



**Who's on First?
Defining Roles in Economic
Development**

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Presentated by

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JobsOhio

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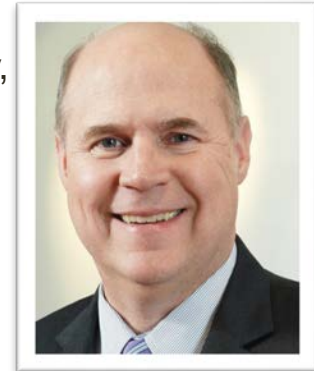
(614) 300-1362

JobsOhio Leadership



John Minor: President & Chief Investment Officer

David Mustine: Managing Director for Energy, Polymers & Chemicals, Agribusiness & Food Processing



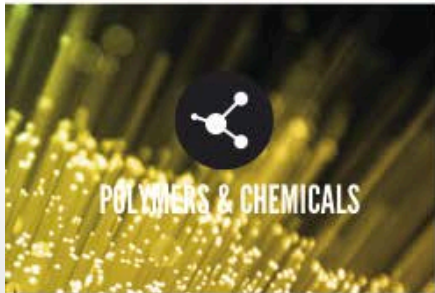
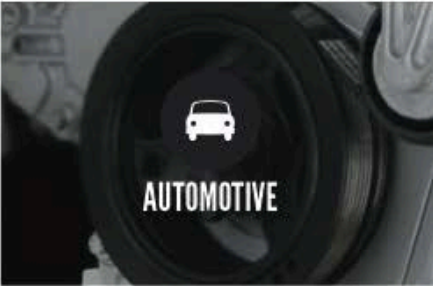
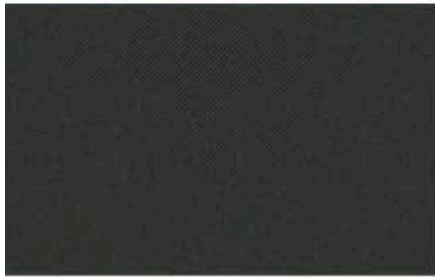
Mark Patton: Senior Managing Director for Information Technology, Biohealth

Kristi Tanner: Managing Director for Automotive, Aerospace & Aviation, Advanced Manufacturing



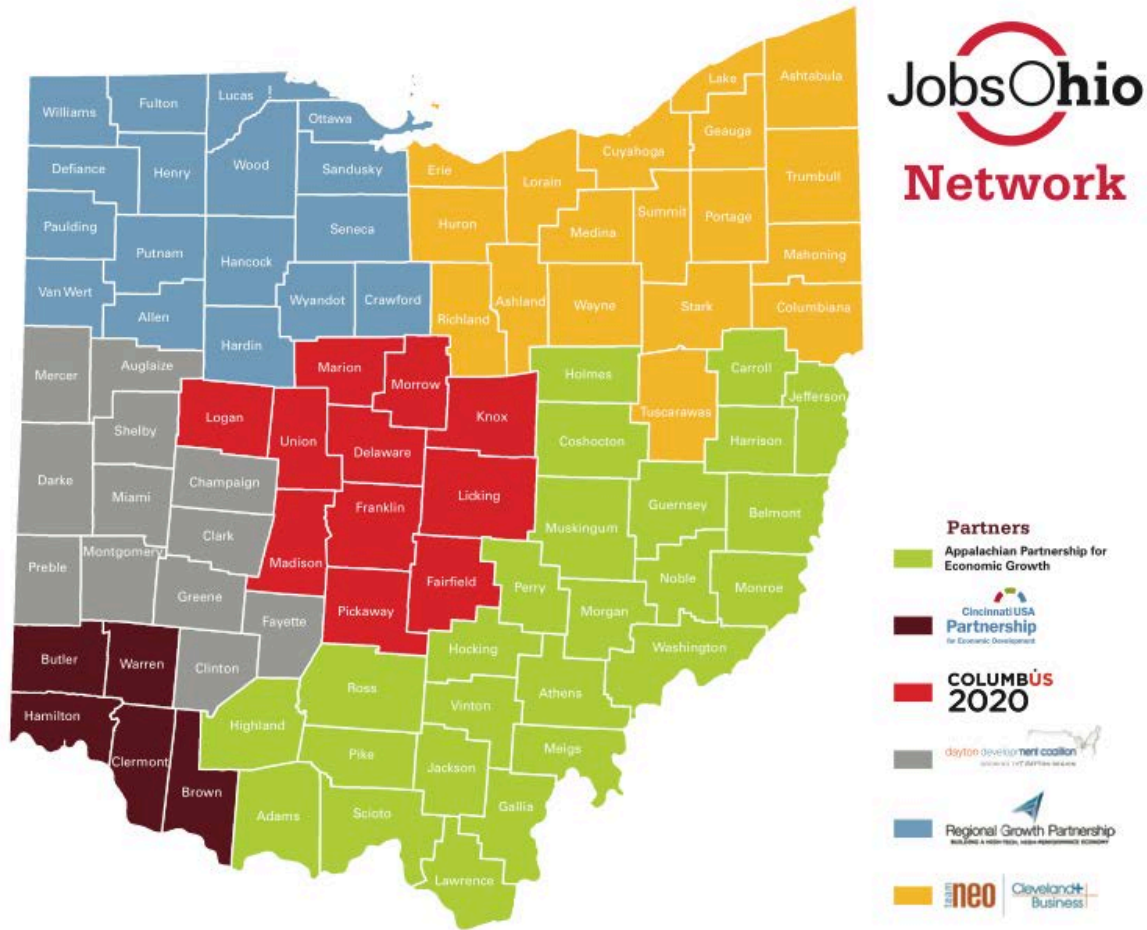


JOBSONIO FOCUSES ITS ECONOMIC DEVELOPMENT EFFORTS ON A DIVERSE PORTFOLIO OF NINE TARGETED INDUSTRIES AND FOUR BUSINESS FUNCTIONS THAT DRIVE THE STATE'S ECONOMY AND HAVE THE GREATEST IMPACT ON JOB CREATION.



JobsOhio Network

Our success also is tied to the partnership with the JobsOhio Network – statewide economic development organizations with deep ties to their local business communities.



JobsOhio Approach

- Client-centric
- “One Firm – One State” culture
- Regional network
- Counties and local development teams
- Partnerships

Liquor Enterprise

Liquor Enterprise Transfer complete

- 25-year franchise to distribute and sell liquor in Ohio
- \$1.43 billion of consideration paid to the State
- Operations Services Agreement

Bond Offering complete

- Strong credit ratings
- Oversubscription and attractive pricing

Liquor Enterprise highlights

- State-run monopoly, history of sales (~ \$834 million) and profits
- Efficient business model

Funding summary

- All net profits fund economic development in Ohio

Project Management

Ohio Deal Team

JobsOhio Network

Local Economic Development



JobsOhio Project Manager

JobsOhio Managing Director

JobsOhio Approach

- Business, consultant, city/county, chamber of commerce identify an opportunity

- Regional partner



- JobsOhio



- State of Ohio



Project Proposal
through Partnership



Communication = Results

This is unprecedented group communication between Columbus and its economic development partners

- Bi-monthly leadership meetings
- Weekly conference calls
- Formal training
- Use of Salesforce, an interactive, real time intelligence software



Understanding Risk

Predicting success is difficult because we can't forecast the economy. To minimize risk we take a conservative approach with the available forms of assistance.

JobsOhio

- Loans
- Grants (i.e. workforce)
- Revitalization Program – up to \$43 million

State

- Tax credits – performance based
- Loans – fixed assets only
- Grants – machinery and equipment, roadways, worker training

Local

- Enterprise Zone (EZ) and Community Reinvestment Area (CRA)
- Port Authority ownership
- Permits and Fee waivers (tap-on fees)
- Tax Increment Financing (TIF)
- Municipal cash incentives for new job creation

Economic Development Tools



State Programs

Job Creation Tax Credits

Loans

- Direct 166
- Ohio Enterprise Bond Fund
- Innovation Ohio Fund
- Research & Development

Grants

- Economic Development
- Workforce
- Roadwork

Clean Ohio



State Programs

Job Creation Tax Credits

Loans

- Direct 166
- Ohio Enterprise Bond Fund
- Innovation Ohio Fund
- Research & Development

Grants

- Roadwork

JobsOhio Programs

- Loans
- Grants
- Revitalization Program

What JobsOhio Doesn't Fund

Additionally, the state prohibits JobsOhio from assisting certain high-risk businesses while other industry sectors do not meet our defined focus for assistance.

- No working capital
- No retail (restaurants, boutiques, etc.)
- No healthcare (hospitals)
- No professional services (law firms, physicians)

Program Approach & Reporting

Approach

- **Flexible:** No geographic restrictions, customized structure
- **Accelerated process:** Streamlined administration
- **Return on Investment:** Focused on ROI positive projects
- **Sustainability:** Build a revolving fund to reinvest

Performance & Tracking

- Annual performance reports
- Projects tracked by company versus program
- Quarterly board reports

JobsOhio Transparency & Accountability

Reporting Requirements

- Financial disclosure statements with the Ohio Ethics Commission
- Conflicts of Interest and Ethical Conduct statements
- Federal income tax returns
- Audit report
- Annual report and strategic plan
- Structure, operation, and financial status
- Annual total compensation paid for each officer and employee
- Incentive proposal report for both JobsOhio and State programs
- Public board meeting minutes

Additionally, recommended state loans and tax credits must receive approval from the Ohio Tax Credit Authority or Controlling Board

JobsOhio 2012 Results

Metrics*	2011	2012
TOTAL PROJECTS	245	289
NEW JOBS	21,099	20,979
NEW PAYROLL	\$928 Million	\$915 Million
TOTAL JOBS	82,785	75,612
TOTAL PAYROLL	\$4.7 Billion	\$3.4 Billion
CAPITAL INVESTMENT	\$3.2 Billion	\$5.8 Billion

*Projects announced represent job creation and capital investment commitments to be completed in the next three years.

2013 Strategic Focus

Retention & Expansion

- JobsOhio and its regional network partners will pursue targeted companies in each JobsOhio cluster

Attraction

- Target select geographies and industries where Ohio has a comparative advantage

Revitalization Program

- Work with Ohio Development Services Agency, Ohio EPA, and stakeholders to identify and prioritize potential sites

2013 Strategic Focus

Ohio River Strategy

- Explore assets and opportunities

Marketing

- Build upon last year's **ThriveInOhio** campaign while more robustly engaging our stakeholders and internal and external audiences

Workforce

- Coordinate with the Governor's Office of Workforce Transformation

How can You Help?

1. Refer business contacts to the appropriate JobsOhio regional network partner
2. Call JobsOhio with economic development ideas or questions, or if you need a project update – (614) 224-6446
3. Encourage businesses to be in statewide databases, such as Ohio InSite and Foreign Direct Investment



Questions?