



2021 McCordsville Economic Development Report

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Introduction



The McCordsville Redevelopment Commission (RDC) was established by ordinance on March 11, 2004, and has all the powers as set forth by IC 36-7-14 and IC 36-7-25. The Town Council established the Redevelopment Commission because it believed it would benefit the public health, safety, morals, and welfare, and increase the economic well-being of the Town and serve to protect and increase property values within the Town of McCordsville.

Within the Town of McCordsville, the RDC consists of a five

Community School Corporation (MVCSC) as an ex-offico

to ensure balance between residential growth and growth for the non-residential sector of the Town of Financing (TIF) District (Brookside District) in 2009 as part Brookside TIF promotional materials). In early 2021 the Aurora Way TIF District was established to help fund the construction of a new roadway."

The RDC established an Economic Development Area (EDA) industrial economic development activity. The map of

The Town Council established the Redevelopment Commission because it believed it would benefit the public health, the economic well-being of the Town and serve to protect and increase property values within the Town of McCordsville.



Vision

"The Town of McCordsville envisions becoming the business hub of Northwest Hancock County for the life sciences, information technology, logistics, health care, agri-tourism/agri-business and light manufacturing industries. We will develop our community to provide neighborhood commercial, regional commercial, light industrial and industrial employment opportunities for our residents without losing our small town atmosphere. We will continue to market and draw upon our unique location and proximity to I-70, I-69, I-465, SR 234, and SR 67."

Next Stop MCCORDSVILLE

Approach

We will accomplish this vision by promoting our Town strengths and focusing our economic development dollars on overcoming our obstacles. This includes consistent and continued use of the Town's tagline "Next Stop McCordsville," in conjunction with our visual marketing materials to reinforce our economic development focus. We will partner with other towns, the County, related governmental entities, utility companies, service providers, the Mt. Vernon Community School Corporation (MVCSC), landowners,

real estate developers, the Hancock Regional Hospital, the

Hancock Economic Development Council and existing local business owners in order to gain a competitive advantage in attracting businesses to our town. We will take full advantage of the tools available to us and utilize the authority of the Redevelopment Commission as provided under Indiana Law.





Advantages

1 LOCATION

- Our location adjacent to the northeast corner of Marion County and the southeast corner of Hamilton County
- Our proximity to three major interstates, Interstate accessibility to shipping/transportation thoroughfares to the north, east, and west.
- Increased future transportation opportunities which will be created by alleviating traffic congestion across the CSX track on CR 600 West.
- McCordsville is within five miles of the Indianapolis Regional Airport and within 10 miles of the Indianapolis accommodating private passenger planes and cargo The Indianapolis Regional Airport is one of the biggest

Our location adjacent to the northeast corner of Marion County and the southeast corner of Hamilton County places us in the path of growth.





2 SCHOOLS

■ The Mt. Vernon Community School Corporation experience, tailored to meet each child's evolving provide a positive educational experience with a bring pride to the students, staff and community. This The district was also named as one of the first districts Department of Education. A progressive curriculum is a dual-credit aviation course, Project Lead The Way engineering courses, as well as forensic science and high-tech academy courses. The Mt. Vernon Middle and additional classrooms to house grades 6-8. International Exchange program that has expanded to include countries in Asia and Europe. The Marauder

GOVERNANCE

- The Town's Advisory Plan Commission is the planning Commission is staffed by a full-time director of Planning and Building, three full-time building inspectors and a full-time administrative assistant. The Town also department. Other planning functions include an Architectural Review Committee, which oversees the look and design of all buildings in the Town and a
- Stormwater conveyance and the natural drainage system are legal drains and run through the Town's boundaries. the flood plain, making development and construction in 2006 and has an approved Stormwater Management Storm Sewer Conveyance (MS4) entity.
- County Road 600 West (also known to be called Olio and Mt. Comfort Road) from County Road 1000 North to of McCordsville. The Town's Street Department is able to
- The expansion of the Town's wastewater treatment plan from 500,000 to 1,000,000 gallons per day (GPD) will be online this fall.

TECHNOLOGY

Technology is strong in McCordsville, with broadband

inaugural member of a group of nine telecom providers named Certified Gig-Capable Providers by the NTCA.



The Town of McCordsville is in a strong position to attract retail to its new Town Center based on the Primary Market area's demographics, consumer preferences, and unmet retail demand.

5 ECONOMIC DEVELOPMENT

- With approximately 3,071 roof tops, along with our Brookside Senior Living Facility, McCordsville has the population to support new business and industry or manufacturing endeavors. The 2020 Census will be population between 2010 and 2020 grew 44 percent, one of the greatest population gains (by percentage) in the
- Our population grew by approximately 8.5 percent in 2020. However, based on the MVCSC multiplier of 2.7 population growth rate from 2020-2024 would see the Town's population rise to approximately 11,500 by the start of 2025. Appendix II provides useful statistics provided by the Indiana Economic Development Council (IEDC).
- In 2017, the collaboration between McCordsville, Development Study. The study was made possible by a grant from the Hancock County Community Foundation and interested stakeholders (Hancock County Redevelopment Commission, Hancock County Cumberland, McCordsville and New Palestine teamed The regional initiative caught the attention of the Urban Land Institute (ULI) and a ULI panel spent nearly a week in the area.



Town is partnering with other local communities, as well as legacy employers such as Hancock Health and Road Corridor Strategy aims to create consistency a shared vision. The strategy will be completed in the 4th quarter of 2020, with the goal that the jurisdictions begin as possible.



5 ECONOMIC DEVELOPMENT

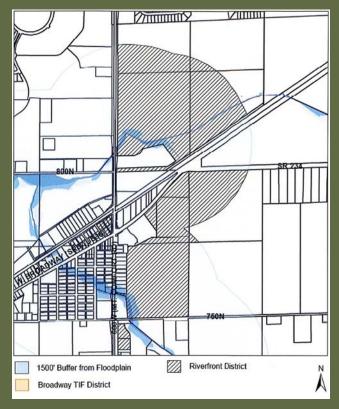
- The RDC also embarked on a Town Center Planning process following a visioning exercise conducted by formulating a plan to develop Town Center. The Town
- As part of the planning process, a market analysis was conducted to determine what service gaps exist in the area. The market analysis is provided to developers and







ECONOMIC DEVELOPMENT



- A series of builder/developer round tables were held in October 2020. That process garnered the interest of Shelby Bowen with Rebar Development and the first phase of Town Center, now called McCord Square, will be
- A town center drainage study will guide water retention
- As further incentive for development, the RDC by the Town Council in 2020.
- The Town Council approved their first tax abatement for Southwark Metals in 2020 and construction of the project is well underway. A second tax abatement was Southwark facility. Both projects will partner with the Town on the construction of Aurora Way. Aurora Way is
- The RDC is also participating in the White River Region READi program, which was recently submitted to the Indiana Economic Development Council (IEDC.) READi is an initiative of Gov. Eric Holcomb to infuse a total of \$500,000,000 into state economic development projects. If successful, each region could be granted \$50,000,000 for various economic development projects. McCordsville has requested \$4.3 million for





6 HEALTH AND WELLNESS

- The Town's partnership with Hancock Regional widely utilized not only by McCordsville residents, but
- Established walking and bicycling paths offer alternative transportation options which provides opportunities to connect local businesses to our residents and neighboring counties, promote health and wellness as wide trails plan. The Plan was adopted by the Hancock Town has since adopted the Plan through a Town County's trail system.





Accomplishments Since Last Update

- Completed ULI report reinforced the overall economic development approach and provided ideas to supplement the approach. The report has led to a multi-
- Promoted the Economic Development Area (EDA). The focus of the new EDA is to point developers to an area of the Town where we envision light industrial and
- Continued to support McCord Square planning and
- Promoted the Market Analysis Report by sending it to various developers and economic development professionals. The report is given to developers and other interested parties seeking information on

- Hosted joint meeting with the Town Council on McCord
- Provided funding through TIF revenue to the McCordsville Police Department to contribute to the purchase of a Flock Camera System.
- Completed Aurora Way financing.
- Will begin TIF financing for McCord Square.
- Developed revised grant program for McCordsville
- Signed McCord Square Project Agreement with Rebar
- A comprehensive study to analyze road improvements on Mt. Comfort Road and the CSX track was completed in

"The intersection at U.S. 36 and Mount Comfort Road is a strong location for mixed-use opportunity. All four corners of this intersection appear to be feasible for development."







Priorities

(LISTED IN PRIORITY ORDER)



1 TRANSPORTATION IMPROVEMENTS AND INITIATIVES

Support Acceleration of the Mt. Comfort Road Project

Create improved traffic flow and provide new maintain and improve the current County Road 600 West. that had been included in both the County and Town's potential traffic solutions for crossing the railroad tracks the Town Council approved a future underpass to alleviate traffic concerns caused by the CSX track. Further analysis is ongoing to determine if short-term improvements at the location would be beneficial to the continued economic

Proactively Work with INDOT to Improve State Road 67 (West Broadway)

Focus attention on the intersection of County Road 750 North and extending east toward Fortville, especially the intersections at County Road 600 West (Mount Comfort Road), State Road 234, and County Road 500 West.

Improve CR 500 North

The Town envisions industrial land uses along CR 500N. Additionally, this area has received attention from developers and real estate professionals as the areas closer to the airport are built-out. In order to assist specific traffic needs. The Town needs to ensure the proper

Continue the Recreational Trail/ Multi-Use Path

The first phase of the Town's Regional Trail was completed completed in 2016/2017. Future phases are under Road Corridor should continue.





Priorities Continued

(LISTED IN PRIORITY ORDER)





FOCUS REDEVELOPMENT ATTENTION ALONG THE "OLD TOWN" COMMERCIAL CORRIDOR

County Road 750 North to County Road 600 West along have started the redevelopment of the corridor, but could help to bring quality commercial development to Salon. In order to promote growth and redevelopment in accomplished by the Broadway TIF District.

plan developed by the McCordsville Parks Board.





Priorities continued

(LISTED IN PRIORITY ORDER)

The Town will continue to explore areas which can be annexed in a proactive manner.





ENCOURAGE ANNEXATION OF ADJOINING PROPERTIES

economic contributions to the Town. The leadership the Town annexed the existing Sagebrook Subdivision industrial project and Haven Ponds and Summerton residential subdivisions. Like these annexations, all future commercial or residential development and will receive which can be annexed in a proactive manner.



LOOK FOR WAYS TO ACQUIRE MORE LAND FOR PARKS



Fees, it became even more clear that our park offerings were deficient. Every survey the Town conducts residents more and more say they want more parks and trails and we will strive to continue to work with landowners and others



Considerations

(NOT LISTED IN ORDER OF PRIORITY)

- Further commercial and industrial development within the Town's limits and/or increase the limits of the Town
 - The potential for accomplishing this consideration relies on the Town Council's decision to continue
- Commercial and industrial trends may become a new fit for the Town's economic development. The expansion of a senior living facility and a Meijer store are such trends which helped spark commercial development. A senior

The General Assembly's approval of the **Community Crossroads Grant program** will help the Town conduct additional road work and other traffic movement upgrades, which will help attract economic development opportunities.

- Development of Fishers to the north, Fortville to the east, and Lawrence to the west.
- Potential expansion of any air-related service at the
- Indiana State legislative action we can use to create an advantage in attracting businesses to our community. Crossings Grant program will help construct additional will help attract economic development opportunities. We support the continuation of the Community Crossings
- Federal programs that will help us set our community
- Emerging technologies:
 - users to our Town, i.e. Wireless internet connections, Comfort Road Corridor, bio-technologies, supply points should all be explored.





Population Projections



To reconstruct the Town's build-out scenarios, the amount Future Land Use Map, which is described in greater detail in Chapter 4 of the McCordsville Comprehensive Plan which can be found on the Town of McCordsville's website at

Referring to the population projections produced when using the exponential growth formula, the Town's current year 2025 with respect to residential development. If the density planned for each land use category, the planning area would be home to approximately 10,000 persons. If the planning area were to build-out at the highest

density planned for each residential land use category, the planning area would include approximately 18,500 persons. planning horizon contemplated by the Comprehensive

- Extend the planning area boundary. This can be are currently outside the corporate boundaries.
- Increase the planned density associated with each land use category (established in the McCordsville Zoning
- Convert lower density residential areas to higher density residential areas.
- Due to the significant growth in the Town over the last of 2021 and continue well into 2022. The update will recalculate population projections for the community.



Challenges



- The CSX rail lines that bisect the Town constrict surface vehicular traffic flow on County Road 750 North, County 500 West.
- Our other two major thoroughfares, State Road 67 (West Broadway), and State Road 234 are controlled coordinated and funded by the controlling entity. This
- One historic cemetery which is located along County Preservation determination, based upon the history

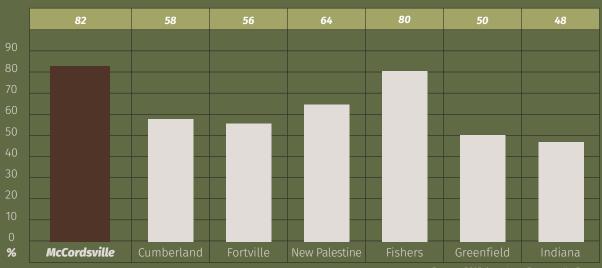
- The continued effects of the Constitutional Property Tax Caps (or Circuit Breaker Credit) on the Town's revenue stream.
- The Town's most important intersection at County Road 600 West (Mount Comfort Road) and State Road 67 (West project was completed at the end of September 2018. However, further improvements are warranted.
- Changes in State Law will make town-initiated annexations plans and strive for voluntary annexations or town-



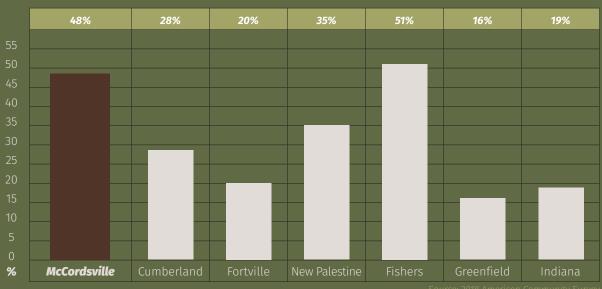
Appendix I

KEY FACTS: The Town of McCordsville is a close-knit community poised for dramatic growth in the

PERCENTAGE OF HOUSEHOLDS EARNING \$50,000+



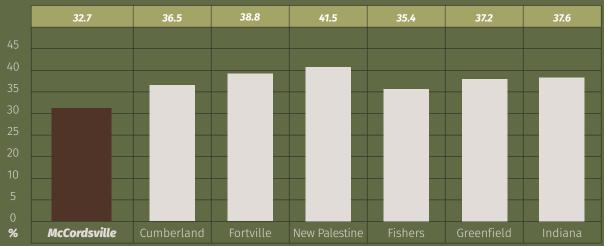
PERCENTAGE OF HOUSEHOLDS EARNING \$100,000+



Information on this page will be updated as soon as the McCordsville Census data is released.



MEDIAN AGE IN YEARS

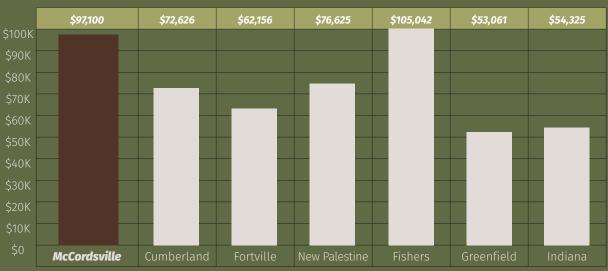


POPULATION GROWTH FROM 2000-2017

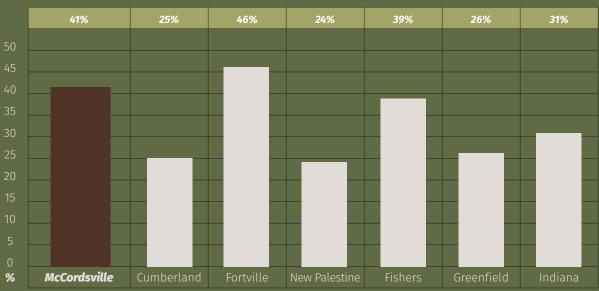




MEDIAN HOUSEHOLD INCOME

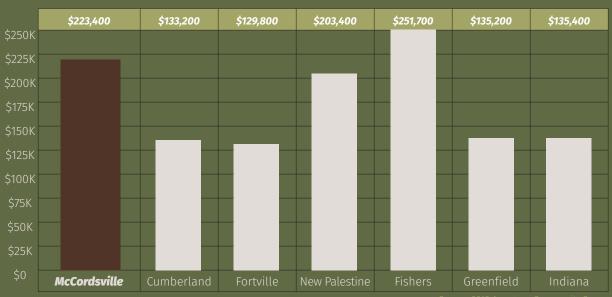


MEDIAN HOUSEHOLD INCOME GROWTH SINCE 2000





MEDIAN HOUSEHOLD VALUE (OWNER -OCCUPIED)



PER CAPITA INCOME





Hancock Economic Development Council

HTTP://WWW.HANCOCKEDC.COM



The Hancock Economic Development Council (HEDC) is the lead economic development agency for the county and all of the municipalities located within Hancock County. It is made up of both private and public sector entities. The **HEDC** has several Indiana Site Certified locations in their inventory (http://www. hancockedc.com/sites-data). Hancock County has much to offer your company and HEDC stands ready to help. Their team of professionals are available to discuss your business objectives and assist you in finding locations with McCordsville. For more information on how the HEDC can help, contact Randy Sorrell, HEDC Executive Director at rsorrell@hancockedc.com.

BEST STATEWIDE BUSINESS ENVIRONMENT

- 3rd for Worker's Comp (Premium Rate Rank State of Oregon
- 1st in number of Pass-Through Highways.
- Business Facilities: Indiana is the #1 manufacturing state.
- Chief Executive": Indiana is the 5th best state for business.
- Tax Foundation: Indiana Ranks #2 for property tax rates.
- 1st in shortest distance to median center of U.S. populations.
- 6th nationally for AERO Space Manufacturing attractiveness.
- 2nd highest concentration of biopharmaceutical jobs nationally.
- Over 38,000 engineers.
- 3rd in America's Top States for business infrastructure (CNBC 2021.)
- Highest concentration of manufacturing jobs.
- 2nd in overall automotive production.
- 500+ automotive parts suppliers.
- Indianapolis Airport 1st in customer satisfaction (J.D. Power.)
- 3rd in Freight Railroads; 5th in Class 1 Railroads.
- \$1 billion allocated in infrastructure through 2024.



Hancock Economic Development Council Continued

HTTP://WWW.HANCOCKEDC.COM

TOP TAX CLIMATE

At a time when other states are raising taxes to keep up in a rainy day fund puts the Hoosier State in a position to actually lower taxes. Indiana's corporate income tax rate is steadily decreasing each year to 4.9% by 2021.

CORPORATE INCOME TAX REDUCTION

Indiana's corporate income tax rate is steadily decreasing. As of July 1, 2020 the corporate income tax rate is 5.25%.

AAA CREDIT RATING

Indiana's Bond Rating has been ranked at AAA according to Standard & Poor's, Fitch and Moody's Credit Rating

A RIGHT-TO-WORK STATE

On February 1, 2012 Indiana became the 23rd state in the an even more attractive environment for businesses Hoosier State. There is strong evidence that the economy is operations and hiring new workers. With the support of other right-to-work states to better compete for and win





MCCORDSVILLE PROFILE



HANCOCK COUNTY **PROFILE**



HEDC **WEBSITE**



HANCOCK **INDUSTRIES**



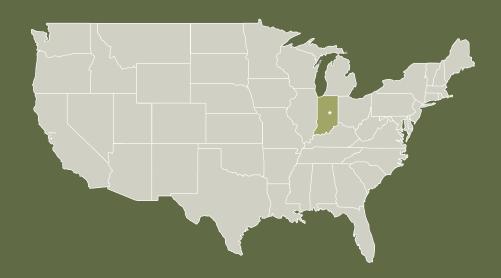
HANCOCK COUNTY CONNECTIVITY





Transportation Infrastructure

The Town is conveniently located for access to points of interest. McCordsville is within a days drive of 50 percent of the U.S. and Canadian populations, and within a day and a half drive of 75 percent of the U.S. and Canadian populations.



MAJOR HIGHWAYS

Roadway	Distance
Interstate 69	4 miles
Interstate 70	2 miles
Interstate 465	8 miles
Interstate 65	15 miles
Interstate 74	14 miles
State Road 67	0 miles
State Road 234	0 miles
State Road 9	6 miles
U.S. Route 40	5 miles
U.S. Route 52	8 miles

AIR & RAIL TRANSPORTATION

Facility	Distance
Indianapolis International Airport	33 miles
Indianapolis Regional Airport	1 mile
Indianapolis Metro Airport	10 miles
CSX Rail Line	0 miles

MAJOR METROPOLITAN AREAS

Roadway Dis	stance
Indianapolis, IN	1 mile
Terre Haute, IN97	miles
Fort Wayne, IN104	miles
South Bend, IN142	miles
Evansville, IN191	miles
Carmel, IN16	miles
Fishers, IN	1 mile
Chicago, IL190	miles
Peoria, IL220	miles
Springfield, IL218	miles
Lexington, KY199	miles
Louisville, KY130	miles
Cincinnati, OH118	miles
Dayton, OH107	miles
Columbus, OH166	miles
Cleveland, OH307	miles
St. Louis, MS266	miles
Detroit, MI266	miles



Transportation Infrastructure continued

INFRASTRUCTURE AND INVESTMENT

500 miles of Indiana (IEDC).

- The Indianapolis International Airport (IND) is the home to have earned the honor in 2015.
- Rail options include CSX (Avon Switching Yard in Indiana Southern Railroad and The Louisville & Indiana Railroad (HEDC).
- Ports of Indiana include: Burns Harbor in Portage on Louisville and Mount Vernon on the Ohio River near Evansville (HEDC).

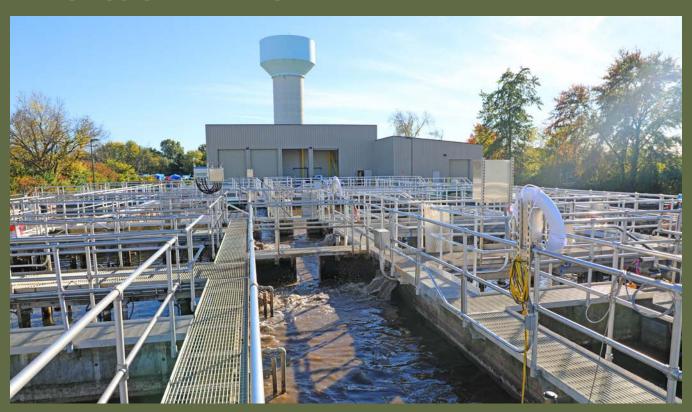






Transportation Infrastructure continued

INFRASTRUCTURE AND INVESTMENT









Education

MT. VERNON COMMUNITY SCHOOL CORPORATION

The Town of McCordsville is proud of the academic excellence that the Mt. Vernon Community School size to have a large variety of academic and extracurricular

MVCSC houses over 4,400 students in preschool through grade 12 and has been experiencing a steady and With this growth, MVCSC is planning to convert Fortville Elementary back into an intermediate school, as well as build a new elementary school to tentatively open in 2024.

- MVCSC has been rate an "A" District by the Indiana Department of Education, with two schools also named as Four Star Schools: McCordsville Elementary and Mt.
- MVCSC is one of the first districts in the state to become K-12 STEM Certified by the Indiana Department of
- MVCSC has been rated an "A" District by the Indiana Department of Education, with two schools also named as Four Star Schools: McCordsville Elementary and Mt.
- MVCSC is one of the first districts in the state to become
- 2020-2021 is the sixth year of providing a 1:1 technologyrich environment (one device for each student/staff)
- MVCSC encompasses five schools and a preschool throughout the Fortville campus (Mt. Vernon High School, Mt. Vernon Middle School, Fortville Elementary
- The safety and health of students and staff is MVCSC's

A young resident in the Town of McCordsville could potentially attend four Mt. Vernon Schools, from Preschool



Mini-Marauder Preschool: preschool.mvcsc.k12.in.us

young students through discovery learning and play. MMP preschool is a Level 3 Paths to QUALITY Education program and is entrusted by the state to provide high quality care available to meet the needs of students with disabilities. software that adapts to provide each student with a unique learning experience tailored to their skill levels.

McCordsville Elementary School: mes.mvcsc.k12.in.us

McCordsville Elementary School (MES) is a 4 Star School, an "A" rated school, and STEM Certified by the Indiana while also incorporating the use of technology into the curriculum. Every student in grades K-5 has an individual projectors, and Apple TVs. The media center houses extracurricular opportunities. The staff is full of caring teachers who strive to deepen students' love of learning. The MES enrollment for the 2019-2020 school year was 605



Education Continued







The Mt. Vernon Middle School (MVMS) serves grades 6-8 classrooms, and innovation labs with walls and tables that students can collaborate and write on. MVMS is also have the capability to grow academically, emotionally, and socially in the nurturing environment at MVMS. Students are provided with an engaging environment and enriching 990 students for grades 6-8.

Department of Education. The U.S. News & World Report also named MVHS as a "Best High School" in 2020. Several state-of-the-art courses are taught at MVHS, including environment that motivates, engages, and challenges Competitive athletic, arts and academic extracurricular activities are offered to students as MVCSC strives to Engage, Educate and Empower them with a positive and and the enrollment for the 2019-2020 school year was 1,333

Mt. Vernon Community School Corporation will Engage, Educate and tomorrow's opportunities.



Education Continued



OTHER EDUCATIONAL OPPORTUNITIES

- Indiana is home to several State higher education institutions. They are Ball State University, Indiana University, Bloomington, Indiana University East, Indiana network, Indiana State University, University of Southern Indiana, Vincennes University and Purdue University
- A newly constructed Geist Montessori Academy (GMA), located at the corner of CR 900 North and CR 600 West, opened in late 2019. The new GMA will enable two separate campuses to be combined into one. GMA is a

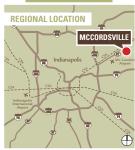


Brookside TIF District



BROOKSIDE TIF District

Town of McCordsville, Indiana





TOWN OF MCCORDSVILLE

For more information on particular development sites and the Brookside TIF contact Redevelopment Commission Staff and Town Manager, Tonya Galbraith.

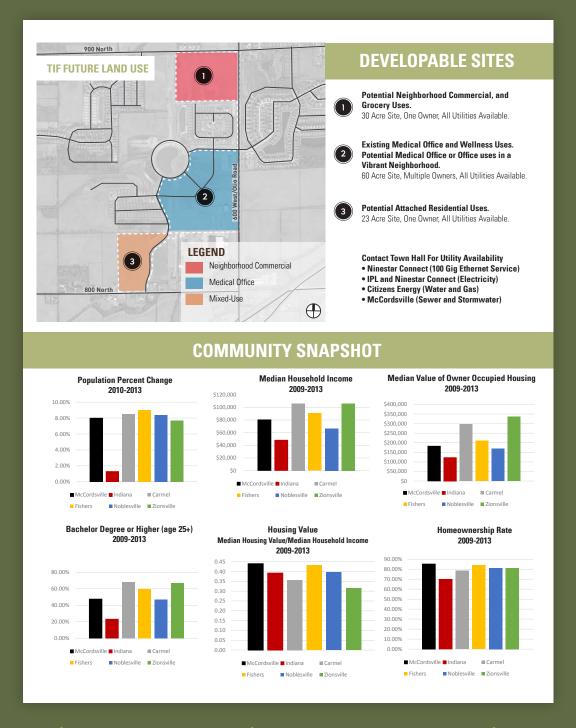
317.335.3151 tgalbraith@mccordsville.org www.mccordsville.org 6280 W 800 North McCordsville, IN 46055





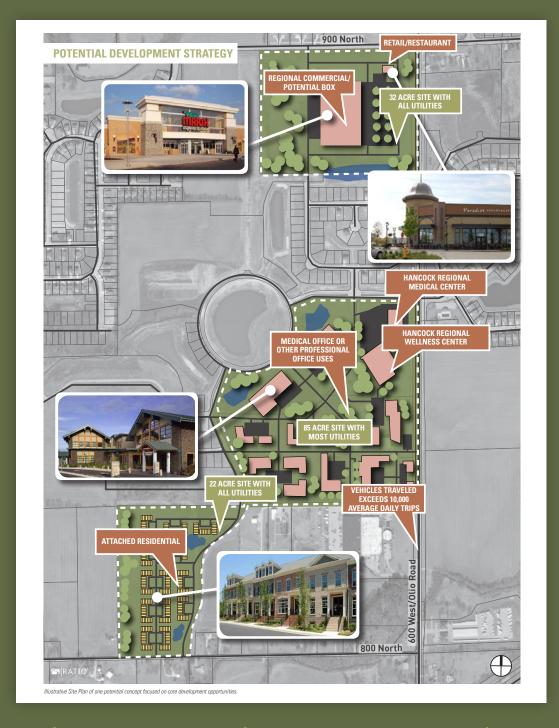


Brookside TIF District Continued



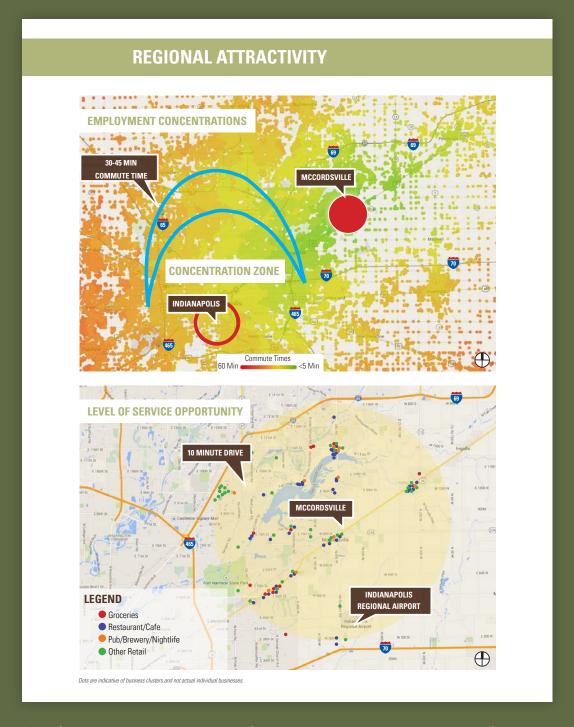


Brookside TIF District Continued





Brookside TIF District Continued



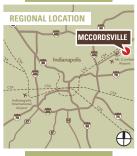


Broadway TIF District



BROADWAY TIF District

Town of McCordsville, Indiana





For more information on particular development sites and the Broadway TIF contact Redevelopment Commission Staff and Town Manager, Tonya Galbraith.

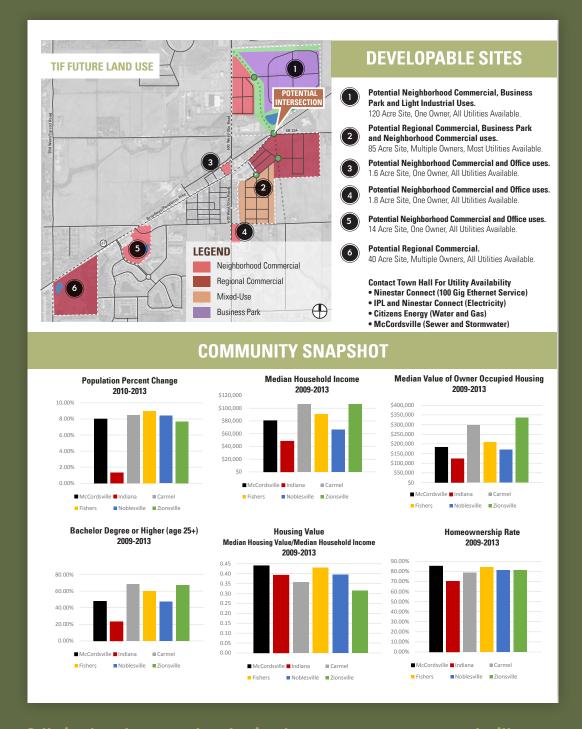
317.335.3151 tgalbraith@mccordsville.org www.mccordsville.org 6280 W 800 North McCordsville, IN 46055

RATIO®



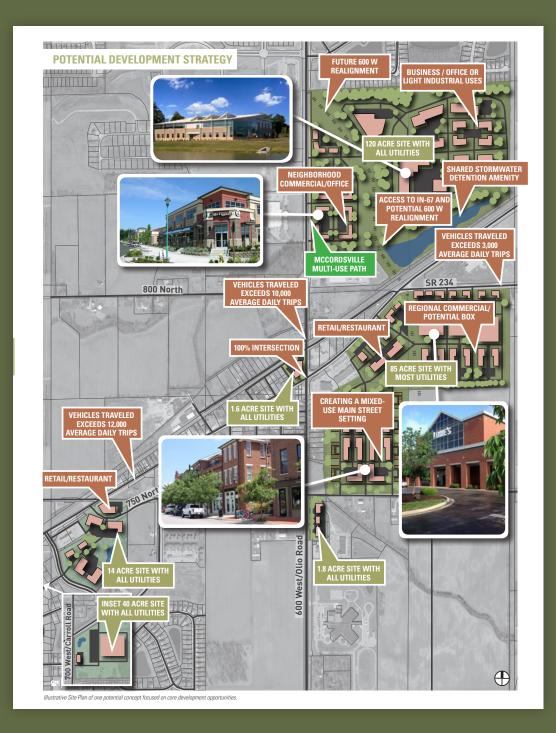


Broadway TIF District Continued



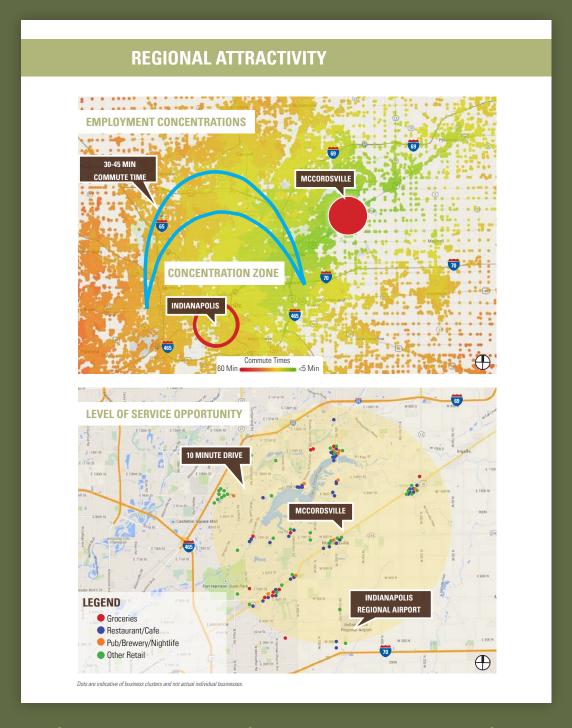


Broadway TIF District Continued





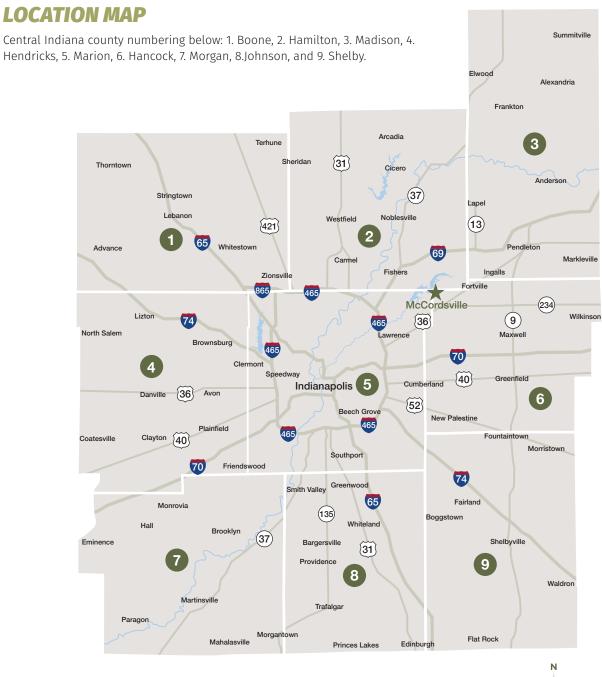
Broadway TIF District continued





Appendix II

INDIANA ECONOMIC DEVELOPMENT COUNCIL DATA



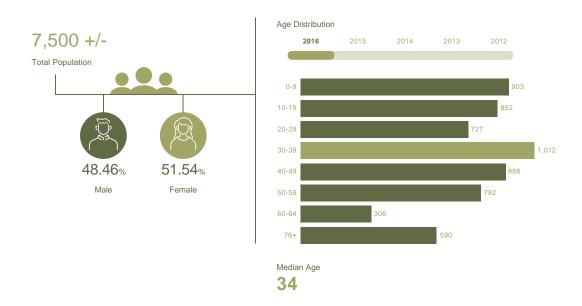




INDIANA ECONOMIC DEVELOPMENT COUNCIL DATA

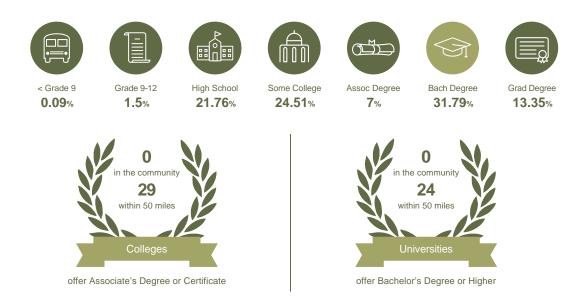
PEOPLE

The total population of the Town of McCordsville is nearing 7,500. The median age is 34.03.



EDUCATIONAL ATTAINMENT

The majority of the population in McCordsville has a bachelor degree, and 52.14 percent have a college degree.





INDIANA ECONOMIC DEVELOPMENT COUNCIL DATA

LABOR FORCE

McCordsville has a labor force of 3,674 people.

3,674 Labor Force

Talent

Where are the top jobs by occupation?

Office and Administrative support



15.04% 139

Production Workers



10.5% 97

Executive, Managers, and Administrators



9.31% 86



Sales

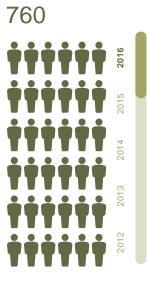
9.09% 84

Education, Training/Library



7.58% 70

Total Employees



The work distribution of total employees in McCordsville is:







58% White Collar

Total Establishments

126



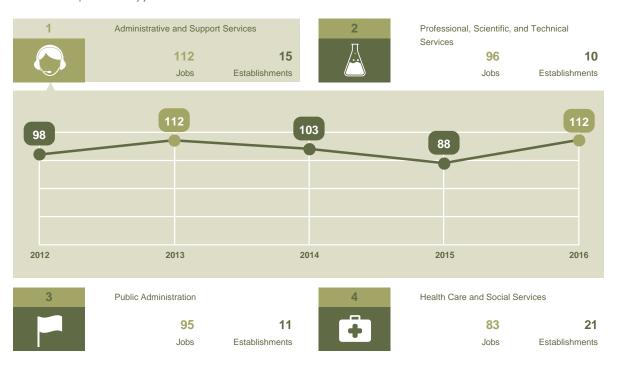


INDIANA ECONOMIC DEVELOPMENT COUNCIL DATA

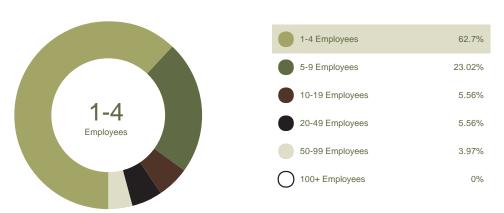
BUSINESSES AND JOBS

McCordsville has a total of 126 businesses. In 2016, the leading industries in McCordsville were Administrative and Support Services, Professional, Scientific, and Technical Services, Public Administration, and Health Care and Social Services.

What are the top industries by jobs?



How many employees do businesses in McCordsville have?

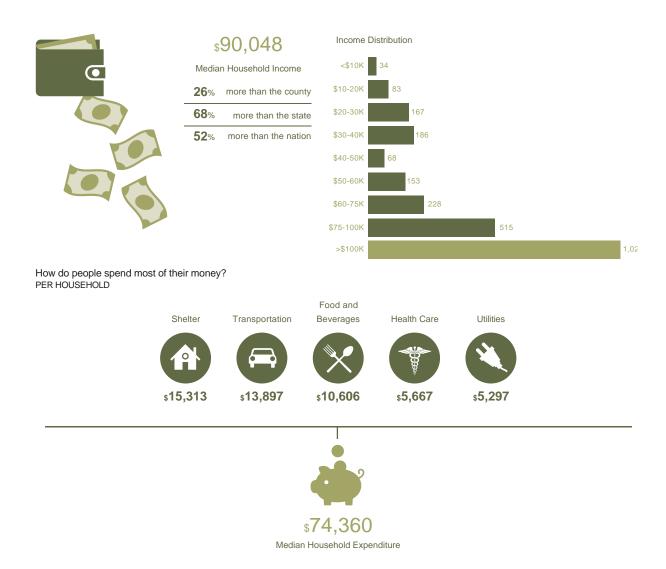




INDIANA ECONOMIC DEVELOPMENT COUNCIL DATA

INCOME AND SPENDING

Households in McCordsville earn a median yearly income of \$90,048. 71.85 percent of the households earn more than the national average each year. Household expenditures average \$74,360 per year. The majority of earnings get spent on shelter, transportation, food and beverages, health care, and utilities.





INDIANA ECONOMIC DEVELOPMENT COUNCIL DATA

HOUSING

There are 728 percent more households who own their homes than there are renters

Owners vs. Renters



TRANSPORTATION

Residents spend an average of 27 minutes commuting to work. McCordsville is served by 27 airports within 50 miles. Rail can be accessed within the community. Interstates can be accessed 3 miles away.



27_{min}

Commute Travel Time



0 + 27 (+50 miles)

Airports in Community



Distance to Interstate



Top State Corporate Capital Gains Tax

Freight Rail

In Community

TAXES

Top State Corporate Income Tax

State Sales Tax

Top State Personal Income

3.3%

Top State Personal Capital Gains Tax

3.4%

6.5%

7%

