

# ED 101

## What is Economic Development and How it Works in Ohio

Ben Vollrath – President Logan County Chamber/CIC



Partners for Regional Growth & Prosperity



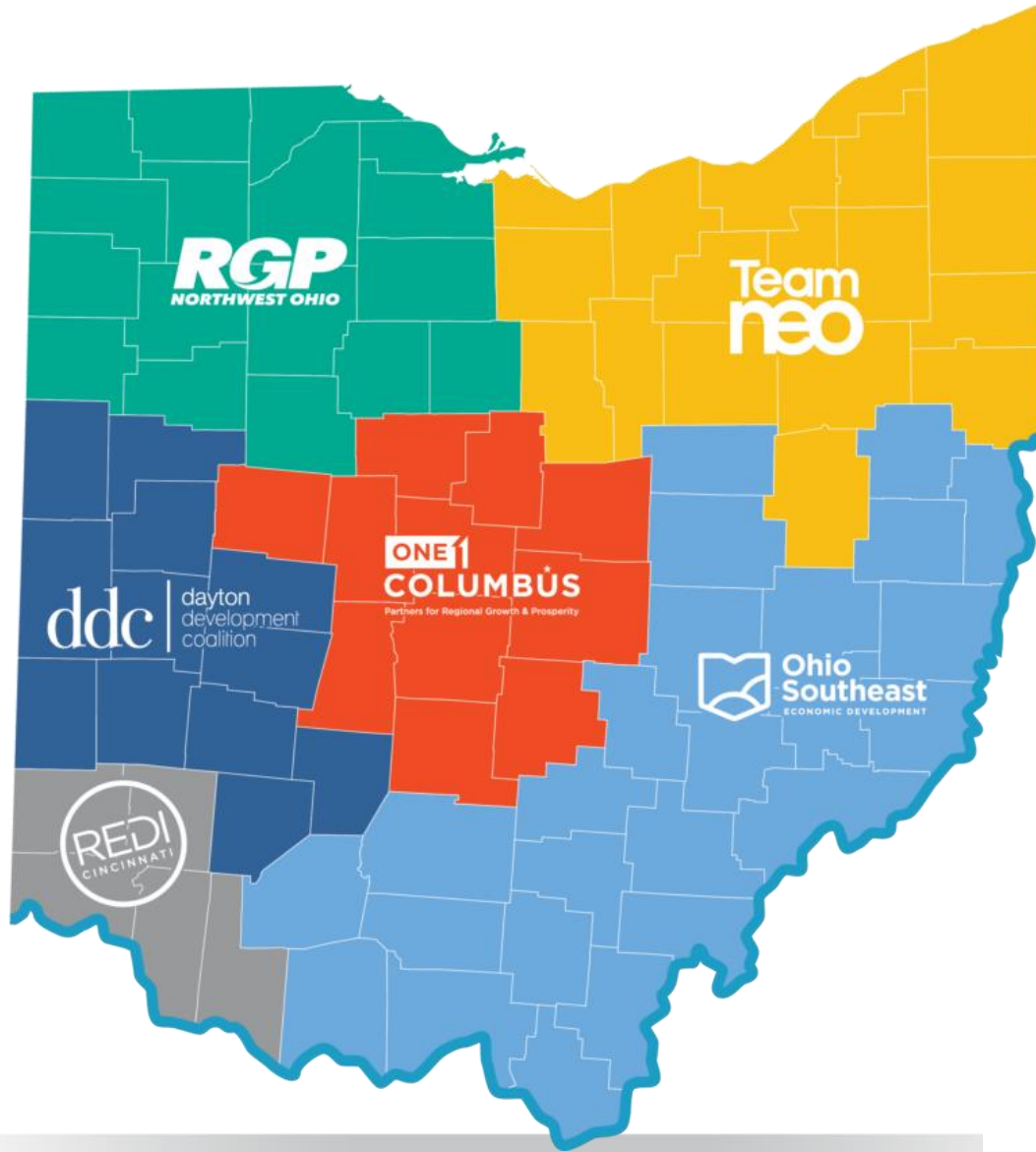


# What is Economic Development?

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Job Retention   Job Creation   Quality of Life

# The Ohio ED Setup



# Why the State-Regional-Local Model Works

Dickson County is open for Business



Grow your business in the Greater Nashville Region

# Local Level Economic Development Office aka LEDO

## Public

- County
- City
- Township
- Port Authority
- Land Bank

## Private

- Chamber
- Non-Profit
- Community Improvement Corporation (CIC)
- Developers

## Public/Private Partnership

- Chamber
- Non-Profit
- CIC

# What do LEDO's do?

Business Retention and  
Expansion Visits (BRE)

Marketing and Attraction

Entrepreneur and Small Business  
Development

Real Estate Development

Workforce Development

Strategic Planning/Visioning

Build Partnerships

Incentives, Financing, and Capital  
Access

# How the sausage is made



Project: Lion 2023

Received: Wednesday 2/1/23

Submit By: Monday 2/6/23 EOD

Confidential defense industry business needing production and testing facility. 288 employees and \$200M investment

- Minimum 100 acres, with rail on or adjacent to site
- Within 1 hour of international airport
- Utility requirement still TBD but all utilities need to be at the site

**SPEED**

**RISK**

**MONEY**

# Role of County Commissioners

1. Stay Engaged
2. Empower your LEDO do their job...
  1. Keep their scope within reason  
Need FT focus on economic development
  2. Establish and Encourage Regional involvement
  3. Ongoing training (OEDA, IEDC)
  4. Fund the organization/department
3. Help with Strategic Planning and Visioning...what does success look like?
4. Prepared Communities Win
5. Know and Grow Local ED Toolbox

**Enterprise Zones  
and CRAs**

**Sales Tax  
Exemptions**

**Revolving Loan  
Funds**

**Tax Increment  
Financing (TIF)**

**Workforce Training  
Reimbursements**

**JobsOhio  
Grants/Loans**



# Measurements of success



2021-2030

**60,000**

JOBS

**\$10B**

INVESTMENT

**\$3.3B**

PAYROLL

Vision - To be the most prosperous region in the United States.

*Building prosperity is the process of advancing the social and economic well-being of all residents within the Columbus Region.*

# Thank You



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