

# FINANCIAL & INSURANCE SERVICES <sup>7</sup>



NORTHEAST  INDIANA

*You can get there from here.*

## HIGH SPEED CONNECTIONS

### VERIZON FIOS

Fort Wayne and the northeast Indiana region have long been a testing ground for new products and services. When it came time for Verizon to enter the market with their new fiber optic systems, our region was the first Midwest market to get the service. The fiber-to-the-premise network, launched in 2005 with an investment of over \$65 million, has brought high speed internet service to over 65,000 homes and businesses.

Verizon has also rolled out its Evolution-Data Optimized (EV-DO) third generation (3G) wide-area network to the greater Fort Wayne area. This wireless high speed service is geared toward mobile professionals and business customers making it possible to have an untethered mobile office experience.

### SPRINT & COMCAST

Both companies maintain large, high speed networks throughout the region.

## 2008 TOP STATE

For the second year, CNBC ranked the top states for business. Indiana was labeled the 'Most Improved State' after jumping 13 spots from last year's overall ranking to land on 13.

### Existing Industry

COMPANY	SERVICE(S)	EMPLOYMENT
Lincoln Financial Group	Insurance Products	1,900
Wells Fargo Bank	Commercial Bank	512
STAR Financial Bank	Commercial Bank	483
Aetna US Healthcare	Life Insurance Products	315
Medical Protective	Professional Liability Insurance	311
K&K Insurance Group	Insurance for Sports & Entertainment Business	275
Brotherhood Mutual Insurance	Insurance Products	240
JPMorgan Chase	Commercial Bank	235
Swiss Re	Reinsurance	208
1st Source Bank	Commercial Bank	180
National City Bank	Commercial Bank	175
Tower Bank	Commercial Bank	171
Three Rivers Federal Credit Union	Credit Union	167
Old National Insurance	Property/Casualty Insurance	135
Ash Brokerage Corp.	Insurance Products	120
Crowe Horwath LLP	Accounting and Consulting	112
American Specialty Insurance & Risk	Insurance for Sports & Entertainment Business	80
Baden, Gage & Schroeder LLC	Accounting and Consulting	70
Beacon Credit Union	Credit Union	70
Merrill Lynch	Investment	54

Source: Community Research Institute - current October 2008

“Our corporate culture is embedded in the small-town Indiana values of ingenuity, hard work and integrity. Our employees will continue to enjoy the high quality of life that Roanoke offers to their families, and the company will continue to operate as a profitable corporate citizen in a great small town in a great state.”

**Pete Eshelman,**  
**President & CEO**  
American Specialty  
Insurance & Risk Services  
amerspec.com



## BUSINESS FRIENDLINESS

# 3

**3 - INDIANA**  
 24 - KENTUCKY  
 35 - ILLINOIS  
 39 - MICHIGAN  
 42 - OHIO

## COST OF DOING BUSINESS

# 6

**6 - INDIANA**  
 14 - KENTUCKY  
 30 - OHIO  
 34 - MICHIGAN  
 44 - ILLINOIS

## Wages

OCCUPATION	MEDIAN HOURLY WAGE	EMPLOYMENT
Management	\$35.52	740
Business and Financial Operations	\$23.22	2340
Computer and Mathematical	\$28.78	650
Life, Physical and Social Science	\$23.00	70
Legal	\$25.03	50
Arts, Design, Entertainment, Sports, Media	\$13.87	70
Healthcare Practitioners and Technical	\$21.68	70
Building, Grounds Cleaning, Maintenance	\$10.08	30
Sales and Related	\$10.59	1290
Office and Admin Support	\$13.05	6510

Source: Community Research Institute— 2007 workforce data

## Education

With over 10 colleges and universities in northeast Indiana and an enrollment of over 35,000 students, an educated workforce is available and qualified.

Annually, more than 1,100 students receive bachelor degrees in accounting, finance or MBAs, with an additional hundred receiving associate degrees or certifications in accounting.

### IVY TECH

IVY Tech has multiple campus locations in northeast Indiana and enrolls more than 11,700 students annually within the region.

### MANCHESTER COLLEGE

Four-year students pass the CPA exam at twice the national rate and 50 percent pass on the first try. Many students who score in the top 10 from Indiana received their education from Manchester College located in Huntington County.

### INDIANA PURDUE FORT WAYNE (IPFW)

The Institute for Pension Plan Management was established at IPFW in 2007. The Institute will serve a currently unmet need by supporting local, regional, and national retirement plan and employee benefits providers through education, training, credentialing, research, and technical support.

### STATEWIDE

Indiana is one of only a handful of states with three universities offering insurance and actuarial degrees: Purdue University, Indiana University and Ball State University.

### INSPIRE

INSPIRE (Indiana Specific Insurance Related Education) covers training costs for insurance-recognized training and can be matched up to 50 percent by the Indiana Economic Development Corporation.

## FOUNDED IN THE REGION

### MEDICAL PROTECTIVE

In 1899, a group of Fort Wayne physicians banded together to defend themselves against professional medical liability lawsuits. Now the national leader in primary medical professional liability coverage and risk solutions, Medical Protective is a true success story. Initially owned by a local family, MedPro is now part of Berkshire Hathaway and employs over 300 professionals in the region and hundreds more throughout the nation. It continues to be headquartered in Fort Wayne.

### LINCOLN FINANCIAL

Founded in 1905 in Fort Wayne, Lincoln National Life Insurance Company was envisioned by its 33 founders as an insurance company rooted in dependability and honesty. Today, Lincoln Financial Group continues to redefine financial security for its customers. The company maintains its support of the region with over 1,900 employees.

### AMERICAN SPECIALTY INSURANCE

Started 18 years ago in Roanoke, today it is recognized as the leader in providing risk services and insurance for amateur sports, professional teams and individual athletes as well as the entertainment industry. American Specialty continues to grow in the region, maintaining their headquarters in small town Roanoke and gives back to the community.



