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Bringing Opportunity Back: How a Unique Partnership Between Neighbors, a Medical Device Company, Government, and Non-Profits is Changing an Indianapolis Community

Bloomington, Ind. – A unique partnership designed to bring jobs, free education, wrap around services and community ownership to a new medical device manufacturing facility was announced today on the northeast side of Indianapolis.

Located at the corner of Sheridan Street and 38th Street, this location was chosen because residents face high rates of poverty and unemployment. To help address some of those challenges, Cook Medical, Goodwill of Central & Southern Indiana, The Indianapolis Foundation, and the United Northeast Community Development Corporation partnered together to create opportunities for individual and community growth.

Employees will manufacture medical devices such as introducers, sheaths, drainage catheters, and needles for Cook Medical as employees of Goodwill Commercial Services. This high-skill manufacturing training will provide employees opportunities for long-term employment and career progression. Through Goodwill, the facility will also offer wrap around services, such as mental and physical health support, substance use disorder support, soft skills training, housing stabilization, and other services necessary to remove barriers to socioeconomic progress. Employees can also advance their education for free, from a high school diploma through a master's degree, as well as other certifications.

"All progress moves at the speed of trust," said Ashley Gurvitz, chief operating officer and executive director of United Northeast CDC. "With the inclusive actions that Cook Medical and Goodwill of Central & Southern Indiana have exhibited, we truly trust and thank them not only for this economic opportunity, but also for being a collaborative catalyst so our community can thrive in our own backyard."

This unique partnership of nonprofits, community, government and business was developed to maximize the connection between business and community.

"It is a win for everyone involved, including the community itself. We hope that this model can serve as an example and inspire other businesses and organizations to join us," said Pete Yonkman, president of Cook Group and Cook Medical. "The challenges of generational poverty, substance use disorder, and barriers to education confront countless communities across Indiana. If owners and leaders of companies in Indiana join us in bringing jobs and opportunity back, we believe it's possible to rebuild the middle class in our state."

In addition to empowering employees to reach their full potential, this facility will serve the community at large. The goal is that all construction on the site will be completed by local, minority-owned businesses. The new Goodwill Commercial Services building will be owned by a newly formed 501(c)2 entity that will make distributions back to The Indianapolis Foundation, an affiliate of the Central Indiana Community Foundation (CICF). Excess proceeds from the facility will be used for community development. This includes providing small business loans, sponsoring community clean-up projects, and more.

Project Factsheet

About the Project

- Close partnerships between neighborhood leaders, businesses, nonprofits and community foundations have the power to **bring opportunity back** to communities that need them. The key is a **team of partners** with the resources and skills to provide the jobs, training, education, and wrap-around services that break down barriers. This level of change can impact a neighborhood, and its families, for generations and **stop the cycle of unemployment and poverty** that holds people back from their full potential.

About the Facility

- Address of site: 6190 E. 38th Street.
- The 40,000 square foot facility will be a component medical device manufacturing facility, fully registered as a manufacturer with the FDA, **producing introducers, sheaths, drainage catheters, and needles.**
- The area has some of the highest unemployment and poverty rates in Indiana.
- The area's population is nearly **86%** people of color.
- The goal is to engage **100%** local and minority owned contractors to build the facility.
- The IndyGo Purple line will serve this location.

Employment and Benefits

- Goodwill will employ approximately **100 employees** to produce medical devices as a supplier for Cook Medical
- Most production employees will start at **\$13/hour + benefits with a top wage of \$20/hour + benefits**
 - Starting wage will increase with relevant experience.
- Average wage for all employees is expected to be **\$16/hour + benefits** at opening.
- Salary wage will be **competitive** in the industry.
- Roles range from production, team leads, quality control management and management.
- Goodwill will focus recruitment efforts on **surrounding communities** to maximize employment opportunities
- Employees will have access to **wrap-around services** including:
 - Housing support, legal aid, mental/physical healthcare, case management services, substance abuse assistance, and soft skills training
- Employees will have access to **free education beginning at the high school level and continuing all the way up to a Master's degree**, which is the same program available to Cook Medical employees
- Benefits include **health, vision, dental**, long-term and short-term disability
- Goodwill matches **50% of 403(B) retirement contributions up to 6%**
- Goodwill provides **ongoing training and development** opportunities for employees to grow in their careers.

Financing and Ownership

- Cook is investing **\$7 million** as a loan for the facility.
- Indianapolis Foundation is investing **\$4 million** through IMPACT Central Indiana for the benefit of the community.
- New market tax credits will contribute **\$4 million**.

- The facility will be owned by a newly formed 501(c)2 entity that will make distributions back to **The Indianapolis Foundation**, an affiliate of the Central Indiana Community Foundation (CICF). Proceeds will be re-invested into the community in later years through the foundation.
 - Returns are approximately **\$100,000/year in the first seven years**
 - Equity will build in the value of the building and real estate
- The facility will be leased to **Goodwill of Central & Southern Indiana**, a not-for-profit that changes lives every day by empowering people to increase their independence and reach their potential through access to education, healthcare, and employment.
- Goodwill will manufacture products exclusively as a supplier for **Cook Medical by producing introducers, sheaths, drainage catheters, and needles.**
- The **Indiana University Public Policy Institute** will serve as the research partner to quantify economic and social impact.

The Challenge

- For those in leadership roles in business or government, **join us in bringing back jobs and opportunity to our neighbors who need them right here in Indiana.**
- This model was developed with **sound business principles** and **community equity** in mind. It is a financially sustainable model of business that can be replicated by other organizations.

Watch the livestream event on Wednesday, November 18 at 11am at
www.facebook.com/cookmedical/live

For questions, please contact community@cookmedical.com

About Cook Medical

Since 1963, Cook Medical has been inventing, manufacturing and delivering a unique portfolio of medical devices to healthcare systems around the world. We work closely with physicians to develop technologies that improve patients' lives. Because we remain family owned, we have the freedom to focus on what we care about: patients, our employees and our communities.

About Goodwill of Central & Southern Indiana

Established in 1930 Goodwill of Central & Southern Indiana has an enduring history and a thriving presence throughout the state. Goodwill changes lives every day by empowering people to increase their independence and reach their potential through education, health and employment.

About the Indianapolis Foundation

The Indianapolis Foundation, founded in 1916, is a public charity and an affiliate of Central Indiana Community Foundation (CICF). As Indiana's oldest and largest community foundation, The Indianapolis Foundation aims to mobilize people, ideas and investments to make this a community where all individuals have equitable opportunity to reach their full potential—no matter place, race or identity. It awards approximately \$7 million annually to support current and future community needs and is governed by a board of six publicly-appointed directors.

About IMPACT Central Indiana

IMPACT Central Indiana (IMPACT) is a limited liability company created by Central Indiana Community Foundation, The Indianapolis Foundation and Hamilton County Community Foundation to facilitate social impact investments into businesses, funds and not-for-profits that are generating positive, measurable social impact and financial returns. IMPACT makes loans, equity investments and grants that further the charitable missions of the foundations.

About United Northeast Community Development Corporation (UNEC)

The United Northeast Community Development Corporation's (UNEC) is committed to enhancing the quality of life that benefits every resident, business, organization, and visitor with our Indianapolis' Northeast community. This includes facilitating diverse housing options, serving low income residents, enhancing neighborhood assets, developing business opportunities, and educating the community.

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