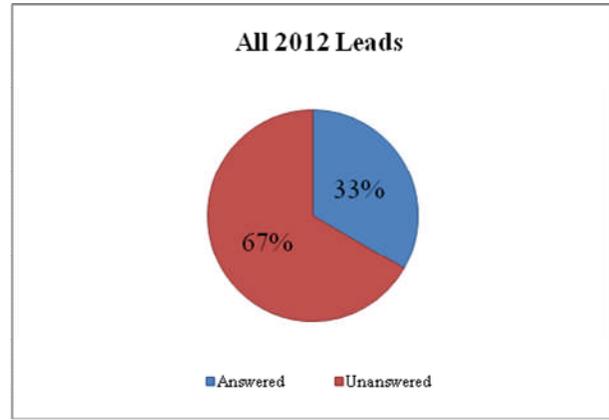


**2012 Business Attraction and Expansion Announcements**

Name	Community	Purpose	SF	New Jobs	New Payroll	Real Investment
Bioformix	Miami Township	R&D	25,000	43	\$ -	N/A
<b>TOTAL</b>			<b>25,000</b>	<b>43</b>	<b>\$ -</b>	<b>\$ -</b>

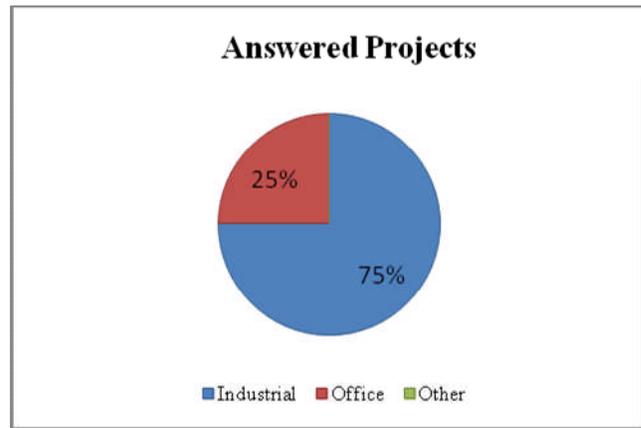
**2012 Office and Industrial Demand Analysis (as of 03/30/2012)**

The Office of Economic Development (OED) analyzes the demand it sees for office and industrial space in Clermont County. OED has received 12 inquiries for possible projects as of March 31, as compared to 39 leads at this point in 2011. We have been able to respond with potential sites or buildings for 4 of those projects (33%). We were unable to respond to 8 projects (67%) due to the lack of appropriate land or buildings. This is extremely lower than the typical 75% response ratio and seems to be due to a number of highly specific facility requests in early 2012.

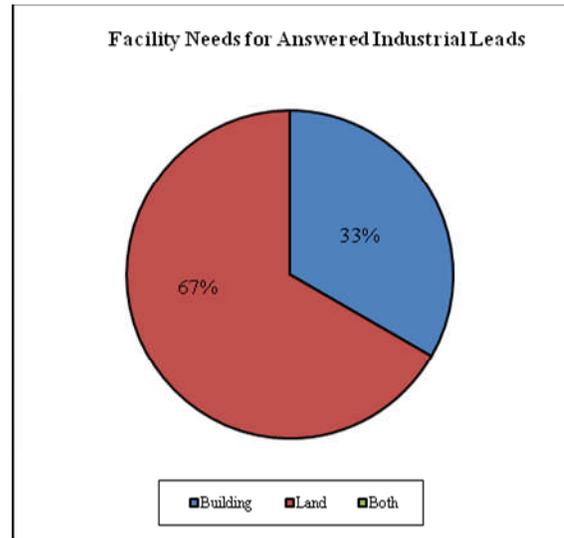


**Answered Leads**

Three of the four projects responded to were industrial project leads. This ratio is consistent with last year, as OED typically receives more industrial than office leads.



Of the 3 answered industrial (manufacturing and warehouse) projects we answered, one was looking for an existing building, and two were looking for land for new construction. This make-up of needs is consistent with what we were seeing in 2011, as it appears prospects are increasing their interest in new construction. Also, it could mean that prospects are finding the inventory of existing buildings to be low.

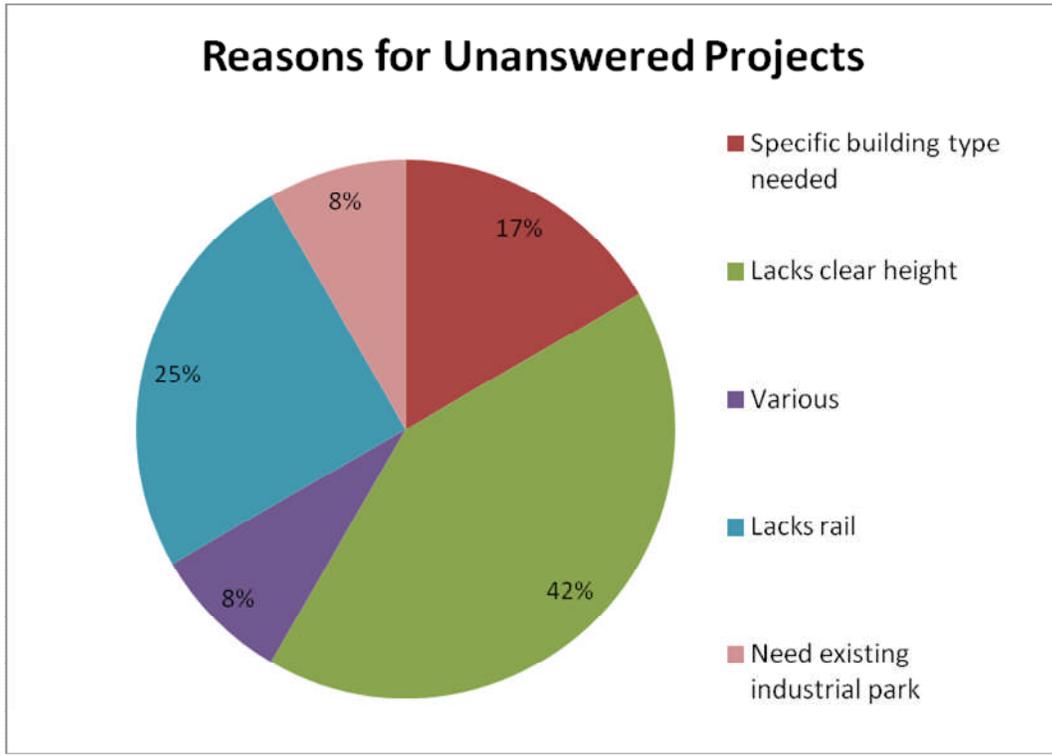


The most commonly requested industrial building size was the 11,000 to 49,000 square feet range, with 67% of the requests. The average size request of answered leads was 250,000 SF up from 2011's first quarter average of 95,000 SF.



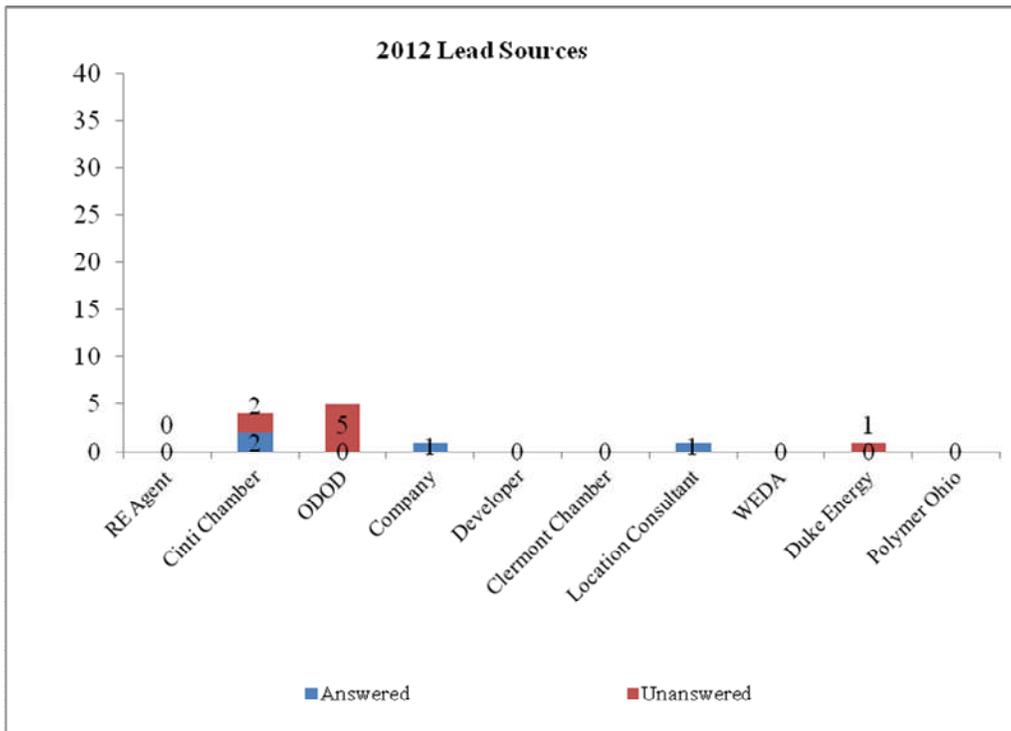
## Unanswered Leads

OED had 8 projects (67%) that we could not respond to because of the lack of an appropriate facility, which is a significant decrease on a percentage basis compared to this point in 2011 when we had 13 unanswered prospects (33% of total). Of the unanswered projects, most (7 of 8) were manufacturing projects and were highly specific, with requests for former chemical or food facilities, rail feasibility, airport access, proximity to interstates, or high ceilings. The average unanswered industrial request was about 113,000 square feet.



## Lead Generation

OED receives leads from several sources. The State of Ohio and the Cincinnati USA Partnership has supplied a number of leads, however, we were unable to answer most of them due to specific building needs. The table on the next page illustrates the sources of all leads, broken out by answered and unanswered projects.



### Lead Status

For the 2012 leads that OED has submitted sites for, 100% have received site submissions and are reviewing county properties. These leads have the potential to turn into announced projects. Two of the leads are seriously considering Clermont County sites and incentive proposals have been submitted.

