

## HEARTLAND PAYMENT SYSTEMS TO EXPAND IN 2011 - WILL CREATE 140 NEW JOBS



Heartland Payment Systems Inc., one of the nation's largest payment processor and payroll service companies, announced plans to add about 140 new jobs in accordance with an expansion planned in its Jeffersonville, IN headquarters in the summer of 2011. The company plans to invest over \$6.2 million to finance the expansion plan that includes adding 50,000 square feet of office space at its service center. Heartland Payment will start hiring customer service associates and management personnel as early as the first quarter of 2011. The company currently employs about 650 employees in Jeffersonville.

Bob Baldwin, President and Chief Financial Officer at Heartland, said that Jeffersonville has been a vital location for their business that's why the company decided to expand its operations in the area. "We are very proud of the customer service teams we have built in Jeffersonville and as we have consolidated the processing activities from an acquisition we made in 2008, it was only natural that we wanted to expand those teams to handle the additional servicing activities. Heartland's growth and success are driven by taking great care of our merchant customers, and our merchant servicing efforts in Jeffersonville will therefore remain central to our success going forward."

Mayor Tom Galligan said that he is delighted to hear that Heartland will expand in Jeffersonville because it will boost the local employment rate. "It is rather amazing to witness yet another expansion by Heartland. When you consider they started out as a small operation in the Youngstown Shopping Center and now they've become one of Jeffersonville's largest employers, that's quite impressive. Working with the business community to create new jobs is one of the most important things we in government can do." Mitch Roob, secretary of commerce and chief executive officer of the Indiana Economic Development Corp., added that the state continues to develop pro-business policies to make the state conducive for business. "Heartland is choosing Indiana for this expansion when we know there are other options available for companies to consider. This is further proof that Indiana's low-tax business model is making it a location of choice for global companies."

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