

2015 ECONOMIC DEVELOPMENT REVIEW AND 2016 LOOK AHEAD

Community Improvement Corporation of
Springfield-Clark County, Ohio



THREE ORGANIZATIONS – ONE ROOF



Be A Part Of Something Greater.

If you have a business or are part of an organization in Greater Springfield, you have an interest, a stake in our community's well-being. Helping move Greater Springfield forward is in your best interest. But what can you do to contribute to the momentum that has been created? We have the answer. Unlike the advertisement that asks for a few good men, the Greater Springfield Chamber of Commerce needs you, the entire business community, to be a part of a never-ending campaign to become all that we can be. Are you in? For membership information go to www.gotchamber.com or phone 937-325-7621.

- The Chamber of Greater Springfield
- Convention and Visitors Bureau (CVB)
- Community Improvement Corporation of Springfield-Clark County (CIC)

Advocate



Advocating for business

- Business advocacy on the local, state and federal levels
- Receive business-related legislative bulletins and alerts
- Real-time information on "GreaterSpringfieldVotes.com"

Advocating for the community

- Secure community funding and grants through the Priority Development Advocacy Committee
- Keep and expand the Air National Guard Base
- Foster stronger business relationships with Wright-Patterson Air Force Base

Serve



Business with value-added benefits

- Helping businesses and their employees save money:
- Save! \$400 advertising discount with Springfield News-Sun
- Save! 5 cents per gallon on Speedway gasoline with this free discount card for you & your employees
- Save! 8% on your electric bill... at your business and 5% at your employee's homes!
- Save! 2% to 20% on your group health care insurance
- Save! Up to 50% on your Workers' Comp Premiums
- Save up to 75% on many prescriptions with a free Rx card for you and your employees

Build



Attract new business and new jobs

- PrimeOhio Corporate Park – growing companies
- PrimeOhio II Industrial Park at I-70 – attracting new businesses & jobs
- The National Road Commons Park in downtown Springfield – revitalizing downtown and enhancing lifestyle
- City School Bus Transportation Facility

Communicate



Make a case for Greater Springfield and its businesses

- RegionView magazine published every other month – keep up to date on business news
- Community Guide – to help attract new residents and new businesses

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Of Greater Springfield

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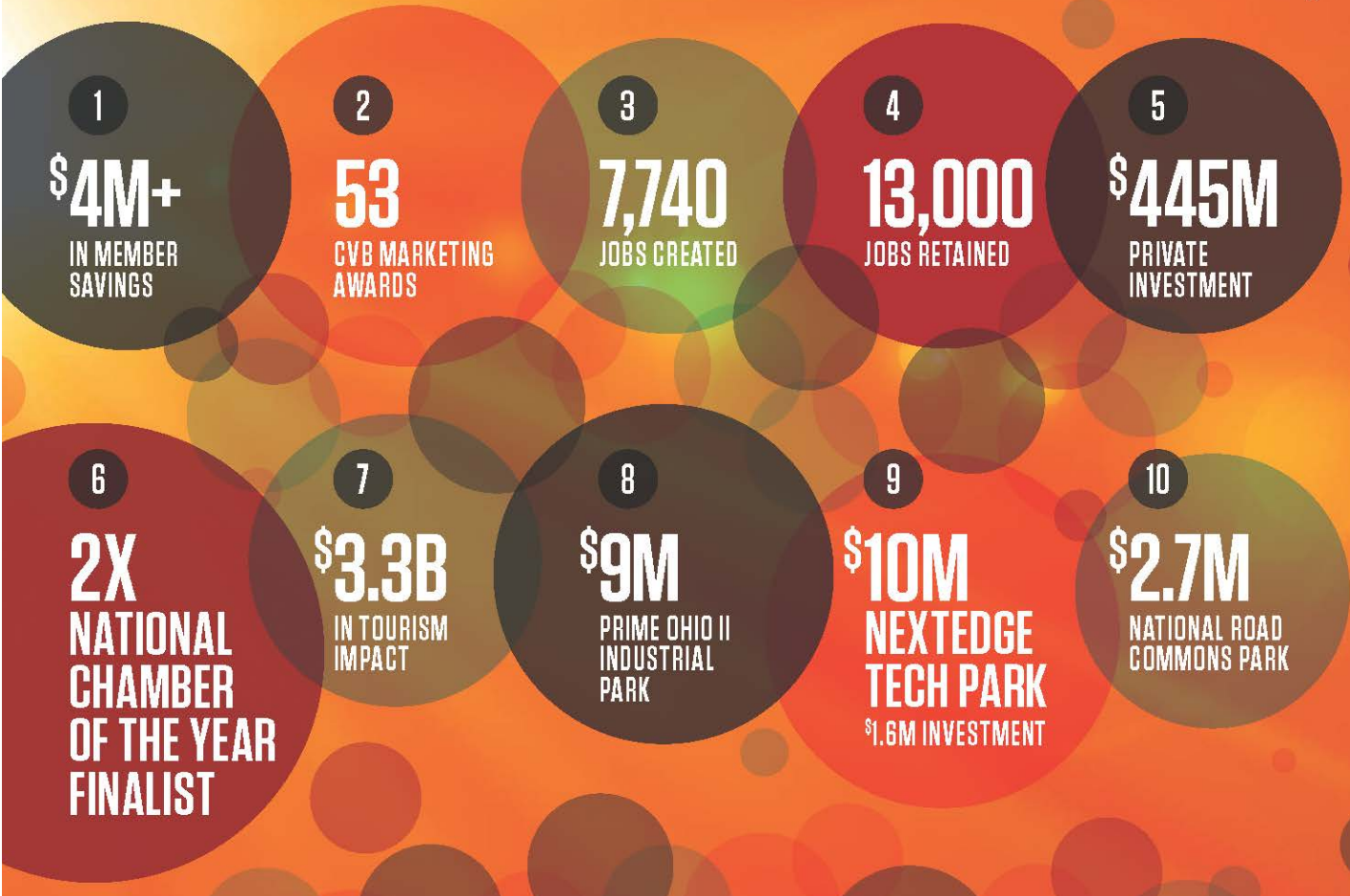


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MAKING GREAT HAPPEN

2006 - A DECADE OF ACCOMPLISHMENTS - 2015



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QUICK HISTORY - CIC

- Created April 14, 1970
 - City, County and Chamber of Commerce
- Directly or indirectly responsible for:
 - Creation or Retention of over 17,000 jobs in the Clark County
 - Fixed asset investment of over \$1.4 billion in new facilities, equipment, and infrastructure.
 - Project Financing
 - Industrial Park and Facility Development
 - Site Selection
 - Retention and Expansion
- Notable Projects
 - 1982 – Financing of International Harvester Facility
 - 1986 – PrimeOhio Corporate Park (400 Acres)
 - 2011 – Constructed Transportation Facility for City Schools
 - 2011 – National Road Commons Park
 - 2015 – PrimeOhio II Industrial Park (200 Acres)

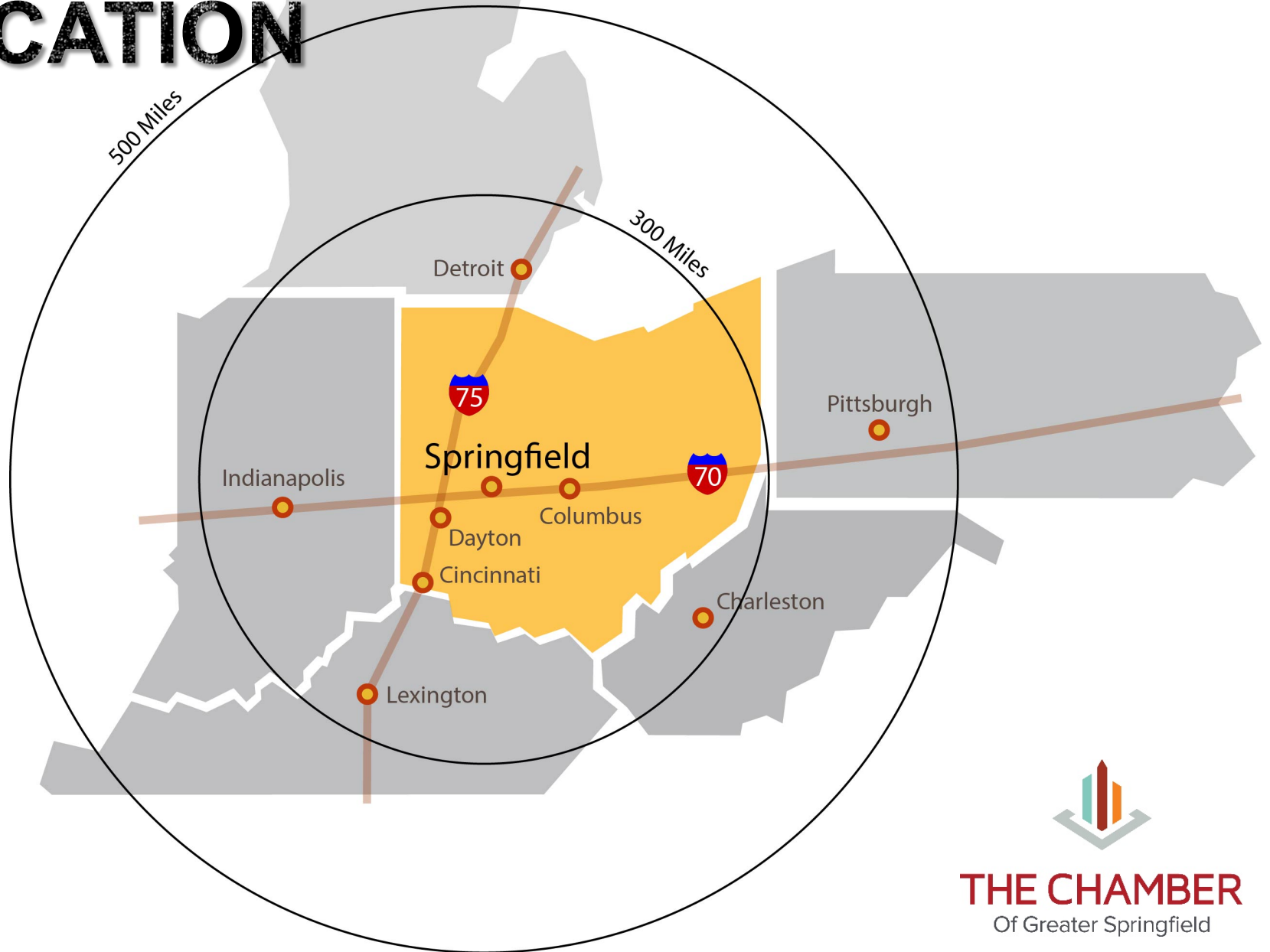




UNDERSTANDING STRENGTHS TO INFORM STRATEGY



LOCATION ... LOCATION ... LOCATION



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LOCATION CHARACTERISTICS



I-70 DRIVE TIMES

WITHIN A DAYS DRIVE

60%

of US Population

50%

of Canadian population

63%

of all US Headquarters

80%

of all US Manufacturers

NEXT DAY TRUCK DELIVERY TO:

69%

of US Population

74%

Of Wholesales Nationwide



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CLARK COUNTY INDUSTRY CLUSTERS

AGRI-BUSINESS, FOOD PROCESSING & TECHNOLOGY

- 28% higher concentration of segment activity than national average
- Future growth to benefit from Global Impact STEM Academy and UAS programs
- Provides jobs to over 1,000 residents

MANUFACTURING

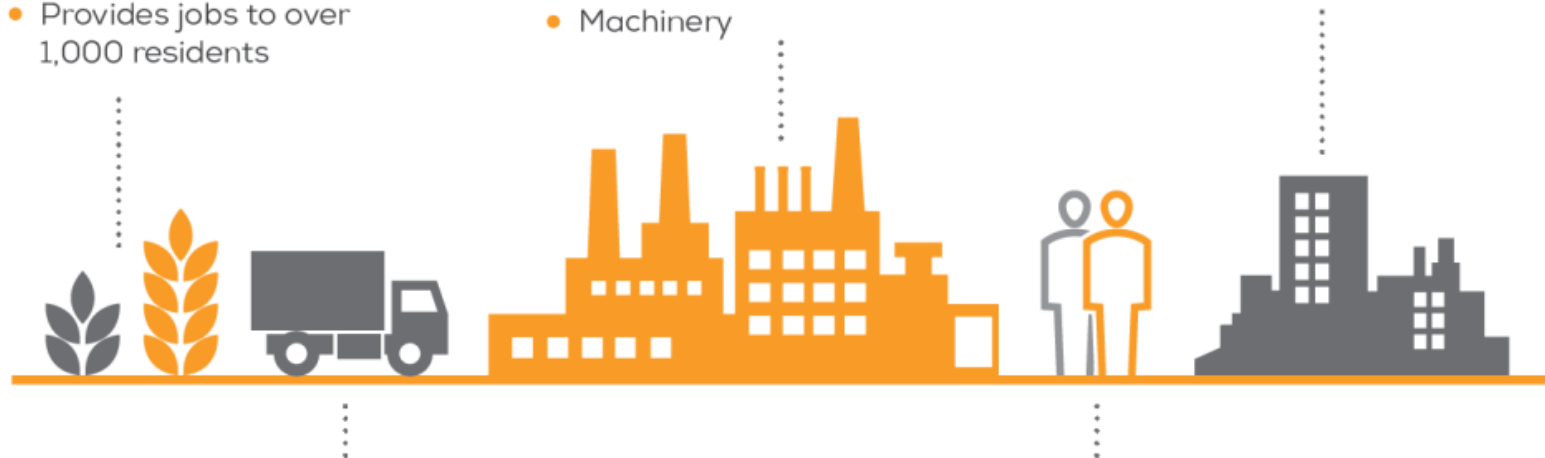
- One of our region's largest private employment sectors
- Over 7,000 people work in our production facilities

TOP INDUSTRY SEGMENTS

- Aerospace Parts
- Auto Parts
- Composites
- Manufacturing Services
- Machinery

PROFESSIONAL SERVICES

- Innovative professional, scientific, and technical services
- Segment expansion expected at national average of 12.5% by 2018
- Career choice of more than 900 local professionals



LOGISTICS AND DISTRIBUTION

- Driven by proximity to major U.S. highways and a healthy regional manufacturing
- Segment projected to grow at rate of nearly 15% by 2018
- Employs more than 2,500 people

INSURANCE

- Investments by major enterprises are spurring growth and prospects
- Growth potential significantly outpaces national average
- Regional workforce tops 2,000



ACTIVITY SUMMARY

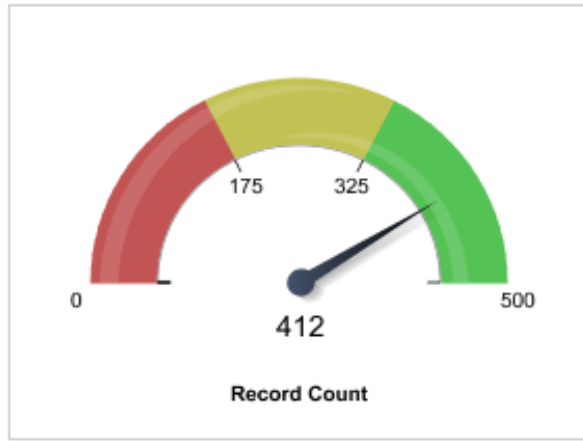
- 180 Meetings with Partners (City, County, Center City, Clark State, DDC, State, etc.)
- 111 Project/Development-Related Meetings
- 20 Facility Tours
- 91 Prospect/R&E Meetings
- 18 Presentations
 - Grow Piqua Now, Straight-A Panelist, Wittenberg Student Interns, Board of Realtors, Leadership Clark County, WHIO Reports, Center City Annual Association, Republican Men's Club, Building Industry Association of Clark County, Rotary, Wittenberg Urban Studies Class, Schaeffer Middle School, SHRMA and City Commission
- 56 Other Meetings
- 25 State-DDC Leads/8 Responded
- 17 Local Leads/17 Responded with Information or Assistance



Dilbert

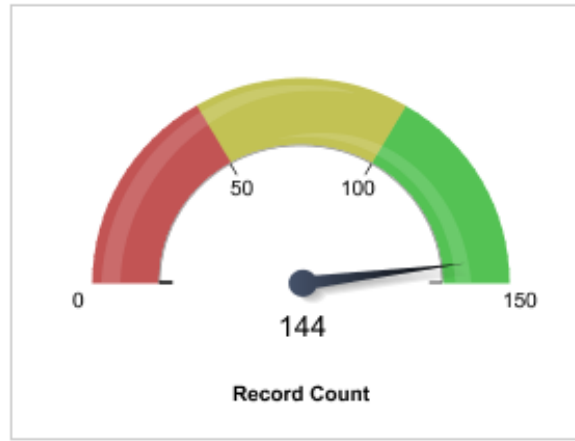
RETENTION & EXPANSION

2015 Reach



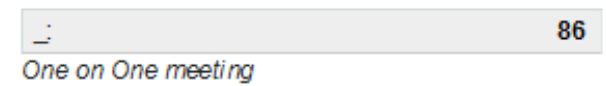
Companies contacted for HITS

2015 Assist

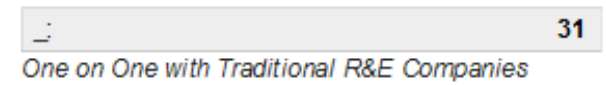


Helped with business need

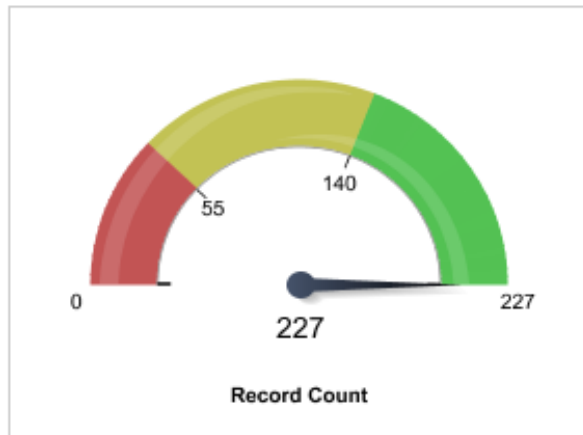
2015 Interview



2015 Traditional Interview



2015 Respond/Refer



Company responded to our Reach

5.9% Unemployment Rate
(February 2016)



Year Goal 2015: 500

2015 Actual (December 31, 2015): 412

Responses: 227

Direct Assistance: 144

Jobs Retained in '15: 1,857

Jobs Created in '15: 757



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ATTRACTION

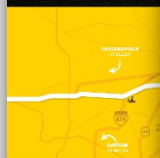
- Sell, Sell, Sell – We are a community with a lot of assets!
- Marketing
 - Updated Marketing Documents
 - I-70 Logistics Corridor Microsite
 - Several Industry Specific Trade Shows
 - ICSC ReCON
 - Process EXPO
 - International Food Technology Show
 - Several Consultant Market Visits and Forums
 - Dallas and Atlanta Market Visits
 - Area Development Consultant's Roundtable
 - ACCE Economic Development Track
 - Workforce Development Institute, National Association of Workforce Development Professionals
 - IEDC Leadership Conference
 - Mid-America Economic Development Council Board Involvement



UPDATED MARKETING MATERIALS



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I-70 DRIVE TIMES

WITHIN A DAY'S DRIVE	NEARBY TRUCK DELIVERY TO:	WORKFORCE STATISTICS
60% of U.S. Population	50% of Central in Population	69% of U.S. Population
63% of all U.S. Manufacturers	80% of all U.S. Manufacturers	74% of U.S. Population

INCENTIVES AVAILABLE

- Located within Foreign Trade Zones
- Community Development Area
- Enterprise Zone
- JobCreationOhio



I-70 D

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THESE MAJOR BRANDS CAN'T BE WRONG

MADISON COUNTY

Reston VA, Columbus OH, Parkersburg WV

RESTORATION	FedEx	TARGET	IBONITON
ACE Hardware	MARS petcare	Kellogg's	BECK'S
TransCenters of America	Walmart	PILOT	JD

CLARK COUNTY

Springfield

ALDI	Dole	GFS	Walmart	KONECRANES
Walmart	Loves	ROBERTSON	Walmart	Walmart

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AVAILABLE SHOVEL READY SITES

BRIDGE OVER I-70	SHILOH SITE	CENTERSHOP SITE	WEST JEFFERSON
100 Acres	100 Acres	100 Acres	100 Acres

I-70 LOGISTICS CORRIDOR

THE CHAMBER OF COMMERCE
Greater Springfield

MADISON COUNTY
The Future of Greater Springfield

AVAILABLE SHOVEL READY SITES

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I-70 LOGISTICS CORRIDOR

THE CHAMBER OF COMMERCE
Greater Springfield

MADISON COUNTY
The Future of Greater Springfield



I-70 LOGISTICS CORRIDOR

- Collaboration between Clark and Madison County CICs
- Focus on Logistics and Distribution Sites
- i70ohio.com



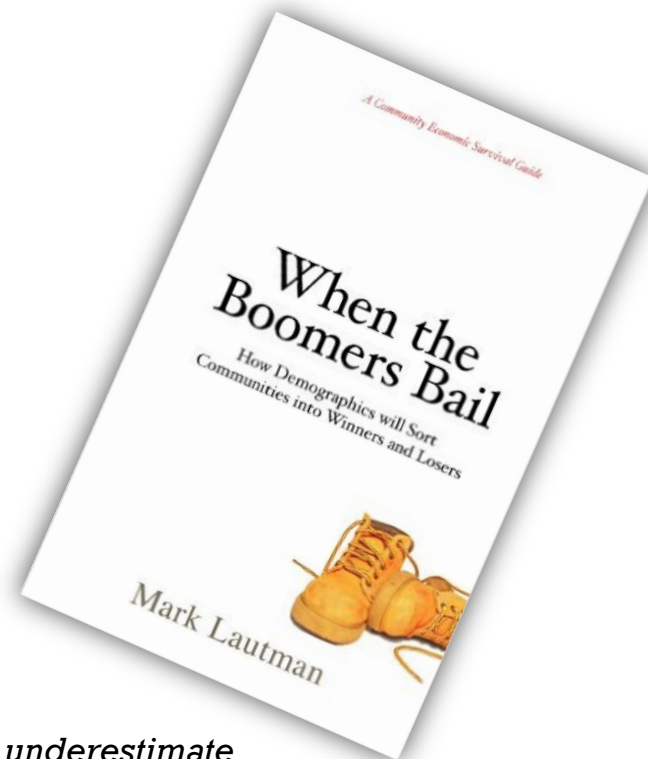


WORKFORCE DEVELOPMENT IS ECONOMIC DEVELOPMENT



THE TRUTH: A ZERO-SUM LABOR MARKET

- Birth Rate
- Life Expectancy
- Mass Exodus of Boomers
- Failing Schools



*"We will grossly underestimate
what is needed to change our demographics"*



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WORKFORCE DEVELOPMENT

- Job Fairs – As needed
 - May 21 – 350 Job Seekers
 - January 6, 2016 – 500 Jobs Seekers
- “All About Me in Clark County”
- Clark County Internship Collaboration
- Straight-A Consortium/The Dome
 - Springfield City Schools
 - Clark-Shawnee
 - CTC
 - GISA
 - Clark State
- Clark County Manufacturing Collaborative
- TAACCCT Grant
 - New certificate programs in welding, CNC manufacturing, additive manufacturing, industrial maintenance and supervisory control and data acquisition.
 - Shull Hall Manufacturing Lab



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RECENT ACTIVITY & PROJECTS





RECENT PROJECTS & DEVELOPMENTS

New Jobs:	993
Retained Jobs:	3,405
Investment:	\$76.1 M



HEADQUARTERS AND DISTRIBUTION FIRMS THRIVE IN SPRINGFIELD





2016 PROGRAM OF WORK



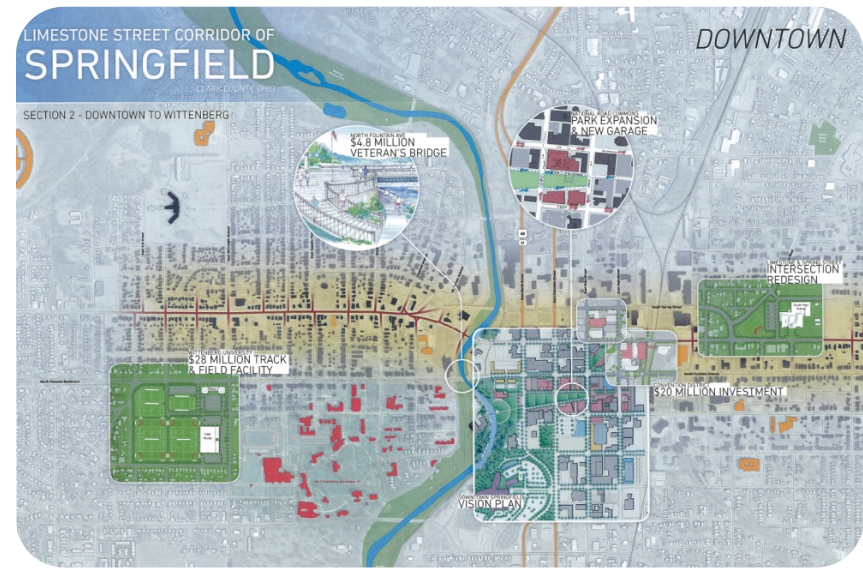
2016 ACTIVITY OVERVIEW

- Sell, Sell, Sell – We are a community with a lot of assets!
- Marketing
 - Promote I-70 Logistics Corridor Microsite
 - Integration of Intelligence Components to Website (March 2016)
 - Several Industry Specific Trade Shows
 - ICSC ReCON
 - Pack EXPO
 - International Food Technology Show
 - International Manufacturing Technology Show
 - Several Consultant Market Visits and Forums
 - Chicago and New York City Market Visits
 - Mid-America Economic Development Council Site Selector Conference
 - ACCE Economic Development Track
- DC Fly-in
- Workforce Development Institute, National Association of Workforce Development Professionals
- IEDC Leadership Conference
- Mid-America Economic Development Council Board Involvement



2016 ACTIVITY OVERVIEW (CON'T)

- Execute HITS Strategy
- Pursue Phase II of Economic Development Strategy
 - Mark Lautman
- Partner with County, TCC and City for Planning Activities
 - Comprehensive Land Use Plan
 - Unified Plan
 - South Limestone Corridor Plan
- Support New Ownership of Upper Valley Mall
- Support Downtown Redevelopment Efforts
- Continue to Convene Workforce Efforts Across Multiple Organizations
- Renew Contract for Hiring and Employer Services
- Execute a 5 year Campaign (2017–2021)



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THANK YOU . . .

QUESTIONS?

