GROWTH

Accelerate the creation of high-quality spaces in Fort Wayne-Allen County's commercial, industrial, and mixed-used business districts to attract new jobs, investment, and strong positive in-migration of talent from outside Indiana.

INNOVATIVE

Develop a robust network of entrepreneurial support organizations, access to capital, real estate space, research and development, and creative and artistic talent to fuel growth in technology-driven companies in emerging and legacy industries.

INCLUSIVE

Align business, government, education, and nonprofit partners to ensure equitable access to economic, workforce, and educational opportunities for all people and communities in Allen County.

See the full Allen County Together plan on the web at act.gfwinc.com or by scanning the QR code:



MAJOR EMPLOYERS

What do we do here? A better question is, what don't we do here? Our diverse economy is bustling with successful companies from a wide range of industries.

Employer	# of employees	Employer	# of employees
Parkview Health (HQ)	8,970	Kelley Automotive Group	550
General Motors	4,320	Trelleborg AB	506
Lutheran Health Network	4,075	MedPro Group (HQ)	500
Sweetwater Sound (HQ)	2,011	Do It Best Corp. (HQ)	471
Lincoln Financial Group	1,954	Dreyer's Grand Ice Cream	434
Amazon	1,500	Raytheon	430
BFGoodrich	1,500	Sabert	400
Shambaugh & Son (HQ)	1,302	SIRVA	399
Fort Wayne Metals (HQ)	1,086	Essex Furukawa	394
Master Spas (HQ)	1,040	Indiana Michigan Power	393
Dana Corp.	960	Lutheran Life Villages	364
Steel Dynamics Inc. (HQ)	950	Brunswick Corporation	357
BAE Systems	914	3Rivers Federal Credit Union (HQ)	350
Frontier Communications	652	Ortho NorthEast (HQ)	340
Easterseals Arc of NE Indiana (HQ)	650	Ruoff Mortgage (HQ)	315
Vera Bradley (HQ)	611	Franklin Electric (HQ)	300
L3Harris Technologies	600	Norfolk Southern Corp.	300
Brotherhood Mutual (HQ)	570	STAR Financial Group (HQ)	300

(List includes private-sector employers only, listed by full-time equivalents. Information based on GFW Inc. research from July 2021, supplemented by data from Purdue University Fort Wayne's Community Research Institute)

EDUCATION & WORKFORCE

We have talent.

Year after year, Fort Wayne ranks among the fastest-growing metros in the Great Lakes region. Our growth rate runs circles around the national average.

Why?

Because we are creating dynamic quality-of-life amenities with the goal of attracting and retaining talent. And with our partners in education and a range of workforce development programs, we're building the talent base that meets your company's needs.

650,000+

WORKERS WITHIN A 60-MILE RADIUS
OF ALLEN COUNTY

1.5M+

COLLEGE STUDENTS WITHIN 200 MILES

230,000+

ANNUAL GRADUATES AT TOP RESEARCH UNIVERSITIES
WITHIN 200 MILES

MAJOR UNIVERSITIES WITHIN A 200-MILE RADIUS OF FORT WAYNE



SKILLED TRADES

GFW Inc. supports the MadeByMe Coalition, a group of 100+ leaders from the business, education, and economic development sectors united to cultivate the next generation of our skilled workforce. With efforts including in-class presentations, career exploration fairs, and teacher externships, we're sparking students' interest in 21st-century manufacturing and skilled-trade careers. Visit trades.gfwinc.com or scan the QR code to the right to learn more.



INCLUSIVE EMPLOYMENT

The unemployment rate among people with disabilities is typically double that of the general population. We're here to help change that. Supported by AWS Foundation, our Disabilities Initiative helps companies improve disability awareness, worker recruitment and retention, and more. GFW Inc. connects businesses with local agencies that offer qualified, ready-to-work employees. Visit disabilities.gfwinc.com or scan the QR code to the right to learn more.



EMPLOYEE RETENTION

Recruiting a great workforce is just the start. The next step is retention. That's where our Onboard Fort Wayne program comes in. Onboard Fort Wayne helps your team get connected to the community, so they (and their families) can live their best lives right here in Allen County. With social events, one-on-one attention from our Navigators, and online resources to help newcomers discover their new local favorites, Onboard Fort Wayne is your competitive advantage for employee retention. Visit OnboardFW.com or scan the QR code to the right to learn more.



DEMOGRAPHICS

Fort Wayne is the second-largest city in Indiana, and is among the 100 largest nationally. And, we are growing – faster than peer cities like Cincinnati, Omaha, and Louisville. Fort Wayne-Allen County is a welcoming and inclusive community that embodies the very best of Hoosier Hospitality.

MEDIAN HOME PRICES, 2023		SOURCE: National Association of Realtors, Q2 2023	
Fort Wayne, IN	\$236,600	Indianapolis, IN	\$311,200
Louisville, KY	\$270,900	Grand Rapids, MI	\$330,300
Cincinnati, OH	\$294,200	Columbus, OH	\$327,500
Omaha, NE	\$297,500	Greenville, SC	\$333,900
Chattanooga, TN	\$297,400	Durham, NC	\$495,500

POPULATION	
City of Fort Wayne	265,974
Allen County	391,449
Within 60-mile radius	1,535,902
Median age	35.3

ALLEN COUNTY INCOME	
Per-capita personal income	\$50,327
Average annual wage	\$53,529
Median household income	\$57,104

ECONOMIC DEVELOPMENT

If you're looking for a proven winner, you've found it in Allen County. We're attracting companies and private investment like never before, thanks to the growing workforce, competitive cost of doing business, and lightning-fast scale-ups we offer to companies like yours.

"Delivering this project, from site selection to breaking ground, took just over two months. That process in a normal setting can be six months to a year. I've heard from our client directly that this was the fastest speed to market they've ever seen delivered on this type of building."

Scott Sanders

Vice President of Development

Ambrose Property Group

Oversaw Amazon's investment of \$200M+ in Allen County, 2020-21



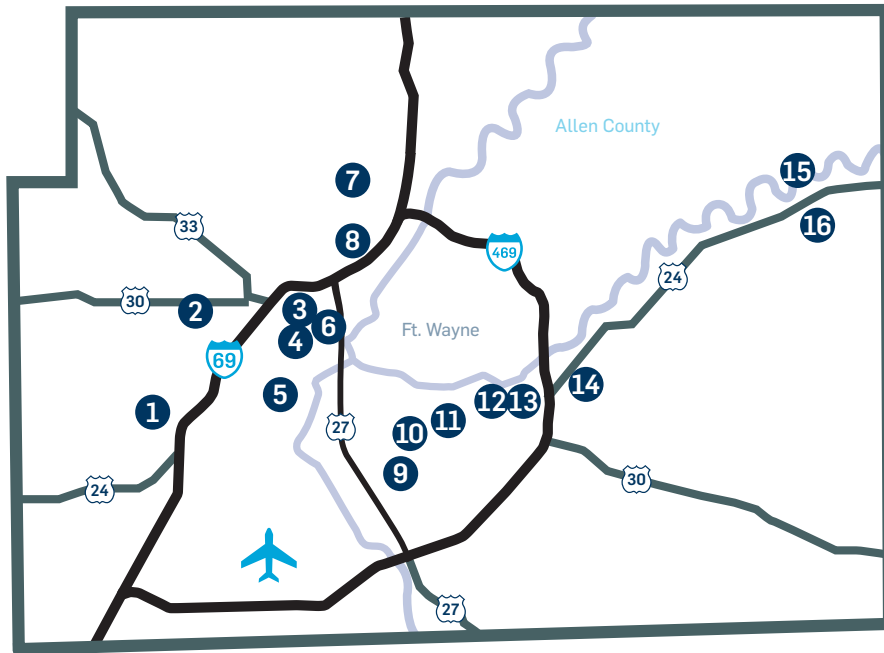
ALLEN COUNTY, 2014-2022

14,000+
NEW JOBS

\$641M+
NEW ANNUAL PAYROLL

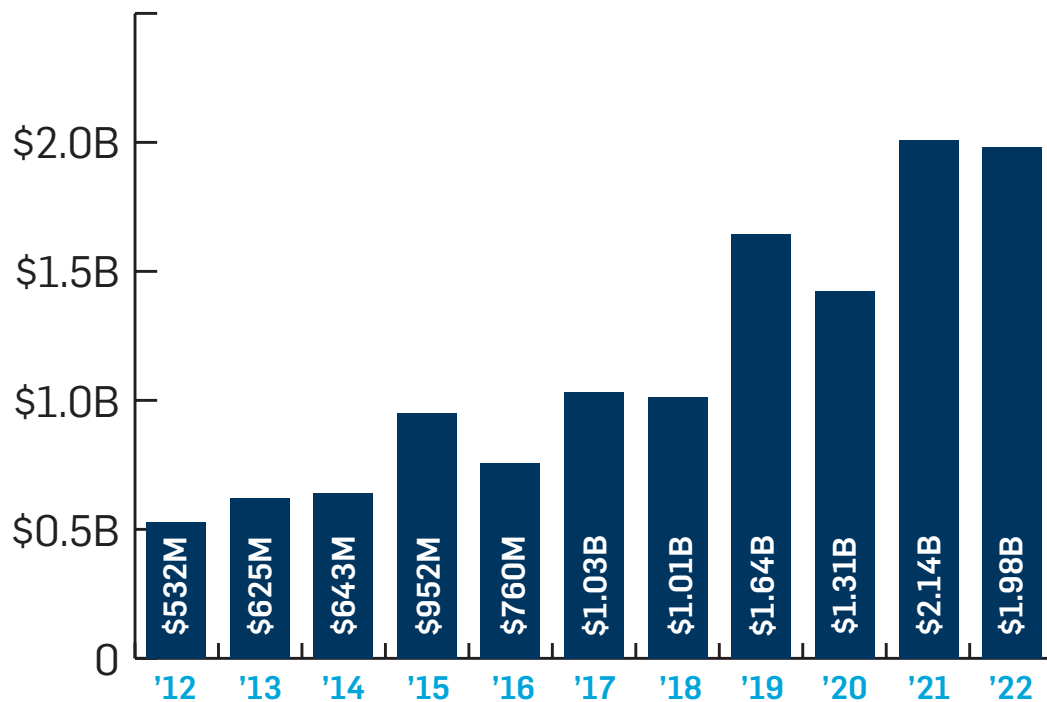
\$3.8B+
CAPITAL INVESTMENT

MAJOR INVESTMENTS IN ALLEN COUNTY



1. Master Spas - \$15.3M
2. Sweetwater Sound - \$102.7M
3. ElringKlinger - \$29.1M
4. Dana Corp. - \$139M
5. Essex Furukawa - \$16.6M
6. Dreyer's Grand Ice Cream - \$187M
7. Silverado Cook Properties - \$14M
8. Brotherhood Mutual - \$25.5M
9. FedEx Freight - \$25M
10. Vahala Foam - \$6.8M
11. Multimatic - \$61.3M
12. Continental Diamond Tool - \$22.4M
13. Sauder Manufacturing - \$3.25M
14. Superior Aluminum - \$26.1M
15. BFGoodrich - \$105M
16. North American Cold Storage - \$54M

ALLEN COUNTY BUILDING PERMIT VALUATIONS BY YEAR



FOREIGN DIRECT INVESTMENT

To paraphrase the Neil Diamond song: everywhere around the world, they're coming to Fort Wayne. Business leaders from Canada to Europe to the Pacific Rim have chosen to grow their companies here, and we're eager to welcome you, too. Our outstanding workforce, central location, and strong business environment make Fort Wayne-Allen County a great place to build your U.S. operations.

"Once our executive team made their way to the U.S. and started to see what Fort Wayne had to offer, there was a lot of positive energy around the factory, around the people who work here, and the manufacturing environment in Fort Wayne."

Justin Larkin

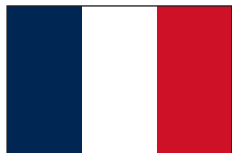
Factory Engineering Manager

Dreyer's Grand Ice Cream/Froneri

RECENT ATTRACTIONS AND EXPANSIONS INCLUDE:



Canada
Multimatic



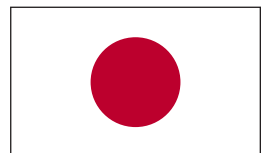
France
Faurecia
Michelin



Germany
ElringKlinger
Voss Automotive



Italy
Valbruna



Japan
Nishikawa Cooper
Sanko Gosei



Sweden
Trelleborg



Switzerland
Swiss Re

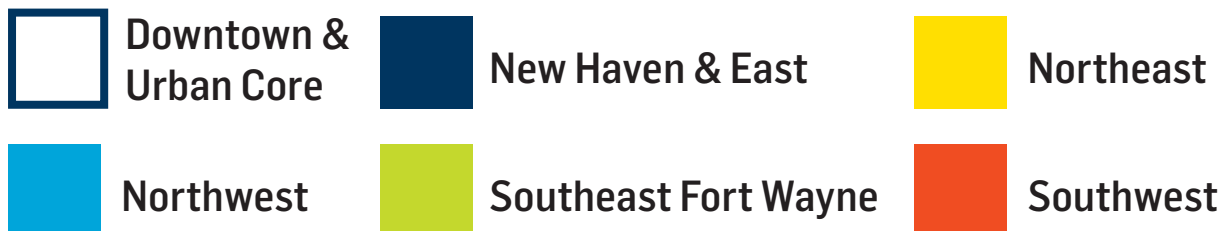
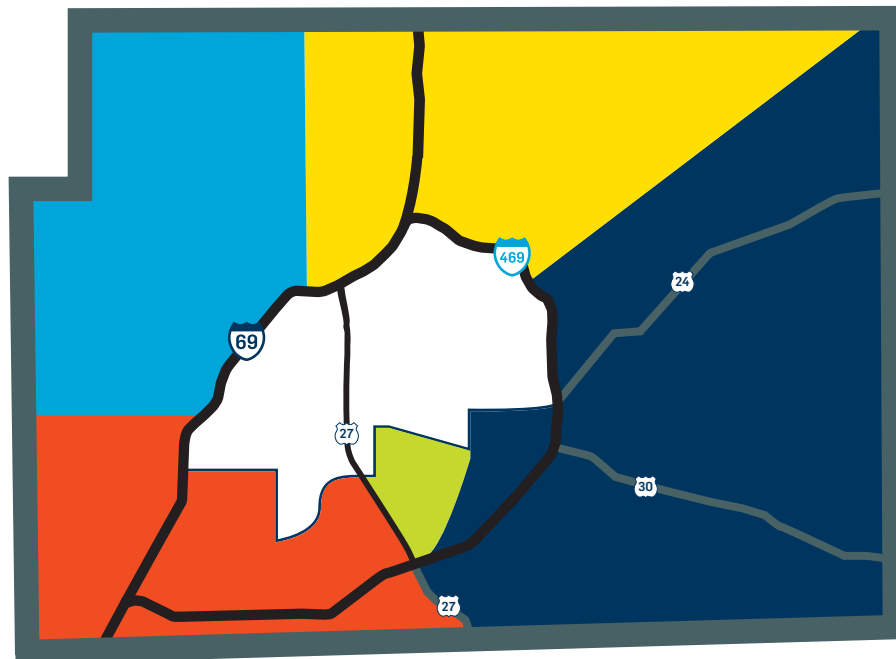


United Kingdom
BAE Systems
Froneri

GET TO KNOW GREATER FORT WAYNE

Whatever your industry, there's a place for you in Allen County. We offer a thriving downtown, vibrant neighborhoods, wide-open rural spaces, and everything in between. Browse the next several pages of this guide for a tour of the six geographic segments of our community. There's sure to be one (or more) that fits your needs.

MAP OF ALLEN COUNTY



DOWNTOWN FORT WAYNE

ALLEN COUNTY

The momentum continues to build in downtown Fort Wayne, as a steady wave of quality-of-place improvements attracts businesses and residents alike to the urban core of one of the fastest-growing metros in the Great Lakes region. Parkview Field's opening in 2009 spurred more than \$1.2 billion in downtown private investment—and unleashed a community-wide revitalization.

KEY INVESTMENTS



2009
Parkview Field
\$54 Million

2013
The Harrison
\$19 Million

2021
Ash Skyline Plaza
\$98 Million

2019
The Landing
\$35 Million

2019
Promenade Park
\$25 Million

2021
Lutheran
Downtown Hospital
\$120 Million

2023
The Riverfront
at Promenade Park
\$89 Million



MAJOR PROJECTS IN DOWNTOWN FORT WAYNE

1. Electric Works.....Phase 1 - \$280M, Phase 2 - \$220M	12. 202 Metro.....\$31M
2. Cityscape Flats.....\$27M	13. The Pearl.....\$50M
3. Parkview Field.....\$54M	14. The Bradley (Boutique Hotel).....\$27.7M
4. The Harrison/Copper Spoon.....\$19.7M	15. The Landing - Model Group.....\$35M
5. Hampton Inn.....\$17.8M	16. Lutheran Downtown Hospital.....\$120M
6. Courtyard by Marriott.....\$25M	17. Riverfront - Phase 3
7. The Rescue Mission.....\$23.1M	18. Riverfront - Phase 2 \$100M
8. AEP Power Center/SIRVA.....\$16M	19. Riverfront - Phase 1 (Promenade Park)
9. Skyline Tower/Ruth's Chris Steak House.....\$40M	20. The Riverfront at Promenade Park.....\$89M
10. Ash Brokerage Headquarters/Public Garage.....\$98M	21. The Lofts at Headwaters Park.....\$98M
11. Star Financial HQ/The Ashberry.....\$31M	22. Additional Projects.....\$100M

DOWNTOWN FORT WAYNE

ALLEN COUNTY

The vibrant center of Allen County, downtown Fort Wayne has the amenities that attract and retain employees and companies from coast to coast and beyond. Urban housing options, award-winning parks, and an established restaurant scene make this a live-work-play environment that's tough to beat in any market.

"We are very, very excited to be moving downtown. For us, the opportunity to have places to go to lunch, to have food trucks downtown... our people are so excited. And it's important for those people we want to attract to the company—that's what they're looking for."

Susan Imler

*Head of Communications for the Americas
Swiss Re*



SUCCESS STORIES



This homegrown insurance firm made its entry to downtown Fort Wayne in 2016, opening its brand-new headquarters as part of the mixed-use Ash Skyline Plaza. The sixth floor of the development contains Skyline Park, the largest rooftop green space in Indiana.



Do it Best Corp.

The largest privately held company in the state of Indiana, Do it Best made a splash by choosing to move its world headquarters to Electric Works, the adaptive reuse of Fort Wayne's historic General Electric campus. The hardware cooperative employs about 500 in Allen County.



The Atlanta-based software developer was looking for a vibrant downtown home for its Midwest development center; company leaders chose Fort Wayne in 2018 and haven't looked back. Rural Sourcing works closely with local colleges and universities to develop and attract local IT talent.



Aiming to create an inspiring office environment, the Fortune 500 reinsurer moved in as the anchor tenant at the new Riverfront at Promenade Park development in 2023. Swiss Re has nearly 200 employees in the Fort Wayne–Allen County market.

UTEC

The global HVAC controls manufacturer brought its research-and-development operations to downtown Fort Wayne in 2020. The company's team of 140 engineers now works at the Indiana Office Center building on Wayne Street.

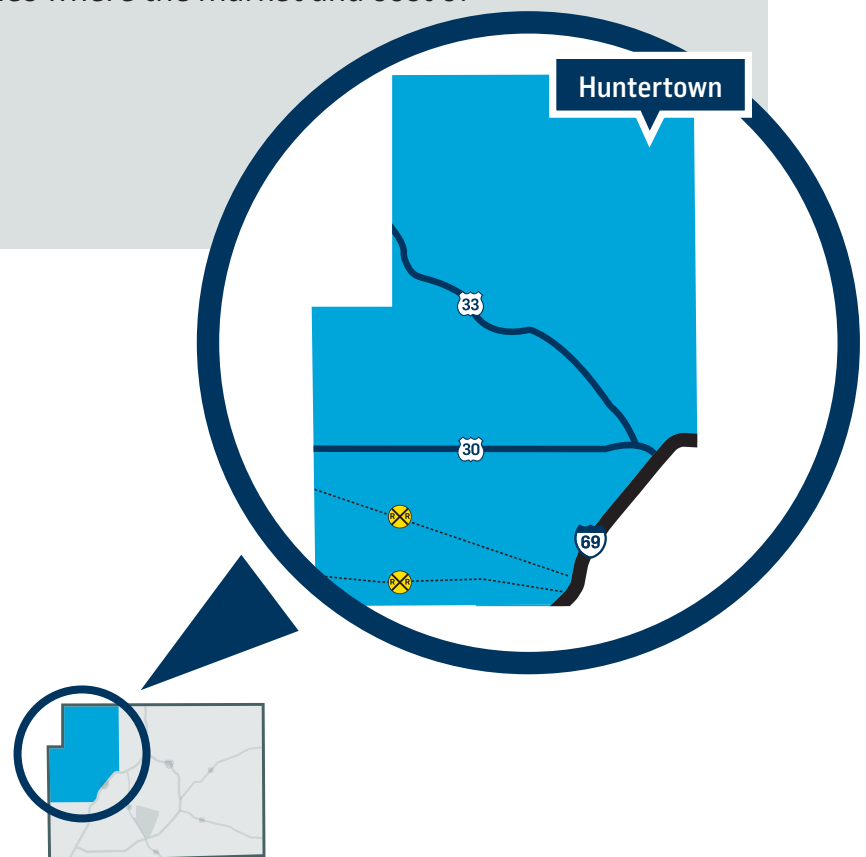
NORTHWEST ALLEN COUNTY

This area offers a wide range of options: manufacturers and logistics providers enjoy exceptional speed to market offered by U.S. 30, U.S. 33, and I-69, while office and R&D operations dot the area as well. Further north, Huntertown has become a destination for growing families, nearly doubling its population in the last decade and adding opportunities for commercial development.

"Brunswick has a stamp on a business name that has a historic, 65+ year brand, founded in the Fort Wayne area. We continue the legacy and grow within a community that is constantly increasing in diversity and culture-building while bringing new families to the area with the uprising of job opportunities where the market and cost of living are favorable."

Gina Melcher

*Human Resource Manager
Brunswick Boat Group*



SUCCESS STORIES



With an assist from GFW Inc. and local utility providers, the company found an ideal site for its first investment in Allen County: a \$45-million, 120-bed, state-of-the-art behavioral health hospital.



Impressed by lightning-fast scale-ups on previous projects in Allen County, Amazon made its third local facility its largest. The 635,000-square-foot Amazon Robotics Sortable Fulfillment Center at U.S. 30 and Flaugh Road brings 1,000 jobs and \$200 million in capital investment to Fort Wayne.



The company's Fort Wayne office develops satellite technologies to be used in weather tracking, missile detection, and more. In 2021, L3Harris opened its \$50 million Farnsworth Innovation Center named for Philo Farnsworth, whose television technology helped launch L3Harris in Fort Wayne.



Founded and headquartered in Fort Wayne, Master Spas has grown to become the largest manufacturer of hot tubs that are made in the USA, and the largest manufacturer of swim spas in the world. The company proudly manufactures all of its products from its high-tech, 36-acre local campus.



This homegrown company decided to expand its Fort Wayne headquarters in 2018, adding 1,000 new jobs and a massive new warehouse. Sweetwater continues to see record growth as America's #1 online retailer of pro audio and music instruments.



NORTHEAST ALLEN COUNTY

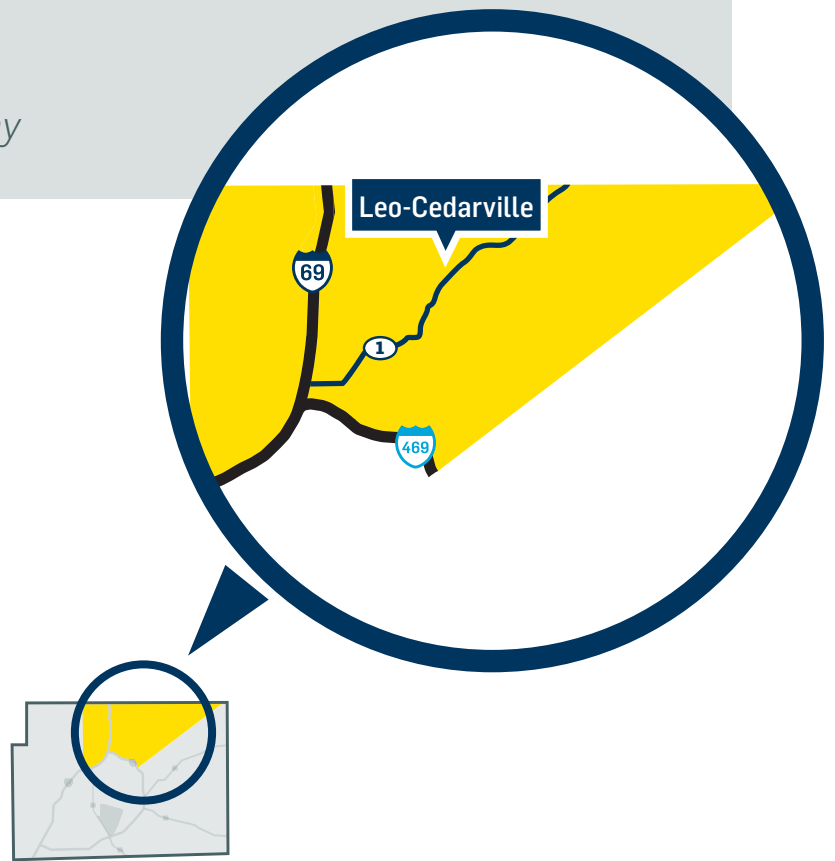
A suburban hotspot, northeast Allen County features two major medical campuses, access to two interstates, and a fast-growing population. Business leaders can move product quickly via I-69 and I-469, while residents are drawn to creature comforts like winding trails, tranquil parks, and more.

"Because the business climate here is collaborative and strong, it was an easy decision to invest \$25 million to expand our headquarters in Fort Wayne. Plus, the pool of talented, creative, purpose-driven people who are attracted to living in or relocating to the greater Fort Wayne area has been a blessing for our company as we continue to add positions to meet the needs of our customers."

Mark Robison

Chairman and President

Brotherhood Mutual Insurance Company



SUCCESS STORIES



Formed in 2006, Ambassador Enterprises is a legacy-minded private equity firm—their affiliate companies have an annual combined revenue of \$990 million. Ambassador invests across many industries, including national companies that design, build, and service complex industrial systems.



This medical device maker employs about 170 in Fort Wayne, producing precision-engineered instruments and implants for joint replacement, spine, and trauma surgeries. Avalign's 80,000-square-foot facility in northeast Fort Wayne specializes in creating cutting-edge solutions with quick turnaround times.



Founded in Fort Wayne in 1899, MedPro Group was America's first provider of healthcare liability insurance. The company continues to lead the field with more than \$1.5 billion in annual premium and is now part of Berkshire Hathaway's portfolio of businesses.



Our region's largest employer, Parkview Health features an extensive network of primary care and specialty physicians and 10 hospitals. Parkview Regional Medical Center (PRMC), a regional destination for specialized care, opened in 2012 in northeast Allen County and added a second tower in 2020.



The nation's third-largest (and most experienced) specialty contractor, Shambaugh & Son serves customers nationwide from its Fort Wayne headquarters. The homegrown company primarily serves the food processing industry, specializing in plant design, construction, fire protection, and more.



NEW HAVEN & EAST ALLEN COUNTY

From suburban New Haven all the way to our border with Ohio, eastern Allen County is a magnet for foreign direct investment. Access to I-469, U.S. 24, and U.S. 30 provide a competitive advantage from a logistics standpoint, and quality-of-place upgrades continue to attract residents to the area's rural communities.

"Trelleborg has enjoyed the many advantages Allen County offers to businesses, including no inventory tax and the ability to create a free-trade zone, which are especially important benefits for manufacturers. From an employee and talent standpoint, we have appreciated the rebirth of the city, bringing about an attractive location for transplants and commuters from nearby cities."

Linda Muroski

*President of Marketing Americas &
Global Healthcare & Medical
Trelleborg*



SUCCESS STORIES



BFGoodrich employs 1,500 at its tire manufacturing facility in Woodburn, making it one of the company's largest plants in North America. Part of the Michelin family of businesses, BFGoodrich has invested millions in the local plant in recent years.



Founded in a converted laundromat in New Haven, Continental Diamond Tool has grown to employ about 180 at its local facility and another 40 in Wales, producing super-abrasive cutting and grinding products.

HARRINGTON

Process Solutions since 1959

Citing Allen County's central location in the Great Lakes region, Harrington placed a regional distribution center in New Haven in 2020. The California-based company is a leading distributor of industrial piping systems and components. The New Haven facility supports sales offices in Indianapolis, Chicago, Detroit, Grand Rapids, Cincinnati, and Columbus.



SDI LAFARGA
COPPERWORKS™

A joint effort of Steel Dynamics and Barcelona-based LaFarga Group, this growing company uses state-of-the-art technology to reclaim processed copper and refine it into new, highly conductive copper rod and wire. In 2020, the company brought an additional furnace online to meet growing demand.



Trelleborg's Allen County footprint includes two manufacturing facilities and its life-science R&D center for the Americas. The Sweden-based company produces precision seals for use in industrial, automotive, and aerospace applications, among others.



SOUTHEAST FORT WAYNE

ALLEN COUNTY

Allen County's legacy of manufacturing is rooted in southeast Fort Wayne. Today, the area is home to numerous industrial innovators and our most culturally diverse neighborhoods. Major projects include the Southtown Centre retail hub and the mixed-use Village Premier—both located near U.S. 27, a gateway connecting downtown Fort Wayne and nearby neighborhoods to I-469 and rural communities to the south and east.

"QuikCut has never considered any other site but Fort Wayne for its operations for multiple reasons. The centralized location in northeast Indiana is perfect for a manufacturer to have access to a strong supply base for both raw materials and services, providing our clients with the most competitive turnkey solution."

Mark Webb

CEO
QuikCut



SUCCESS STORIES



Deister Machine is one of the world's largest makers of screening equipment for the mining, asphalt, and recycling industries. Founded in Fort Wayne more than a century ago, Deister Machine now has more than 280 skilled employees working in buildings that span more than 460,000 square feet.



You'll find the handiwork of this Fort Wayne-based company at airports around the globe. Jensen Cabinet produces ticketing and check-in counters, podiums, charging stations, and other cabinetry for United, Delta, and American Airlines, and was tapped to be part of LaGuardia Airport's \$8 billion rebuild.



Midwest Pipe and Steel has been delivering quality products since 1980, hauling structural steel and pipe, flat-rolled steel, and scrap metal recycling—sometimes on a one-day turnaround. A family-owned business, the company's portfolio has grown to include Paragon Steel and Paragon Tube.



Going well beyond its company name, Hall Aluminum Products designs, creates, and installs trendsetting architectural glass and glazing, as well as automatic door systems, aluminum doors, and more. The Fort Wayne-based company has grown rapidly serving a nationwide customer base, moving into a 40,000-square-foot facility in 2013 and opening a Colorado office in 2017.



One of the world's largest producers of magnet wire, Rea's products are used in car alternators, electrical transformers, HVAC systems, and much more. They're still growing after more than 85 years in business, completing a \$6 million expansion at its Fort Wayne plant.



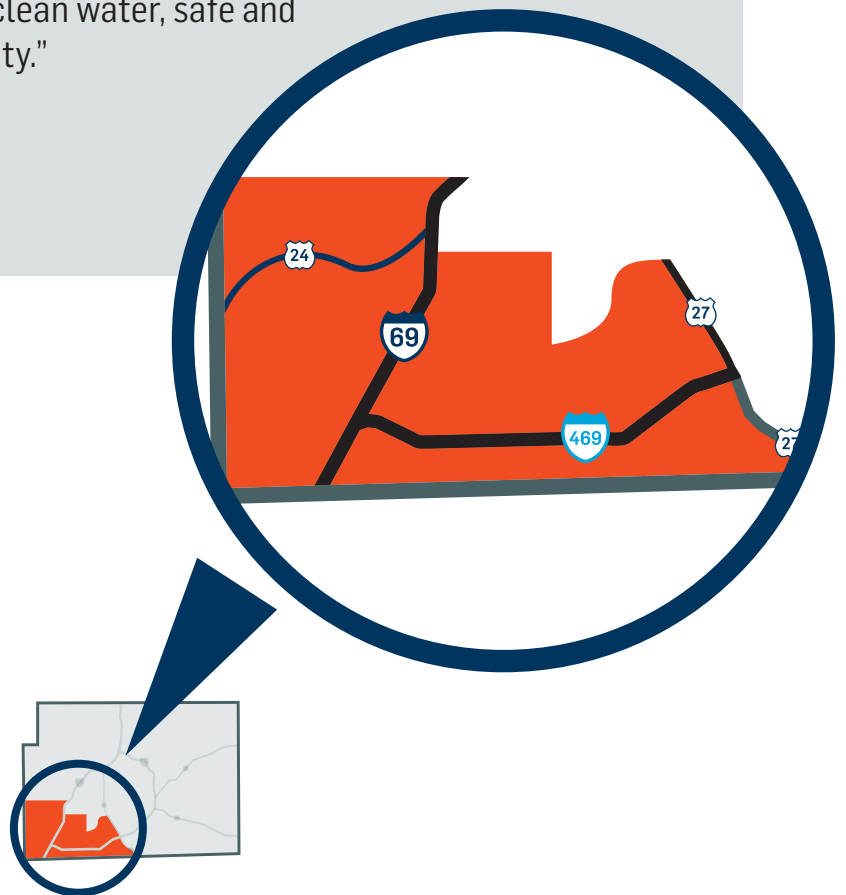
SOUTHWEST ALLEN COUNTY

Fort Wayne International Airport (FWA) is thriving, and the ripple effect is real: growing companies are flocking to the Airport District, from headquarters to advanced manufacturers to logistics leaders. Whatever your industry, Southwest Allen County is a versatile option with a range of urban, suburban, and rural settings and proximity to two interstates.

"When we saw the need to build a new global headquarters and engineering center, we evaluated multiple options across the country. One place stood out above the rest: Allen County. Today, more than 300 talented and dedicated employees work in this facility. Along with more than 6,000 colleagues globally, this team helps drive innovation in scale to meet the world's growing needs for clean water, safe and sustainable liquid fuels, and reliable electricity."

Gregg Sengstack

*Board Chair and CEO
Franklin Electric*



SUCCESS STORIES



Headquartered near FWA and employing about 1,200, Fort Wayne Metals is a worldwide leader in the medical-wire industry, developing innovative, life-saving materials—much of it thinner than a human hair.



Fort Wayne Assembly's 4,500 employees build more than 1,000 award-winning trucks each day, making it one of North America's most productive assembly plants. The 4.6-million-square-foot facility has 100% of its electricity needs met by wind power and landfill gas.



Serving the community since 1904, Lutheran Hospital is a 396-bed tertiary care facility that serves as the anchor of Lutheran Health Network with specializations in areas including trauma, cardiac, and cancer.



Headquartered in Fort Wayne, this Fortune 500 company is one of the country's largest domestic steel producers and metal recyclers. National publications consistently rank Steel Dynamics among the most admired, trusted, and responsible companies in America.



Vera Bradley

Founded in a basement by two friends, Vera Bradley has become a globally recognized brand by bringing a unique style and flair to the luggage and handbag industries. The company was named America's Best Midsize Employer by Forbes in 2022.



TRANSPORTATION

FORT WAYNE INTERNATIONAL AIRPORT

Serving more than 700,000 passengers in a typical year, Fort Wayne International Airport is not only the “Friendliest Airport in the United States,” it is also convenient and cost-competitive. And, with the \$50 million Project Gateway bringing upgrades and expansions, the sky is the limit at FWA.

Business amenities include:

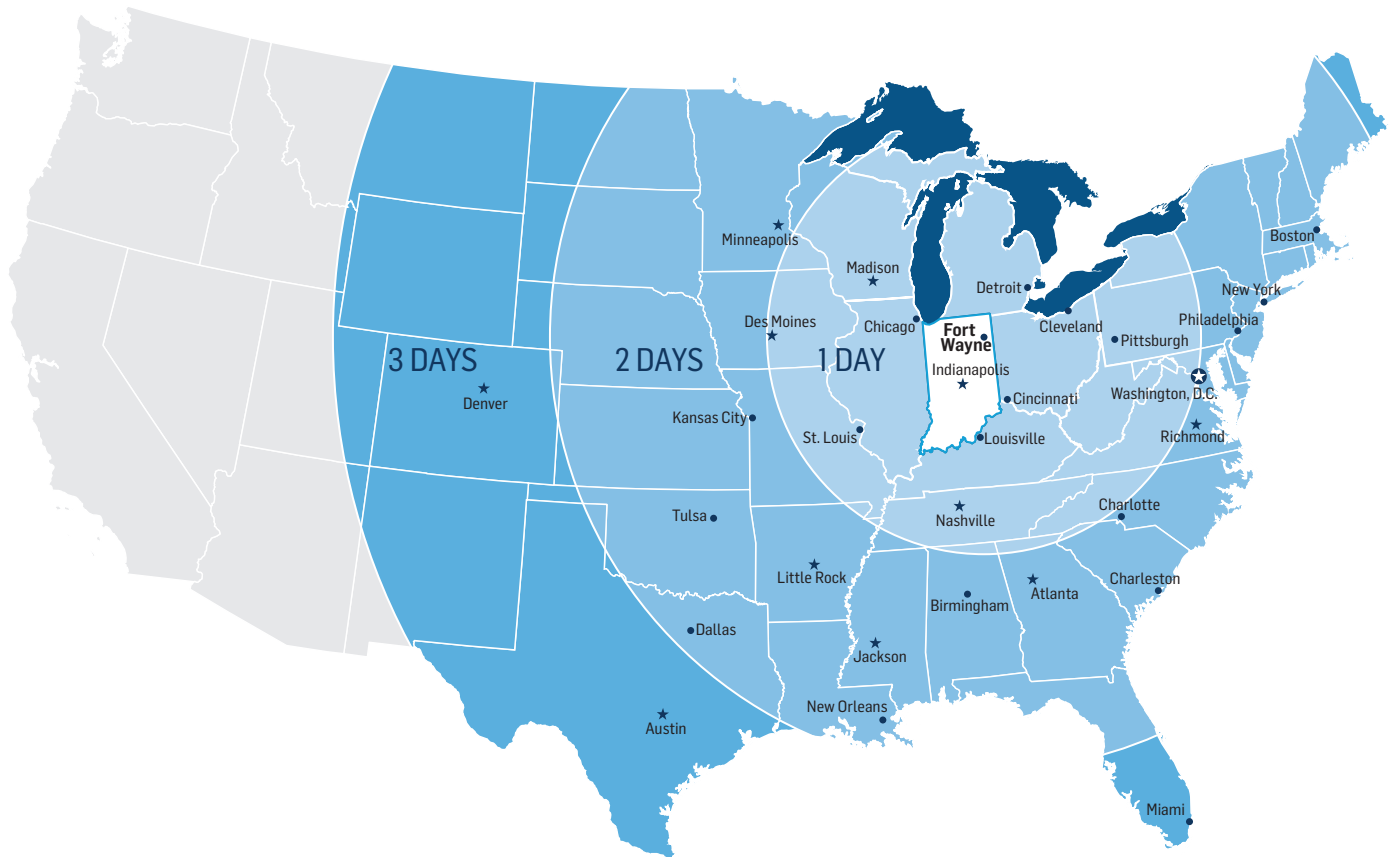
- Air cargo service.
- Foreign trade zone designation.
- 24-hour FAA air traffic control and customs services.
- T-hangar rentals.
- State-of-the-art FBO terminal for private aircraft.



HIGHWAYS & DRIVE TIMES

Half of U.S. markets are within a one-day drive of Allen County. We offer incredible speed to market thanks to highways including I-69, I-469, U.S. 24, U.S. 27, U.S. 30, U.S. 33.

And, more than 150 trucking and logistics companies are here to support your business transportation needs.



RAIL SERVICE

Allen County is served by Norfolk Southern Railroad and two Genesee & Wyoming short-line partners:

- Chicago, Fort Wayne & Eastern Railroad.
- Napoleon, Defiance & Western Railroad.

Combined, Norfolk Southern and Genesee & Wyoming serve more than 42,000 miles of track in more than 20 states and Canada.

#1

STATE RANK IN THE NATION FOR INFRASTRUCTURE QUALITY
(CNBC, 2022)

\$122M

INVESTMENT IN FWA TERMINAL EXPANSIONS

#8

STATE IN THE NATION FOR SCHEDULED AIR FREIGHT

UTILITIES & INFRASTRUCTURE

WATER AND WASTEWATER

Proven, stable, long-term water supply

- The St. Joseph River is projected to continue providing a plentiful water supply.
- Fort Wayne City Utilities has 2.5 billion gallons of storage capacity.

Treatment capacity and savings

- Average-day water demand is 32.8 million gallons, well under City Utilities' total daily capacity of 72 million gallons.
- Typical pre-treatment cost reduction is 25-30% for industrial users.

Wastewater capacity and flexibility

- Average-day wastewater flow is 45.9 million gallons per day, well under the total daily capacity of 100 million gallons.
- Fort Wayne City Utilities has a great deal of flexibility and can accept wide variations in waste streams.

ELECTRICITY AND NATURAL GAS

Local energy partners

- Indiana Michigan Power
- NIPSCO
- Northeastern REMC
- Heartland REMC
- Paulding Putnam
- Wabash Valley Power
- Ohio's Electric Cooperatives

INDUSTRIAL ELECTRIC RATES IN CENTS PER KILOWATT HOUR (KWH)	
Northeast Indiana	0.0741
Indiana	0.0742
Ohio	0.0589
Illinois	0.0635
Michigan	0.0742
Wisconsin	0.0768
United States	0.0754

TELECOMMUNICATIONS

Allen County has 100% broadband coverage with competitive fiber-optic access. Verizon has invested more than \$100 million in fiber-to-the-home, making Fort Wayne one of the first Midwest cities to have citywide fiber-optic broadband services (FiOS).

BUSINESS SERVICES

HOW GFW INC. SERVES YOU

Greater Fort Wayne Inc. is the single point of contact for business leaders looking to invest or expand in Fort Wayne-Allen County.

Our team is happy to assist with:

Local service providers

We will assist your business with legal, financial, workforce, and other business competitiveness issues.

Confidential site location assistance

Our established relationships with local commercial real estate brokers allow us to quickly locate the right site for your needs.

Incentive coordination

We partner with the Indiana Economic Development Corporation (IEDC) to determine eligibility for state and local incentives in order to lower your investment risks to promote new job creation and capital investments.

Advocacy

Our director of business advocacy lobbies on behalf of our business members, addressing legislative issues that impact our local economy.

International business development

Led by our partners at the Northeast Indiana Regional Partnership and the IEDC, our economic development collaborators are cultivating relationships to support increased foreign direct investment in Indiana.



LOCAL INCENTIVES

Property Tax Phase-ins (aka Tax Abatements)

Tax phase-ins give local governments the option of allowing certain businesses to phase in those new taxes that would otherwise be assessed to their property because of new building construction or the purchase of equipment used for manufacturing, research and development, logistical distribution, and information technology.

Eligible Vacant Building Deductions

If a commercial or industrial building that has sat 100% vacant for a year or longer becomes occupied, the owner/occupant can apply for the eligible vacant building property tax deduction. Documentation must be provided proving that the building has been unoccupied, but actively marketed for sale or lease, for at least a year. The deduction is 100% of existing real property taxes for year one, and a 50% deduction in year two.

Tax Increment Financing

TIF districts are established through redevelopment commissions. New taxes generated as a result of development in the TIF may be used as debt service on bonds issued for the purpose of developments and improvements in the area. Proceeds from the bonds may be used to construct public improvements on roads, sewers, etc.

Northeast Indiana Works

Northeast Indiana Works connects with various state and federal agencies to offer grants and incentives to businesses to help train workers. Northeast Indiana Works can also assist with hiring a skilled workforce for companies that are expanding operations.

Façade Grants

Businesses located within the Downtown Improvement District or within an Economic Development Target Area can apply for a façade grant from the City of Fort Wayne. It is a 50% matching grant worth up to \$40,000. A property owner must work with city planning staff to make sure façade improvements meet certain guidelines.

Low-Interest Loans

The Community Development Corporation (CDC) of Northeast Indiana facilitates five loan programs for new and existing businesses interrelated with job creation. These programs can fund a variety of business expenses including building purchase, renovation or construction, equipment, and working capital, ranging in size from a few thousand dollars up to \$5.5 million on the CDC portion of the project.

Summit City Entrepreneur and Enterprise District (SEED)

SEED focuses on programs that support entrepreneurship, innovation, technology development, and small business development. SEED also offers tax incentives (investment deduction of 100% up to 10 years, abatement deductions for vacant buildings, and personal property assessed value floor exemption) to businesses locating in the SEED boundaries. The district is located in the heart of the community, along the railroad corridor that runs from east to west just south of downtown. The district also includes several urban corridors.

Foreign Trade Zone #182

The Foreign Trade Zone (FTZ) program operates in a 12-county region in northeast Indiana. Any company within this area can apply to be a FTZ operator, allowing it to defer or even void payment of import duties, and often enjoy a lower tariff rate. Restrictions, limitations, and regulations regarding how much merchandise can be brought into the country are eased or eliminated as long as the merchandise remains in the FTZ. Visit BizFTZ.com for more information.

Qualified Opportunity Zones

The federal Opportunity Zones (OZ) program is an economic development tool aimed at catalyzing new, long-term investments and development in economically challenged urban and rural communities across the country. Allen County is home to 10 Qualified OZs, and local incentives may be eligible for use in conjunction with the OZ program. Learn more at oppzones.gfwinc.com

STATE INCENTIVES

Economic Development for a Growing Economy Tax Credits (EDGE)

EDGE is a refundable tax credit program that rewards companies creating jobs and contributing to the growth of Indiana's economy. EDGE credits are calculated as a percentage of payroll tax withholding for net new Indiana jobs. EDGE credits may be awarded for a period of up to 10 years.

Hoosier Business Investment Tax Credits (HBI)

This program encourages capital investment in Indiana by providing a credit against a company's Indiana tax liability. The credit amount is based on a company's qualified capital investment with the final credit amount determined by the Indiana Economic Development Corp. (IEDC), based on an analysis of the economic benefits of the proposed investment.

Skills Enhancement Fund (SEF)

SEF provides financial assistance to businesses committed to training their workforce. Trainees must be Indiana residents. SEF reimburses eligible training expenses over a two-year term. Companies may reapply for additional SEF funds after their initial two-year term. IEDC typically does not provide reimbursement for training that is required by law.

Community Revitalization Enhancement District Tax Credits (CReED)

CReED Tax Credits are available to taxpayers who make qualified investments for the redevelopment or rehabilitation of property located within a revitalization district. Only those projects that the IEDC expects to have a positive return on investment will be considered. Eligible costs include acquisition, rehabilitation, architectural and engineering services, environmental remediation, construction management, and demolition.

Research and Development (R&D) Tax Credit

The Research and Development credit provides a credit against state tax liability for qualified company research expenses.

Patent Income Exemption

The Patent Tax Exemption allows certain income derived from qualified patents to be exempt from taxation. The Tax Exemption for Patent-Derived Income defines qualified patents to include only utility patents and plant patents. The total amount of exemptions claimed by a taxpayer in a taxable year may not exceed \$5 million.

Elevate Ventures

Elevate Ventures is a private venture development organization that nurtures and develops emerging and existing high-potential businesses into high-performing, Indiana-based companies. Elevate Ventures accomplishes this by providing access to capital, rigorous business analysis, and robust advisory services that connect companies with the right mix of resources businesses need to succeed long term.

Next Level Jobs

Next Level Jobs is a campaign that targets working-age Hoosiers and Indiana employers with the goal of skilling up our workforce to fill the high-wage jobs available right now in every part of the state. The Employer Training Grant can provide training reimbursement of up to \$5,000 for each new employee who is trained, hired, and retained for six months. The Workforce Ready Grant provides free training for Hoosiers in the state's highest-demand jobs.

Redevelopment Tax Credit

The Redevelopment Tax Credit incentivizes redevelopment of distressed properties. To be eligible for the credit, the taxpayer must make a qualified investment (approved by the IEDC) in the redevelopment or rehabilitation of real property located within a qualified redevelopment site. A qualified redevelopment site can be composed of buildings, vacant land, or brownfields. The amount of credit that may be awarded is 10-25% of the total cost of the project. Projects that qualify for New Markets Tax Credits or that are located in a designated Opportunity Zone may be eligible for an additional 5% credit.

CASE STUDIES



Company: Froneri / Dreyer's Grand Ice Cream

Project type: Local expansion

Company needs: Additional land, incentive support, community data

GFW Inc. services provided: Land acquisition coordination, incentive assistance, data services

Total investment: \$145 million

Dreyer's has been producing ice cream in Fort Wayne since the 1980s, and demand for their Drumstick® products was already on the rise prior to the COVID-19 pandemic. Then, with people spending more time at home in 2020-21, the nation's appetite for Drumsticks went through the roof. Dreyer's needed more production capacity; it was just a matter of where: northern California, Maryland, or Fort Wayne?

The company had just been acquired by U.K.-based Froneri, one of the world's largest ice cream producers, and the new company leaders needed to quickly weigh their options and make a decision.

There were several major challenges:

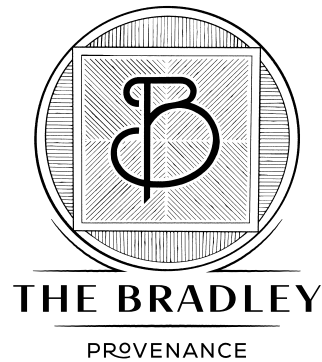
1. The company's existing Fort Wayne facility was landlocked.
2. Froneri's leaders, based in Europe, were still learning the ins and outs of their new assets.
3. International travel was off the table due to the pandemic, so company leaders couldn't visit Fort Wayne in person.

Working together, our community partners got creative to get the deal done.

Since the decision-makers couldn't come to Fort Wayne, the GFW Inc. team brought Fort Wayne to the decision-makers. A video with drone footage laying out the plant's location, the surrounding properties, and Allen County's vibrant community helped Froneri's executives get acquainted with all Fort Wayne has to offer. GFW Inc. staffers also provided key community data and worked with state and local officials to assemble a compelling incentive package.

Then, the City of Fort Wayne's Redevelopment Department negotiated with the owners of the property directly to the south of Dreyer's facility. The owners agreed to sell their land and move their trucking terminal elsewhere in Allen County, making room for Dreyer's to grow its footprint.

In June 2021, Dreyer's announced its decision: the company chose Fort Wayne for a \$145 million investment that would add two new production lines and up to 145 new jobs.



Company: Provenance Hotels / Barbara Bradley Baekgaard

Project type: New boutique hotel

Company needs: Vendor procurement, project location, incentive support, community data

GFW Inc. services provided: Vendor screening, incentive assistance, data services

Total investment: \$30 million

Barbara Bradley Baekgaard had long dreamed of building an upscale boutique hotel for her out-of-town business guests. The GFW Inc. team helped the Vera Bradley co-founder turn that dream into reality.

The biggest challenges:

1. Barb was torn between a location near the Vera Bradley headquarters in southwest Allen County, and a parcel on Main Street in downtown Fort Wayne.
2. She needed a top-shelf boutique hotel operator to help bring her concept to life, but didn't have any in her Rolodex.

While Barb weighed her options for a location, the GFW Inc. team got to work. Our staff assembled a lineup of the nation's top luxury hotel operators. Three finalists made their pitches. Barb selected Oregon-based Provenance Hotels to operate the facility and become a 50% investor in the project. Staff members also worked with the Allen County Commissioners, the City of Fort Wayne, the Indiana Economic Development Corporation, and Opportunity Zone investors to assemble an incentive package that would help the project become a reality.

In spring 2019, a groundbreaking ceremony kicked off construction in downtown Fort Wayne. Just over two years later, the doors opened at The Bradley, a \$30 million, 124-room hotel featuring Vera Bradley-inspired décor, local artwork, a rooftop bar with sweeping downtown views, and a one-of-a-kind guest experience. The hotel also has retail spaces which were quickly snapped up by Kilwin's Chocolates and Eye Specs on Main, a local optical boutique.

The Bradley has quickly become a cornerstone of the dynamic Harrison Street Corridor, which also includes The Landing commercial district, the award-winning Promenade Park, and a series of private investments like The Pearl, The Riverfront at Promenade Park, and more.

CONTACT US

Ready to invest in greater Fort Wayne? Our staff is ready to serve.

Contact our economic development team to set up a call or visit:

260-420-6945 | gfwinc.com



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