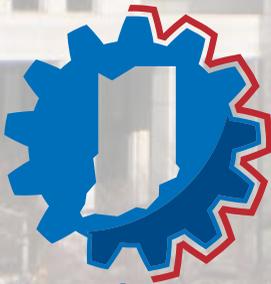


2017 ANNUAL REPORT

TAKING BUSINESS TO THE
NEXT LEVEL



Indiana

**PROCUREMENT TECHNICAL
ASSISTANCE CENTER**



MESSAGE FROM

Governor Eric J. Holcomb

CHAIR, IEDC BOARD OF DIRECTORS

2017 was a record-setting year for Indiana, and we're continuing that momentum into 2018. This is truly an exciting time to be a Hoosier as our state earns accolades, successes and commitments day after day. We've spent the last 12 years strengthening and diversifying our economy, and the results have given our state an international reputation as one of the best places to do business in North America. With all that said, what excites me the most is the fact that we're just getting started, and in the years ahead we're going to work together to take Indiana to the Next Level.

Indiana stands as one of the top five states in the country for doing business, and we have become a national leader in job creation. This year, we celebrated a record-breaking year with businesses committing to create up to 30,158 new Hoosier jobs in the coming years—the highest annual job creation commitment in IEDC history. This is a testament to both hardworking Hoosiers and job creators who find success in Indiana.

But these results didn't happen overnight, and they certainly didn't happen alone. It took teamwork at all levels to get us to this point. For more than a decade, Indiana has worked diligently to build the best business environment in the nation. We have low taxes and reasonable and predictable regulations. We have another honestly balanced budget, a sizable rainy day fund and a triple-A credit rating. Indiana's low cost of living, low unemployment and dynamic jobs climate make us one of the best states in America to live, work, play and stay.

As you can see, in Indiana we're not just competing, we're winning. And, we're not going to take our foot off the gas. Now is the time to take it to the Next Level and create some real separation between us and the competition.

As we begin Indiana's third century, we will:

Cultivate a strong and diverse economy to ensure Indiana continues to be a magnet for jobs and a hub for innovation. We will continue to offer fiscal predictability so job creators can focus on what matters most—their employees and their growing businesses.

Maintain and build the state's infrastructure to remain the Crossroads of America as well as invest in new projects that enhance the state's connectivity to the rest of the world.

Develop a 21st century skilled and ready workforce that is prepared to fill the jobs of tomorrow. We will work tirelessly to ensure our Hoosier workforce has access to a quality education that prepares them for high-demand, high-wage jobs. And, we will work with all Hoosiers to provide them with the opportunity to receive new credentials and training for jobs in sectors like advanced manufacturing, aerospace and defense, technology and life sciences—the jobs of tomorrow that are growing here today.

I want to offer my thanks to Hoosier businesses, our partners in economic development and, most importantly, the hardworking Hoosiers who help make Indiana the best place to start a business, grow a business and get a job.

Full steam ahead,

A handwritten signature in black ink that reads "Eric J. Holcomb". The signature is written in a cursive, slightly stylized font.

MESSAGE FROM LEADERSHIP



Elaine Bedel

President

Indiana Economic Development
Corporation (IEDC)

“As I travel across the state, I continue to hear countless success stories from Hoosier innovators and entrepreneurs who are solving 21st century challenges and creating solutions for the future. As a state, we have made it a top priority to support our job creators with the best tools and resources they need to launch and grow their dream businesses. We’ll continue to work hand-in-hand with our job creators, economic development partners and both state and local government officials to ensure Hoosiers have the opportunity to earn a good living in vibrant destinations where people choose to live, work, play and stay.”

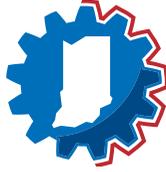


Chris Jeffers

State Director

Indiana Procurement
Technical Assistance Center

“In partnership with the IEDC and Defense Logistics Agency, the Indiana Procurement Technical Assistance Center is committed to helping Indiana small businesses compete for and win government contracts. With free, one-on-one counseling, resource assistance and training, Indiana PTAC counselors assisted 800 businesses last year alone, helping 86 clients secure nearly \$31 million in contracts that will allow Indiana businesses to grow and create new jobs for Hoosiers. We look forward to continuing this momentum into 2018 by strengthening and diversifying our client base while identifying new opportunities to help small businesses sell their products or services to local, state and federal government agencies.”



ABOUT PTAC

The Indiana Procurement Technical Assistance Center (PTAC), which is a part of the Indiana Economic Development Corporation (IEDC), works to generate employment and improve the general economic condition of the state by helping businesses identify opportunities, compete smarter and win government contracts. With five regional offices across the state, Indiana PTAC provides procurement technical assistance through counseling and education to help businesses sell products or services to local, state and federal government agencies.

**Helping businesses launch,
grow and locate in Indiana.**

SUPPORTING SMALL BUSINESS

500K
SMALL
BUSINESSES

1.2M
EMPLOYED
BY SMALL
BUSINESSES

A+
in small business
friendliness

8TH Nationally
THUMBTRACK 2017

Top 10
nationally

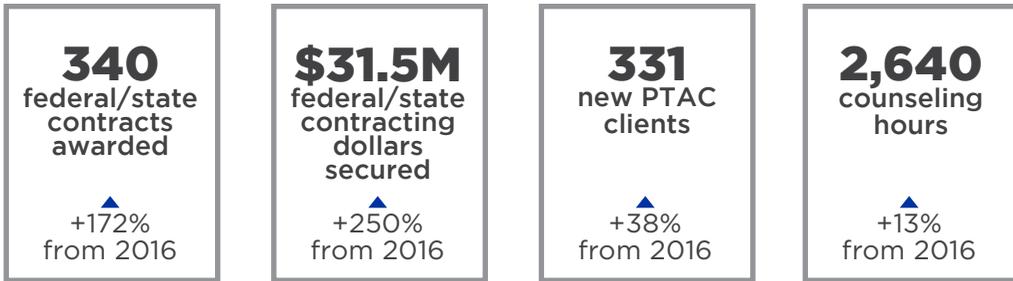
Small Business Policy Index
SBE COUNCIL 2017

In 2017, the IEDC launched an online portal to solicit feedback from small businesses and local governments regarding duplicative state reporting requirements. The feedback will allow lawmakers to identify and recommend changes to state laws or mandates to help ease the burden on small business owners.

SOURCE—U.S. SMALL BUSINESS ASSOCIATION

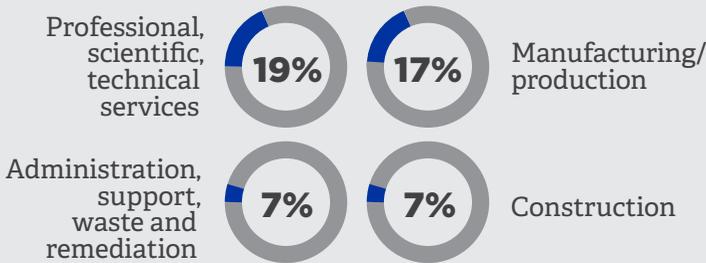


Helping businesses identify opportunities, compete smarter and win government contracts.

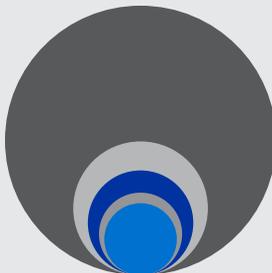


For every dollar spent on the PTAC network, **\$34.48 was earned/returned** in contract dollars awarded to small businesses.

PTAC CLIENTS ASSISTED



- 25% Women owned
- 15% Minority owned
- 9% Service disabled veteran owned
- 7% Veteran owned



NO-COST CONTRACTING ASSISTANCE

Bid-matching services

Workshops and events

Assistance with federal regulations

Assistance with certifications and registrations

Proposal preparation

Product and procurement histories

SBIR/STTR

Indiana PTAC counselors help small businesses across the state apply for Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) grants from federal agencies that encourage R&D, technological innovation and commercialization.

TOP 5 EARNING SBIR/STTR CLIENTS

Sintact Medical Systems
Perceive Inc.
QR Kanswer
Pharma Printer
NutraMaize

93 new clients
162 businesses consulted
629 counseling hours
\$3,769,017
federal grant dollars secured

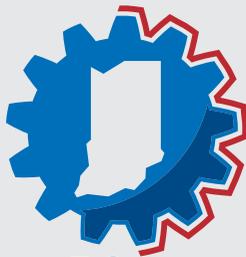
In June, Indiana PTAC hosted more than 200 participants at its annual Industry Day event, where key state and federal government representatives shared insights on how Indiana companies can strengthen their position in government contracting and participation in the supply chain.

PARTICIPATING EXPERTS

Rolls-Royce, Raytheon, Cummins, Ultra Electronics, Allison Transmission, AM General, U.S. Army Corps of Engineers, General Services Administration, Defense Logistics Agency, Department of Homeland Security, Naval Surface Warfare Center Crane, Indiana National Guard, Indiana Department of Transportation



INDIANA PTAC INDUSTRY DAY
INDIANAPOLIS // JUNE 2017



Indiana

PROCUREMENT TECHNICAL
ASSISTANCE CENTER

IndianaPTAC.com

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This procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency.