

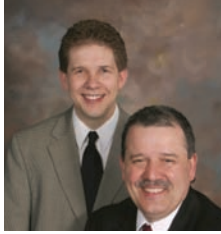


**We are profit-ready!**

2005-2006 Annual Report

**TERRE HAUTE**  
ECONOMIC DEVELOPMENT CORP.

## on track



**Steve Witt, President,  
Rick Burger, Chairman**

It is no secret that the attraction of new jobs and investment leads to increased economic vitality for a local area economy. This fact holds true for greater Terre Haute/Vigo County, Indiana as evidenced by the positive advancements that have been made over the course of the past year.

There is no question that “our story” is getting out. Companies across the country (and the world, for that matter) are learning about our community. The importance of our outreach efforts cannot be over-emphasized. This fact was made evident during our visits to Taiwan and Japan last summer as part of Governor Mitch Daniels’ Asian Trade Mission. On this trip, a few of us with Aisin plants in our communities had the rare opportunity to meet with several members of Aisin Seiki’s (Aisin Brake & Chassis’ parent company) board of directors. During this meeting, Mr. Yasuhito Yamauchi, Aisin Seiki’s president, shared with us the fact that he had visited Terre Haute in the mid-1980s as part of the company’s initial site search that eventually led to its first Indiana plant being placed in Seymour. Mr. Yamauchi is able to recall, to this day, details of his visit to our community including the warmth that was shown to him by our residents as well as fine points associated with his round of golf at Hulman Links. Needless to say, first impressions are extremely important and they can literally last a lifetime.

We continue to ramp-up our marketing efforts via a multi-fold program consisting of our print ads (a version of our most recent print ad, “We Are Profit Ready”, appears on the cover of this report), our website, [www.terrehauteedc.com](http://www.terrehauteedc.com), and several levels of printed marketing materials designed to be easily tailored to a specific prospect. Our community has also enjoyed very favorable statewide media coverage over the past year, the highlight of which was a one-hour feature about Terre Haute/Vigo County on Gerry Dick’s “Inside Indiana” program.

We remain on track to fulfill the goals that we set by our mission statement – “to promote job retention, job creation and business investment in the Terre Haute area.” Over the course of this past year, the announcements of two outstanding new companies coming to our community along with the expansion of five of our highly valued existing companies have brought a measure of renewed hope and excitement to each of us.

The Terre Haute Economic Development Corporation’s upcoming fiscal year promises to be another very busy year, indeed. We look forward to working hard each and every day to build upon the successes of the 2005-2006 fiscal year.

## tangible growth

**We welcome two new companies to our community – CertainTeed and Boral Bricks . . .**

**CertainTeed**  On April 6, 2006, officials of CertainTeed Corporation joined Governor Mitch Daniels; Vigo County Commissioners Judith Anderson, Paul Mason and Bill Bryan; and Mayor Kevin Burke in announcing the company's intention to construct a new 370,000-square-foot, \$55 million fiber cement product manufacturing facility in the Vigo County Industrial Park. Specifically, the new plant will manufacture CertainTeed's popular "WeatherBoards™" fiber cement product line. The proposed new facility will employ approximately 145 people. CertainTeed, a North American-leader in the building materials industry, is a subsidiary of the French conglomerate, Saint-Gobain, one of the world's leading industrial corporations.

**BORAL**  On December 12, 2005, Boral Bricks, Inc. of Roswell, Georgia announced that it will invest \$55 million to build a new clay brick manufacturing facility in southern Vigo County. The new facility will produce a variety of brick sizes and colors, with a capacity to produce 120 million standard brick equivalents (SBE) annually. Boral Bricks is the largest manufacturer and distributor of clay brick in the United States. The new facility will increase Boral's overall clay brick manufacturing capacity in the USA by around 7%. The facility will create approximately 50 new jobs. Company officials have indicated that the facility will be built with expansion capabilities in mind. Boral Bricks is a subsidiary of Boral Limited of Sydney, Australia. Boral is Australia's largest building and construction materials supplier with significant operations in the U.S.A. and Asia.

**We are pleased that several of our existing manufacturers demonstrated continued faith in our community as demonstrated by five major expansion announcements . . .**



The eyes of the world were on our community on March 22, 2006 as local and state officials joined Pfizer Corporation leaders in announcing that Pfizer's Terre Haute facility has been selected to manufacture Exubera™, the first inhalable form of insulin to be approved since the discovery of insulin in the 1920s. Specifically, Exubera is a rapid-acting, dry powder human insulin that is inhaled through the mouth into the lungs prior to eating, using a portable, handheld inhaler. According to Pfizer, Exubera is the result of one of the most rigorous and innovative diabetes development programs ever conducted. Pfizer will invest nearly \$175 million in its Terre Haute facility as part of the Exubera project. Approximately 450 new jobs will be created.



On March 21, 2006, Staples Corporation received preliminary approval from the Vigo County Council for real and depreciable personal property tax abatement in conjunction with a proposed 273,000-square-foot expansion of the company's existing 550,000-square-foot distribution center located in the Vigo County Industrial Park. The expanded Staples Midwest Distribution Center will support 285 Staples retail stores throughout the Midwestern United States. Approximately 80 new jobs will be created as a result of the expansion.

There is no question that "our story" is getting out. Companies across the country (and the world, for that matter) are learning about our community. We are being recognized as one of the top places to site a business in the Midwest. We remain on track to fulfill the goals that we set by our mission statement—"to promote job retention, job creation and business investment in the Terre Haute area."

Over the course of this past year, the announcements of two outstanding new companies coming to our community along with the expansion of five of our highly valued existing companies have brought a measure of renewed hope and excitement to each of us.

## **Sony DADC** The latest in a series of expansion

announcements by Sony Digital Audio Disc Corporation came in December, 2005 with the announcement of Sony DADC's plans to invest \$81 million in new plant and equipment to support the introduction of "Blu-ray," Sony DADC's next-generation disc. Blu-ray Disc is the next-generation disc format developed for high-definition video and high capacity software applications. The proposed expansion project will also expand and improve production of both the universal media disc and digital video disc products. Fifty new jobs will be created as a result of the expansion. Sony DADC's December, 2005 announcement came on the heels of the company's April, 2005 announcement of a \$55 million investment to add Universal Media Disc (UMD) capacity to its Terre Haute facility. With the latest announcement, Sony DADC will have nearly 800,000-square-foot of space at its Terre Haute facility. The company's local employment level stands in excess of 1,200.



On October 4, 2005, Aisin Brake & Chassis' director, Archie Kappel,

was joined by Governor Mitch Daniels and Vigo County Commissioners Judith Anderson, Paul Mason and Bill Bryan in announcing a \$35 million dollar, 200,000-square-foot expansion to Aisin's existing 150,000-square-foot facility in the Vigo County Industrial Park. This project will add 125 new jobs to Aisin's current workforce of 435. Aisin Brake & Chassis, a division of Japan's Aisin Seiki, is a manufacturer of brake components for automakers such as Toyota, Honda, GM and Mitsubishi.

## **ThyssenKrupp** Also on October 4,

2005, ThyssenKrupp Presta's steering division president, Peter Eberle, was joined by Governor Daniels and the Vigo County Commissioners in announcing the addition of a second manufacturing line to the company's Vigo County Industrial Park facility. This second production line, which will be installed at a cost of \$5.5 million, will assemble steering columns for Ford Motor Company. The proposed new project will create 100 new jobs at the local ThyssenKrupp Presta facility.

The Terre Haute Economic Development Corporation worked closely with company representatives, local elected officials, Indiana Economic Development Corporation representatives and others to craft incentive packages and other work product to encourage each of these companies to invest in our community.

## communications

**Our marketing efforts gained momentum in 2005 with the implementation of our new brand - "Terre Haute—A Level Above". Through our proactive marketing approach, we have increased the community's visibility among corporate executives, state economic development representatives, real estate professionals and site location consulting firms.**

**An array of innovative marketing materials has been developed to communicate our new message. This array of materials ranges from broad-based marketing data to project-specific proposal material to our highly regarded website, [www.terrehauteedc.com](http://www.terrehauteedc.com). Our efforts are helping us to efficiently and effectively communicate with business decision makers across the globe, thus giving Terre Haute/Vigo County a critical edge in the dog-eat-dog world of economic development.**

**From the State of Indiana's 2005 Trade Mission to Japan to national call-trips and the use of the Internet, we continue to explore cost-effective ways to spread the good word about our community.**

## global connection

Competing globally for new jobs and investment, the Terre Haute Economic Development Corporation works to identify opportunities for forging links with international partners. The Terre Haute Economic Development Corporation works aggressively to ensure that those who make business expansion decisions for their company are aware of the assets and opportunities that Terre Haute/Vigo County offers.

Building on hard-earned experience, and promoting and branding our community, we raise the profile of Terre Haute/Vigo County and stamp our unique identity on the world stage.

At present, eleven Global Fortune 500 companies have a major presence in the greater Terre Haute/Vigo County, Indiana area. Four of these companies discovered our community less than six years ago.

Company	Ranking	Local Company	Country
General Electric	9	Tri-Remanufacturing	USA
Sony	47	Sony DADC	Japan
Pfizer	75	Pfizer Global Manufacturing	USA
ThyssenKrupp	85	ThyssenKrupp Presta	Germany
Saint-Gobain	106	CertainTeed (in process)	France
International Paper	198	International Paper	USA
Alcan	214	Novelis (spin-off of Alcan)	Canada
HCA	228	Terre Haute Regional Hospital	USA
Aisin Seiki	354	Aisin Brake & Chassis	Japan
Staples	427	Staples Midwest Distribution Center	USA
Eli Lilly	445	Eli Lilly	USA

Source: Rankings are from Fortune Magazine, July 25, 2005

### The Garmong Developments, LLC manufacturing-specific Speculative Building

is a brand new 98,000-square-foot structure. This facility is positioned on 27 acres. As it sits today, it contains 88,000 square feet of manufacturing space and 10,000 square feet of office space. The building also includes a 10,000-square-foot mezzanine, a 33-foot eave height with no less than 6-per-square-foot collateral load and crane rails for no less than a 15,000-pound crane system. This Speculative Building is designed with expansion capabilities.

### The Fort Harrison Business Park (FHBP)

is 152-acre planned development situated at the northeast corner of Terre Haute's city limits. Zoned M-2 Heavy Industry, FHBP is being developed with manufacturing and commercial use, distribution, warehousing and office space facilities in mind.

In addition to these properties, the Terre Haute Economic Development Corporation works on a daily basis to market other sites and buildings throughout the community. These include: the EBC complex, Fort Harrison Industrial Park, Midwest Printing/Modern Album Building, and the Spang Street facility, to name a few.

## larger real estate inventory

**The Vigo County Industrial Park (VCIP)** is 1,500 acres located six miles south of Interstate 70 on US Highway 41. Convenient transportation access to adjacent U.S. 41 to the Park is achieved via Industrial Drive, our ten-inch reinforced concrete thoroughfare designed to accommodate Indiana's maximum vehicular load limit of 80,000 pounds. All utility services are in place. The Park is served by CSX railroad. Vigo County Industrial Park is zoned M-2 Heavy Industry.

The VCIP is home to two world-class automotive parts manufacturers. Aisin Brake & Chassis operates a 350,000-square-foot manufacturing plant in the Park. Our second auto

parts manufacturer is ThyssenKrupp Presta's, 55,000-square-foot facility. Other major companies within the Vigo County Industrial Park include Companhia Siderurgica Nacional (CSN)'s 800,000-square-foot cold-roll steel processing facility and Staples Corporation's 823,000-square-foot Midwest distribution center. A major new facility will be coming to the VCIP in 2007 with the addition of CertainTeed's new 370,000-plus-square-foot manufacturing plant. Two other nearby manufacturers include Pfizer Corporation (pharmaceuticals) and Danisco (food additives).

# membership

Economic development is a team sport. The Terre Haute Economic Development Corporation represents a diverse membership base of both local and global entities who are engaged in a broad assortment of businesses and endeavors. Our members all share a keen interest in the economic growth of our community.

## officers and executive committee

**Rick Burger**  
Chairman, Duke-Energy

**Paul Thrift**  
Chairman Elect, Thompson Thrift

**Tom Dinkel**  
Vice-Chairman, Sycamore Engineering

**Jeff Pittman**  
Immediate Past-Chairman, Ivy Tech Community College

**Mark Fuson**  
Secretary/Treasurer, Terre Haute New Car Dealers Association

**Judy Anderson**  
Member, Vigo County Commissioners

**Mayor Kevin Burke**  
Member, City of Terre Haute

**Greg Gibson**  
Member, Retec

**Rick Jenkins**  
Member, Rick Jenkins Construction

**Brian Miller**  
Member, MillerWhite, LLC

## primary investors

**Deron Allen**  
Indiana American Water

**Patrick Barder**  
Terre Haute Housing Authority

**Carole Barr**  
Western Indiana Employment Training Services

**Dr. Lloyd Benjamin III**  
Indiana State University

**Bill Bryan**  
Vigo County Commissioners

**Jim Burdick**  
Wabash Valley Asphalt

**Bart Colwell**  
Terre Haute Savings Bank

**Kenny DePasse**  
Jamax Corporation

**John Dinkel**  
Forrest Sherer Insurance

**David Doerr**  
Union Hospital

**Jim Donohue**  
Smiths Areospace Components

**Earl Elliott**  
Sackrider & Company

**Frank Foley**  
Pfizer

**Dr. Roy Geib**  
IU School of Medicine

**Galen Goode**  
Hamilton Center

**Tom Gregory**  
WIN Energy

**David Hannum**  
C.H. Garmond & Son

**Brian Harris**  
Eli Lilly & Company

**Rick Harruff**  
CDI Inc.

**Jeff Hill**  
The Corradino Group

**Kenneth Hutchenrider**  
Terre Haute Regional Hospital

**Archie Kappel**  
Aisin Brake & Chassis

**Cliff Lambert**  
Department of Redevelopment

**Lisa Lee**  
Western Indiana Workforce Investment Board

**Norm Lowery**  
First Financial Bank

**Paul Mason**  
Vigo County Commissioners

**Barry Miller**  
Novelis

**Michael Mitchell**  
Sony DADC

**Gary Morris**  
Clabber Girl Corporation

**Michael Pleasant**  
Plumbers & Steamfitters Local #157

**John Ragle**  
Ragle & Company

**Rick Risinger**  
Verizon

**Tim Schooler**  
Fifth Third Bank

**Don Schroeder**  
Old National Bank

**Sidney Thomas**  
Vectren

**Frank Villaire**  
CSN, LLC

**Brian Wells**  
Bemis

## supporting members

**Bill Biddle**  
Hannig Construction

**Jeff Brown**  
International Paper

**Tom Dever**  
Dever Distributing

**Chris Doll**  
Wabash Capital, Inc.

**Randy Hitchmough**  
Crown Electric

**Jeff Lind**  
Fleschner, Stark, Tanoos & Newlin

**Rob Measel**  
Terre Haute Area Association of Realtors

**Rick Shagley**  
Wright, Shagley & Lowery

**Mike Sheek**  
American Consulting, Inc.

**Brent Smith**  
Crown Electric

**Tom Templeton**  
Templeton Coal

**Rick Wheatfill**  
RBW Logistics

**Bert Williams**  
Williams & Associates

## associate members

**Nancy Dowell**  
Vigo County Public Library

**Dennis Dunbar**  
Terre Haute International Airport

**Rich Dunkin**  
Terre Haute City Council

**Freida Haviland**  
Kelly Services

**Robert Hellmann**  
Vigo County Council

**Rod Henry**  
Terre Haute Chamber of Commerce

**Ward Hubbard**  
Wabash Valley Packaging

**Sister Joan Lescinski**  
St. Mary-of-the-Woods College

**Kay Newton**  
Hampton Inn

**Merv Nolot**  
West Central Indiana Economic Development District

**Keith Owen, Jr.**  
Spence/Banks Oil Company

**Dave Patterson**  
Terre Haute Convention & Visitors Bureau

**David Piker**  
Rose-Hulman Institute of Technology

**Sam Smith**  
Evan & Ryan Electrical Contractors

**Danny Tanoos**  
Vigo County School Corporation

