

2023



Ohio's Economic
Development Corporation



JobsOhio

Ohio's Private Economic Development Corporation



Agenda

- JobsOhio Overview
- Intro Network Partners
- Projects
- Q&A



JobsOhio Ohio's Private Economic Development Corporation

JobsOhio 9 + 1 Sectors



Logistics & Distribution



Advanced Manufacturing



Financial Services



Information Technology



Automotive



Healthcare



Military & Federal



Energy & Chemicals



Food & Agribusiness



Aerospace & Aviation

JobsOhio 1.0

Loans

Grants

Marketing Ohio

PILOT: Talent

PILOT: Sites



Q4, 2019

JobsOhio 2.0

Talent Services

Job Ready Sites

Air Service

Inclusive Econ Dev

BR&E

Partnership
Engagement

Innovation Districts

Growth Capital

Finance
Partnerships

1.2 Million Ohio Jobs
36% Gross State Product
22% Ohio Employment
29% Ohio Payroll



JobsOhio Ohio's Private Economic Development Corporation

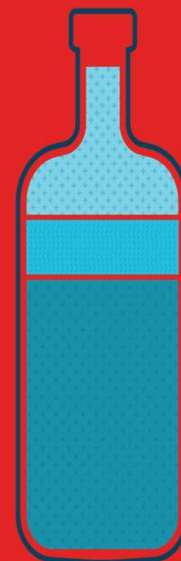


- Speed
- Discretion
- Transparency

Platinum
Transparency
Top 1%
GuideStar



JobsOhio Ohio's Private Economic Development Corporation



\$1.74B

Revenue FY 2022

\$317M

Net Profit

200%

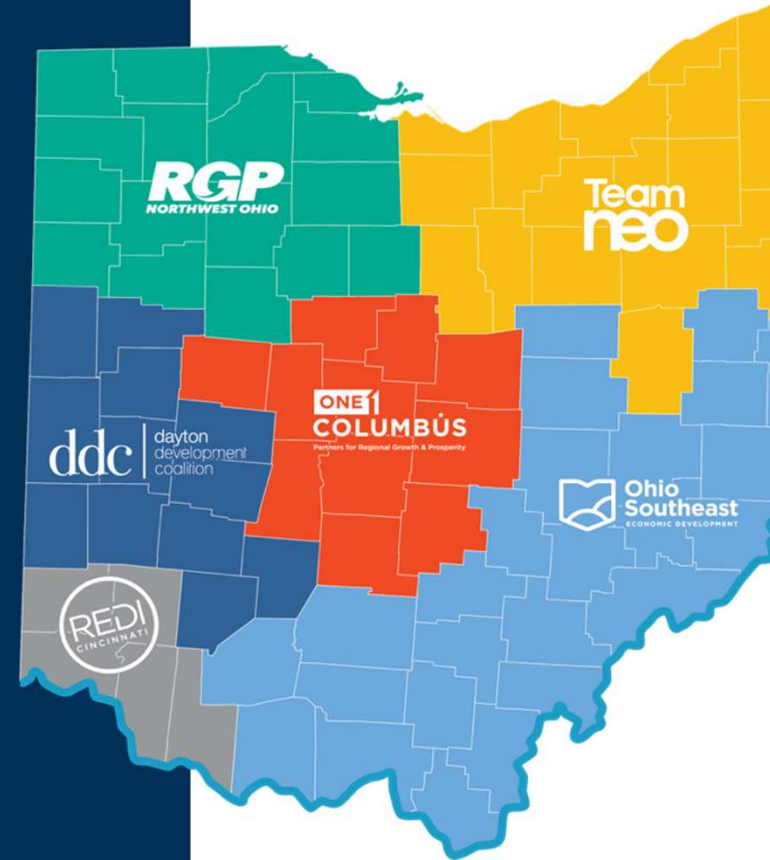
Revenue Growth since 2017

\$489M

Profit Share to Ohio since 2013



JobsOhio Ohio's Private Economic Development Corporation



JobsOhio Ohio's Private Economic Development Corporation





2023 General Overview Deck

June 2023



THE COLUMBUS[★] REGION

MISSION



Develop and attract competitive companies, grow an adaptive workforce, prepare communities for the future, and inspire innovation.

VISION



To become the most **prosperous region** in the United States.

GOALS



60,000 JOBS
\$3.3B NEW PAYROLL
\$10B NEW INVESTMENT

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

ONE COLUMBUS SERVICES



A BIG IMPACT WITH A SMALL TEAM

76,255

TOTAL JOBS CREATED

\$3.9B

TOTAL JOBS CREATED PAYROLL

\$35.8B

CAPITAL INVESTMENT

869

SUCCESSFUL PROJECTS

22

FULL TIME EMPLOYEES



Current as of 5/23/2023.

A BIG IMPACT WITH A SMALL TEAM

YTD

16

EXPANSIONS AND
NEW LOCATIONS

1,902

NEW JOBS
COMMITTED

\$520M

CAPITAL
INVESTMENT

\$108M

NEW PAYROLL
CREATED

60-75 DAY
PROJECTION

32

EXPANSIONS AND
NEW LOCATIONS

3,742

NEW JOBS
COMMITTED

\$8.8B

CAPITAL
INVESTMENT

\$272M

NEW PAYROLL
CREATED

22

FULL TIME EMPLOYEES



Current as of 5/23/2023.

GOVERNMENT PARTNER ENGAGEMENT

- **Federal**
 - Monthly trips to engage delegation and administration partners
 - Highly engaged in state and regional federal funding pursuits
- **State**
 - State budget focus/engagement with House, Senate, Administration
 - Economic Development, Energy, Education, Transportation, Housing, etc.
- **Regional/Local**
 - Regular housing meetings with regional elected leaders
 - Regional Housing Coalition
 - Economic Development Advisory Committee (EDAC)
 - Prepared Communities Win Programming

FEDERAL FUNDING

CONVENING PUBLIC, PRIVATE AND NONPROFIT LEADERS TO PURSUE FEDERAL FUNDING OPPORTUNITIES

- **Building a sustainable regional coalition to pursue competitive federal funds (private, public, academic)**
- **In the process of monitoring and applying for up to 50 grant proposals**
- **Notable efforts**
 - USEDAs Regional Technology and Innovation Hubs (Tech-Hubs)
 - USDOT EV Charging and Fueling Infrastructure Discretionary Grant
- **Helping to lead a statewide coalition of regional partners to pursue federal opportunities that require a statewide response (OBRT)**

WAYS TO PARTNER

ECONOMIC DEVELOPMENT ADVISORY COMMITTEE (EDAC): Monthly gathering of local economic development organizations and One Columbus.

PREPARED COMMUNITIES WIN (PCW): Partnering with local economic development organizations to prepare sites and be ready to compete and win for projects.

OHIO GRANTS ALLIANCE: Researches, identifies, educates, and promotes competitive grant opportunities to Ohio businesses, in order to make the state more competitive.

REGIONAL WAR ROOM INITIATIVE: Convenes the business community, government officials, and community leaders to learn about federal funding opportunities, determine regional priorities, and coalesce around a plan of action to pursue funds.



KENNY MCDONALD

McDonald@ColumbusPartnership.com

MARK PATTON

MP@ColumbusPartnership.com

MATT MCCOLLISTER

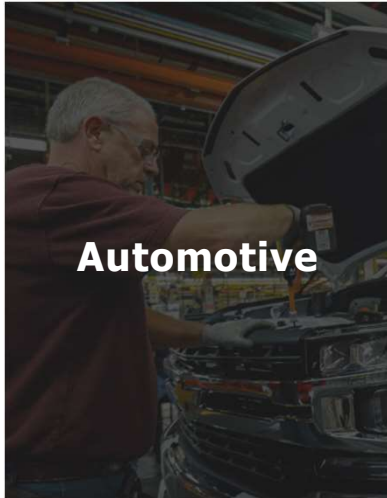
MM@ColumbusRegion.com

Regional Growth Partnership



The Regional Growth Partnership is the lead economic development organization representing 17 counties in Northwest Ohio. As a 100% privately funded corporation, the RGP is committed to attracting new investment, new business and new high-quality jobs to the region.

Primary Industries



Northwest Ohio Results



In collaboration with our local, regional and state economic development partners, the RGP reports the following results across Northwest Ohio for 2022:

- 3,353 New Jobs
- 14,589 Retained Jobs
- \$3.4 Billion Capital Investment
- 100 Projects

Last Five Years:

- 22,700+ New Jobs
- \$14 Billion Capital Investment

Project Spotlight



<u>Company</u>	<u>New Jobs</u>	<u>Capital X</u>
Abbott Laboratories	450	\$510M
Dewesoft	17	\$6M
Ball Metal Beverage Container	18	\$85
Church & Dwight	80	\$50M
Procter & Gamble	135	\$501M

International Development

200

Facilities That Are
Foreign-Owned



4,600

Jobs Created Over
The Last 5 Years



\$4B

Investment
Over
the Last 5 Years



Programs and Resources



- Comprehensive Site & Building Database
- Extensive Business Development Activities
 - FAM Tour
- Sales Training for LEDOs and Elected Officials
- Transportation Technology Symposium
- Collaborative Workforce Development Strategy
- Talent Acquisition Services
- Hometown Hero Events
- AAM Team
- Supporting Communities and People

REGIONAL GROWTH PARTNERSHIP

Our Staff



Dean Monske
President & CEO



Matt Davis
VP, Real Estate



Chase Eikenbary
VP, Project Management



John Gibney
Chief Marketing Officer



Patrice James
VP, Marketing & Research



Mike Jay
Director of Strategic
Networks



Bill Burkett
Senior Project Manager



Jessica Sattler
Senior Project Manager



Colleen McCray
Administrative Program
Coordinator



Jeff Sprague
Vice President,
Talent Expansion



Charlene Page
Regional Talent
Manager



Gary Thompson
Executive Vice President



Tim Wisnewski
Chief Financial Officer



Paul Zito
Vice President,
International Development



Karin Stever
Administrative Assistant



Tom Hamway
RGP Foundation President



Contact Information

Mike Jay
Director of Strategic Networks
Regional Growth Partnership
jay@rgp.org
419-262-0598



2023



REDI CINCINNATI OVERVIEW

@GrowCincyUSA #CincyRegion REDICincinnati.com

 Network Partner



WHO WE ARE

The **Regional Economic Development Initiative** (REDI) Cincinnati is a private nonprofit organization designed to drive job creation and **new capital investment** through business attraction, retention, and expansion efforts in southwest Ohio, northern Kentucky, and southeast Indiana.

OUR PURPOSE

To unite the region to compete globally and be recognized as a national model for the practice of economic development.

OUR CORE VALUES

Respect | Client-centric | Lead

2023 EXECUTIVE COMMITTEE



GEORGE VINCENT
CHAIR



AMY SPILLER
VICE CHAIR



CMR. DENISE DRIEHAUS
SECRETARY



TIM FOGARTY
TREASURER



KIMM LAUTERBACH
PRESIDENT & CEO



DR. EVIE ALESSANDRINI



JOHN BARRETT



JASON COMBS



BRENDON CULL



ANDREW DEYE



DR. RYAN HAYS



BRIAN HODGETT



KRIS KNOCHELMANN



JOE LAUGHTERTY



GARY LINDGREN



DIETER MOELLER



STEVE MULLINGER



WARREN WEBER



MAYOR AFTAB PUREVAL



DAVE YOUNG



SUSAN ZAUNBRECHER



OUR CINCINNATI REGION BY THE NUMBERS



2.2M
Population



1.1M
Workers



\$66.4K
Median Household
Income



\$171B
Gross Regional
Product



\$157.3B
Annual Exports



450+
Foreign Firms



REDI CINCINNATI 5-YEAR MAJOR INITIATIVES



LEVERAGE THE CREATION OF THE CENTERS OF EXCELLENCE

to pursue cutting-edge advancements and future generations of businesses.



CATALYZE THE CINCINNATI INNOVATION DISTRICT® AND THE INNOVATION CORRIDOR

by attracting innovative, targeted companies.



ADVOCATE FOR A REGIONAL ECONOMIC DEVELOPMENT (RED) ZONE

to align incentives across state lines.



MARKET A BUSINESS-ORIENTED AEROTROPOLIS OR SUBREGION OF COMMERCE

centered on the airport and take the lead on increasing opportunities with new businesses.



CREATE A SITE REVOLVING LOAN PROGRAM

that lends resources to LEDOs and others to make sites authentication-ready.



THE REGION'S ECOSYSTEM

STARTUP COMMUNITY

CincyTech
Cintrifuse
Brandery
Blue North

SUPPORTING ORGANIZATIONS

CBC
CRBC
Cincinnati USA Regional
Chamber
Colleges &
Universities

UTILITIES

Duke Energy
Buckeye Power
Verizon
Altafiber
Charter/Spectrum

REAL ESTATE DEVELOPMENT ORGANIZATIONS

The Port
Cincinnati Center City
Development Corp.
(3CDC)
Realtor Alliance of
Greater Cincinnati

**Growing
Business**

CITIES & TOWNSHIPS WITH E.D.

Blue Ash	Liberty
Colerain Township	Mason
Deerfield Township	Middletown
Evendale	Monroe
Fairfield	Mt. Orab
Forest Park	Ripley
Georgetown	Sharonville
Hamilton	Springboro
Harrison	Springdale
Lebanon	West Chester

CITY OF CINCINNATI

Trade & Development Division
Small Business Enterprise
Department of Community
and Economic Development

OHIO

JobsOhio
Warren County
Port Authority
Butler & Brown
County E.D.
Clermont County
CIC
Hamilton County
Hamilton County
Development Co.



CONTACT INFORMATION



**CHASE
MOSIJOWSKY**
MANAGER,
BUSINESS ENGAGEMENT

- **Email:** Cmosijowsky@redicincinnati.com
- **Phone:** 513.222.4744



@GrowCincyUSA #CincyRegion #REDISetGo



WE
ARE



Current Strategies

TEAM NEO



Grow our diverse base of industries



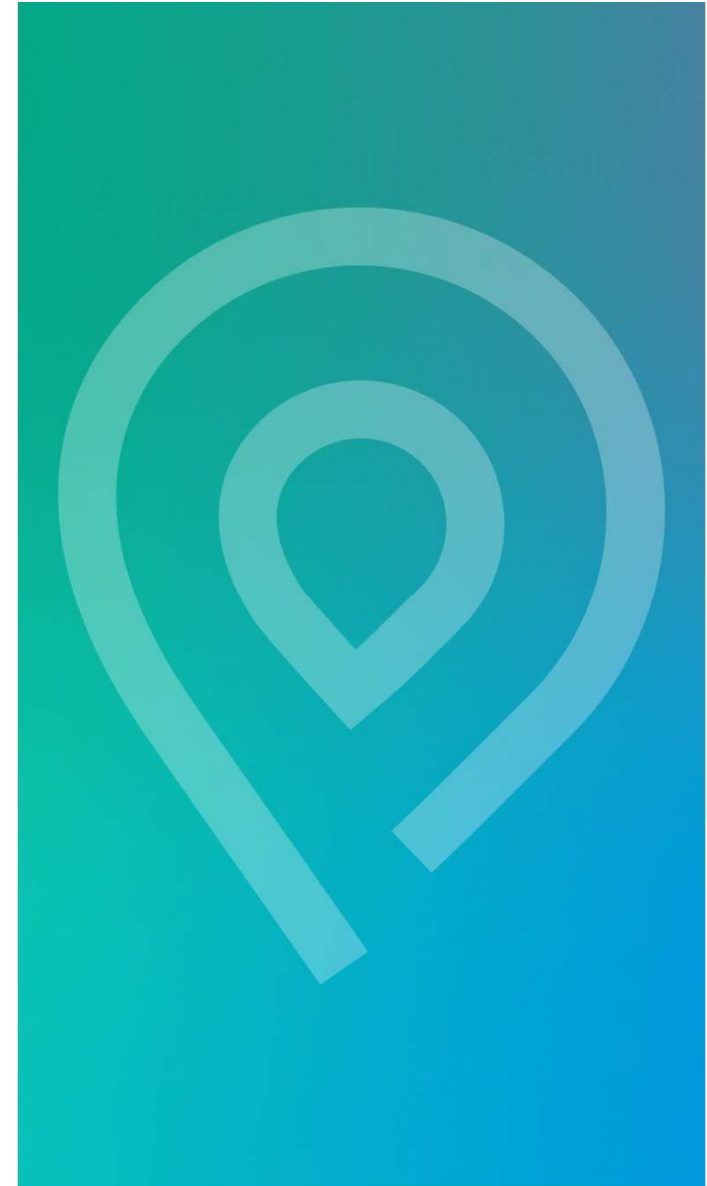
Address the talent supply/demand gap



Engage and promote the region



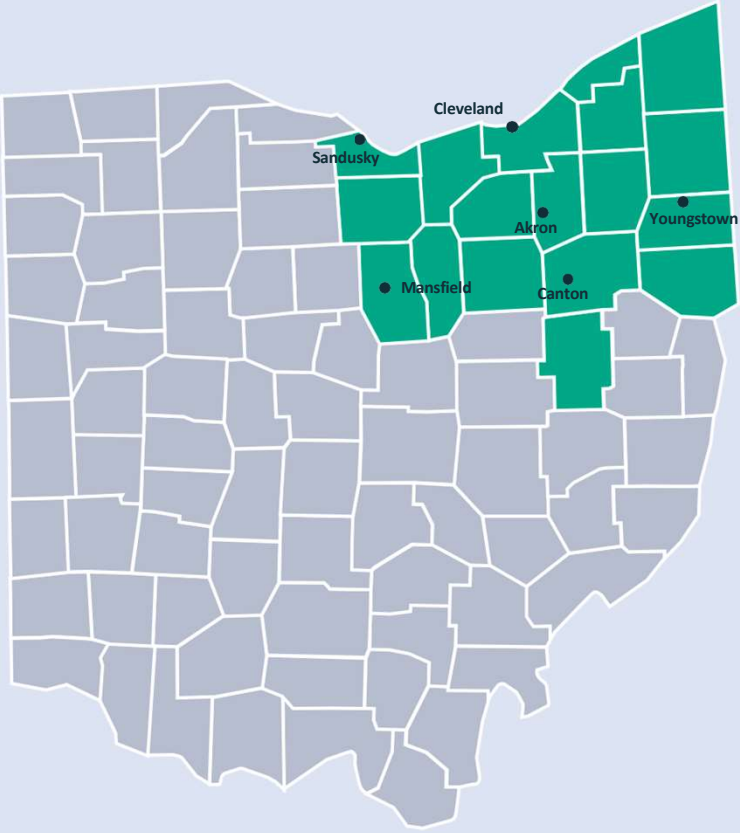
Grow our pipeline of competitive sites



Northeast Ohio's
economic
development
networks
together create
an environment
for growth and
equity



Northeast Ohio Overview

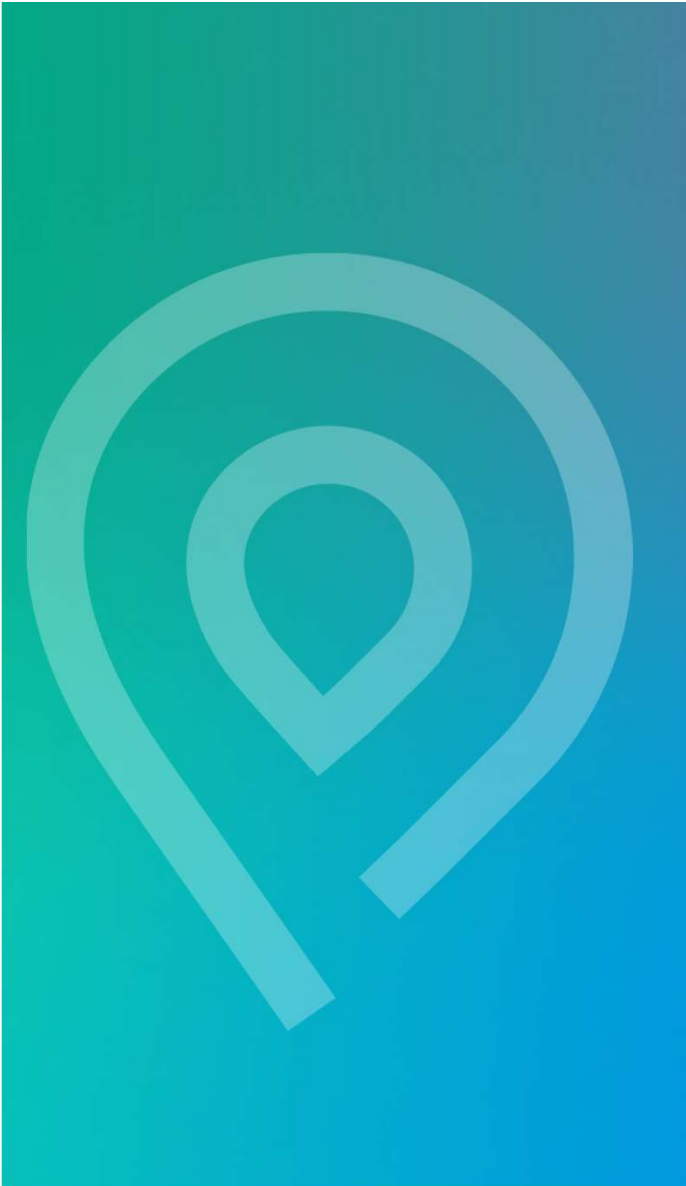


2023 CURRENT YEAR TO DATE METRICS

- 30 project wins
- 581 jobs created
- More than \$32 million in payroll
- More than \$88 million in capital investment

SINCE 2018

- 465 project wins
- 33,870 jobs created
- More than \$1.79 billion in payroll
- More than \$10.3 billion in capital investment



Contact Us:

Renee M. Ligon, Senior Director of Partnerships & Engagement

rligon@teamneo.org

216-256-9216 Mobile

Steve Fritsch, Vice President of Industry Advancement & Engagement

sfritsch@teamneo.org

330-414-4676 Mobile

Christin Nelson, Vice President of Project Management

cnelson@teamneo.org

216-363-5414

Bryce Sylvester, Senior Director of Sites Strategies

bsylvester@teamneo.org

550-570-1916



OhioSE
ECONOMIC DEVELOPMENT



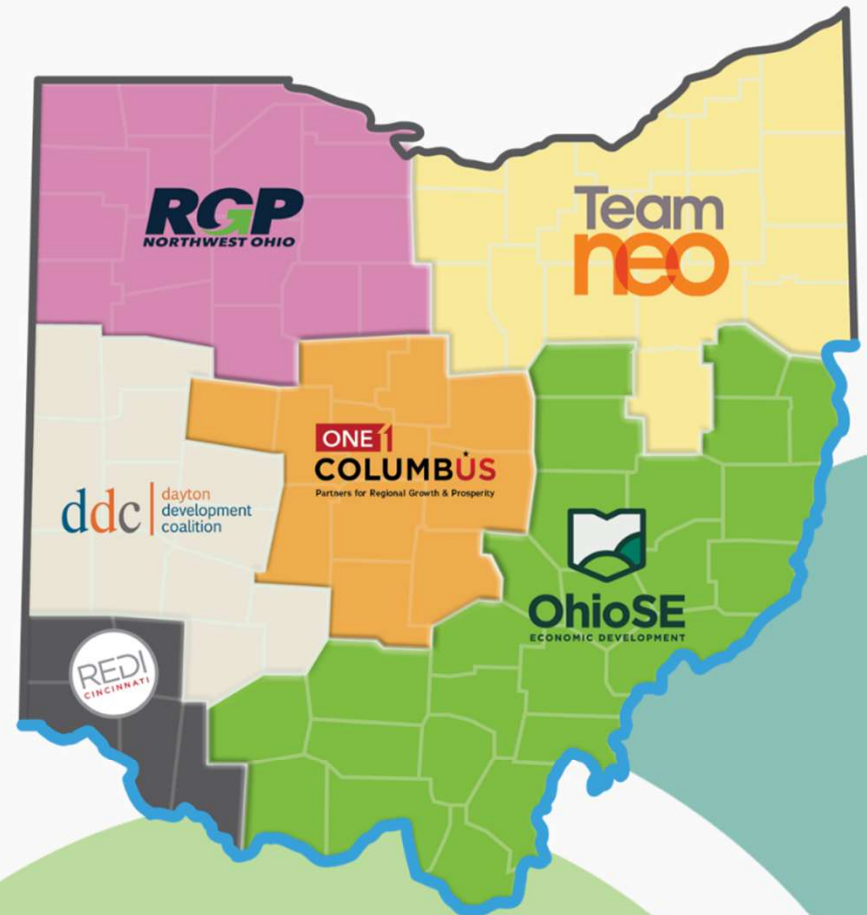
JobsOhio
Ohio's Economic Development Corporation

OUR *Assets. YOUR Advantage.*

OhioSE *Who we are*

OhioSE is a regional nonprofit that covers 25 mostly rural counties in south, east, and southeast Ohio. The OhioSE region makes up almost 1/3 of Ohio's land mass and has a population of over 1 million people, but no city has more than 27,000 residents.

As a JobsOhio Network Partner, our team of 13 serve as the field staff for JobsOhio, with a focus on business retention & expansion, business attraction, site selection and development, and regional leadership engagement.



OHIO SOUTHEAST

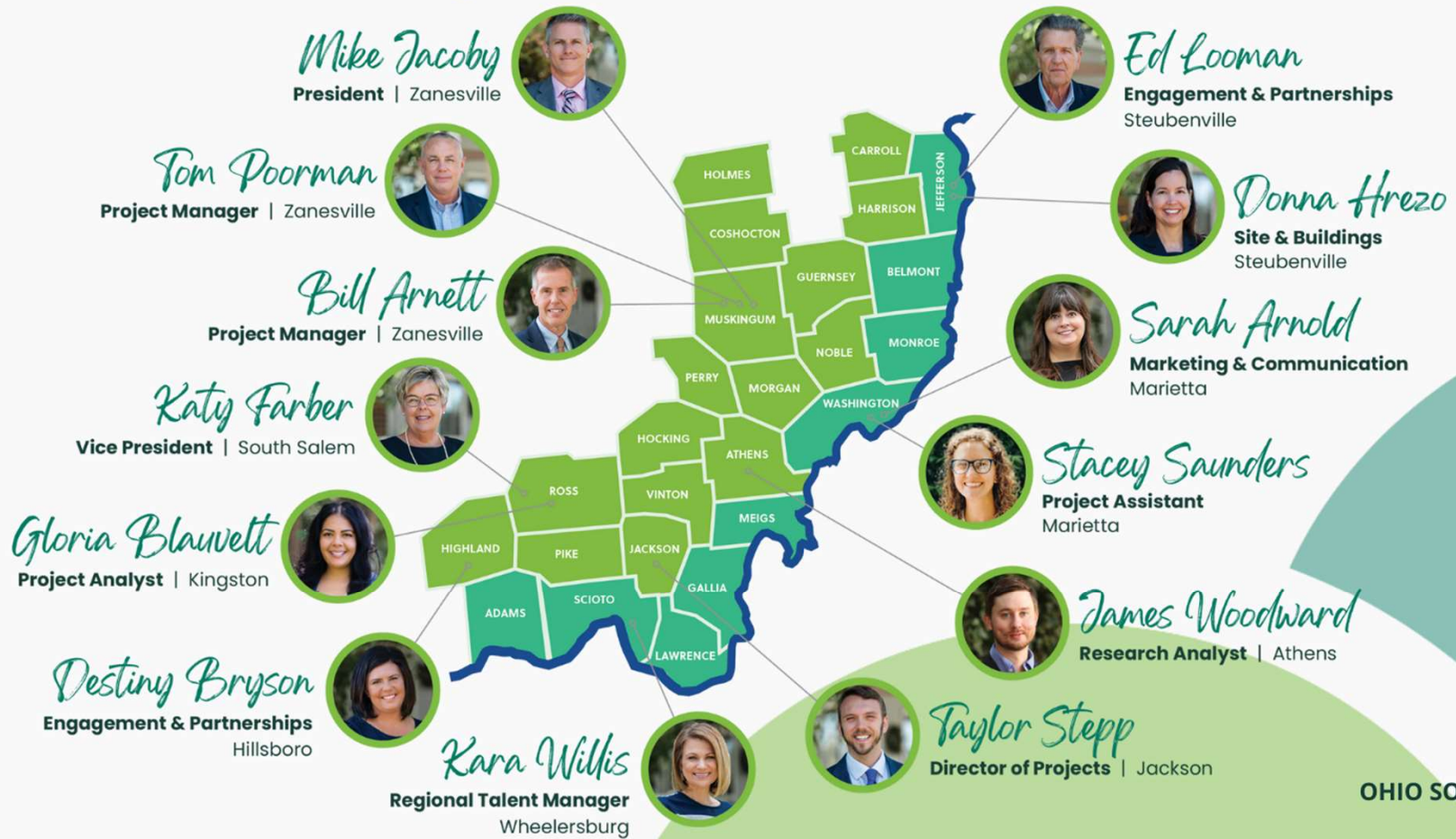
OhioSE Overview



- OhioSE was established in 2011, fostered by Foundation for Appalachian Ohio, to be the JobsOhio Partner in the 25 county region
- Appalachian Partnership Inc. (API) is our parent organization and Appalachian Growth Capital (AGC) is a sister organization
- Our team supports many facets of regional economic development
- We work closely with local development directors, Local Development Districts, OU Voinovich School of Public Affairs, and others



The OhioSE Team



OHIO SOUTHEAST



46
PROJECTS

1,238
NEW JOBS



Results in
Southeast Ohio
2022



\$265M
FIXED ASSET CAPITAL
INVESTMENT

380+
PROJECTS



11,000+
NEW JOBS



\$15.7B
FIXED ASSET CAPITAL
INVESTMENT

Results in
Southeast Ohio
2011-2022

Engagement & Partnerships

- Increase awareness of OhioSE and JobsOhio and the resources available to help southeastern Ohio's communities and businesses
- Support community and regional economic development preparedness and regional competitiveness and preparedness for economic development
- Develop and buildout strategic partnerships with key stakeholders—local development professionals, local elected officials, state/federal legislators and their staffs, chambers of commerce, local development districts and others. Annual ED Now webinar, new commissioner orientation, Prepared Communities
- When needed, mobilize key partners so the region is unified and working toward common goals and outcomes, thereby making the entirety of the OhioSE stronger and well-connected



Project "Snack Up"

- In 2017-2018, a southern Ohio community worked with OhioSE to access JobsOhio Site Redevelopment grant of \$1.69M to clean-up/acquire brownfield site
- In 2021, a food processing company worked with OhioSE and JobsOhio to search for industrial sites
- The site had the necessary attributes to compete for the project. OhioSE arranged a site visit and after due diligence became a finalist site.
- JobsOhio/OhioSE made initial incentive offer including a grant, talent support, and a state tax credit
- JobsOhio/OhioSE increased incentives in a second offer letter based upon interstate competition.
- Community structured a land sale and mirrored an incentive offer
- Deal was won, land was sold, and incentive deals were signed. Once building is constructed, the company /will create 150 jobs and invest \$54 million.



Food Processing Plant Floorplan





OhioSE
ECONOMIC DEVELOPMENT

www.ohiose.com



MIKE JACOBY, PRESIDENT

mike@ohiose.com |
740.704.9977

ED LOOMAN, MANAGER OF ENGAGEMENT

ed@ohiose.com | 740.381.4119

DESTINY BRYSON, MANAGER OF ENGAGEMENT

destiny@ohiose.com | 614.440.1885



7.12.2023

County Commissioners Association of Ohio

Dayton Development Coalition

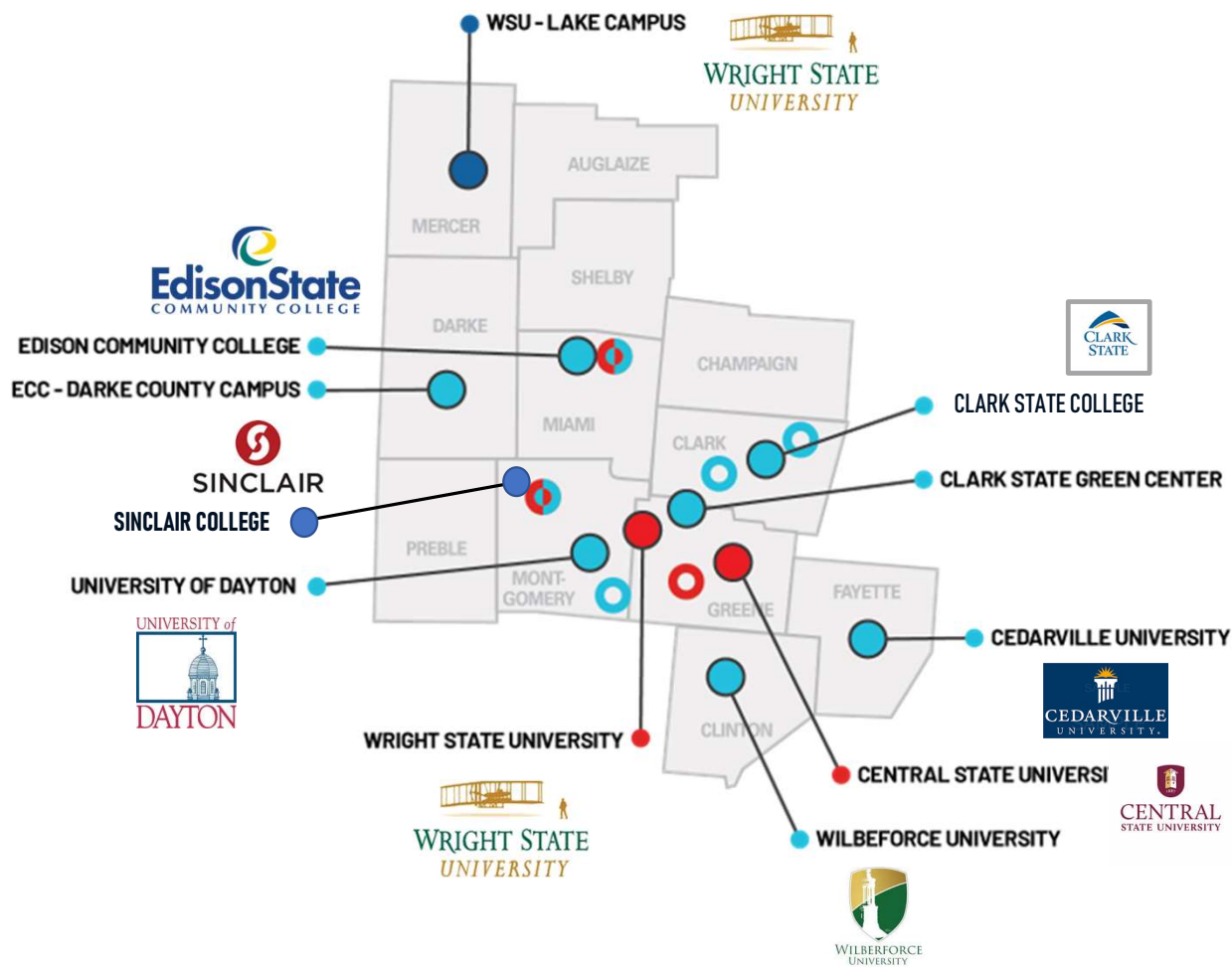


- 1 of 6 JobsOhio Network Partners state-wide
 - Covers 12-county footprint serving 1.7M people
 - Responsible for carrying out program initiatives to attract and retain jobs in the region's strategic industry sectors
- Work with government leaders on issues affecting the Dayton Region
 - Assist stakeholders in formulating government policies, securing government assistance, & answering government-related questions
 - Coordinate processes to establish community priorities for government funding (PDAC)
- Attract, retain and expand Aerospace, Defense and Cyber Industries to the Dayton Region
 - Grow and protect defense missions at Wright-Patterson Air Force Base and Springfield Air National Guard Base
 - Build strategic Aerospace, Defense and Cyber network to support the



Western Region Education System

32 Regional Institutions
23,611 Regional Completions in 2021



Wednesday
October 12, 2022

Angela Lansbury dies
Scene-stealing British actress, whose career spanned 75 years, was 96. **A5**

Springboro break-ins
More than a dozen vehicles broken into; 2 people of interest being investigated. **B1**

Showers & T-storms
TODAY: 76/51 THU: 66/40
FRI: 63/44 FORECAST: **C8**

Dayton Daily News

Complete. In-Depth. Dependable.



DaytonDailyNews.com | \$2.00

JOBS & ECONOMY

Honda to build new plant, add 2,500-plus jobs in Ohio

ELECTION 2022

Early voting opens today as



Honda is planning to build a \$4.4 billion electric battery plant in a partnership with LG Energy Solution and U.S. 35 in Fayette County. It is expected to bring more than 2,500 jobs to the Dayton area.

Electric battery plant will be in Fayette County. Marysville, East Liberty sites to be 'transitioned'

By Thomas Gnau
Staff Writer

Honda to build plant
Honda announced it will

Solutions to build a joint venture facility to make the battery mod-

new production facility by the end of 2024, Honda said. The

time span that works with the voters, trained and ready to go," she said.



SEMCORP and Honda, TWO back-to-back projects, both focused on vehicle electrification

Contact Information

- David Burrows: Executive Vice President of Engagement and Business Development
 - Email: dburrows@daytonregion.com
 - Phone: 937-901-5206
 - www.daytonregion.com





Stakeholder Engagement

- Consistent, transparent communications w/ stakeholders
- Generate awareness of value of JobsOhio & JobsOhio Network
- Support leads & opportunities



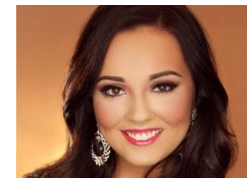
Government Affairs & Engagement Team



Darnita Bradley
Sr. Manager, Local Gov & External Engagement



Drew Cooper
Sr. Manager, Federal & State



Jessica Moline
Coordinator Government Affairs



Lenee Pezzano
Sr. Manager, Resource & Partner Alignment

www.jobsohio.com/about-us/meet-our-teams/government-affairs



Ohio's Economic
Development Corporation

**THANK
YOU!**

Ohio

