

NORTHEAST  INDIANA



Leadership Letter

A year ago, we used this space to raise awareness about the challenges our region faces and the clear need for the Regional Partnership. We had completed a successful investment campaign and our leadership had coalesced.

Hiring a staff, developing a regional strategy, producing a detailed marketing plan, conducting a target industry analysis and launching a website—all at the same time—consumed much of 2007. Indeed, our activities extended far beyond the planning stages. In May, the Regional Partnership represented northeast Indiana on the first of two trade missions to Europe led by Governor Daniels. With our strategy and operations now in place, we are in high gear, pursuing leads and prospects for new investment.

Naturally, we could not have accomplished all that we have without the support and participation of the business and economic development leaders throughout the region. In 2007, we proved that by working together, we can achieve our goals. We are more effective as a region than a collection of independent efforts.

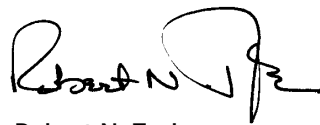
This does not mean we can afford to rest on our laurels. While the Regional Partnership continues to represent the “product” of northeast Indiana, we have an imperative to invest in that product. This will require increased support for education, workforce development, infrastructure and site development. It will take forward thinking and bold initiatives to keep pace with growing national and international competition.

As we complete another year, we offer our deepest thanks to our investors, board members, public officials and local economic development leaders. Much has been done together, much more remains to be done.

Sincerely,



Timothy J. Haffner
Chairman of the Board
Baker & Daniels, LLP



Robert N. Taylor
Chairman of the Investor Board
Do it Best Corp.



My firm specializes in orthopedic informatic products, and a majority of my potential customers are within a 100-mile radius of Fort Wayne. Here, I found highly-trained workers and sophisticated senior management talent. We also found superior marketing, banking and legal support with exceptional personal service.

Robin Young
PearlDiver

The quotes you'll see throughout these pages are from business leaders who chose to locate in northeast Indiana during 2007.



This year has been about building a foundation and establishing a firm footing with comprehensive planning. And yet, while we were planning, we also knew that we had to begin to build visibility. There was no time to wait. We had to get “on the road.” We had to start telling our story.

Understanding Perceptions

We began in January with the completion of the regional and external perception analysis. This information was critical to understanding how we view ourselves and how others see us—and, most importantly, understanding the differences. At the same time, the initial framework for the website was built by our partners at Cirrus ABS. In addition, search activities began for the business development team.

In February, we went live with the launch of the initial website. February also marked the first annual investor board meeting. Bob Taylor, CEO of Do it Best, was elected by investors to chair this board, and Chuck Surack, CEO of Sweetwater, was endorsed as the investors' first at-large member.

January
Perception Study completed

January
Target Industry and Regional Strategy interviews underway

Cultivating Relationships

Work continued in parallel on the target industry analysis, marketing plan and regional strategy. In March, Grant and Wabash counties joined the Regional Partnership by action of the Board of Directors. These counties added diversity of assets and breadth of economic development experience to expand the reach and scope of the region.

During the target industry analysis, 6,000 road miles were covered as we met with LEDOs and county stakeholders throughout the region. Eleven counties were surveyed and included in the analyses. By May, both the regional strategy and cluster studies were completed by the Community Research Institute and Whittaker Associates. Meanwhile, Ferguson Advertising added finishing touches to the marketing and internal communications plans. Weekly communications and ad hoc committees were utilized throughout the process to ensure that our efforts were integrated every step of the way.

With marketing materials still hot off the presses, John Sampson set out for Europe with partners from across the state on a trade mission to Germany and the United Kingdom to nurture existing relationships and build new relationships with vital overseas interests.



Numerous factors weighed in our decision to locate our global headquarters in Marion, Indiana, including the low cost of utilities, the availability of fiber optics, a city-wide WiFi network and the resources of the many nearby universities. Veriana will demonstrate a model for corporate "onshoring" versus the outsourcing that is often done in this field.

Rob Swagger
Veriana Networks, Inc.



A New Identity

In June, Nathan Feltman, Indiana Secretary of Commerce, and new Vice President for Business Development, Dean Barber, joined regional stakeholders at the annual Pokagon Industrial Conference for the unveiling of the Regional Partnership's new name, regional strategy, marketing plan and brand details.

We took advantage of many business development opportunities, including two state-sponsored sales trips to New York and Chicago and a second trade mission to Japan. Regional tradeshows and conferences were added to the list of target locations to identify prospects and relationships. The Regional Partnership team was also completed with the addition of Project Manager, Dale Buuck and Marketing Manager, Erica McCutchan, along with Kiesi Bouger, Operations Associate.

With a new feature to our website, we achieved a national "first." A collaboration between Cirrus ABS, ED Solutions and GIS Planning, resulted in the first-ever use of Google Earth and Google Maps to search and display building and sites demographics and workforce data. While this function went "live" in August, an October public launch created the awareness for regional stakeholders. A direct mail campaign and site selector interviews were conducted to get immediate feedback on the new tool.

February
Website Launch, phase 1



February
First Annual Investor Meeting held, Board of Directors elected, Investor Board Chair, Bob Taylor elected, At-Large Investor Board Member Chuck Surack approved.

March
Grant County and Wabash County join the Partnership

May
Draft one of the Regional Economic Development Strategy complete

May
Northeast Indiana Target Industry Study complete



May
John Sampson joins the IEDC on the Trade Mission to Europe

Tracking Our Progress

By September, the first regional e-newsletter was published, beginning a monthly periodical. This communication tool allows both internal stakeholders and external clients to stay abreast of regional developments. Lincoln Schrock, a long time friend and leader for the region, left the Regional Partnership in October. His selfless dedication and commitment to serving the needs of our region will long be remembered. We were honored by his service.

To close out the year, the Regional Partnership implemented a scorecard to record metrics that are important to tracking leads and projects as they develop. The scorecard captures the details so that we may measure the productivity of each of our efforts: conferences, tradeshows, the website, relationships with site selectors and “suspect” companies developed from leads through our business development efforts and the WALT leads. The results revealed by these metrics provide direction for our focus in future months and years.



Moving Forward

Where do we go from here? Simply put, our focus will become more targeted and aggressive to develop business leads. We have set a more comprehensive schedule for conferences, industry tradeshows and website marketing. Focus group testing of targeted industries will also provide insights into opportunities for business development.

While the directors, LEDOs and staff of the partnership were pleased with our progress in 2007, much more work remains to achieve our ambitious goals. Alone, this task would be impossible, but together, the future is bright.

The geographic proximity to the renowned and respected IPFW (Indiana University-Purdue University Fort Wayne) will allow us to leverage the technical resources available at the university. This represents a first step in what we hope will be a long-term relationship with Fort Wayne and the State of Indiana.

John Sofia
American Axle & Manufacturing



June
New brand and name announced at Pokagon

June
The Partnership enlists the help of GIS Planning

September
Business Development Project Manager, Dale Buuck joins the RP staff



June
Dean Barber joins the staff as VP, Business Development

June
RP begins receiving leads from Whittaker Associates

July
Marketing Manager, Erica McCutchan and Operations Associate, Kiesi Bouger join the RP staff

August
Sites & Buildings database goes live

September
John Sampson joins the IEDC and Governor on the Trade Mission to Japan



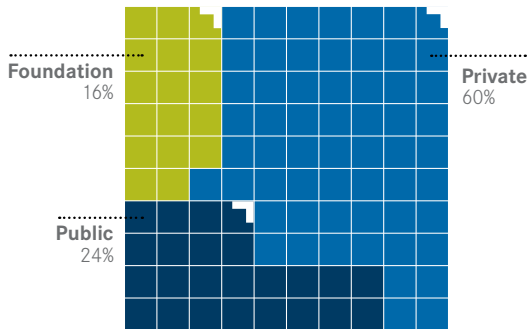
September
The Partnership with Ruffolo Benson hosts the Northeast Indiana Venture Capital Symposium with tremendous success –75 attendees

September
The Partnership’s first monthly e-newsletter goes out to regional stakeholders

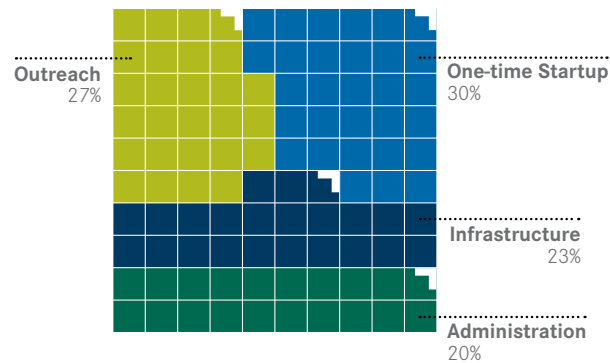
**NORTHEAST INDIANA REGIONAL PARTNERSHIP
CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

**NORTHEAST INDIANA FOUNDATION
CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

2007 REGIONAL PARTNERSHIP INVESTMENTS



2007 REGIONAL PARTNERSHIP OPERATING EXPENSE



Outreach includes Business Development and Marketing

Infrastructure includes Target Industry Development and LEDO Capacity Building

Northeast Indiana Regional Partnership

Year ended December 31, 2007 (unaudited)

ASSETS

| | |
|---|----------------------------|
| Cash and Cash Equivalent | 861,807.47 |
| Property and Equipment | 148,446.14 |
| <small>(2007 accumulated depreciation of \$32,171.19)</small> | |
| Other Assets | <u>7,370.12</u> |
| Total Assets | <u>1,017,623.73</u> |

LIABILITIES

| | |
|---------------------------|-------------------------|
| Current Liabilities | 27,634.96 |
| Other Current Liabilities | <u>25,903.41</u> |
| Total Liabilities | <u>53,538.37</u> |

EQUITY

| | |
|-------------------------------------|----------------------------|
| 2006 Retained Earnings | 886,346.68 |
| Net Income | 77,738.68 |
| Total Equity | <u>964,085.36</u> |
| Total Liabilities and Equity | <u>1,017,623.73</u> |

October

E-newsletter distributed monthly, including a larger distribution to prospect companies and site selection consultants

Northeast Indiana Foundation

Year ended December 31, 2007 (unaudited)

ASSETS

| | |
|--------------------------|--------------------------|
| Cash and Cash Equivalent | <u>649,651.25</u> |
| Total Assets | <u>649,651.25</u> |

LIABILITIES

| | |
|--------------------------|-------------------------|
| Current Liabilities | <u>25,500.00</u> |
| Total Liabilities | <u>25,500.00</u> |

EQUITY

| | |
|------------------------|--------------------------|
| 2006 Retained Earnings | 631,357.02 |
| Net Income | <u>(7,205.77)</u> |
| Total Equity | <u>624,151.25</u> |

| | |
|-------------------------------------|--------------------------|
| Total Liabilities and Equity | <u>649,651.25</u> |
|-------------------------------------|--------------------------|

The Northeast Indiana Foundation made important strides towards increasing regional capacity for community development activities in its support of the Regional Partnership in 2007. The NIF funded a variety of charitable programs including:

Regional Partnership Grants

- Regional Economic Development Strategy
- Targeted Industry Study
- Regional ED Forum
- Quality of Life Website

LEDO Development Grants

- Huntington County UED – Strategic Planning
- The Alliance – Website Development
- Grant County EGC – Website & Capacity Development
- EDG of Wabash County – Website Development
- Noble County EDC – Website & Marketing Development

Other Grants & Charitable Programs

- Pilot Research Program
- IPFW, Office of Univ. Engagement
"Opportunity of Indiana" Grant
- Data Support – NIRP Website
- Office & Industrial Park Asset Inventory
- Dry Run Project
- ExecutivePulse
Business Retention & Expansion Program

October

Public Website Launch, phase 2

October

Longtime Economic Development Director, Lincoln Schrock retires to pursue other interests (announced in May)



December

The Partnership partners with Baker & Daniels to host the Economic Development & Redevelopment Seminar with great success – 40 attendees

INVESTORS

Platinum Division

Do it Best Corp.
Independent Alliance Banks
Indiana Michigan Power
JPMorgan Chase
Lutheran Health Network/Triad
Parkview Health Systems
Pizza Hut of Fort Wayne
STAR Financial Bank
Steel Dynamics, Inc.
Tower Bank
Verizon
Wells Fargo Bank N.A.

Gold Division

Baker & Daniels
Equity Investment Group
Farmers State Bank
Fort Wayne Metals Research Corp.
Hylant Group
Lake City Bank
NEI Touchstone Energy Cooperatives
OmniSource Corporation
Time Services
Vera Bradley Designs

Silver Division

Brooks Construction
Building Contractors Association
CBRE/Sturges
Community State Bank
Crowe Chizek and Company LLC
Mike Thomas & Associates
NAI Harding Dahm
NEI Construction Advancement
Foundation
Ottenweller Co., Inc.
Peoples Federal Savings Bank
Shindigz
The Zacher Company

In-Kind

Ferguson Advertising, Inc.
Indiana Tech
Revision LLC

Small Business Division

Accountable Solutions, Inc.
Automation Engineering, Inc.
Barnes & Thornburg
Better Business Bureau
BND Commercial
Briner Building, Inc.
Cirrus ABS Corporation
Comcast
Commercial Filter Service, Inc.
Crossroads Pantry, Inc.
Current Mechanical
Custom Coating, Inc.
Dan's Fish Fry Service
Don R. Fruchey, Inc.
Duke Energy
Enzyme Consultants, Org.
EPCO Products, Inc.
Glenbrook Dodge Hyundai
GRS & Associates
Health Insurance, Inc.
Irmscher Construction
J. H. Specialty, Inc.
J.O. Mory, Inc.
John Nigro
L.A. Express Ltd.
Ligonier Telephone Co., Inc.
Lupke Rice Insurance & Financial
Services
marketshare+ incorporated
Martin Goldstein Knapke
Master Consultants, L.P.
Michael Kinder & Sons
MSKTD & Associates
Multi-Plex, Inc.
Price's Laundry Inc.
Ramcorp, Inc.
Raymond James & Associates
Rea Magnet Wire
Richard K. Brooks & Associates
S&H Metal Prod., Inc.
Sperry Van Ness
Stanley Steamer
Thumbs Up Glove and Safety, Inc.
Waterfield Capital, LLC
Wells Business Development
Zoom Information Systems

Public Support

Adams County
Allen County
City of Auburn
City of Fort Wayne
City of Garrett
DeKalb County
Grant County
Huntington County
LaGrange County
Noble County
Steuben County
Town of St. Joe
Town of Waterloo
Wabash County
Wells County
Whitley County

Foundation Support

Dekko Foundation
English-Bonter-Mitchell Foundation
Lincoln Foundation
Olive B. Cole Foundation
NiSource
Edward Wilson Foundation
Steel Dynamics Fund
*Community Foundation of
Greater Fort Wayne*
Howard P. Arnold Foundation
Verizon Foundation

BOARD OF DIRECTORS AND OFFICERS

Board of Directors

Mark Becker
City of Fort Wayne

Andrew Briggs
Bank of Geneva

Bill E. Brown
Allen County Commissioner

Keith E. Busse
Steel Dynamics, Inc.

Mayor Ted Ellis
City of Bluffton

Steve Ford
Ford Meter Box

Scott Glaze
Fort Wayne Metals Research Products Corp.

Jerry Helvie
Huntington County Commissioner

Jill P. Korte
Indiana Michigan Power Co.

Larry Macklin
*Adams County Economic
Development Corp.*

Charles Mason
Parkview Health Systems

Kurt Mattox
Wells Fargo Bank Indiana N.A.

Mayo Sanders
Steuben County Commissioners

Mayor Wayne Seybold
City of Marion

Rick Sherck
Noble County Economic Development Corp.

Robert N. Taylor
Do it Best Corp.

Mayor Norm E. Yoder
City of Auburn

Rob Young
*Fort Wayne-Allen County Economic
Development Alliance*

Honorary Board Members

Maclyn T. Parker
Baker & Daniels

Thomas Rethlake
Whitley County Commissioner

Advisory Board

Gene A. Donaghy
Northeastern REMC

Kirk C. Kemmish
NE IN Corporate Council

Tom Leedy
Dekko Foundation, Inc.

Mark Royse
Allen Co. Dept. of Planning Services

John Sampson
Northeast Indiana Regional Partnership

John Stafford
*Community Research Institute
Indiana University-Purdue University
Fort Wayne*

Andrew J. Welborn
Baker & Daniels

Officers

Chairman of the Board
Timothy J. Haffner
Baker & Daniels

Vice Chairman
James Marcuccilli
STAR Bank

Secretary
Erica Dekko
*LPL Financial Services
Dekko Investment Services*

Treasurer
Joe Pierce
Farmers State Bank

Northeast Indiana Foundation Board of Directors

Gene Donaghy
Northeastern REMC

Timothy Haffner
Baker & Daniels

Carl Miller
Wells Fargo Bank Indiana N.A.

Maclyn Parker
Cole Foundation

John Sampson
Northeast Indiana Regional Partnership



NORTHEAST  INDIANA
Regional Partnership

300 East Main Street
Suite 210
Fort Wayne, IN 46802

chooseNEindiana.com