





www.BloomingtonEDC.com



2024 BEDC ANNUAL REPORT

Bloomington, Ellettsville, and Monroe County are at a pivotal moment as we look to the future – and the BEDC is already responding.

Traded sector employers have invested \$751 million in Monroe County since 2020 on BEDC-supported business expansion and attraction projects. This happened on the backdrop of wage growth, as private sector average hourly wages grew from \$21.64 in January 2020 to \$29.71 in December 2024 for the Bloomington metropolitan statistical area (MSA). I-69 was completed during this window, opening a literal innovation corridor that runs from Indianapolis to NSWC Crane. Our life sciences sector is thriving, highlighted by Simtra BioPharma Solutions' recent growth and Novo Nordisk's acquisition of Catalent, while we've seen other companies expand and grow.

Talent is critical to a vibrant future. However, we have work ahead to ensure our community remains competitive. Monroe County and Indiana's population growth has slowed due to an aging population and falling birthrates, which mirrors national trends. While this is a challenge for employers and community leaders, there are bright spots. Locally, Indiana University Bloomington's enrollment grew to 48,424 students in 2024. The Town of Ellettsville is bucking broader trends, with an overall growing population and solid working age population. (Visit <u>bloomingtonedc.com</u> for more data).

Quality jobs, attainable housing, and strong quality of life are critical to ensuring we attract and retain the best talent and employers for economic vitality.

This is why the BEDC launched its <u>2024-2026 strategic plan</u> to address these community needs, informed by our earlier brand audit and Economic Vitality Project (EVP). Communities are defined by their vision, how they leverage their assets, and how they collectively tackle their challenges. We have many assets to build on across Monroe County, as reflected in this strategy.

Thank you to the many <u>BEDC members</u> and partners who have joined us in tackling these community needs. This 2024 BEDC annual report is an update on our progress, while outlining goals and objectives for what's next.

Let's continue building our future together.

ABOUT THE BEDC

The BEDC's vision is to be the economic catalyst for a prosperous resilient community. Our mission is to drive innovative economic development practices that advance our community's competitive edge.

The <u>Bloomington Economic Development</u> <u>Corporation (BEDC)</u> is a nonprofit dedicated to economic development strategy and the retention,



development, and attraction of quality jobs in Monroe County, Indiana. The BEDC has over 100 members representing the private, local government, nonprofit, and educational sectors. The BEDC is funded through memberships and grants from the private sector, Monroe County, the City of Bloomington, the Town of Ellettsville, and Indiana University.

We're committed to ensuring the long-term success of our community, members, and partners.

WHAT IS ECONOMIC DEVELOPMENT?



Economic development fosters conditions for prosperity. It works to sustainably increase prosperity and quality of life for communities. It is not growth for the sake of growth. The field focuses on creating a better economic future for all by enabling individuals, companies, and communities to work together.



BEDC GOVERNANCE & MEMBERS

The BEDC is supported largely by its members. As of December 2024, the organization has 56 Board Members, 53 General Members, and 7 Special Members, for a total of 116 members.

2025 BEDC OFFICERS



Tyce Carmichael Chair Weddle Bros Construction



John Gernand Treasurer FORVIS Mazars



Valerie Peña 1st Vice Chair Indiana University



Ron Walker Secretary CFC Properties



Paul Quick 2nd Vice Chair Smithville Communications



Sarah Rogers Immediate Past Chair IU Credit Union

The BEDC's work is also guided by an executive committee composed of the BEDC officers, plus ex-officios and liaisons that include:

- City of Bloomington Mayor Kerry Thomson, Councilmember Isak Asare, and Economic and Sustainable Development Department Director Jane Kupersmith
- Monroe County Commissioner Jody Madeira and Councilmember Trent Deckard
- Town of Ellettsville Manager Michael Farmer and Councilmember William Ellis

BOARD MEMBERS

Bailey & Weiler Design/Build **Big Red Liquors** Bloomington Board of Realtors **Building Associates** Cassady Electric Novo Nordisk Century 21 Scheetz CenterPoint (formerly Vectren) **CFC** Properties City of Bloomington Comcast Comprehensive Financial Consultants Cook Medical Indiana University Credit Union **Duke Energy** Electric Plus First Financial Bank **FORVIS Mazars** Greater Bloomington Chamber of Commerce German American Bancorp Harrell-Fish, Inc. Hoosier Energy Folia Hoosier Hills Credit Union Hurlow Wealth Management

Simtra BioPharma Solutions Hylant IMI/E&B Paving Indiana University **IU Credit Union** IU Health-Bloomington Ivy Tech Community College -Bloomington Monroe County Commissioners Monroe County Airport Matrix Integration Monroe County Council Old National Bank Oliver Winerv Paganelli Law Group Rumpke Waste Management Owen County State Bank **RE/MAX Realty Professionals** PHOENIX Rogers Group Inc. Rogers Group Investments, Inc. Greater Bloomington Chamber of Commerce Smithville Communications South Central Indiana REMC

The Peoples State Bank Town of Ellettsville TRISTAR VET Environmental Engineers Visit Bloomington Weddle Bros. Construction

S P E C I A L M E M B E R S

Community Foundation of Bloomington & Monroe County

Indiana Small Business Development Center

Monroe County Community School Corporation

Richland-Bean Blossom Community School Corporation

Regional Opportunity Initiatives

United Way of South Central Indiana

South Central Region 8 Workforce Board

GENERAL MEMBERS

Acacia Investments, LLC Baird Bill C. Brown Associates Bloomington Health Foundation Bloomington Meadows Hospital Bloomington Regional Rehabilitation Hospital Blue & Co., LLC Bynum Fanyo **Cancer Support Community** CarDon & Associates Constellation Stage & Screen **Dimension Mill** Downtown Bloomington, Inc. Even Automation, LLC F.A. Wilhelm Construction

- F.C. Tucker Bloomington. Realtors Figg Property Group LLC First Financial Group Force Construction Great West Casualty Co. JC Bank John Bethell Title Company, Inc. JS Held Keystone Construction Loren Wood Builders Milestone Contractors L.P. NAVSEA NHanced Semiconductors Patriot Engineering and Environmental, Inc. Polycor
- Proveli Public Investment Corporation Schmidt Associates Singota Solutions Smith Design Group Sponsel CPA Group, LLC Tabor/Bruce Architecture & Design TASUS Corp TEXIN The Language Conserveancy United Consultants Warrant Technologies Wininger Construction WS Property Group



BEDC STAFF

The BEDC is supported largely by its members. As of December 2024, the organization has 56 Board Members, 53 General Members, and 7 Special Members, for a total of 116 members.

- Jennifer Pearl, President
- Clark Greiner, Business Development Director
- Stacie Marotta, Communications & Membership Director
- Kristi Wasson, Operations Manager

2024 BEDC SPONSORS

Thank you to the BEDC's sponsors, who go above and beyond their membership to invest in BEDC initiatives throughout the year.





2024-2026 BEDC STRATEGIC PLAN

In 2024, the BEDC launched a <u>three-year strategic plan</u> charting a path toward economic vitality and growth in Monroe County, Bloomington, and Ellettsville. The five pillars of the 2024-2026 BEDC Strategic Plan are:



Business Retention and Expansion

Support existing employers to ensure they thrive, grow quality jobs and wages, and increase investments in the community.



Business Attraction

Attract new employers to our community. Industries ebb and flow over the decades, so it is critical to ensure we develop future-focused jobs in emerging industries.



Sites and Advocacy

Ensure we have buildings and sites ready to accommodate new and existing employers. Streamlined zoning, infrastructure, and permitting are critical site readiness factors. Advocate for housing to attract and retain a strong workforce.



Economic Vitality Project (EVP)

We envision Monroe County, Bloomington, and Ellettsville as an epicenter for innovation and creativity in the state and region, where everyone can thrive. The EVP tracks and communicates community metrics related to economic vitality while fostering collaboration to move the needle on areas of need.



BEDC organizational growth

Grow BEDC members, partners, and resources to most effectively serve the community within the above pillars.



Approach to business retention, expansion, and attraction

The BEDC works to grow <u>traded sector clusters</u>, which are groups of industries that sell their products and services outside of our region. This brings income into the local economy and contributes to regional economic vitality. The BEDC focuses on the following industry clusters across our community:



Life Sciences ex: Cook Medical, Novo Nordisk, Simtra BioPharma Solutions, Singota Solution



Technology

ex: ~35 local tech companies, The Forge, and The Kiln



Defense

ex: TRISTAR, Warrant Technologies



Advanced Manufacturing

ex: PHOENIX, TASUS



ex:NHanced Semiconductors



2024-2026 BEDC Strategic Plan – goals and metrics:

The BEDC measures progress on our strategic plan through these topline goals and metrics:

Business Retention and Expansion	Metrics as of Jan 2025	Progress to 2026 goal	Additional notes
Complete 12 business retention/expansion (BRE) projects	2 BRE projects	16%	February 2024 Simtra expansion March 2024 Catalent layoffs - BEDC provided workforce resources
Representing \$275M in capital expenditures	\$250M	82%	Spring 2024 Simtra \$250M expansion
Representing 300 jobs with traded sector employees	130	43.33%	Spring 2024 Simtra commitment of 130 jobs

Business Attraction	Metrics as of Jan 2025	Progress to 2026 goal	Additional notes
Obtain 6 visits from prospective employers or projects	6	100%	6 visits in 2024 from prospects in tech, manufacturing, and real estate sectors.
Attract 2 employers providing above-average private sector hourly wages	in progress		1 active business attraction project as of January 2025. Projects typically have a 1-2 year lead time.
Establish a baseline and increase quality business attraction leads		25%	Developing a microelectronics business attraction strategy with area partners.

Sites & Advocacy	Metrics as of Jan 2025	Progress to 2026 goal	Additional notes
Site details: Compile details and evaluate top sites, while deepening relations with property owners.	1M+ SF buildings 1k+ AC greenfield	10%	Engaged with 8 sites, collecting site and utility data: 1. Property (750k SF) 2. SJ Foods (50k) 3. Acuff (52k) 4. 1663 Liberty (51k) 5. Vernal/Curry (20k) 6. Trades Admin (18k) 7. The Forge (11k) 8. Distribution/office (11k) 9. Coca-Cola building (56k) Greenfield 1. Fullerton Pike (87 AC)* 2. Ellettsville West (300+ AC) 3. Monroe Co. Airport (420 AC) 4. Pinnacle Bus. Park (19 AC) 5. Tapp Road (100 AC)* 6. Trades District (12 AC) 7. Vernal site (58 AC) 8. Woodyard/Vernal (53 AC)
Site advocacy: Advocate for employment and housing sites.	Focus on: Zoning (CDO), TIF (Ellettsville and Curry Pike), housing, sewer	33%	In 2024, the BEDC facilitated a coalition of local partners around: July 2024 - Stormwater forum Sept 2024 - <u>CDO white paper</u> + forum.
			Jan 2025 - Ellettsville Wastewater Plant Small Talk to discuss sewer
BREA-sites committee: Launch a business retention, expansion, attraction sites working committee.		10%	Working with individual partners. Group to come as we gather more sites in our inventory.



Economic Vitality Project (EVP)	Metrics as of Jan 2025	Progress to 2026 goal	Additional notes
Scorecard: Lead stakeholder engagement on an EVP scorecard.		30%	Created a <u>community scorecard</u> to track ongoing metrics for community economic vitality. Ongoing updates and promotion.
BEDC-led tasks: Finalize BEDC-led parts of the plan.		100%	BEDC tasks encapsulated in the <u>BEDC Strategic Plan</u>
Partnerships: Explore an Economic Development District (EDD), connect with EVP sponsors, and identify scorecard partners.		15%	Currently pursuing an <u>EDD</u> <u>designation</u> with Owen County, Brown County, and ROI to enable regional economic development collaboration and access federal funds. Builds on earlier EVP work.
CEDS-equivalent document: Outline an overall plan of action and metrics within one document.		5%	Revising approach based on the above developments.

BEDC Organizational Growth	Metrics as of Jan 2025	Progress to 2026 goal	Additional notes
BEDC business plan: Adopt a business plan that grows revenue to \$700K		30%	2025 projected revenue \$646,031
BEDC partnerships: Deepen board and member relationships		100%	Jan 2025: Small Talk on sewer Dec 2024: HR Roundtable launch 2024: Three Small Talks hosted to deepen economic development conversations & feature BEDC members 1117 touch points with members and partners in 2024.



FEATURED BEDC PROJECTS & INITIATIVES

Simtra BioPharma Solutions Expansion

In 2024, Simtra BioPharma Solutions announced a significant expansion of its Bloomington, Indiana, manufacturing campus, including:

<u>A \$250+ million facility expansion in Bloomington</u> to add syringe fill lines, increase lyophilization capabilities and support clinical-scale production.

- A new 150,000-square-foot facility
- 130+ new, high-skilled jobs with average annual salaries of \$72,000
- The project has received support from Indiana's Regional Economic Acceleration and Development Initiative (READI) 2.0, which allocated \$500,000 for public sewer infrastructure upgrades essential for the new facility.
- Construction began in June 2024 and is anticipated to continue through late 2026.

The BEDC supported Simtra leading up to this announcement – helping the company to navigate local government approvals; apply for incentives and READI funds; and prepare for their groundbreaking with Governor Holcomb and local officials. This development underscores Simtra's commitment to the Bloomington community and its role in advancing Indiana's life sciences sector.





Life sciences promotion

In 2024, the BEDC deepened local life sciences future workforce engagement through an annual life sciences reception for the IU community and the continuation of workforce tours, with the IU Kelley School of Business - Center for the Business of Life Sciences.

70+ IU students participated in the February 2024 reception featuring Cook Medical, Catalent, Simtra, and Boston Scientific.

Employer tours

BEDC employer tours continued in 2024 to create and deepen awareness of local life sciences employers and advanced manufacturing companies among students, faculty, and staff at our higher education institutions.

Four tours were conducted for IU students, faculty, and staff at:



Approximately 80 students and faculty participated in these tours, resulting in....deeper collaboration between IU faculty and companies. The tours connected pathways for intern programs and expanded greater awareness across the student body about the community's largest employers.

Life sciences tours were done in collaboration with the IU Center for the Business of Life Sciences at the Kelley School of Business, with linkages to the IU College of Arts & Sciences and the IU Career Resource Centers and Ivy Tech's workforce development team. **The PHOENIX tour was featured during Innovation Week in collaboration with The Mill.



SITES & ADVOCACY

Monroe County Development Ordinance (CDO)

In 2024, the BEDC engaged deeply in the Monroe County Development Ordinance (CDO) process, as the CDO guides development locations, scale, density, and types in the areas outside of Bloomington and Ellettsville. The last full CDO update was in 1997.

In late September and early October, we submitted a white paper and public comments at

the County's CDO hearing. Land use for employment and housing was a central focus of the white paper, informed by over 80 members and collaborators. The white paper was written with our partners at BASCI, the Bloomington Board of Realtors (BBOR), Greater Bloomington Chamber of Commerce, Greater Ellettsville Area Chamber of Commerce, and Habitat for Humanity of Monroe County.

In December, Monroe County approved the County Development Ordinance, with around a dozen items tabled for later updates. About half of these items were raised in the white paper, including items on sliding scale subdivisions, landscaping, open space requirements, karst, and sewer requirements.

Our working group is continuing to engage with CDO amendments into 2025.







The Forge

In November 2024, <u>The Forge</u> opened in the Trades District – a significant milestone for an earlier BEDC project. This 21,000-square-foot Class A office building fosters collaboration and creativity among tech companies, researchers, and innovators. It is part of a broader strategy to position the Trades District as a regional innovation hub.



The Mill has led The Forge's development and oversees its management. A \$16 million grant from Lilly Endowment Inc, awarded to the IU Foundation in 2024 through the College and Community Collaboration (CCC) program, will accelerate the surrounding district's transformation.

The BEDC worked with the City of Bloomington in 2020-2021 to land a \$3.5 million in initial funding for The Forge from the U.S. Economic Development Administration (EDA), backed by \$9.3 million in matching funds from the City and its Redevelopment Commission. Thank you to the many partners who contributed:

- The Dimension Mill
- Weddle Bros. Construction Companies (construction management)
- STUDIOAXIS
- 5 Prime Contractors
 - E&B Excavating
 - Building Associates
 - Multicraft Fire
 - 。HFI
 - Woods Electric

Thank you to U.S. Senator Todd Young, Senator Mike Braun and Indiana University, President Pamela Whitten, and the many other civic leaders who have supported this important project from it's inception.



Property Inventory

In 2024, the BEDC continued to inventory sites for business retention, expansion and attraction. As of early 2025:

- Over 1 million square feet of buildings and -
- 1,000+ acres of greenfield space
- · Were available across Monroe County for employment development.

These sites are a critical foundation of the BEDC's developing business attraction strategy for industries like microelectronics, connected to our area's local strengths in fields like AI, machine learning, and quantum computing.



For more information on available sites & properties, visit the BEDC Website.



ECONOMIC VITALITY PROJECT

Communities thrive from a strong shared vision, identity, and coordinated investments to advance economic vitality. The BEDC launched the EVP beginning in 2022 to better understand the community's strengths, challenges, and where we can collaborate to achieve this shared future. The EVP gathered 630+ community survey responses; convened 140+ community participants in committees, focus groups and interviews; and reviewed 40 existing plans from across Monroe County.

The EVP continues to guide our work and to date has resulted in:



- An ongoing community scorecard, to frame for local decision makers what community investments are needed and why.
- The creation of 2024-2026 BEDC strategic plan, which was informed by needs that emerged through the EVP.

In 2024-2025, the BEDC is building on EVP findings to pursue an Economic Development District (EDD) designation with Owen County and Brown County, in collaboration with Regional Opportunity Initiatives (ROI):

- EDDs can transform a region because they lead economic development planning and implementation across multiple counties and sectors.
- They are federally designated regional entities that lead economic development planning, funding, and implementation across multiple counties and sectors. They establish a strategic blueprint known as a Comprehensive Economic Development Strategy (CEDS).
- EDDs open the door to federal funds for economic development.
- Monroe, Owen, and Brown Counties are among the 7 counties in Indiana that are NOT currently in an EDD, which means our communities are missing out on opportunities and potential grant dollars.

SERVING BEDC MEMBERS AND DEEPENING PARTNERSHIPS

The BEDC accomplished the following to better serve BEDC members and deepen relationships with our partners:

- Launched the <u>new BEDC website</u> and brand in spring 2024 to more effectively promote our community and share local data. The BEDC new website *ranks #4 in the nation* among the best Economic Development Sites.
- Hosted Indiana's gubernatorial candidates at the State of the Bloomington Regional Economy in June and County Commissioner Candidates at a forum in April to inform local voters and advance discussions around economic development.
- Convened a **Stormwater Panel** in July to inform local partners about changes to local regulations, featuring Monroe County, City of Bloomington, and Town of Ellettsville representatives.
- Held 3 Small Talk sessions: Cyber Sips & Strategy, Shaping the Future of Manufacturing, & Arts: The game-changer for attracting top talent.
- Launched a **roundtable for executive-level HR professionals** from the BEDC community to discuss workforce challenges while growing mutual support among HR leaders.





JANUARY BOARD MEETING - 1/15/25 ANNUAL MEETING - FEBURARY - 2/19/25 - 11AM March Board Meeting - 3/26/25 April Board Meeting - 4/16/25 May Board Meeting - 5/21/25 AUGUST BOARD MEETING - 8/20/25 SEPTEMBER SPECIAL MEETING - 9/17/25 - 4PM October Board Meeting - 10/15/25 November Board Meeting - 11/19/25 MIX MINGLE & JINGLE - 12/17/25 - 4PM

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STATE OF THE BLOOMINGTON REGIONAL ECONOMY - 6/18/25 - 11AM

ALL BOARD MEETINGS START AT 8:00AM RED DENOTES ALL MEMBER MEETINGS

For more information

SMAROTTA@BLOOMINGTONEDC.COM

APPENDIX - HISTORICAL PERFORMANCE

The following projects have been supported by the BEDC since 2020, benefitting workers and investment across our community.

Year	Entity	Planned Capital	Summary
2020	Ernest Health	\$18,462,038	Ernest Health invested in the construction of a new \$20-million inpatient rehabilitation hospital, called the Bloomington Regional
2020	Ernest Health	\$1,318,896	Rehabilitation Hospital. By the third year of operation, it is estimated that 110 new jobs would be created with an average salary of \$64,000 a year.
2020	Proveli	\$2,000,000	Proveli purchased Hall Signs, announcing an investment of around \$4-million dollars. This investment could create up to 60 new jobs.
2020	Proveli	\$1,850,000	Investments including the expansion of their current building to allow for production, fabrication, storage, and added new equipment.
2020	КеНе	\$35,518,327	KeHE moved from their 2 Monroe County location(s) to a newly built 388,000 SF facility on the west side of Ellettsville. This is a state-
2020	КеНе	\$7,698,922	of-the-art food distribution facility with 80,000+ SF of freezer and refrigerated warehouse space.
2020	TASUS	\$904,440	This was a TASUS investment of nearly \$1 million dollars (\$904,440) in new equipment for converting and printing for the automotive industry. TASUS also added 8 new jobs

Year	Entity	Planned Capital	Summary
2021	Baxter/Simtra	\$35,836,128	Baxter invested in a high speed syringe filling line capable of filling up to 36,000 syringes per hour. This investment will also include new supporting process equipment, automated clean in place system, and a waste neutralization skid.
2021	Baxter/Simtra	\$5,000,000	Baxter invested in a high speed automated syringe inspection line capable of packaging up to 24,000 syringes per hour. This investment will support facility renovations.
2021	PHOENIX	\$20,000,000	PHOENIX invested in refurbishing the former Otis Elevator building as a SQF (Safe Quality Food) certified facility to produce plastic packaging.
2021	PHOENIX	\$20,250,000	PHOENIX invested in plastic injection molding machines, cap liner insertion machines, material blenders, stackers, palletizers, stretch wrap machines, cooling towers, chillers, lift trucks, air compressors, conveyors, cranes, and IT equipment.
2022	Catalent	\$10,000,000	In April 2022, Catalent announced an investment of \$10,000,000 in building improvements to expand their biologics drug substance and drug product manufacturing capabilities. Over the next couple of years they planned to add 1000 new jobs to the Bloomington community.
2022	Catalent	\$340,000,000	In order to expand their biologics drug substance and drug product manufacturing capabilities, Catalent invested \$340,000,000 in equipment at their Bloomington facility.

Year	Entity	Planned Capital	Summary
2022	Oliver Winery	\$12,600,000	By the end of 2026, Oliver Winery will invest \$12.6 million to purchase new equipment and add 21 jobs. This is due to increased national demand; the investment will increase their bottling capacities.
2022	NHanced Semicondutors		Discontinued
2023	PHOENIX	\$15,000,000	PHOENIX invested \$15 million in equipment at the former Otis Elevator facility, aiming to create over 20 new jobs with hourly wages ranging from \$22 to \$29 before benefits.
2024	Baxter/Simtra	\$145,000,000	Simtra expansion through a new 145-150kSF building, investment of new equipment, and 130 jobs at an average over over \$72,000 per
2024	Baxter/Simtra	\$80,000,000.00	year. Overall project is valued at \$225-250M in investment.



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