

Raising Indiana's Family Prosperity

Plan: Make Military income exempt for IN income tax. Recruit at USA military installations 6 mos prior to ETS. Expand county Veteran Service Officer team where vet population is large to help more vets with their earned benefits. Pay for CVSOs by a veteran's lottery ticket. Add 2 questions to BMV license process to build veterans database which will remain updated and can be used to outreach to the 418,579 veterans. Only 131,227 now receiving—19,462 short of federal target.

- High skilled, educated, drug free, non-felon, physically fit, experienced workforce are needed
 - The military provides--- sweet spot!!!
- 250,000 leave active duty annually.
- **Target annual growth from retiree population** -- .93% just less than ONE PERCENT—**250 retirees** of the 5000 who retire annually.
- **Retained Hoosier at entry point of military** – 99% NINTY NINE PERCENT—**5,000 annually**
- **Target non-retiree growth** from the 240,000 leaving the service – 0.50% ONE HALF OF ONE PERCENT – **1200 annually**
- 84% of retirees are married (**210 spouses of retirees & 600 spouses of non-retirees [50% estimate]**)
- Education levels:
 - 10% have only HS/GED, -- 9% have only some college,
 - 29% have associates degree, -- 33% have bachelors,
 - 16% have masters, -- 3% have professional degrees, and
 - 1% has doctoral degrees.
- Veterans and Indiana retirees provide \$3.29 BILLION annually to economy.
- 40% of retirees are below age 65
- Per SBA: *“prior military service is the single best indicator of entrepreneurial success”*
- All are drug free, high school grads, physically fit, and hard workers!
- *Prior service have medical coverage and significant earned VA benefits (IN average is \$21,432 annual).*