

Securing Our State's Future

Vision, Leadership to Drive Tech Agenda



John McDonald

Indiana lawmakers and business/community leaders have done an excellent job enhancing our economic climate and making our state one of the leading locations for companies and jobs. The mission, and we're confident all Hoosiers will accept it, is to act today to help ensure similar success for generations to come.

Let's borrow the words of others to help shape the job in front of us.

"The future belongs to those who see possibilities before they become obvious."

— Businessman, entrepreneur and investor John Sculley

No. 1 factor in company decisions to expand, relocate and, most importantly, create new jobs. We must retrain displaced workers and keep more of the talented individuals who graduate from our universities.

Capital

It takes money to make money. Expanding and making transferable Indiana's Venture Capital Investment Tax Credit is a strong initial step. As Indiana's own private venture capital base continues to mature, providing support for entrepreneurs to obtain financing from venture-rich communities will accelerate the growth of those companies and the state.

Ecosystem

Northern California became what it is today in the tech/entrepreneurial world due to efforts dating back to 1939 and the Hewlett Packard Garage – the official birthplace of the Silicon Valley. It has reached the point where ideas, people, dollars and the reinvestment of each have created a most powerful economic engine.

Indiana is building its own ecosystem. Each ExactTarget or Interactive Intelligence sale, as two examples, puts all the key ingredients back into play for further growth. As the ecosystem matures and more of the initial financing comes from within the state, the proceeds and future rewards will be even more Indiana focused.

Our evolution will be accelerated by leading the way in the Internet of Things (IoT). Businesses in the IoT space, both those operating today and others still to come, are providing the connectivity and analysis that will shape our lives in the years ahead. IoT will complement our existing business strengths and change the way Hoosiers – and all others – work, live and play.

Being engaged is mandatory, not optional. Leading – seeing possibilities before they become obvious; grasping and holding a vision – will produce a more prosperous Indiana.

One way of quickening the pace is to enhance open data capabilities. Discovering new information is less of a challenge than coordinating the vast amounts of data already available and using it to enhance both entrepreneurial business development and public sector decision-making and policies.

In a recent interview, one of Indiana's IoT leaders says it can be the "biggest thing since anything." The same sentiment applies to Indiana's prospects for job, business and economic growth.

As Sculley, Jennings Bryan, Reagan, Twain and others have articulated, it just takes clear vision and dynamic leadership to help control our own destiny. Let's go!



Bill Soards

We may think first of the Wright Brothers and air flight, or Madam C.J. Walker and her entrepreneurial ventures, as just two examples of "seeing possibilities." But forward thinking and long-term opportunities can, and must, be adopted by all.

"To grasp and hold a vision, that is the very essence of successful leadership – not only on the movie set where I learned it, but everywhere."

— Ronald Reagan

The words of the 40th President of the United States ring true today and going forward. Embracing the outcomes we desire and keeping our focus on the ultimate goals are essential.

"Destiny is not a matter of chance, but of choice. Not something to wish for, but to attain."

— Politician and three-time presidential candidate William Jennings Bryan

Indiana simply needs to control its own fate as much as possible. Having a plan is the first step; striving to achieve it is even more critical.

"I can teach anybody how to get what they want out of life. The problem is that I can't find anybody who can tell me what they want."

— Mark Twain

What we want, in the mission of the Indiana Chamber, is to "cultivate a world-class environment which provides economic opportunity and prosperity for the people of Indiana and their enterprises." What we want, more specifically, is to continue the evolution of our economy over 200 years – from leadership in agriculture and manufacturing to logistics and life sciences – to today's technologies that will partner with those industries and many more.

What do we need to succeed? Talent, capital and an ecosystem that builds upon itself.

Talent

Indiana must retain, attract and grow the available talent for innovation-based businesses. Talent is the

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