

Hendricks County

Capitalizing on Speed and Innovation

An affordable metropolitan area just minutes from Indianapolis, Hendricks County is at the crossroads of innovation and speed. Located between Interstates 70 and 74, just minutes from I-465 and I-65, the county is bordered by the Indianapolis International Airport, the world's second largest FedEx hub and the CSX Big Four Rail Yard.

Already a leader in the motorsports industry, with close proximity to the Indianapolis Motor Speedway, and home to O'Reilly Raceway Park — site of the NHRA's Mac Tools U.S. Nationals, NASCAR Nationwide Series, NASCAR Craftsman Truck Series and USAC Silver Crown Sprint and Midget series — the county is capitalizing on the speed and innovation from the motorsports sector to attract and retain high-tech and life sciences companies like Biologics LLC and MD Logistics.

"We selected Hendricks County because of the proximity to the airport and other logistical resources, as well as access to the highly skilled workforce that is dedicated to the racing industry," said Todd Hockemeyer, vice president for Biologics LLC, an Indiana company that creates modular laboratory facilities for the biotech industry. "The capabilities within the motorsports industry are synergistic with our needs for success.

We require engineers and other skilled professionals who can design, build and fabricate equipment on a quick timeline and in small spaces, something motorsports professionals do every day."

New to the county in 2010, Biologics plans to create at least 50 jobs by 2013 and invest at least \$15 million in machinery and equipment while occupying 7,500 square feet in the Brownsburg Motorsports Park before completing its own build-to-suit facility. The company's business model is environmentally friendly, as it re-uses large shipping containers to build pre-validated modular laboratory facilities at a fraction of the cost of a traditional bricks-and-mortar structure.

"Speed and innovation drive the biotech industry too," said Hockemeyer. The company offers biotech firms 'ready for scale-up' a cleanroom manufacturing environment that is FDA compliant. "Our modular pre-validated labs allow drug development to move forward quickly, efficiently and affordably."

The company plans to capitalize on motorsports industry professionals working in the area by contracting work from various welders, fabricators, painters, HVAC specialists and other businesses already in place. "We are thrilled that our available space and abundance of resources attracted Biologics to Hendricks County," said Cinda Kelley, executive director, Hendricks County Economic Development Partnership, "and even more excited for the opportunities Biologics will bring businesses that already exist in our county."

"Our technology is market disruptive and game changing for the biotech industry," said Hockemeyer. "We believe we

will expand quickly, and already have plans to construct a manufacturing facility in the county in 2011." He added the available space to expand and the incentives offered by the county made Brownsburg the most attractive site



in their selection process.

No longer an industry driven by men in greasy coveralls, motorsports is a high-tech and high-dollar industry that attracts scientists, engineers, MBAs and many other highly skilled professionals to the area.



More than 5 billion tons of air freight move through the Indianapolis International Airport each year. It is home to the world's second-largest FedEx operation.

“We know these specific skills and the companies that serve this industry translate very easily into other high-tech fields like logistics, biotechnology and life sciences. This is why these are the types of companies we are attracting today,” said Kelley.

All are important areas of focus for the county, considering almost 500,000 Hoosiers are employed in the life and health sciences in Indiana today and by 2014 more than 40,000 new science-related jobs will need to be filled. High-paying jobs in these extremely regulated and sophisticated industries attract talent and companies from the coasts and throughout the world.

The same is true for modern logistics, another prospering sector in the area, with more than 28 million square feet under roof and employing professionals trained in computerized supply chain management and specialized storage. Logistics operations in Hendricks County include third-party logistics companies like Magnum Logistics Inc., a leading logistics company named to the 2006 Inc. 500 and recognized as one of Indiana’s

fastest growing businesses.

“Hendricks County has an outstanding transportation infrastructure and is home to one of the premier manufacturing and distribution parks in the U.S.,” said James Sharp, chairman of Magnum Logistics Inc. and Magnum Express Inc. “Our Hendricks County location puts us within a single day’s drive of 70 percent of the U.S. population and 75 percent of the nation’s gross domestic product giving us a competitive edge that we can pass on to our customers.”

Founded in 1999, Magnum Logistics employs 120 professionals and plans to add up to 100 new jobs in the next five years. The \$30 million company is projected to become a \$100 million company within the next decade.

“There are three factors critical to our success: proximity to distribution and manufacturing, access to a talented management pool and a business-friendly environment,” added Sharp. “On top of affording us all three of those factors, Hendricks County’s economic development team was an excellent resource and could not have been more

helpful in guiding us through the incentive process.”

In addition to third-party logistics, several companies in the area rely on the abundance of warehouse space and proximity to all three major transportation sectors (air, rail, interstate) to provide their own distribution. From traditional and modern bulk to digital imaging equipment, temperature-sensitive life sciences and medical technology products, electronic and computer components, and food and beverage — the county is chock full of Fortune 500 companies like PepsiCo, Steel Dynamics and Gatorade, to name a few.

The second-fastest growing county in the state, Hendricks County maintains the quality and affordability of the area while offering easy access to the buzz of big city entertainment in neighboring Indianapolis. The county continues to invest in infrastructure improvements, parks and recreation, and education. And the return is award-winning schools, first-class shopping and quiet suburban neighborhoods, along with taxes that are consistently below the national average. •

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art facility marks the launch of Progress Park, a 52-acre business and life sciences development.

“This is a vital step in our goal to be a top global animal health company, and we look forward to a long, successful relationship with the city of Greenfield,” said Jeff Simmons, president of Elanco, a division of Eli Lilly and Co.

The global headquarters will encompass about 130,000 square feet on 20 acres, leaving 32 acres for additional development. The park, when completed, could accommodate up to 400,000 square feet of business space.

“The location of this facility on Greenfield’s north side helps open the door for other companies seeking to join the city’s emerging business growth,” said Greenfield Mayor Brad DeReamer.

In August 2009, Covance, one of the world’s largest and most comprehensive drug development contract manufacturing services companies, received tax incentives that should lead to an additional 315 jobs at its Greenfield Laboratories.

The company plans to pay an average annual salary of \$60,000, plus benefits, for jobs ranging from support staff and

technicians to scientists and management. Some of the jobs would support growth in Covance’s Biomarker Center of Excellence in such areas as nutritional chemistry and analytical services.

In 2008 Covance purchased the laboratories from Indianapolis-based Eli Lilly and Co. for \$50 million and an agreement that Lilly would give Covance \$1.6 billion worth of drug-development business over the next 10 years.

To build on these economic successes Hancock County created a tax increment financing district that encompasses eight business parks in and around the Mt. Comfort corridor. The county will widen Mt. Comfort Road to four lanes to provide better access to nearby Interstate 70. Preliminary engineering has already started, according to Dennis Maloy, executive director, Hancock Economic Development Council.

To provide a shot in the arm for downtown businesses, last year the Hancock Economic Development Council and the Greenfield/Hancock County Chamber of Commerce helped establish Greenfield Main Street Inc. By addressing design, promotions, organization and economic restructuring, the Main Street program gives small towns a formula to revitalize their downtowns, says Candace Hudziak, the organization’s president.

“It’s helpful for a community to latch onto something proven to be successful,” Hudziak, says. “I’m really glad Greenfield and the community have come out strong and supported us.”

“Last year we were still trying to get our legs under us,” she says. “This year we’re going to start working on each specific part of the program. We have a blueprint and a vision for 2010.”

Greenfield Main Street will be able to build on a strong base of cultural events. Each year Greenfield celebrates its famous native son with the Riley Festival, a four-day event that begins the first Thursday in October and celebrates the life and works of poet and author James Whitcomb Riley. The city also holds an eight-week summer concert series on the courthouse plaza.

Recognizing the importance of creativity within a community, the Hancock County Arts & Cultural Council works to support and promote the arts, education and cultural activities. An emerging arts district in downtown Greenfield boasts several galleries, a performing arts venue and a monthly Second Friday event to showcase local artists.

Hancock County’s exceptional quality of life has made it attractive to the clean tech and life science companies who depend on creative, well-educated workers to invent tomorrow’s technologies. •