

Contact:
Mark Arend
(770) 325-3438 tel
(770) 263-8825 fax
mark.arend@conway.com

Suite 150
35 Technology Parkway
Norcross, GA 30092 • USA
www.sitenet.com

Conway Data, Inc.

Press Release

Second Annual *Site Selection* Competitiveness Award Goes to Indiana

Atlanta, April 28, 2004: *Site Selection* has selected the Indiana Dept. of Commerce as the winner of the second annual Competitiveness Award, created especially to honor the accomplishments of state economic development agencies. In Indiana's case, it's been a potent blend of lower business costs and higher education.

"I would point to the bipartisan efforts in 2002 and 2003 to restructure Indiana's business tax system to make us a more attractive place in which to make investments and create jobs," said Indiana Gov. Joe Kernan in being notified of the award. In 2002, the state's gross receipts and inventory taxes were eliminated, and the R&D tax credit was increased from 5 percent to 10 percent. In 2003, the state made what Kernan calls "unprecedented investments" in job creation activities. These included a US\$75-million investment in Indiana's 21st Century Research and Technology Fund, creation of a venture capital tax credit and funding for certified technology parks, which were created in the 2002 legislative session.

"We did all this during very difficult times in Indiana and around the country," Kernan said. "We are the only state to make these kinds of decisions to go on offense instead of cutting back in those areas. We decided our future was in making investments as opposed to making cuts."

Such public investment has been backed by the requisite private investment. In fact, almost simultaneous with the Competitiveness Award prize, Indiana landed a \$64-million expansion from longtime Hoosier company Zimmer Holdings — one of the companies comprising the orthopedics cluster in the city of Warsaw.

"Indiana delivered strong results in several of the categories used to rank state-level competitiveness," said Mark Arend, editor of *Site Selection*, "This award recognizes those achievements and those of the Indiana Department of Commerce team, which, under the leadership of Gov. Kernan for several years, put in place the factors needed to claim this prize." The entire Competitiveness Award article is featured in the May 2004 edition of *Site Selection* and will appear on the magazine's Web site (www.siteselection.com) on May 1. Jumping from seventh place in the 2002 Competitiveness Award competition to second place in 2003 was the Commonwealth

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of Kentucky, followed by newcomer Texas in third. Also catapulting into the Top 10 were Iowa and New Mexico. (A complete list appears at the end of this release.)

States were ranked according to an indexing system based on 10 criteria — among them per capita jobs and investment numbers for 2003 and over time, number of top metros and top small towns in *Site Selection's* 2003 rankings, rates of growth in new and expanded facilities and placement in the magazine's annual business climate survey. The top states were then awarded points based on this information from Conway Data Inc.'s proprietary New Plant database. Conway Data is the publisher of *Site Selection*.

Site Selection magazine, published by Conway Data Inc., delivers expansion planning information to 45,000 executives of fast-growing firms. Currently celebrating its 50th anniversary, *Site Selection* is also available via *Site Selection Online* (www.siteselection.com). *SiteNet Dispatch*, a weekly e-mail newsletter, goes to more than 22,000 industry professionals. *Site Selection* is the official publication of the Industrial Asset Management Council (www.iamc.org).

Conway Data is an international publishing and association management company headquartered in Atlanta. The firm manages the Industrial Asset Management Council, the Development Hall of Fame and the World Development Federation (WDF), offers consulting services, and awards the annual Conway Safe Skies Award.

Top 10 Competitive States in 2003

State	Total Points
Indiana	146
Kentucky	114
Texas	111
Illinois	102
Ohio	99
Iowa	96
New Mexico	88
New York	80
Virginia	80
Tennessee	79

Top 10 Competitive States in 2002

State	Total Points
Tennessee	166
Michigan	123
Illinois	112
North Carolina	107
New York	106
Indiana	102
Kentucky	102
South Carolina	98
Virginia	95
Ohio	94
