

MEDICAL DEVICE INITIATIVE

Medical Device Industry

The medical devices industry is one of the state's most valuable economic assets. The industry generates billions of dollars in economic output annually, greatly due to its extensive supply chain and successful manufacturing operations.

One-third of the \$38 billion global orthopedic industry is headquartered in nearby Warsaw. Northeast Indiana was ranked the fourth-highest state in venture capital percentage gains from 1999 to 2004.

EDC Toolbox Solutions

The Whitley County EDC works with clients to *plan, build and equip* their business for success. Starting and growing a business requires the right tools.

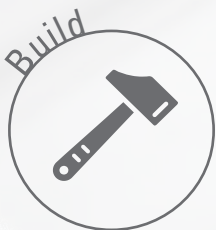


Here are some examples of business projects which the EDC has provided *toolbox solutions*:

Client: local startup custom stainless steel instrumentation supplier

Challenge: business planning, location, financing, incentives

Toolbox solutions: completed Lean Startup based course, identified vacant medical office building, negotiated local and state business incentives, obtained low-interest loan financing



Client: international electron beam processing supplier

Challenge: location, financing, incentives

Toolbox solutions: identified location at "shovel ready" business park, secured industrial revenue bond financing and economic development revenue bond incentive, negotiated state business incentives



Client: regional employer launching subsidiary to manufacture premium metal alloys

Challenge: location, financing, incentives

Toolbox solutions: identified vacant industrial building, negotiated local and state business incentives, obtained state equipment grant, secured funding for environmental assessment and site stabilization activities

MEDICAL DEVICES

EDC Programs

GreenLight & Lean Startup - Provide aspiring entrepreneurs and existing business owners with the time to evaluate the viability of a business idea in a safe and interactive environment. The Lean Startup business model gives a new venture a solid foundation from day one.

MarketMaker - Aligns growth-oriented companies with the right resources to enable or improve growth in existing and adjacent markets

TrailMaker - Focuses on company growth in core markets or expansion into adjacent markets by obtaining the voice of the client (VOC), resulting in development and delivery of services targeted to eliminate and/or reduce the specific growth inhibitors

VentureAccelerator - Funding, coaching and mentorship program for high-growth potential startups and expansion projects focused on the areas: agribusiness, specialty foods and medical technology

Medical Device Supply Chain

The following is a list of companies involved in the medical device supply chain in Whitley County:

- AJ Machine
- Blue M Medical
- C&A Tool Engineering
- DOT America
- Engineering Services
- Etavonni Engineering
- Fort Wayne Metals - Adv. Materials Dev.
- Ideal Pro CNC
- Imaging Office Systems
- Impact CNC
- Iotron Industries USA
- Kilgore Manufacturing
- Micropulse
- Nanovis
- Numerix
- Pro Systems
- Qualitex
- Quality Inspection & Gage
- Red Star Contract Mfg.
- Scientific & Regulatory Consultants
- SGS Specialty Group
- Sites Medical
- Solstice Medical
- Sound Ideas
- Summit Business Products

Buildings & Sites

Park 30 Spec Building

- Progress Court
- "Shovel Ready" Park 30 Business Center
- 16,200 SF expandable to 32,000 SF
- 2.36 acre site
- Adjacent to US 30



Proposed exterior design for Park 30 spec building

Xios Expandable Building

- 201 S Towerview Dr., Columbia City
- Located in Blue River Industrial Park
- 15,000 SF expandable to 16,700 SF
- 11.6 Acre Site
- 1/2 mile from US Hwy 30

