

Investor Resource Guide

66 S. WATER STREET FRANKLIN, IN 46131 1499 WINDHORST WAY, SUITE 160 GREENWOOD, IN 46143

317.537.0037 ASPIREJOHNSONCOUNTY.COM



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ASPIRE: TO GROW. TO ACHIEVE. TO SUCCEED.

Aspire Economic Development + Chamber Alliance drives economic development and business success in Johnson County and southern Indianapolis. We lead the area's business community by leveraging community development opportunities and providing comprehensive member services for entrepreneurs, small businesses, and large corporations.

Every business and community aspires to achieve success, but each defines it differently. With our inclusive resources and support, we provide members, investors, community partners - and all those looking for a welcoming community in which to start or expand their business - a chance to succeed.

KEY SERVICE AREAS



ECONOMIC DEVELOPMENT

- Deliver strategic economic development services to enhance ROI.
- Site location and business attraction
- Business expansion and retention
- Talent attraction, retention, and workforce development programs for employers, job seekers, and learners



BUSINESS ADVOCACY

Represent members and investors and engage elected officials and legislative bodies responsible for regulatory matters that impact businesses.

- Pro-business and community development public policy lobbying and education
- Programming to convene business leaders with elected officials



ENTREPRENEURIAL SERVICES

- Support businesses every step of the way from concept to launch to expansion.
- Business technical coaching for new and existing businesses
 - Microlending to provide small business capital



MEMBER SERVICES

- Provide the leading access point to a large network of business leaders and industries in all areas of Johnson County and southern Indy.
- Networking and connections to grow your financial, human, and social capital
- Public policy and economic updates, business savings, B2B marketing and more



COMMUNITY DEVELOPMENT

Develop and execute plans that enhance our quality of life, infrastructure, and services. • Infrastructure growth and planning and placemaking

• Community engagement to discover barriers, gaps, and opportunities for growth

WHO DO WE SERVE?

Aspiring entrepreneurs, small businesses, and large corporations looking to launch, locate, expand, or do business in Johnson County and southern Indy.

WHO IS ELIGIBLE FOR MEMBERSHIP?

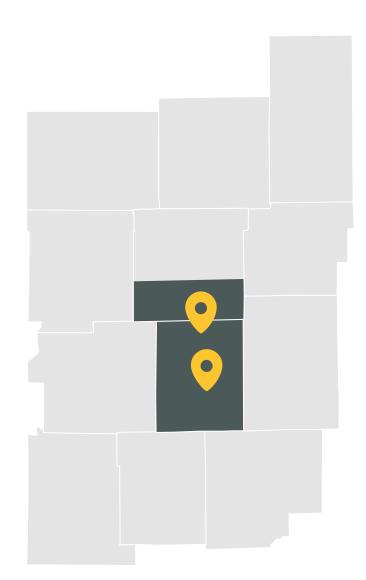
We welcome any business and individual investor excited about our local economy, business success, and access to valuable member investor services. If you are interested, please contact our Investor Development Director at awheeler@aspirejohnsoncounty.com.

OFFICE LOCATIONS

FRANKLIN 66 S. Water Street Franklin, IN 46131

GREENWOOD 1499 Windhorst Way Suite 160 Greenwood, IN 46143





ASPIRE STAFF

CHRISTIAN MASLOWSKI PRESIDENT AND CEO cmaslowski@**aspire**johnsoncounty.com

AMANDA RUBADUE | VICE PRESIDENT OF ECONOMIC DEVELOPMENT arubadue@aspirejohnsoncounty.com

STACLE MYERS | INVESTOR EVENTS AND RELATIONS DIRECTOR smyers@aspirejohnsoncounty.com

ALEXANDRIA WHEELER | INVESTOR DEVELOPMENT DIRECTOR awheeler@aspirejohnsoncounty.com

ANGIE KEENE | INVESTOR SERVICES COORDINATOR akeene@aspirejohnsoncounty.com

JENNIFER HOLLINGSHEAD COMMUNITY DEVELOPMENT SPECIALIST jhollingshead@aspirejohnsoncounty.com

BOARD OF DIRECTORS

EXECUTIVE OFFICERS

CHAIR, JOHN DITMARS | FIRST FINANCIAL BANK VICE CHAIR, MARISOL SANCHES | BUSINESS ADVOCACY ENDRESS+HAUSER SECRETARY, ROB CAMPBELL | COMMUNITY HEALTH NETWORK TREASURER, GREG SIMONS | SIMONS, BITZER, & ASSOCIATES, PC PAST CHAIR, PAT SHERMAN | COMPASS POINTE CPA'S PAST CHAIR, RICK MYERS | CENTER GROVE ICON

DAVID BEDWELL | HORIZON BANK DR. CHRISTOPHER BROWNING | VISIONQUEST EYECARE DERRICK CHRISTY | APPROVED MORTGAGE LANCE CLARK | KYB AMERICAS DR. KENT DEKONINCK | GREENWOOD COMMUNITY SCHOOLS CINDY HILAND-MCNALLEY | GETAWAY MOJO GEORGE HILL | TEXAS ROADHOUSE CHRIS KING | RUNNEBOHM CONSTRUCTION KRISTA LINKE | CITY OF FRANKLIN LEE ANN LOGAN | FRANCISCAN HEALTH LEEANNE LOLLAR | OLD NATIONAL WEALTH MANAGEMENT ERIC PRIME | VAN VALER LAW FIRM

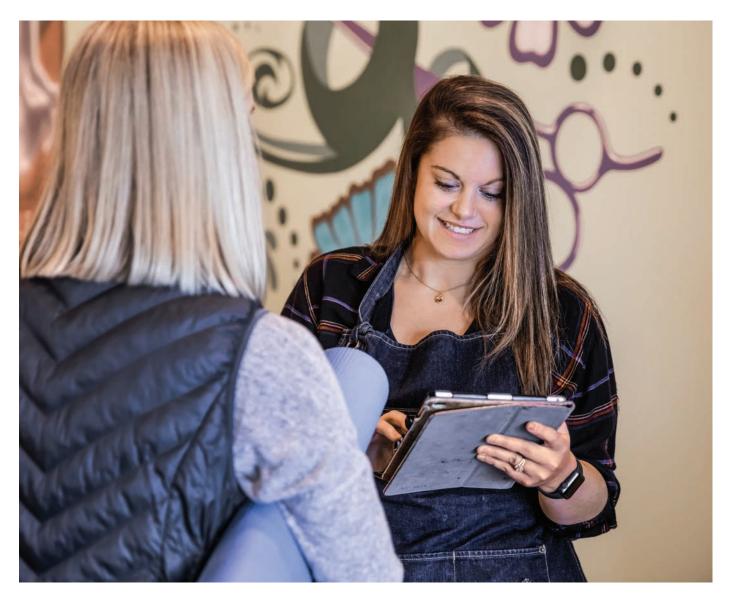
JULIA SALTSGAVER | QUALITY CONNECTION OF CENTRAL INDIANA

ASPIRE AMBASSADORS

Volunteer Aspire Ambassadors are available to help. Ambassadors mentor new Aspire members throughout their beginning years of membership.

If you would like to meet an Aspire Ambassador, or if you would like to apply to become an Ambassador, please call Aspire at 317.537.0037

DUSTIN COAR | INDIANA MEMBERS CREDIT UNION KEITH CECIL | SLYFOX CREATIVE PAT ENOCHS | CITIZENS BANK JASON ETTER | OLD NATIONAL BANK MIKE HUMES | INDYTELEDATA DAVID INMAN | | SANDLER BY TRUSTPOINTE BRENDA KELLEY | OFFICE360 REGAN LOEFFLER | LAKE CITY BANK JOSH LOFGREN | FORUM CREDIT UNION JEREMY NOLDER | IT INDIANAPOLIS STEVE POWELL | CIVIC MEMBER AUTUMN REVEL | BEST PRICE FLOORING JOHN ROSS | SCORE/FRANCISCAN HEALTH JENA SERPICO | CROWN SERVICES RAY STAPLETON | EXPENSE REDUCTION ANALYSTS ROB YOUNG | FIRST MERCHANTS BANK



MEMBER INVESTOR LEVELS



MARKETING + EVENT RATES:

WANT TO BUILD YOUR PERSONAL NETWORK OF COMMUNITY AND BUSINESS LEADERS?

Dedicated volunteers are central to Aspire's community development and investor engagement success! They work to position the Johnson County area more competitively in the marketplace. All Aspire volunteer teams have openings!

Learn more below and call the Aspire office at 317.537.0037 or visit AspireJohnsonCounty.com/ volunteer to get connected!

ASPIRE AMBASSADOR TEAM

Purpose: This team mentors new Aspire member investors. It connects and introduces member investors to other investors, as well as connects them to resources within the community. This work fosters member engagement, supports business success, and strengthens the local economy.

What you will do: You will meet as a team every other month for one hour to stay apprised of key Aspire programs and community happenings, then host a one-hour coffee networking reception ("Coffee Connections") every other month for all mentees. You will also spend two to three hours per month independently connecting with your mentees to coach them on Aspire services, make introductions, and connect them with business resources.

ASPIRE COMMUNITY ENGAGEMENT TEAM

Purpose: What makes Johnson County a great place to live, work, play and learn? What attracts families and companies here? And what else do we need to make our communities even more attractive? This team works to capitalize on our pride of place, assets, and potential to promote health, happiness and well-being while connecting and representing all voices of the community.

What you will do: You will meet with the team monthly for one hour to work on community development projects and educational programs. You may also spend a couple of hours per month working on a task force or independently to tackle initiatives and gather information.

ASPIRE GROWTH + PLANNING TEAM

Purpose: This team encourages proactive planning that promotes a thriving, connected, and inclusive community. This team helps evaluate transportation and connectivity, attainable housing, and entrepreneurship throughout Johnson County, works to educate the public and connects industry experts with opportunity for economic growth.

What you will do: You will meet as a team monthly for 90 minutes to work on community development projects. You may also spend a couple of hours per month working on a task force or independently to tackle initiatives and gather information.

ASPIRE TALENT ATTRACTION + RETENTION TEAM

Purpose: This team seeks to understand the current needs of our employers and community. It serves as a convening resource to build a workforce for the present and the future, acknowledging there are a variety of pathways for education and successful careers. The team desires to build a county-wide network that will develop, train, recruit and retain talent.

What you will do: You will meet as a team monthly for 90 minutes to work on community development projects and educational programs. You may also spend a couple of hours per month working on a task force or independently to tackle initiatives and gather information

MARKETING OPPORTUNITIES

Aspire offers a variety of marketing opportunities to help you stand out in the business community. Check your membership level as some of these marketing opportunities are included or discounted.

Annual Community Guide and Membership Directory

A copy of the community guide is directly mailed to your business with a total of 6,000 copies printed and distributed throughout the year. This resource has information about the southside community and our Aspire members. Members are listed both alphabetically and by their category listings. Advertising opportunities are available through our publisher.



THIS WEEK @ ENEWSLETTER

The Aspire E-Newsletter is sent weekly to 1,500 local business people.

Member News Briefs

50 word or less newsworthy write-up about employees and leadership; company milestones, awards and achievement; mergers and acquisitions; and grand openings or relocations (but not sales and promotions). This benefit is available at all membership levels. Reserved on a first-request basis. Email your submissions to info@aspirejohnsoncounty.com.

ENews Ads

This opportunity is to include a banner ad that will display in between content areas. Your ad will be linked to your online Aspire business directory listing or a landing page you specify. Location of ads (top, middle, bottom) are on a first-commit basis.

M2M Emails

Send announcements about your special offers, new services, company awards, new employees, or seminars and events. Your M2M Email will reach more than 1,500 local business people and come from Aspire, but contains your content and graphics.





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AFFINITY PROGRAMS: OFFICE SUPPLY, EMAIL, INSURANCE, AND EDUCATION SAVINGS

Aspire has partnered with the following companies to provide our members exclusive access to group savings on office supplies, email marketing, insurance, and seminars.

office360°

Office360 offers a special Aspire Economic Development + Chamber Alliance pricing program on 100 of the top office products items, as well as deep discounting on over 30,000 items, all available for next day delivery. To open an account with Office360 please contact: Brenda Kelley, Account Manager at: 317.445.2007 or b.kelley@office3sixty.com.

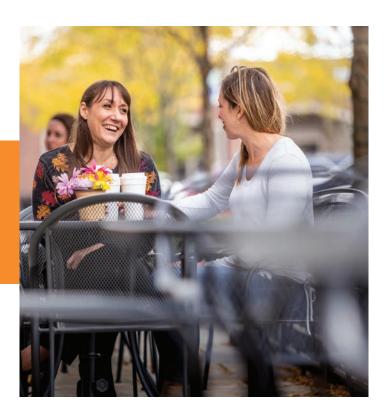


Constant Contact offers discounts on their email marketing to help you stay in touch with your customers. Plus, you get our unlimited, awardwinning FREE support and personal coaching to help you do it right every step of the way! With your Aspire membership, you receive up to 20% at 6 month prepay and 25% at 12 month. To enroll please contact Aspire at info@**aspire**johnsoncounty.com.



Accident Fund Insurance of America, worker compensation program, offers members a 5 up-front discount, an opportunity for long-term dividends, no minimum premium to qualify, and access to Accident Fund's online Loss Prevention Toolbox.

For more information on these savings programs, contact Aspire at 317.537.0037 or info@**aspire**johnsoncounty.com



SMALL BUSINESS MENTORING

Aspire has partnered with the following organizations to support growing businesses. All advisors meet with potential and current owners at the Aspire office and are available at no cost.





Local SCORE Counselor Mike Crumbo 317.226.7264 mike.crumb@gmail.com

SCORE is Counselors To Americas Small Business providing free counseling for starting or expanding your business, solving business challenges and more.

Have Questions about Your Business? Need new ideas? Join a CEO Roundtable facilitated by a SCORE expert, and get the answers you need.

The CEO Business Roundtables will help you:

- Grow your business network.
- Learn from the success of others.
- Discuss topics that matter to you.
- Connect with experts and entrepreneurs.
- Get feedback and helpful advice.

Each CEO Business Roundtable focuses on topics that are important to you - from marketing to growth, and business planning to funding opportunities. Each Roundtable will be made up of 10 to 15 non-competing business and will meet monthly.





The Indiana Business Development Center (SBDC) is a government agency that helps grow the economy of Indiana by providing entrepreneurs with the education, information and tools necessary to build successful businesses. Examples include FREE demographic business reports to help estimate a company's target market, industry marketing reports to help identify macro national trends, and financial analysis reports that compare a firm's performance to other businesses in their industry.



Business Ownership Initiative (BOI), is an entrepreneur service program that helps entrepreneurs launch and grow a business by connecting them to resources and funding. Business coaching and microlending services are offered.

Julie Stewart Local BOI Counselor 317.464.2258 Jstewart@businessownership.org



BENEFITS

Check out the following ways Aspire members can get involved. For more information on these benefit programs, contact Aspire at 317.537.0037 or info@**aspire**johnsoncounty.com.

Aspire Office Meeting Space

The conference room and member office at the Aspire office in Greenwood and Franklin features a professional space that is perfect for your business meeting and seminar. Members get complimentary rentals during regular business hours! Please call the office to reserve the space, 317.537.0037.

Website Benefits

Each Aspire member is assigned their own unique login credentials that allows them to post events, job openings, news online, and referral reports. Access referral reports are a great way to see how many people are finding you through the Aspire website.

Prescription Card

The Aspire Economic Development + Chamber Alliance Rx Card is a free prescription discount program that offers free drug cards to all investors, investors' employees, friends, and family. The program provides discounts on both brand and generic medications up to 75%. The program has no restrictions to membership, no income requirements, no age limitations and there are no applications to fill out. All members are eligible to receive savings!

Volunteer Opportunities

Aspire Economic Development + Chamber Alliance is very fortunate that more than 150 business men and women annually donate their time, talent, and treasures to advance the mission of the Aspire. Our volunteers help recruit new members, plan events, set-up and host events, solicit donations, and offer advice on member services. Only Aspire members can volunteer on Aspire committees and task forces. Here are a few of the volunteer opportunities available:

- Aspire Ambassador Team
- Aspire Golf Classic Planning and Sub Committees
- Aspire Event Registration Team

REFERRAL REPORTS

Do you ever wonder how many people found your company through Aspire's website? You can find out through referral reports. This allows you to see a breakdown of how often your listing is viewed and through which method. There is value in being listed on the Aspire's website!

You can view this report on our website through the "member" tab. Log in and click referral reports on the right hand side.

This report is exciting because you have the option to remove referrals generated by bots. Bots are used by search engines to scan the web for indexing purposes. To remove the bots simply uncheck the box. Now you can see how many actual clicks your company or organization is receiving by website users.

The report can also be viewed in two different ways: by total referrals per month or by referral type. The report automatically defaults to only the current date; however this can be changed by clicking the date and manually changing the time frame.

Referral reports are handy and give value to your Aspire membership. It is fast and easy. In review, here are the quick steps:



If you have any questions feel free to contact our Investor Development Director at alexandria@**aspire**johnsoncounty.com or 317.537.0037.

ADVOCACY

We believe that Aspire's engagement in legislative issues echoes our investors' collective voice and demonstrates strong leadership. Below you will find our top four **legislative** session policy priorities.

2020 LEGISLATIVE SESSION POLICY PRIORITIES

Opioids:

Employee opioid use is one of the top issues facing employers in Indiana today. Aspire supports increased funding for cessation and wrap-around services for opioid users in the workplace. By providing funding for outreach, education, cessation, and wrap-around services for individuals and families, the State can help achieve a stronger and healthier workforce.

Regional Collaboration:

Aspire supports regional collaboration to allow for regions to work together to improve economic development, attract and retain a strong workforce, and incentivize quality-of-place projects. A rising tide raises all ships - and there is only so much money to go around. It is imperative that local chambers, economic development corporations, schools, hospitals, utilities, and local governments work together collaboratively to develop projects that help their communities as a whole, while minimizing waste and duplication.

Tobacco:

Health care costs are significant for Indiana businesses, causes health issues, and can affect productivity. Therefore, Aspire supports an increase in the age required to purchase tobacco from 18 to 21 and supports an increase in the tax on tobacco and tobacco-related products, such as e-cigarettes. Increasing the age to purchase and taxing such products will help curb the urge to start and continue the habit.

Workforce Incentives:

Workforce Development is one of the top priorities for employers across our state - it is imperative that we have a talent pipeline to fill jobs as well as retain highly-qualified skilled workers already in the force. Aspire supports diverse and creative policies to incentivize employers and employees to help ease the workforce crisis in Indiana. Aspire supports policies that can include, but are not limited to tax credits, licensure reciprocity, investment in trainings, work-based learning opportunities, transportation incentives, attainable housing initiatives, etc.

For any additional questions or how to contact your state legislator please visit the Advocacy page on our website at **aspire**johnsoncounty.com/advocacy.

2020 EVENTS

SIGNATURE

GOLF CLASSIC – There is no better way to mix business with pleasure! Members and investors use this opportunity to strengthen relationships and conduct business with clients and associates.

CELEBRATE ASPIRE – This luncheon program will highlight 2019 success and activity from both the Greater Greenwood Chamber and Johnson County Development Corporation. Meet the new Aspire leadership and 2020 award winners for excellence in business and building construction. Finally, hear about our exciting plans for economic development leadership.

WOMEN LEADERS – Our women business leaders are engaged, eager, and growing! Aspire hosts this series to support and strengthen women leaders as they pursue business success and career advancement.

EDUCATIONAL PROGRAMS

BUSINESS MATTERS – This classic mid-day business-education event offers a chance to network and learn a practical business-related subject matter from a guest presenter.

LEGISLATION MATTERS

Elected officials explain current policy issues, and members advocate the business community's positions. Green and red cards are given to each attendee to hold up and "vote," giving elected officials a visual cue on the local business community vibe.

COMMUNITY MATTERS

Aspire Community Matters members meet monthly to educate themselves on these issues through guest speakers, panels, and other opportunities that arise. This meeting also allows each team to update the other teams on their work and projects.

NETWORKING

Develop strong business relationships through our variety of networking opportunities. Aspire staff, Board of Directors and Ambassadors are on-hand to help make introductions to business leaders.

- Business After Hours
- Industry Roundtables
- Aspire Tidings and Tinsel
- Membership 101

VOLUNTEER TEAMS

Dedicated volunteers are central to our community development and investor engagement success. Aspire volunteers come from the community and private business sector. They work to position Johnson County more competitively in the marketplace.

- Talent Retention Team
- Community Engagement Team
- Growth + Planning Team

2020 PROGRAMS AND EVENTS CALENDAR

JANUARY

JAN. 9

- Growth & Planning
- Aspire Industry Roundtables -Health and Life Sciences

JAN. 10

- Aspire Legislation Matters **JAN.13**
- Community Engagement **JAN. 14**
- Aspire Industry Roundtables -**Financial Services**
- **JAN. 16**
- Aspire Business After Hours -Lagers & Leaders
- **JAN. 17**
- Talent Team
- Aspire Industry Roundtables -**Property Services & Commercial Development**
- **JAN.22**
- Aspire Community Matters **JAN.23**
- Aspire Industry Roundtables -Events, Weddings, and Attractions
- **FEBRUARY**
- FEB. 6 • Greenwood State of the City **FEB. 10** Community Engagement **FEB. 11** • Chamber Day at the Statehouse **FEB. 12** • Membership 101 **FEB. 13** Growth & Planning FEB. 21 Talent Team FEB. 26 • Aspire Community Matters

MARCH

MAR.4

- Aspire Industry Roundtables -**MAR. 6**
- Aspire Legislation Matters **MAR. 9**
- Community Engagement **MAR. 10**
- Aspire Industry Roundtables -
- Aspire Business Matters **MAR. 12**
- Aspire Business After Hours
- Growth & Planning
- **MAR. 18**
- Aspire Industry Roundtables -**Property Services & Commercial Development MAR. 19**
- Aspire Women Leaders POSTPONED
- Aspire Industry Roundtables -**Events**, Weddings and **MAR. 20**
- Talent Team

APRIL

APR. 2 • Membership 101 APR. 9 Growth & Planning **APR. 13** Community Engagement **APR. 16** • Aspire Business After Hours POSTPONED **APR. 17** Talent Team **APR. 22** • Celebrate Aspire POSTPONED **APR. 23** • Aspire Together After Hours Virtual ΜΔΥ **MAY 5**

- Aspire Industry Roundtables -Health and Life Sciences **MAY 11**
- Community Engagement **MAY 12**
- Aspire Business Matters Lunch POSTPONED

MAY 13

- Aspire Industry Roundtables -**Financial Services MAY 14**
- Aspire Industry Roundtables
- Property Services & **Commercial Development**
- Growth & Planning
- **MAY 15**
- Talent Team
- **MAY 20**
- Aspire Industry Roundtables - Events, Weddings and **MAY 27**
- Aspire Community Matters

JUNE

- **JUN.5**
- Aspire Business Matters Webinar
- **JUN. 8**
- Community Engagement **JUN.9**
- Aspire Business Matters Luncheon **JUN. 11**
- Growth & Planning **JUN.12**
- Aspire Business Matters Webinar
- **JUN.18**
- Membership 101
- Aspire Business After Hours **JUN. 19**
- Talent Team
- **JUN. 24**
- Aspire Community Matters



Aspire For more information please visit our event page at **aspire**johnsoncounty.com.

2020 PROGRAMS AND EVENTS CALENDAR

JULY

JUL. 7

- Aspire Industry Roundtables -Health ad Life Sciences JUL. 9
- Growth & Planning JUL. 13
- Community Engagement JUL. 14
- Aspire Industry Roundtables
 Financial Services
- JUL. 16
- Aspire Industry Roundtables
- Property Services & Commercial Development JUL. 17

• Talent Team

• Aspire Industry Roundtables -Events Weddings and

Attractions JUL. 22

- Aspire Community Matters
 JUL. 23
- Aspire Golf Classic JUL. 28
- Aspire Community Matters

AUGUST

AUG. 10 • Community Engagement AUG. 13 • Membership 101 • Growth & Planning AUG. 20 • Aspire Legislation Matters AUG. 21 • Talent Team

AUG. 26

• Aspire Community Matters

SEPTEMBER

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SEP. 3
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- Aspire Industry Roundtables -Health and Life Sciences SEP. 8
- Aspire Business Matters Luncheon
- SEP. 10
- Growth & Planning
- SEP. 14
- Community Engagement
- Aspire Industry Roundtables Financial Services SEP. 16
- Aspire Industry Roundtables -Property Services & Commercial Development
- SEP. 17
- Aspire Business After Hours **SEP. 18**
- Talent Team
- SEP. 22
- Aspire Industry Roundtables Events, Weddings, Attractions SEP. 23
- Aspire Community Matters **SEP. 24**
- Celebrate Aspire

OCTOBER

OCT. 1 • Aspire Women Leaders **OCT. 8** Growth & Planning **OCT. 12** • Community Engagement **OCT. 15** • Aspire Business After Hours **OCT. 16** • Talent Team **OCT. 22** Politics & Swizzle Sticks **OCT. 28** • Aspire Community Matters **OCT. 29** • Membership 101

NOVEMBER

NOV. 3

- Aspire Industry Roundtables Health and Life Sciences
 NOV. 5
- Swizzle Sticks NOV. 9
- Community Engagement NOV. 10
- Aspire Business Matters Luncheon

NOV. 11

- Aspire Industry Roundtables
 Financial Services
 NOV. 12
- Growth & Planning
- Aspire Industry Roundtables -Property Services & Commercial Development NOV. 18
- Aspire Industry Roundtables Events, Weddings, and Attractions
 NOV. 20
- Talent Team
- NOV. 25
- Aspire Community Matters

DECEMBER

- DEC. 9
- Aspire Tidings and Tinsel

For more information please visit our event page at **aspire**johnsoncounty.com.



FOLLOW US ON SOCIAL!



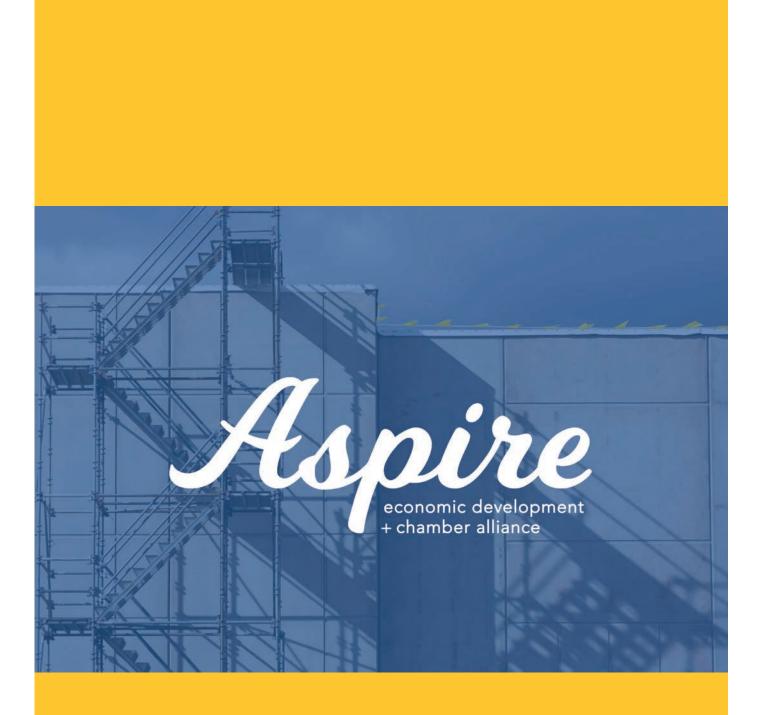


AspireJohnsonCo



AspireJohnsonCo





THANK YOU TO OUR PARTNERS

Aspire Partners, below, go "above and beyond" in their commitment to Aspire and leadership within the business community. They are passionate about the Southside business community and passionate about Aspire. Call the office to learn more how you can become an Aspire Partner.

