

Why Did Intelcius Choose Indianapolis for its US Headquarters?

April 2013

Andrew J. Mills Answers This Important And Frequently Asked Question

This is a question that we hear somewhat regularly. It is usually followed up by, "Oh, is it because of Eli Lilly or Dow or Roche Diagnostics?" All three of those companies are good reasons to locate a business that supplies the life sciences industry in Indianapolis but the answer is "No!"

Intelcius is located in Indianapolis as it truly lives up to the motto that adorned its license plates until recently "Indiana – The crossroads of America". Simply put the state is one of the very best located if you are in a business that requires distribution. Sixty five percent of the nation's population is located within one day's drive from Indianapolis. Many people do not realize that the world's second largest FedEx® Express hub is based here in Indianapolis and conducts more than 200 aircraft movements each night.



It is hard sometimes to convince folks of the strength of the Indianapolis area in terms of freight. The International Airport in Indianapolis was just ranked¹ as the 22nd largest freight hub in the world, moving 932,105 Metric tons of cargo in 2012. This ranks Indianapolis ahead of Tokyo, Leipzig (DHL's HQ), Newark, Osaka, Cologne and Kuala Lumpur - all major International hubs.

On top of an airport clearly designed to handle freight Indianapolis has one of the most comprehensive transportation infrastructures in the nation²:

Most interstate coverage in the nation—five major highways pass

through our state to connect with other regions of the country

New \$1 billion international airport terminal

100+ trucking companies with routes crisscrossing the entire U.S., Canada and Mexico

Five rail lines (CSX, Norfolk Southern, The Indiana Railroad, Indiana Southern and The Louisville)

Three maritime ports (Clark Maritime Centre and Southwinds Maritime Center on the Ohio River, as well as Burns Harbor on Lake Michigan)

Skyline photo Indianapolis Downtown Inc.

Intelsius Calls Indiana Home

So the ability to move freight in a cost effective, efficient manner is the number one reason Intelsius is based in Indianapolis however there are a few others that are worth mentioning:

Indianapolis has the lowest sales and use tax in the Midwest
Carmel, a suburb to the North was ranked in 2012 by Money magazine as the best small city to live in the United States³

Indiana ranks 1st in the Midwest and 5th in the nation as the best place to do business in the Pollina Corporate Top 10 Pro-Business States for 2012 study (Aug. 2012).

Indiana ranks 5th in the nation for business friendliness and 7th for cost of living in CNBC's "America's Top States for Business" report (July 2012).

Indiana ranks 1st in the Midwest and 5th in the nation in Chief Executive Magazine's annual "Best & Worst States" survey (May 2012).

Indiana ranks best in the Midwest and 8th overall in Area Development magazine's "Top States for Doing Business" study (Oct. 2012).

I have lived in the United States for 10 years and somewhat accidentally came to live in Indiana, smack dab in the Midwest. In the last 10 years I think I have come to understand what "Midwest values" means. For me it



means family, friendship, hard work, a sense of community and the opportunity to succeed.

Indianapolis has been a great city to me personally, I met my wife, we have two lovely daughters and I have had the opportunity to start two businesses here and run another. I have enjoyed learning American culture and consider myself a true blue Colts fan now, sorry Reading FC!

Ultimately I am proud to call myself a Hoosier (<http://en.wikipedia.org/wiki/Hoosier>) and to call Indiana my home.

Contact me for more information:
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1http://www.aci.aero/media/afc782a2-a258-4c49-a700-fea9047d15fb/News/Releases/2013/PR_260313_Prelim_2012_World_Traffic_Rankings-final_pdf
2<http://emergingindustries.developindy.com/default.aspx>
3<http://money.cnn.com/magazines/moneymag/best-places/2012/snapshots/PL1810342.html>