WE ARE PROUD OF OUR HORSESHOE FOUNDATION OF FLOYD COUNTY
Small Business Revolving Loan Fund

“Its (Horseshoe Foundation) revolving loan fund is an especially successful example of impact investing...”
- Louisville Business First

Emily Butts of 410 Bakery received a small business loan to open a retail bakery and coffee shop on Main Street in downtown New Albany.

$38 million
given by the Foundation to benefit the Floyd County community through grants and scholarships.

Over $56 million
given to the Foundation by Horseshoe Southern Indiana.

- Forty-five low interest loans approved
- Forty-one businesses benefiting from the fund
- Over $1.85 million loaned to Floyd County businesses
- Proud partnership with One Southern Indiana

For additional information,
Contact Jerry Finn, Executive Director at jfinn@HorseshoeFoundation.org or 812-945-4332
or Elizabeth Baxter at ElizabethB@1si.org or 812-945-0266
Letter from the President

Dear Members,

Since 2006, One Southern Indiana (1si) has focused on promoting member businesses, economic development and community prosperity in Southern Indiana. In combining the Southern Indiana Chamber of Commerce, the Southern Indiana Economic Development Council and Southern Indiana: Vision 2020, 1si represents the best of business and community with one voice. As our founders intended, combining our strengths and assets has reduced our challenges and focused our efforts on providing the most relevant and requested services to our members, as well as ensuring business retention, expansion and attraction activities continue in a proactive and purposeful way.

Many things have changed in the past 10 years. Two bridges, once thought of as a pipedream, are now on the crux of completion. The former Indiana Army Ammunition Plant has been transformed into a world-class business and manufacturing park with 6,000 prime acres under development, supporting jobs for 7,000 residents. Over the past six years, unemployment has declined from a high of 9 percent to a current low of 4.1 percent.

While we have succeeded in many areas, new challenges have emerged. The population of Clark and Floyd counties has only risen an average of 8.75 percent over the past 10 years, while cities to our south have grown much quicker; 15 percent in the case of Nashville, Tenn. Over the past year, our region saw employment opportunities grow by almost 3,000, but the labor force only expanded by approximately 1,000 workers. While our average median income has risen, and remains higher than the state average, any ground gained in combating poverty in one area was lost by a rise in poverty in another. We missed an opportunity to bring over $42 million in state matching funds to our region that could have been a game-changer in bringing new workers to our communities. Needless to say, there is still work to be done.

While we’ve hit our bumps in the road, and at the time they may have seemed like road blocks, our detours have led us to new ideas and allies. We have learned that taking the long road is just a means to invite more friends to join us on our way to our destination.

Working with regional partners, 1si is dedicated to continuous improvement for the businesses and families of Clark and Floyd counties and the region beyond. Taking steps to ensure Southern Indiana residents have the tools, experience and training to fill openings in our job market is just one step in that direction. We must ensure they have opportunities to improve their lives in meaningful ways which will ensure the economic success of all.

As 1si celebrates its anniversary year, we will continue to work with regional partners in talent development, community planning, tourism and business to ensure a collaborative approach to economic growth and prosperity. We will continue to develop and deliver programs that benefit both our members and the community at large. And, it will continue to advocate on behalf of the businesses and citizens of the region.

We hope you will join us on this journey as we continue to be One Voice and One Vision for One Southern Indiana.

Wendy Dant Chesser
President & CEO

Letter from the Chair

Dear Members,

We are pleased to present the 1si 10th anniversary edition of our annual “Year in Review.” This report provides an overview of 1si’s work and accomplishments over the past year as well as a retrospective of our past 10 years, and look ahead to what we are planning for 2016-2017.

As one of the largest commerce and economic development organizations in the region, representing businesses of all sizes crossing all industry sectors, 1si is committed to fostering pro-business, pro-growth policies that will help our region’s commercial enterprises thrive. In turn, we know that a strong economy, supported by successful businesses and insightful communities, helps all citizens improve their lives in meaningful ways. The partnerships we’ve forged with our diverse membership and regional partners have been at the heart of our success. Thanks to your support, we have been able to not only promote the businesses of Southern Indiana but also tackle hard issues in a joint effort to make Southern Indiana a region in which people want to live, work and play for the next 10, 20 and 100 years. And make no mistake: the outcomes of what we do today will resonate in years to come.

Finally, I would like to honor those leaders of One Southern Indiana who came before me. They are a dedicated, talented and diverse group of individuals who have left their own unique imprint on the organization, and 1si greatly appreciates their commitment to bettering our community and organization. Theses men and women are listed below:

- Jerrol Miles, Milestone Realty Group, LLC, 2008-2009
- Randy Koetter, Koetter Woodworking, Inc., 2009-2010
- Kevin Hammersmith, Duke Energy, 2010-2011
- Vaughan Scott, Axiom Financial Strategies Group of Wells Fargo Advisors, LLC, 2011-2012
- Pamela Bennett Martin, Bennett & Bennett Insurance Inc., 2012-2013
- Dale Gettelfinger, CPA, Retired Monroe-Shine & Co., Inc., CPAs, 2013-2014
- Dana Huber, Huber’s Orchard, Winery & Vineyards, 2014-2015

As we celebrate our 10th anniversary, we look forward with excitement as we work together to move Southern Indiana forward toward a bright and prosperous future. Thank you for your continued commitment to One Southern Indiana’s mission.

Sincerely,

Paul Perkins
Chairman
What a Long Strange Trip It's Been

The year was 2006. President George W. Bush renewed the Patriot Act with two years left in his second term. “Truthiness” became a part of the English vernacular and AT&T merged with BellSouth to create a new telecom giant. Barbaro won the Kentucky Derby and "Crash" won the Oscar for best picture. Justin Timberlake was bringing “sexy back,” although no one ever told us where it had gone. The Grammy that year went to the rock band U2 for “Sometimes You Can't Make It on Your Own,” which was appropriate as a group of decision makers and business leaders in Southern Indiana were thinking the same thing.

In 2006, the Southern Indiana Chamber of Commerce (SICC) was considered one of the top chambers in the state, with membership hovering around 950, an active advocacy agenda and a successful business retention and expansion program. SICC was ready to step up to the next level. In contrast, the Southern Indiana Economic Development Council, a valuable organization that had brought 80 new companies and created more than 5,800 new jobs, to Clark and Floyd counties since 1988, was experiencing a shortfall of funding which threatened to shut its doors. Combine these two organizations with “Southern Indiana 2020,” a visioning steering committee that gathered the hopes and dreams, concerns and challenges of more than 450 Clark and Floyd county citizens, shake well and you get Greater Southern Indiana! Ehrrr - except that name was already taken. So instead, One

SEE STRANGE TRIP, PAGE 5
Southern Indiana was born, which actually turned out to be a better name! One Southern Indiana! One Community; One Vision; One Voice! ONE!

Armed with a new vision for a better tomorrow, One Southern Indiana formed itself around seven issues which would guide the organization in the future. These issues were separated into three categories:

- **Business Development**
  - Retention & Expansion
  - Attraction

- **Community Development**
  - Partnerships
  - Infrastructure
  - Workforce Development

- **Member Services**
  - Advocacy
  - Communications

Ten years later, when we look to these guiding issues, we see how far we’ve come, and in some instances, we see how much more there is to do.
Business development — code for economic development — continues to flourish in Southern Indiana in spite of the Great Recession of 2008. In the past 10 years, One Southern Indiana has:

- Helped businesses already located in Clark and Floyd counties with 107 expansions that resulted in 5,049 new jobs being added to our economy
- Attracted 31 new companies to Clark and Floyd counties resulting in 4,568 new jobs.

In the past 10 years, the jobs created with the support of our program brought more than $397 million in new annual payroll to Southern Indiana, not including the more than 3,200 jobs which were threatened but saved in Clark and Floyd counties, resulting in the retention of more $148.8 million in payroll. Finally, more than $1 billion has been invested in capital.

SEE STRANGE TRIP, PAGE 7

At Clark Memorial, we are welcoming health in new ways. By putting our patients on the path to better wellness, we’re creating healthier communities for everyone. We offer services from primary care, urgent care, orthopedics, endocrinology, a lung nodule clinic, a sleep center, cardiology, obstetrics and general surgery.

Clark Memorial cares for you during every stage of life. We’re here when you’re not feeling well and we’re here long after — helping you say “hello” to a healthier you.

Welcome to wellness.

Clark Memorial Hospital

A Norton and LifePoint Partnership

clarkmemorial.org
Community Development Partnership originally referred to 1si partnering with governmental and educational institutions. Today, we have expanded those partnerships so that we may be a truly inclusive convener of organizations and collaborative partner with all organizations having the same goal of making Southern Indiana the best place to work, live and play. Not only do we work with all our units of local government and educational systems (from elementary to post-secondary programs), but we also work with regional chamber organizations, local, state and regional economic development organizations, non-profits of all sizes, private industry of all kinds, foundations, and so many more.

With regards to infrastructure – a grand total of five Ohio River Bridges will be open by the end of our anniversary year. Enough said!

Actually, that’s not true - we have more to say! Around River Ridge Commerce Center (RRCC), the construction of two miles of roadways will open additional development sites and create more connections to Indiana 62; the relocation of power lines to underground; and the construction of 8,500 linear feet of sewer lines have all improved the RRCC, making it one of the most desirable locations for new businesses in the nation. The Clark County Regional Airport expansion project is moving forward and the transportation corridor which will connect the Port of Indiana-Jeffersonville to River Ridge Commerce Center has broken ground. None of this includes the countless number of improvements to infrastructure made by private industries and investors.

Regarding Workforce Development, which we now call Talent Development, 1si has made great strides through the Metro Manufacturing Alliance’s commitment to change the public attitude of manufacturing through National Manufacturing Day (NMD) activities, which last year included more than 500 students in open houses, tours and activities. This ongoing challenge for regional businesses is at the forefront of the 2016 Plan of Work for 1si and remains a top priority.

Strange Trip CONTINUED FROM PAGE 6

"Sometimes the light’s all shinin’ on me; Other times I can barely see. Lately it occurs to me What a long, strange trip it’s been."
—Truckin’, Grateful Dead
Mission
To provide the connections, resources and services that help businesses innovate and thrive in the Southern Indiana / Louisville area.

Vision
To grow to be “best in class” in economic vitality for our region – a place where businesses can flourish and, in turn, where quality jobs, prosperity and opportunities contribute to build a strong quality of life.

Business Resources
Most familiar because it encompasses membership, signature events and programs, this division offers clients an entire toolbox of connection devices for your business.

Annual Signature Events
- ACE Awards
- Annual Meeting
- Business Expo
- Investor Celebration
- Networking on the Green Golf Scramble
- ONE Awards
- Pearls of Wisdom

Programs/Education
- 5 O’clock Network
- 8 O’clock Network
- 12@12 Luncheons
- CEO Round Tables
- Future Leaders Advisory Group
- Golf League
- New Member Orientation
- Leads Group
- Sales and Marketing Success Series

Advertising Opportunities
- Membership Directory and Buyers Guide
- One Weekly – e-Newsletter
- Web Site Banner Ads
- Annual “Year in Review” Supplement in the “News and Tribune”
- Member2Member E-Blast

Advocacy
Our advocacy division promotes your business at the federal, state, and local government level. Through our Advocacy Council, we encourage and support legislation that stimulates business growth and enhances the competitive edge of Southern Indiana.

Advocacy influences business success, talent development, economic growth and quality of life. 1si engages in initiatives to preserve, protect and promote a business friendly environment free of obstacles to growth and development of commerce.

Key Activities
- Host access events with U.S. senators and congressmen
- Host Legislative Updates with our state senators and state representatives
- Host annual Local Officials’ Luncheon
- Host seminars on changing regulations
- Discussions on public policy positions that affect our business competitiveness

Economic Development
1si’s award-winning economic development program aggressively works to grow Southern Indiana’s regional economy through the attraction of new commerce and by encouraging and assisting existing companies to remain here and grow.

In addition, we offer manufacturing companies the opportunity for membership in our Metro Manufacturing Alliance (MMA), an alliance designed for manufacturers by manufacturers, with 75 members representing 87 regional manufacturers.
2016-17 executive committee

Executive Committee Chairman
Mr. Paul Perkins
Amatrol, Inc.

Treasurer / Finance Chair
Ms. Diane Medley, CPA
MCM CPA's & Advisors

Business Resource Council Chair
Ms. Leslie Lewis-Sheets
LL&A Interior Design

Chair Elect / Economic Development Chair
Ms. Lisa Huber
Duke Energy

Secretary / Governance Chair
Mr. Gary Maloney
Nu-Yale

Board Development Chair
Mr. Jerry Finn
Horseshoe Foundation of Floyd County

Past Chair
Mr. Scott Olinger, CPA
Harding, Shymanski & Company, P.S.C.

Vice Chair / Investor Relations Chair
Mr. Wesley Martin
Martin Financial Group

Advocacy Chair
Mr. Bryan Wickens
MAC Construction & Excavating, Inc.

Leadership is the capacity to translate vision into reality.

-Warren Bennis

Congratulations to One Southern Indiana for a successful ten years!
<table>
<thead>
<tr>
<th>Name</th>
<th>Organization/Company</th>
</tr>
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<tbody>
<tr>
<td>Mr. Jerry Acy</td>
<td>River Ridge Development Authority</td>
</tr>
<tr>
<td>Mr. Kevin Boehnlein</td>
<td>Edward Jones Investments</td>
</tr>
<tr>
<td>Mr. Jeffrey Compton</td>
<td>Heartland Payment Systems</td>
</tr>
<tr>
<td>Dr. Dan Eichenberger</td>
<td>Floyd Memorial Hospital and Health Services</td>
</tr>
<tr>
<td>Ms. Laurie Goetz Kemp</td>
<td>Kightlinger &amp; Gray, LLP</td>
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<tr>
<td>Mr. Miguel Hampton</td>
<td>F5 Enterprises, LLC Creative Marketing and Photography</td>
</tr>
<tr>
<td>Mr. Stephen Hanson</td>
<td>Baptist Health</td>
</tr>
<tr>
<td>Mr. Allen Howie</td>
<td>Idealogy Marketing + Design</td>
</tr>
<tr>
<td>Ms. Dana Huber</td>
<td>Huber’s Orchard, Winery &amp; Vineyards</td>
</tr>
<tr>
<td>Ms. Michelle Huber</td>
<td>Fuzzy Zoeller’s Covered Bridge &amp; Champions Pointe Golf Clubs</td>
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<tr>
<td>Mr. Kent Lanum</td>
<td>Paul Ogle Foundation, Inc.</td>
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<tr>
<td>Mr. Jason A. Lopp</td>
<td>McNeely Stephenson</td>
</tr>
<tr>
<td>Dr. Andrew Melin</td>
<td>Greater Clark County Schools</td>
</tr>
<tr>
<td>Ms. Pepper Mulherin</td>
<td>AT&amp;T Indiana</td>
</tr>
<tr>
<td>Mr. Bob Owings</td>
<td>Owings Patterns Inc.</td>
</tr>
<tr>
<td>Mr. Martin Padgett</td>
<td>Clark Memorial Hospital</td>
</tr>
<tr>
<td>Mr. Bruce Paul</td>
<td>Stites &amp; Harbison, PLLC</td>
</tr>
<tr>
<td>Dr. Joey Rivera</td>
<td>Rivera Consulting Group, Inc.</td>
</tr>
<tr>
<td>Mr. Bradley Seigel</td>
<td>Horseshoe Southern Indiana</td>
</tr>
<tr>
<td>Mr. Charlie Smith</td>
<td>Building &amp; Development Association of Southern Indiana</td>
</tr>
<tr>
<td>Ms. Debbie L. Smith</td>
<td>America Place</td>
</tr>
<tr>
<td>Mr. Scott Stewart</td>
<td>Port of Indiana - Jeffersonville</td>
</tr>
<tr>
<td>Dr. Ray Wallace</td>
<td>Indiana University Southeast</td>
</tr>
<tr>
<td>Mr. Syd Whitlock</td>
<td>Your Community Bank</td>
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A Great Place to Live and Raise A Family
Past Board Members

Scott Adams
Discovery Builders
2006-08

Sylvia Amos
Sign Makers Etc.
2010-11

Debbie Bauer
National City
2006-09

Corky Beatty
Fifth Third Bank
2006-10

Pamela Bennett-Martin
Bennett & Bennett Insurance, Inc.
2009-14

Willie Billingslea
Budget Services & Supplies, LLC
2009-11

Rick Borries
AT&T Indiana
2006-08

Robert Brinck
Caesars Indiana
2006-09

Lisa Brooking
True Colors Tanning, LLC
2010-16

Dennis Brooks
New Albany-Floyd Co. Consolidated School Corp.
2006-08

Donna Broughton Meade
Independent Banking Professional
2006-07

Joyce Brown
Stock Yards Bank & Trust Co.
2006-10

Robert Caesar
J. O. Endris & Son
2006-08

Marc Elliot
River Ridge Development Authority
2006-08

Doug England
Hughes Group, Inc.
2006-07

Vern Eswine
The Marketing Company
2006-09

Antia Fields
Community Action of Southern Indiana, Inc.
2010-13

Diane Fischer
L & D Mail Masters
2006-10

Trish Fraser
Town of Clarksville
2006-07

Todd Frossard
Your Community Bank
2010-16

James Garner
Mayor, City of New Albany
2006-08

Dale Gettellfinger
Monroe Shine & Co., Inc., CPA's
2006-13

Libby Elswick
Chase
2009-14

Mike Hall
Mayor, City of Charlestown
2006-08

Kevin Hammersmith
Duke Energy
2006-11

J. Spencer Harmon
Stites & Harbsion
2006-09

Jorge Lanz
Jacobi, Toombs, & Lanz, Inc.
2007-10

Doug Frossard
Your Community Bank
2010-16

James Garner
Mayor, City of New Albany
2006-08

Dale Gettellfinger
Monroe Shine & Co., Inc., CPA's
2006-13

Pat Glotzbach
New Washington State Bank
2010-16

Tom Lumley
The Travel Authority
2006-11

Kim Martin-Dawkins
PNC Bank
2009-14

Dr. Sandra Patterson-Randles
Indiana University Southeast
2006-07

Jeff Shireman
Shireman Construction
2006-08

Dr. Rita Hudson Shourds
Ivy Tech Community College of Indiana
2006-09

Mark D. Shugarman
Floyd Memorial Hospital & Health Services
2010-15

Suzann Slayton
Southern Indiana Realtors Association
2011-13

Edward Jerdonek
Luckett & Farley Architects
2007-10

Chris Kanemitsu
Energy Tech 21, LLC
2007-10

Bill Keeney
Chase
2006-09

Randy Koetter
Koetter Construction
2006-09

Jorge Lanz
Jacobi, Toombs, & Lanz, Inc.
2007-10

Tom Lumley
The Travel Authority
2006-11

Kim Martin-Dawkins
PNC Bank
2009-14

Dr. Sandra Patterson-Randles
Indiana University Southeast
2006-07

Jeff Shireman
Shireman Construction
2006-08

Suzann Slayton
Southern Indiana Realtors Association
2011-13

Ed Meyer
Clark County Commissioners, Dist. 1
2006-07
Past Members

CONTINUED FROM PAGE 11

Donald Slone
Slone Suzuki
2006-09

Michelle Sollberger
Level 3 Communications, LLC
2009-15

Rich Spriggle
American Commercial Lines
2010-11

Kerry Stemler
K.M. Stemler Company, Inc.
2006-10

Barbara Swank-Gallegos
Maverick Insurance, LLC
2006-08

David Vince
Clark County REMC
2006-10

Dan Walsh
Horseshoe Southern Indiana
2010-11

Robert Waiz
Mayor, City of Jeffersonville
2006-08

Joe Weber
Clarksville Town Court Judge
2007-09

Dr. A. Jay White
I.U.S. School of Business
2010-13

Van Willis
Kightlinger & Gray, LLP
2009-13

Susan Woods
Talis Group, Inc.
2009-15

Doug York
Melhiser Endres Tucker, CPA's, P.C.
2006-10

Carnegie Center for Art & History Upcoming Events:

September 9:  A Taste for Art & History
at The Grand in New Albany

September 24:  #IAmPublicArt Public
Art Project at the New Albany Riverfront
Amphitheater

October 28: “Houndmouth: From the
Hills to the Limelight” Opening recep-
tion at the Carnegie Center

Find out more about these and all the other great
things we are doing here in New Albany at:

www.CarnegieCenter.org

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Member of One Southern Indiana
1si is committed to establishing a vibrant and prosperous economy through its award-winning business development program. The companies listed below have invested additional dollars into 1si to fund one of the most successful economic development programs in the Midwest.

CHAMPION INVESTORS
$20,000+ Annual Investment

LEAD INVESTORS
$10,000-$19,999 Annual Investment

ADVOCACY INVESTORS
$5,000-$9,999 Annual Investment

TRUSTEE INVESTORS
$1,000-$4,999 Annual Investment

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One Southern Indiana

business resources
economic development
advocacy
advocacy

The role of One Southern Indiana is to promote a fiscally-stable, business-friendly environment that transcends local, regional, state and national politics and issues. Through our Advocacy Council’s initiatives, we promote positive change by serving as the “Champions of Ideas” and “Convener of Partners” to achieve economic and business vitality for the region. Additionally, we strive to provide opportunities for our investors and members to engage policy makers at all levels of government through forums, roundtables and one-on-one meetings.

The 2016 Advocacy Agenda, as presented, provides the prioritized efforts of the 1si Advocacy Council for the year.

- **Career-Ready Workforce and Educational Initiatives**

  New business growth, along with the retention and expansion of existing businesses, is increasingly more dependent on the availability of a qualified workforce. There are many contributing factors to developing a region’s ability to grow, maintain and attract talent to help make businesses profitable, and 1si supports many of the organizations and programs dedicated to learning and development throughout a person’s lifetime.

- **Infrastructure and Transportation**

  A strong infrastructure network is key to serving the region’s existing employers, attracting new companies and growing startup entities. We encourage ongoing efforts to identify the critical gaps and develop recommendations for infrastructure that will support economic growth strategies for Southern Indiana. Infrastructure and transportation project planning and development will involve advocacy efforts at many levels – local governments, state government, regional partners and federal agencies, and the returns on these investments are likely to be realized across the entire region.

- **Regional Initiatives**

  Coordinating the activities and positions of the communities in Clark and Floyd counties offers several advantages – and creates greater influence – when compared to individual community agendas in other parts of the state. Additionally, recognizing our connectivity to Louisville adds impact in policy discussions that cross state and other jurisdictional boundaries. 1si will explore regional opportunities that can benefit the economic climate of our communities.

- **Business-Friendly Tax and Fiscal Initiatives**

  Indiana has made great strides over the past decade to enhance the business friendliness of the state’s fiscal policies. These efforts have been noted as Indiana is consistently ranked as a top state for doing business when compared with other states by fiscal analysts and site-selection consultants – earning many “top state in the Midwest” honors. However, efforts toward continuous improvement are needed to maintain Indiana’s competitiveness – as well as maintaining local advantages – because other locations are constantly adjusting their policies toward improvement.

- **Civic Engagement**

  Harnessing the voice of business is essential for good policy at all levels of government. By providing forums and events to increase access to policy makers for our business members and investors, 1si will ensure that local issues are heard.
Immediate care for fevers, sprains and life’s little emergencies.

NEW EXTENDED 12 HOUR DAYS

FLOYDS KNOBS Highlander Point
800 Highlander Point
Floyds Knobs, IN 47119
812.923.6336
7 days a week: 8 am – 8 pm

NEW ALBANY Charlestown Road
5130 Charlestown Road, Ste 2
(near County Line Road)
New Albany, IN 47150
812.949.1577
7 days a week: 8 am – 8 pm

Closed Easter, Thanksgiving, Christmas and New Year’s Day

When an illness or injury sneaks up on you, visit Floyd Memorial’s Urgent Care Centers. We offer walk-in convenience, exceptional care and evening and weekend availability. We’re right where you need us most — especially when your doctor’s office is closed. And now you can wait to be seen right in the comfort of your own home with online check-in. Reserve your spot online today. It’s fast, free and easy to use. So there’s no need to wait — because Health Happens Here.

Floyd Memorial Urgent Care

To learn more or to reserve a spot online, please visit FloydMemorial.com/Urgent-Care-Centers.
**ECONOMIC DEVELOPMENT**

- 702 New Full-Time Jobs Secured
- 262 Jobs Retained
- $28,880,755 New Annual Payroll Secured
- Business Attraction Trips to New York and Hannover Messe Expo in Germany with South Central Indiana Economic Development Group
- 5 Business Assistance Team Responses
- $1 Billion in Capital Investment Milestone over 10 Years
- 227 Business Retention and Expansion Visits to Local Companies

**ORGANIZATIONAL SUSTAINABILITY**

- Membership Campaign Completed
- Exceeded New Investor Goal by 58 Percent
- Chairman’s Advisory Council Met Quarterly

**COMMUNITY MESSAGING**

- New Website Launched
- Emergency Plan Approved
- 10th Anniversary Plan Completed
- Video and Written Testimonials Gathered
COMMUNITY MESSAGING
ADVOCACY
BUSINESS RESOURCES

NEW FULL-TIME JOBS SECURED
262 JOB RETAINED
$28,880,755 NEW ANNUAL PAYROLL SECURED

BUSINESS ATTRACTION TRIPS TO NEW YORK AND HANNOVER MESSE EXPO IN GERMANY WITH SOUTH CENTRAL INDIANA ECONOMIC DEVELOPMENT GROUP

BUSINESS ASSISTANCE TEAM RESPONSES

BUSINESS RETENTION AND EXPANSION VISITS TO LOCAL COMPANIES IN CAPITAL INVESTMENT MILESTONE OVER 10 YEARS

NEW WEBSITE LAUNCHED EMERGENCY PLAN APPROVED 10TH ANNIVERSARY PLAN COMPLETED VIDEO AND WRITTEN TESTIMONIALS GATHERED

ORGANIZATIONAL SUSTAINABILITY MEMBERSHIP CAMPAIGN COMPLETED EXCEEDED NEW INVESTOR GOAL BY 58 PERCENT CHAIRMAN’S ADVISORY COUNCIL MET QUARTERLY OUTSTANDING INDIVIDUALS AND COMPANIES RECOGNIZED AT ACE AWARDS AND ONE AWARDS EVENT HEALTH AND WELLNESS COMMITTEE ESTABLISHED ACCE NATIONAL CONFERENCE HONOREE IN THE CATEGORY OF MEMBER RETENTION FINALIST FOR 2016 INDIANA CHAMBER OF THE YEAR THIRD LEADS GROUP CREATED, INITIATED ROUNDTABLE EVENTS FOR 1SI’S FUTURE LEADERS ADVISORY GROUP AND INTRODUCED GOLF LEAGUE GOOGLE STREETVIEW AFFINITY PROGRAM LAUNCHED

ADVOCACY
- HOSTED PUBLIC INFORMATION FORUMS ON LOUISVILLE-SOUTHERN INDIANA OHIO RIVER BRIDGES PROJECT AND RIVERLINK, THE INDIANA REGIONAL CITIES INITIATIVE AND CHANGES IN THE FAIR LABOR STANDARDS ACT
- AGREED TO BE THE CONVENER OF BUSINESS FOR THE GREATER CLARK COUNTY SCHOOLS SYSTEM FORD NEXT GENERATION LEARNING CURRICULUM
- DESIGNATED VOICE OF DEMAND SIDE IN WORKFORCE AND TALENT EQUATION

ACCESS EVENTS
1 GOVERNOR MIKE PENCE
2 IEDC PRESIDENT VICTOR SMITH
3 MAYOR GREG FISCHER
4 INDIANA COMMISSIONER OF WORKFORCE DEVELOPMENT STEVE BRAUN
5 INDIANA COMMISSIONER OF HIGHER EDUCATION TERESA LUBBERS
6 MEET YOUR OFFICIALS NETWORKING EVENT
7 LEGISLATIVE BREAKFAST WITH SENATOR RON GROOMS, REPRESENTATIVES ED CLERE, RHONDA RHODAS AND STEVE STEMLER
8 U.S. REPRESENTATIVE TODD YOUNG

BUSINESS RESOURCES
- OUTSTANDING INDIVIDUALS AND COMPANIES RECOGNIZED AT ACE AWARDS AND ONE AWARDS EVENT
- HEALTH AND WELLNESS COMMITTEE ESTABLISHED
- ACCE NATIONAL CONFERENCE HONOREE IN THE CATEGORY OF MEMBER RETENTION
- FINALIST FOR 2016 INDIANA CHAMBER OF THE YEAR
- THIRD LEADS GROUP CREATED, INITIATED ROUNDTABLE EVENTS FOR 1SI’S FUTURE LEADERS ADVISORY GROUP AND INTRODUCED GOLF LEAGUE
- GOOGLE STREETVIEW AFFINITY PROGRAM LAUNCHED

COLLABORATIVE PARTNERSHIPS
COMMUNITY FOUNDATION OF SOUTHERN INDIANA
CONEXUS INDIANA
DUKE ENERGY
FLOYD CLARK COUNTY TOURISM AND CONVENTION BUREAU
GLI
GREATER CLARK COUNTY CHAMBER
HARRISON COUNTY CHAMBER
HORSESHOE FOUNDATION
ICEA
IDEA
IEDC
INSTITUTE OF ADVANCED MANUFACTURING
ISBDC
IVY TECH
KIX
LEADERSHIP SOUTHERN INDIANA
METRO UNITED WAY
OGLE FOUNDATION
SOUTH CENTRAL INDIANA ECONOMIC DEVELOPMENT GROUP
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When you hire Luckett & Farley to address your infrastructure needs, you're working with a 100% Employee-Owned firm that's 100% invested in the success of your project.
**Business Resources – Doing That Thing We Love to Do**

Business resources are the activities many visualize when they become members of a chamber of commerce. They include a variety of networking opportunities and events, educational and professional developmental business activities and membership. 2015-2016 was a great year for our business resources team, who not only produced more than 125 events for our members to enjoy, but also launched new programs including the Golf League, the “Winner’s Circle” Leads Group, the signature event ACE Awards, the Non-Profit Roundtable and the Health and Wellness Committee. We also completed a membership campaign and offered our members new ways to reach customers through the Google 360 Affinity Program and the new Member-to-Member e-Blast.

- 1,025 members
- 32 new members gained through membership campaign
- 1 new signature event, 1 new committee and 3 new networking programs
- 152 programs and events

**ACE Awards**

**Axiom Financial Strategies of Wells Fargo Advisors, LLC James W. Robinson ACE Award for Young Professional of the Year:** Teressa Jackson, Rauch, Inc.

**Duke Energy Kevin Hammersmith ACE Award for Community Leader:** Stefanie Griffith, Strandz Salon & Threadz Boutique

**Kightlinger & Gray Sam Day ACE Award for Professional of the Year:** Dr. Daniel Eichenberger, Floyd Memorial Hospital & Health Services

**Chairman’s Legacy Award:** Kerry Stemler, K.M. Stemler Company, Inc.

**One Awards**

**Brown-Forman Corporation Diversity Champion ONE Award:** The City of Jeffersonville, Indiana

**Wellness Coalition of Southern Indiana Growing Healthy Lives ONE Award:** Baptist Health

**Stites & Harbison, PLLC Economic Development Impact Project of the Year ONE Award:** J. Knipper and Company, Inc.

**Business Retention and Expansion Project of the Year ONE Award:** Beach Mold & Tool, Inc.

**Strothman and Company, PSC Rising Star ONE Award:** Extol Magazine

**River Valley Financial Bank, a division of German American Bank, Business of the Year ONE Award for companies with 50 or fewer employees:** The News and Tribune

**Park Community Credit Union Business of the Year ONE Award for companies with 51 or more employees:** Centra Credit Union

**Annual Meeting**

**Ambassador of the Year sponsored by Luckett & Farley Architects, Engineers and Construction Managers, Inc.:** Mark Davis, Davis Financial

**Volunteer of the Year sponsored by Axiom Financial Strategies Group of Wells Fargo Advisors, LLC:** Cathy Scrivner, LegalShield

**Chairperson of the Year sponsored by Nu-Yale:** Kim Martin-Dawkins, PNC Bank

**Non-Profit of the Year sponsored by Monroe Shine & Co., Inc., CPA’s:** Hope Southern Indiana

**Economic Development Partner of the Year sponsored by Centra Credit Union:** The Paul Ogle Foundation
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economic development

Paving the Way to a More Prosperous Tomorrow

The efforts and accomplishments of the 1si economic development program are only possible because of donations from investors. Less than 6 percent of the economic development staff’s salaries and activities are funded by local government. While the investment is incredibly lucrative (on every $1 invested, $185.18 has been created in new taxable capital and $73.18 in new payroll annually in Clark and Floyd counties.) It can be months, and sometimes years, between the initial contact with an interested company and the fruition of the project.

The competition with other locales is fierce. Success involves extensive research on everything from utilities to school districts. Companies check for quality of place amenities as well as available labor, technical skills and education levels of the population. How a company will be supported by the municipality, county and state is just as important as building availability and site accessibility. Attracting a new company requires countless interactions including site visits, teleconferences and presentations. The process has a hundred moving parts and is something the staff at 1si has mastered.

The cornerstone of economic development in Clark and Floyd counties is expansion and retention projects. It’s those companies that have already made a commitment to Southern Indiana, employ local citizens and take an active part in our community. Through hard work and favorable economic conditions, these companies are ready to go to the next level and add a new production line, enlarge their facilities or open a larger storefront. These projects account for 52 percent of the new jobs in Floyd and Clark Counties since 2006.

At any given time throughout the 2015-2016 fiscal year, 1si’s Economic Development Team was working on dozens of “hot projects.” During the same time period, efforts of the 1si team and their partners have resulted in seven new projects and eight expansion projects which garnered 702 new jobs with $28.8 million in new payroll in Floyd and Clark counties. That income was used to purchase groceries, homes, nights on the town, Christmas gifts and a host of other everyday goods and services in Southern Indiana. In addition, 939 jobs were retained, or kept from moving elsewhere, through these efforts.
702 new jobs with an annual payroll of $28.9 million were created in 2015-2016
262 jobs were retained with an annual payroll of $16.1 million in 2015-2016.

WE WELCOME THE FOLLOWING COMPANIES TO SOUTHERN INDIANA:

• Bose Corporation
• Electric Motor Repair & Rewind, Inc.
• Enjoy Life Natural Brands, LLC
• Genpak
• J Knipper Company, Inc.
• Magnolia Automotive Services, Inc.
• POSCO

Congratulations to the following companies on their successful expansion and growth

<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>A&amp;R Logistics, Inc.</td>
<td>Leading provider of dry bulk transportation, warehousing, packaging, distribution and third-party logistics for companies within the chemical and plastic industries</td>
<td>Jeffersonville</td>
</tr>
<tr>
<td>Cardinal Aluminum Company</td>
<td>Extruding, fabricating, machining, anodizing, powder coating and finishing capabilities for picture-frame moldings, fireplace products, outdoor louvered roofing and outdoor kitchen products</td>
<td>Borden</td>
</tr>
<tr>
<td>Fabtration, LLC</td>
<td>Maker of filtration systems and electrical and thermal energy units</td>
<td>Georgetown</td>
</tr>
<tr>
<td>McCrite Milling &amp; Construction Co. Inc.</td>
<td>Asphalt and concrete milling to be reclaimed and recycled for reuse</td>
<td>New Albany</td>
</tr>
<tr>
<td>Mediaura, Inc.</td>
<td>Full-service digital ad agency</td>
<td>Jeffersonville</td>
</tr>
<tr>
<td>Shoe Sensation, Inc.</td>
<td>Footwear merchant wholesalers</td>
<td>Jeffersonville</td>
</tr>
<tr>
<td>Voss Clark</td>
<td>Flat-rolled steel processing</td>
<td>Jeffersonville</td>
</tr>
<tr>
<td>Whistlin &amp; Whittlin LLC</td>
<td>Hand-crafted custom cabinetry</td>
<td>New Albany</td>
</tr>
</tbody>
</table>

Thank you to our partners in Economic Development including:

Cities of Charlestown, New Albany and Jeffersonville
Towns of Borden, Clarksville and Sellersburg
Clark County Government
Floyd County Government
U.S. Senator Dan Coats
U.S. Senator Joe Donnelly
U.S. Congressman Todd Young
Indiana Senator Ron Grooms
Indiana Representative Ed Clere
Indiana Representative Steve Davisson
Indiana Representative Terry Goodin
Indiana Representative Rhonda Rhoads
Indiana Representative Steve Stemler
Capital Access Corporation-KY
GLI’s “Advance Greater Louisville”
Horseshoe Foundation of Floyd County Small Business Revolving Loan Fund
Indiana Economic Development Corporation
Indiana Small Business Development Center
Indiana WorkOne
River Ridge Commerce Center
South Central Indiana Economic Development Group
Urban Enterprise Zone Authority
87
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38% of partners & principals are women, well above national average

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We’re powered by what’s most important.

At Duke Energy, we care about delivering reliable energy. We’re partnering with local and state economic development groups to recruit new businesses, creating jobs and opportunities that benefit our customers. Because, every day, we’re powered by what’s most important – you.

Learn more about how we’re powered by you at duke-energy.com/Community.

WARNING

Newspapers contain: exposure to science, real-life math problems, comics and local history. This material may cause an increase in exploration, thinking, giggling and advanced reading skills.

Please keep within the reach of children.
For every $1 invested in 1st’s Economic Development Program, $185.18 has been created in new taxable capital in Clark and Floyd counties.

For every $1 invested in 1st’s Economic Development Program, $73.18 has been created in new annual payroll in our region.

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- Winery & Distillery Tours and Tastings

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- Family Farm Park  
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138 projects announced since July 2006

11,128 commitments for new jobs

$1,005,426,824 in new taxable capital

$397,324,348 in new payroll annually
The number of new prospects/projects varies by fiscal year.

The number of new prospects from outside Clark and Floyd counties is significantly higher than the number of those within Southern Indiana. The number of project announcements, however, is significantly higher for those already located in Southern Indiana.

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Global fact finding?
Map out greater global reach from River Ridge

**Land and Location:**
6,000 prime acres zoned to meet every need, from global headquarters to heavy industrial. Located at the Crossroads of America, in Jeffersonville, Indiana and the Louisville, KY metro market. I-265 East End Bridge puts downtown Louisville just minutes away.

**Global Logistics:**
A logistical network of four interstate highways: I-64, I-65, I-71 and I-265. Plus railway connections to the Ports of Indiana on the Ohio River, offering 12-month barge access to international markets.

Other assets include the Louisville International Airport and UPS Worldport, the largest automated package facility in the world.

**Infrastructure:**
High-volume water meets supply (80 to 100 million gallons per day), a new water treatment facility with a two million gallon per day capacity, and 138kw power service provided by Duke Energy with 7,000 linear feet already installed. Three telecom providers keep data flowing.

**Labor and Training:**
A right-to-work labor force deploying cutting-edge skills supported by two local training providers and the Indiana Skills Enhancement Fund. World-class educational and R&D resources include the University of Louisville, Purdue University and Indiana University.
One Southern Indiana is a valued partner in making New Albany stronger.