

Momentum in America's 7th Largest State – Ohio Economic Development Update

@WhyOhio

June 2017



Pre-JobsOhio Economic Development Structure

Historical Context

1. Department of Development (ODOD)

- Creation of the Ohio Department of Development in 1963
- Focused on both trade (e.g., supporting exports) and investment

2. Twelve District Operating Model

- See adjacent state-wide map

3. Global Markets Division

- Network of 12 physical offices overseas

"It's become very clear to me that we are in trouble in terms of being able to stabilize the economy of the state -- let alone to think about how we can go outside of the state and start bringing people in."

-Governor Kasich, January 2011



Ohio Department of Development – January 2011

“Incremental improvements in a government structure are not enough to get us where we need to be.”

- *47th in economic growth*
 - *2nd highest in job losses*
 - *42nd in economic outlook*
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- Customer service was severely lacking
 - Slow and cumbersome approval process
 - Proactive sales efforts were nearly non-existent
 - Participation from C-level execs was limited
 - Coordination with regions needed improving

Creation of JobsOhio – The Path to Reform

1. Create a private company – JobsOhio

Industry-based growth strategy with a targeted, proactive sales process to attract more investment and jobs

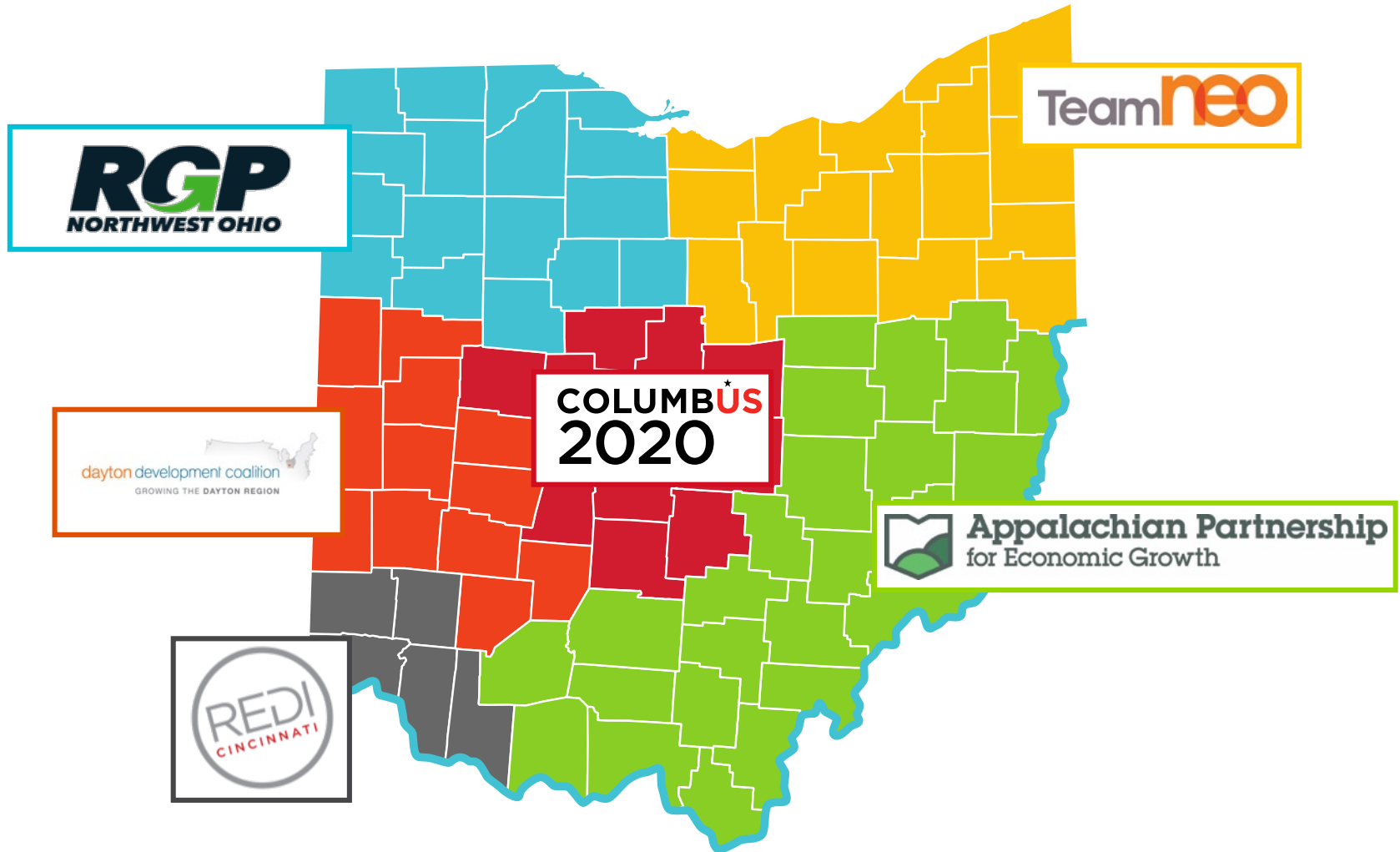
2. Provide it with sustainable funding

Reliable, stable revenue stream for economic development

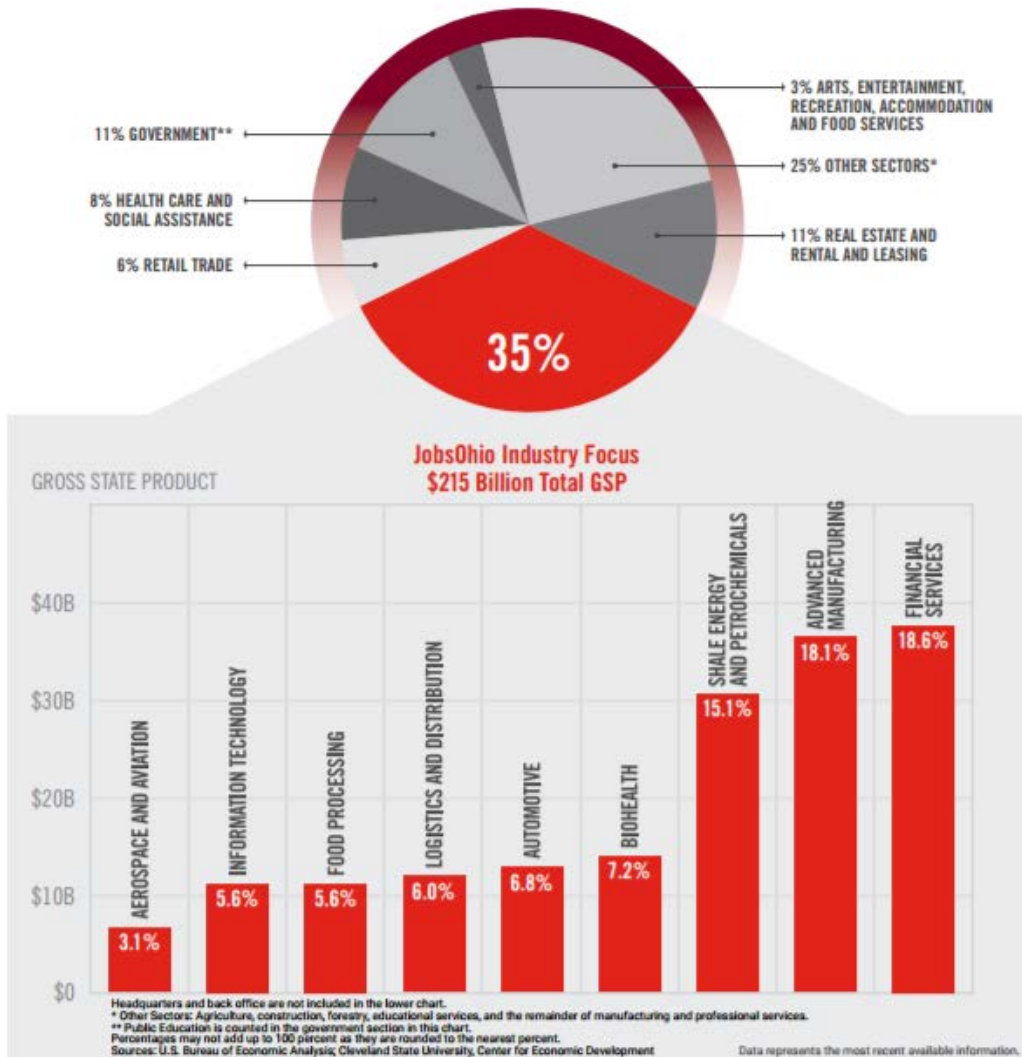
3. Equip it with the best talent, tools and processes

Top talent and an economic development toolbox that is more competitive and wins more deals

The Result – “One Firm, One State”



JobsOhio: Focus Remains on Nine Targeted Industries



- Since its creation in 2011, JobsOhio has focused on “tradable” economic development projects across the adjacent nine sectors

Cross Sector Strategies

- JobsOhio continues to promote “horizontal thinking” across sectors, functions and the Regional Partners
- Industry teams are focused on five specific cross-sector areas and executing on these strategies is a 2017 priority

Cross-Sector Priorities
Autonomy / Smart Mobility
Carbon Fiber
FinTech
HealthTech
Internet of Things (IOT)

Historical 5-Year Performance

Projects where JobsOhio and Regional Partners were involved

	2012	2013	2014	2015	2016
New Job Commitments	21,099	17,857	21,377	23,602	20,603
New Payroll Commitments (\$M)	\$915	\$739	\$939	\$1,059	\$994
New Capex Commitments (\$B)	\$5.8	\$3.6	\$6.1	\$6.7	\$4.6
Number of Projects	289	264	286	330	284

Cumulative work with over 1,500 companies since inception

Recent Corporate Expansion Activity in Ohio



1,064 jobs, Cincinnati

“Home grown” payroll, HR management & related services company



690 jobs, Valley View

New level of pharmacy care for patients on multiple medications



FIAT CHRYSLER AUTOMOBILES

679 jobs, \$700M, Toledo

Next Generation Jeep Wrangler at Toledo Assembly Complex



650 jobs, Cincinnati

Leading global clinical research organization (CRO)



650 jobs, Dayton

New, 7-story office tower downtown with a campus-like environment



483 jobs, Kettering

Automotive ride control and emission control products and systems



400 jobs, Columbus

Business Service Center for fastest-growing accounting organization



300 jobs, Columbus

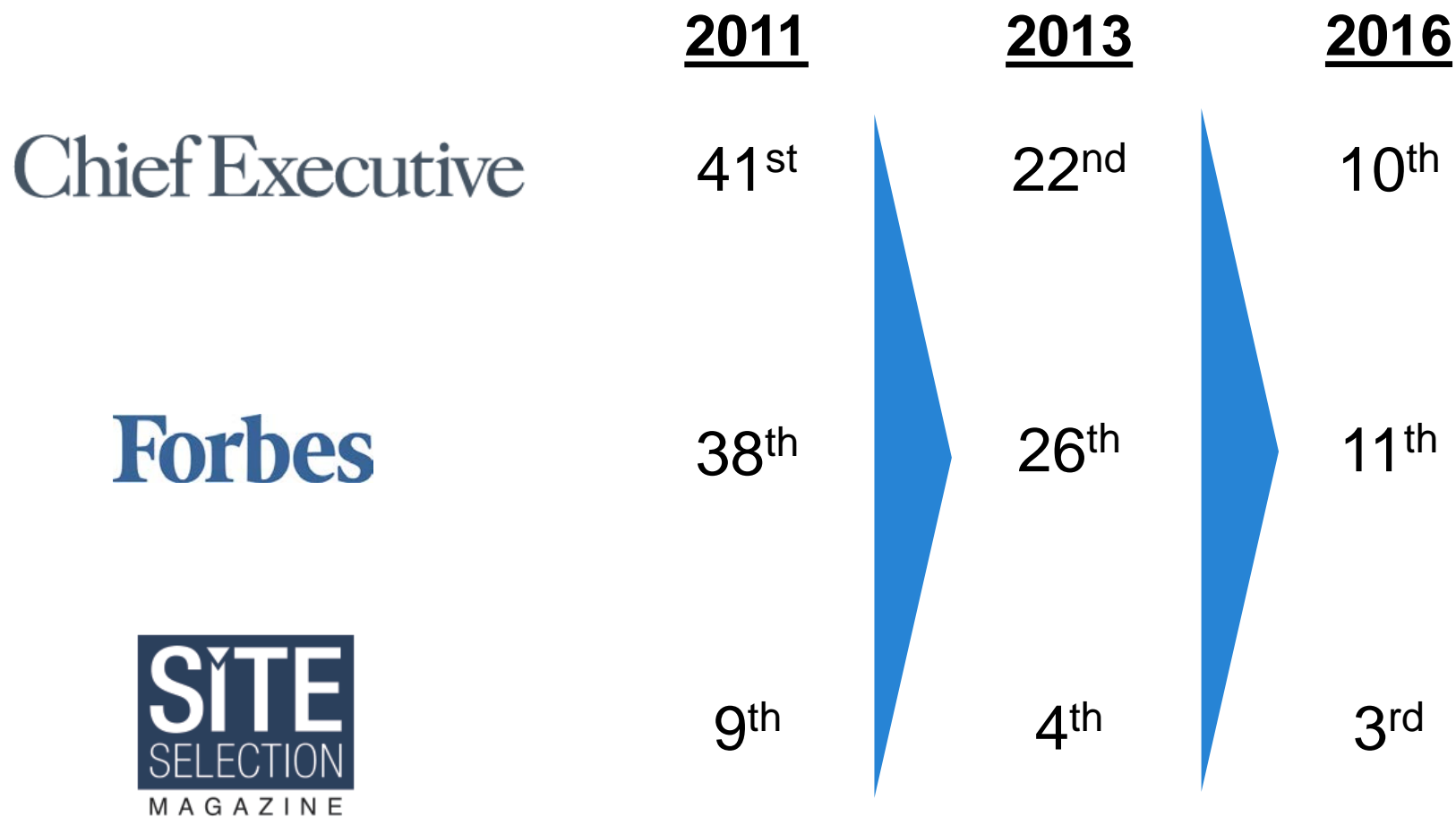
Significant expansion of Center of Excellence in region



300 jobs, \$70M, Toledo

New high-tech axle manufacturing facility in a spec building investment

Business Environment Update: Significant Progress



Overview of Programs & Services



JobsOhio customizes state-level incentive packages on a situation-specific basis



Customized site selection services ensure clients choose an optimal location



Talent Acquisition Services for select strategic projects

ZoomProspector

■ Response Quality

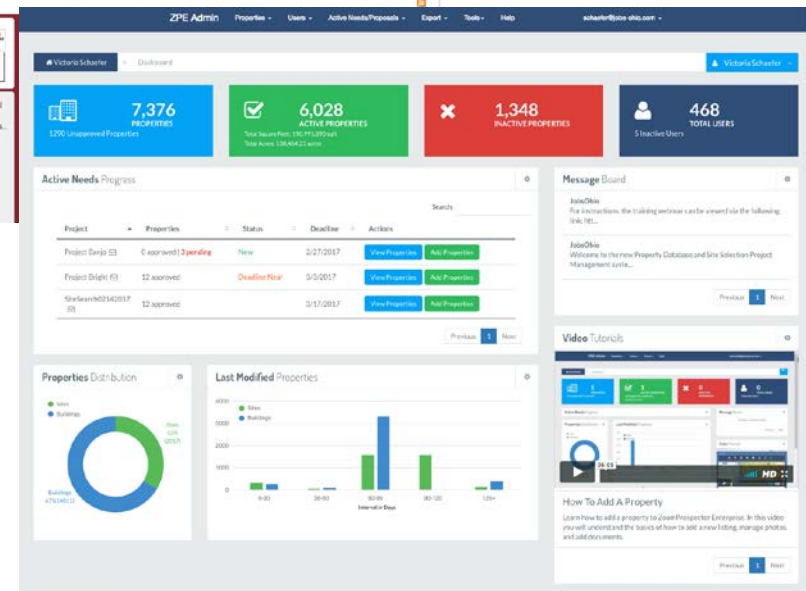
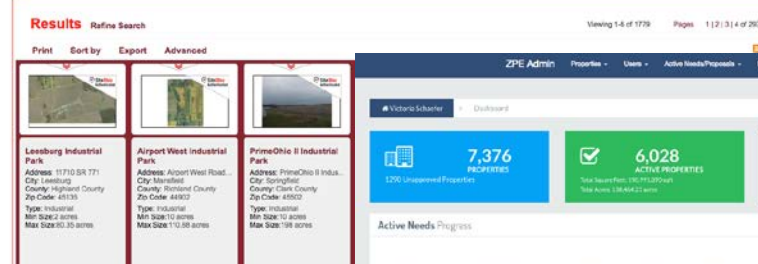
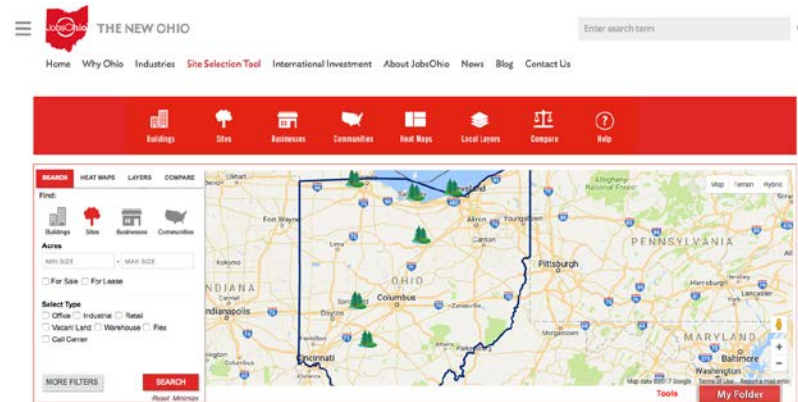
- Streamlined submittal process
- Improved result matching function
- Instant feedback

■ User Experience

- Faster load times
- More robust records
- Public access to data

■ Sales/Marketing

- Sophisticated Visitor Tracking and Identification
- Free local editions



Other Initiatives to “Elevate Impact”

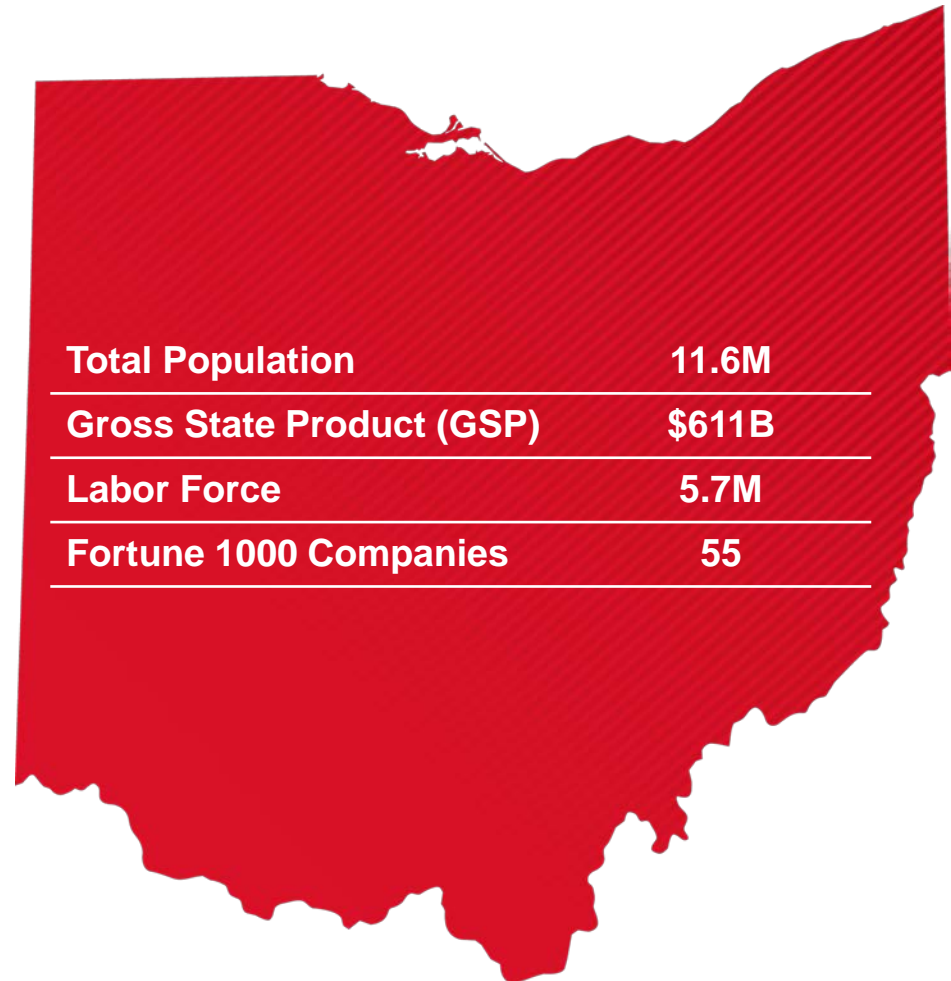
- Key JobsOhio initiatives and programs launched:
 - ✓ \$50mm Research & Development (R&D) Center Grant Program
 - ✓ \$5mm IACMI Composites Investment
 - ✓ FinTech 71 Accelerator
 - ✓ SiteOhio
 - ✓ Augmented Revitalization Effort
 - ✓ Talent Acquisition Services

Key Takeaway: Ohio is Focused on Economic Growth

- Ohio's economy – the 7th largest in the U.S. and 21st largest globally⁽¹⁾ – is highly diversified
- Currently, a \$2B state budget surplus

What Does This Mean for Companies?

- Attractive and stable economic environment with low cost structure relative to East and West Coasts
- Business friendly government with a structural surplus (only one-notch below AAA bond rating)
- Sizable and talented workforce across sectors
- Particularly successful track-record of facilitating foreign direct investment (FDI) projects



(1) Based on nominal World Bank GDP data

Questions?

Company Size	Projects
Middle Market	153
Small Business	76
Large Corporation	55
Total 2016 Projects	284

