



Message From the Lt. Governor

On behalf of our administration and the state of Indiana, I send hearty congratulations to each of the 20 companies honored in the eighth class of Indiana Companies to Watch, understanding the hard work, time and dedication it takes to gather the right teams within your businesses.

We commemorate that during 2014 these 20 second-stage companies had combined revenues in excess of \$196 million and created 129 new jobs. This represents a revenue increase of 27.5% from 2013. Projected growth through 2015 is an additional 23% in revenue and 16% in jobs for the standout companies located in 11 counties around the state.

In Indiana, we celebrate flourishing companies and commit to policies that support and encourage this continued growth. We know that most future job expansion will occur with companies like these being honored that are already having a positive impact on our economy, and we look forward to their greater contributions in the years ahead.

Those policies have resulted in Indiana ranking No. 1 in the lowest cost of doing business and among the top 10 best states for lowest small business taxes. Further, our top administration priority is to ensure the skilled workforce needed to make certain businesses of all sizes have the talent needed to succeed and grow.

We applaud these Companies to Watch as they are creating new jobs, new products and new opportunities for which we are most excited and grateful as this type of innovation and growth will ultimately shape a brighter future and increased prosperity for all Hoosiers.

Sue Ellspermann, Ph.D., Lt. Governor of Indiana

Getting to Know Each Other Better

Like many professions, the practice of law has become increasingly specialized. Back when my father practiced law, legal problems were easily identified and routed to the appropriate specialist. "That's a tax problem, go see Jim." Or maybe, "You need a divorce? Mark can handle that!"

There are many great things about being at a large law firm. One of the down sides, however, is the constant struggle to keep up with what everyone does. There are lawyers whose entire practice specializes in Federal Corrupt Practices Act cases. Or attorneys who specialize in private equity fund formation. One needs to know quite a bit of law (like, for example, what is the Federal Corrupt Practices Act, exactly?) just to be able to understand what keeps these people busy all day.

At our firm, we spend a whole lot of time just trying to keep track of the different types of law our lawyers practice. This is so, ideally, when a client calls with a problem, we can identify the issue and get them to the right person within our firm. Even better, we might know enough to spot the legal problem for the client before they even know they have a problem.

In now my third year of judging Indiana Companies to Watch, one thing I have learned is that we have some amazing businesses in Indiana that I would have never heard about. Sure, our newspapers occasionally publish some interesting jobs announcement press releases. But we are all surprisingly uninformed when it comes to what businesses are thriving in our state.

We have world-renown companies doing mind-blowing things just down the street, but you probably have never heard of them. Maybe it is our Midwestern values, or the fact our companies typically don't have to attract huge sums of outside capital, but Indiana companies, on the whole, tend to be not very good at spreading the word about themselves outside of their specific customer base.

Just like my law firm, we – as a state – need to commit to discovering and communicating what it is we are all doing. Companies to Watch is one small program trying to bring focus on all of the growing and great Hoosier companies right here in our backyard. What problems are they solving? How might I benefit from what they are doing, and how could they benefit from what I do? These are the same questions my partners ask each other every day.

On behalf of Barnes & Thornburg and its more than 600 legal professionals in the U.S. – more than half located in Indiana – I'd like to congratulate the 2015 Indiana Companies to Watch.

Let's make a commitment to get to know each other better. Our state could surely benefit from it. It's good business for all of us!

Joshua P. Hollingsworth, Partner, Barnes & Thornburg LLP

