



Office of the President

February 28, 2008

The Honorable Richard G. Lugar
United States Senate
306 Hart Senate Office Building
Washington, DC 20510

Dear Senator Lugar:

As Congress begins the Fiscal Year 2009 Appropriations process, Indiana State University (ISU) respectfully submits for your consideration the Innovation Alliance Business Incubator and Accelerator project. This is a joint request with Rose Hulman Institute of Technology and the City of Terre Haute.

Indiana State University (ISU), Rose Hulman Institute of Technology (Rose Hulman), the City of Terre Haute, and the Terre Haute Economic Development Corporation have formed the Terre Haute Innovation Alliance (Alliance) to help foster technology-driven economic development opportunities in West-Central Indiana. This partnership provides technical and business assistance services for emerging technology companies located in the region. These services accelerate the initial development phase of start-up businesses, thereby shortening time-to-profitability.

The Innovation Alliance Business Incubator in Terre Haute is a proven job creator, which has already resulted in three successful start-up companies:

- DesAcc, a leading medical software engineering company whose products are used for analysis of digital medical images such as X-rays or MRIs. DesAcc anticipates hiring two additional employees in 2008;
- InfraWare, a software company that has developed a next-generation software platform for providing medical transcripts or medical reports more efficiently. InfraWare will be adding at least one new employee (1st Qtr 2008); and,
- Handshake LLC, a company developing a state-of-the-art Internet business networking technology focused specifically on helping individual users identify and market services and needs.

At this time, several additional companies are currently in the application process and it is likely that one to two will be admitted to the business accelerator program in early 2008. With assistance from the Innovation Alliance, one of these companies is forecasting job growth to exceed 20-25 new employees each year for the next 3-4 years. In addition to its economic development mission, the Innovation Alliance provides Rose-Hulman and ISU students with real-world business experience. Nearly 30 students and 20 faculty and staff members from ISU and Rose Hulman have provided assistance to Innovation Alliance start-ups since its inception, and more are expected to participate in the years ahead.

Thank you for your consideration of this request. If I can be of any assistance, please do not hesitate to contact me directly. For your reference, I have enclosed a more detailed description of this project and your internal office form.

Sincerely,

A handwritten signature in cursive script that reads "Lloyd W. Benjamin, III".

Lloyd W. Benjamin, III
President

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