

# THE NORTHEAST INDIANA INNOVATION CENTER (THE NIIC)

## 2019 Annual Report



### MISSION

To fuel great ideas, people and companies



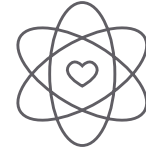
### VISION

Growing and Inspiring Global Business Builders



### BRAND PROMISE

Dreamers who Do



### CORE VALUES

Laser-client focus, Edgy, Attention to Detail, Deliver on Promises and Speed

Tax Status:

**501(c)3**

Date/Year Founded:

**Dec. 1999**

Annual Revenue:

**\$1.5M**

Total Assets:

**\$10.7M**

# of FTE:

**13**

# of Buildings Owned:

**3** (includes business condo at College Park)

Total Sq. Ft. Under Management:

**76,400**

Campus:

**55 ACRES**

adjacent to Purdue University Fort Wayne and Ivy Tech's North Campus

## MAJOR DESIGNATIONS

### Nationally Recognized



SBA authorized Women's Business Center – 1 of 122 nationally

### Quality System



ISO 9001: 2015

### Best in Class Excellence



Largest portfolio of Federal Entrepreneurship Contracts in Indiana

### Placemaking



Designated Indiana Opportunity Zone / Indiana's Fifth Certified Tech Park / Hub Zone

## OUR CALL TO ACTION

The NIIC is passionately focused on two community challenges:



An economic development imperative to deliver higher quality, higher paying jobs and companies



A workforce mandate to change the face of education to inspire higher levels of entrepreneurial energy and action

The Women's Entrepreneurial Opportunity Center (WEOC) is funded in part through a cooperative agreement with the U.S. Small Business Administration. [Sba.gov](http://Sba.gov)

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# THE NORTHEAST INDIANA INNOVATION PARK (THE NIIP)

Certified Tech Park Recertification –  
Metrics Highlights – SFY 2019 Cumulative



Creating access and on-ramps for  
diverse entrepreneurs

 **2,354**

WEOC clients served, trained & counseled

Working with The NIIC equals  
higher likelihood of success

 **92.0%**

Business Survivability Rate\*

NIIC positions your business to leverage the resources you need to jump start your success.

 **\$91.0 Million**

Grants and Capital\*

Jobs Engine 30%+ higher wages than regional average

 **\$54,527**

Average Innovation Park wage rate\*

 **\$135.4M**

Total Park Payroll\*

Innovation Hub – Our clients transform ideas to marketable products and solutions.

 **467**

New products launched\* by our clients

 **189**

Patents applied for or granted\* to our clients



Start-up companies are:

**78%**  
of Park establishments\*\*\*  
&  
**65%**  
of Park employment



of companies who participate  
in the NIIC's programs  
stay within the service  
area of the Park.



For every  
**\$1.00**  
of TIF funding received by the NIIP,  
**\$2.59**  
was obtained from other sources.\*\*\*

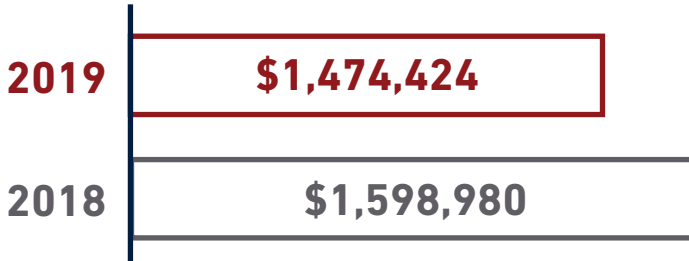


**891**  
Direct Park Jobs  
**2,290**  
Total Direct/Indirect Jobs  
in the community\*

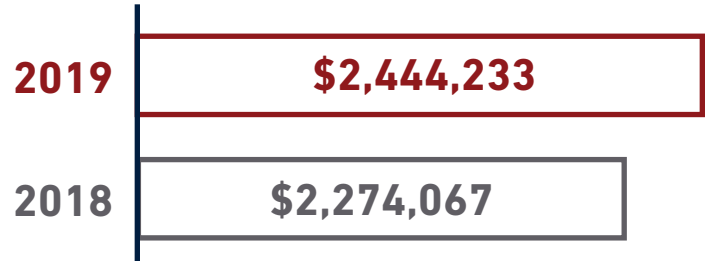
\*cumulative since CTP inception \*\*cumulative since WEOC program inception \*\*\*From SFY2013-SFY2018 recertification



**Revenues & Support Money**

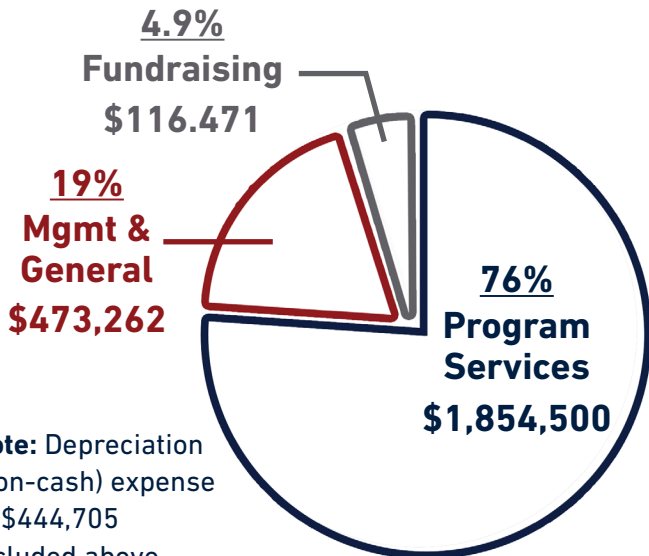


**Total Expenses**  
(including depreciation)



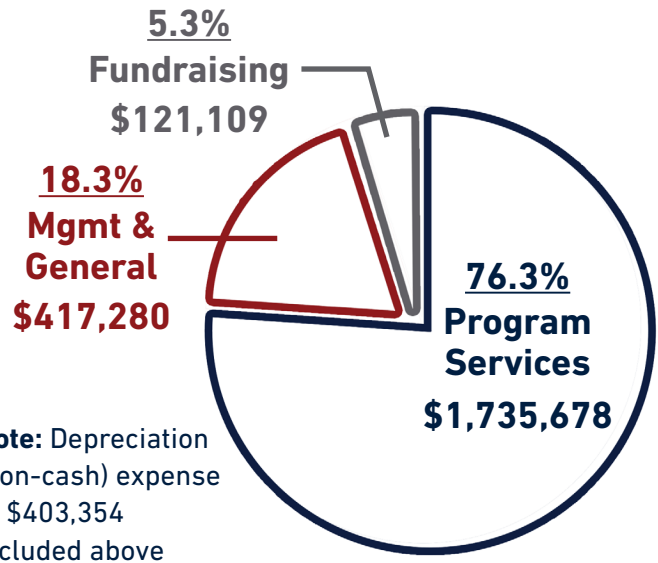
**Total Expenses Breakdown (\$)**

**2019: \$2,444,233**



**Note:** Depreciation (non-cash) expense of \$444,705 included above

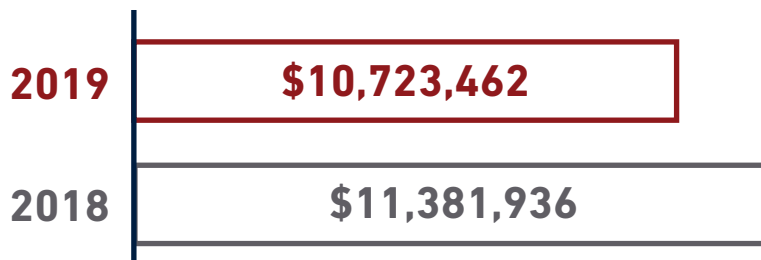
**2018: \$2,274,067**



**Note:** Depreciation (non-cash) expense of \$403,354 included above



**Ending Net Assets**



## The NIIC Board of Directors

- **Larry Rowland, NIIC Board Chair**  
Retired Executive
- **Dr. Ronald L. Elsenbaumer, Board Vice-Chair**  
Chancellor, Purdue University Fort Wayne
- **David Wesse, NIIC Treasurer**  
Vice Chancellor Financial Affairs,  
Purdue University Fort Wayne
- **L. Scott Naltner, NIIC Secretary**  
Business Development Director, Greater Fort Wayne
- **Christopher A. Rush, Board Assistant Secretary**  
At Large Executive Committee Member, Principal,  
DeHayes Group
- **Larry Mayers, Immediate Past Chair**  
Regional President, 1st Source Bank
- **Karl R. LaPan, NIIC President & CEO**  
(Ex Officio)
- **Dr. Michael Mirro, Founding Board Chair**  
Chief Academic/Research Officer, Parkview Health  
(Ex Officio)
- **Dr. Eric Beier, Board Member**  
CEO, Matrix-Bio
- **Randy Borrer, Board Member**  
Principal, Borrer Public Affairs
- **Ron Double, Board Member**  
CIO, Parkview Health
- **Patrick Hess, Esq., Board Member**  
Partner, Beckman Lawson LP
- **Clair W. Knapp, Board Member**  
Chief Business Officer, Manchester University
- **Mark Michael, Past Chair**  
Retired President, Ft. Wayne Metals
- **Eric Ottinger, Past Chair**  
Executive Vice President & Commercial  
Banking Manager, Lake City Bank
- **Maclyn Parker, Board Member**  
Partner, Faegre Baker Daniels
- **Dr. Rae Pearson, Board Member**  
Business Owner, Alpha Rae Personnel, Inc.
- **Honorable Nelson Peters, Board Member**  
Allen County Commissioner
- **Dr. Andrea Robinson, Board Member**  
Director, Community Development, City of Ft. Wayne
- **Luke Sermersheim, Board Member**  
Partner, BKD Group



## Program Service Accomplishments

- ✓ Recertification of The NIIC's Certified Tech Park status for an additional four years
- ✓ Re-registration as North America's only ISO 9001:2015 business incubator and accelerator in North America
- ✓ Secured over \$1M in new federal entrepreneurship contracts focused on underestimated founders and enterprises located in an Opportunity Zone
- ✓ State of Indiana designates The NIIC's 55 acre campus as an Opportunity Zone
- ✓ The NIIC partners with SEED's Build Institute to offer participants a 9 week cohort entrepreneurial business building training experience
- ✓ Selected as Foellinger Foundation's Sole Breakthrough Grantee - Phase 2