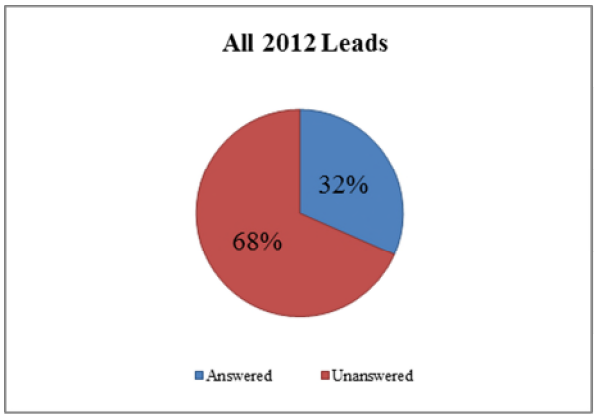
2012 Business Attraction and Expansion Announcements

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

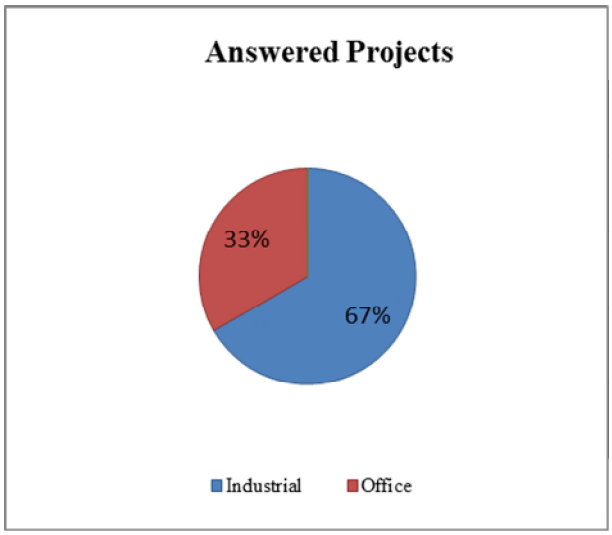
2012 Office and Industrial Demand Analysis (as of 06/30/2012)

The Office of Economic Development (OED) analyzes the demand it sees for office and industrial space in Clermont County. OED has received 19 inquiries for possible projects as of June 30. We have been able to respond with potential sites or buildings for 6 of those projects (32%). We were unable to respond to 13 projects (68%) 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 2012.

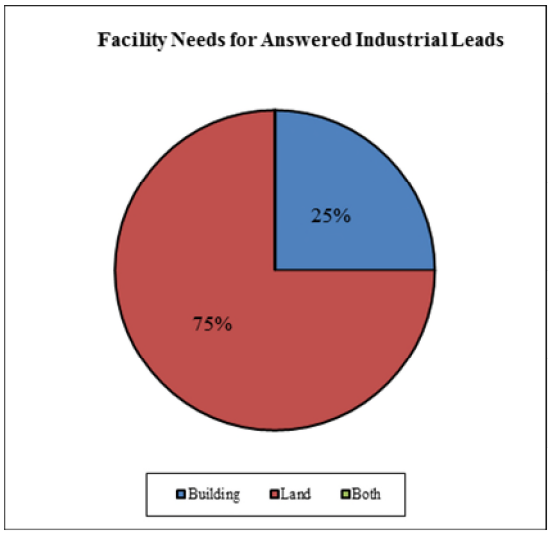


Answered Leads

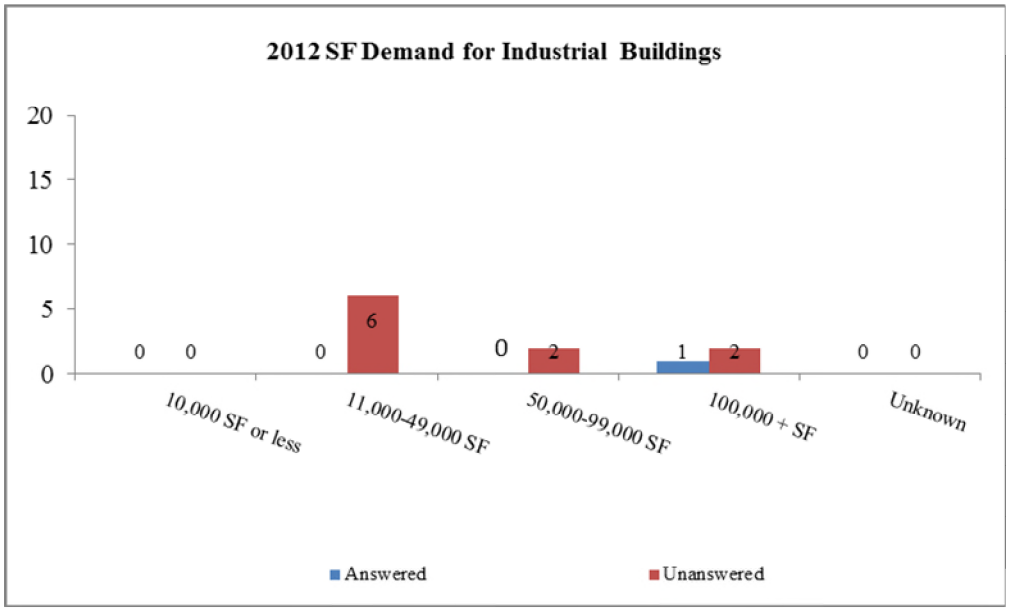
Four of the six projects responded to were industrial project leads. This ratio is consistent with last year, as OED typically receives more industrial than office leads.



Of the four answered industrial (manufacturing and warehouse) projects we answered, one was looking for an existing building, and three were looking for land for new construction.

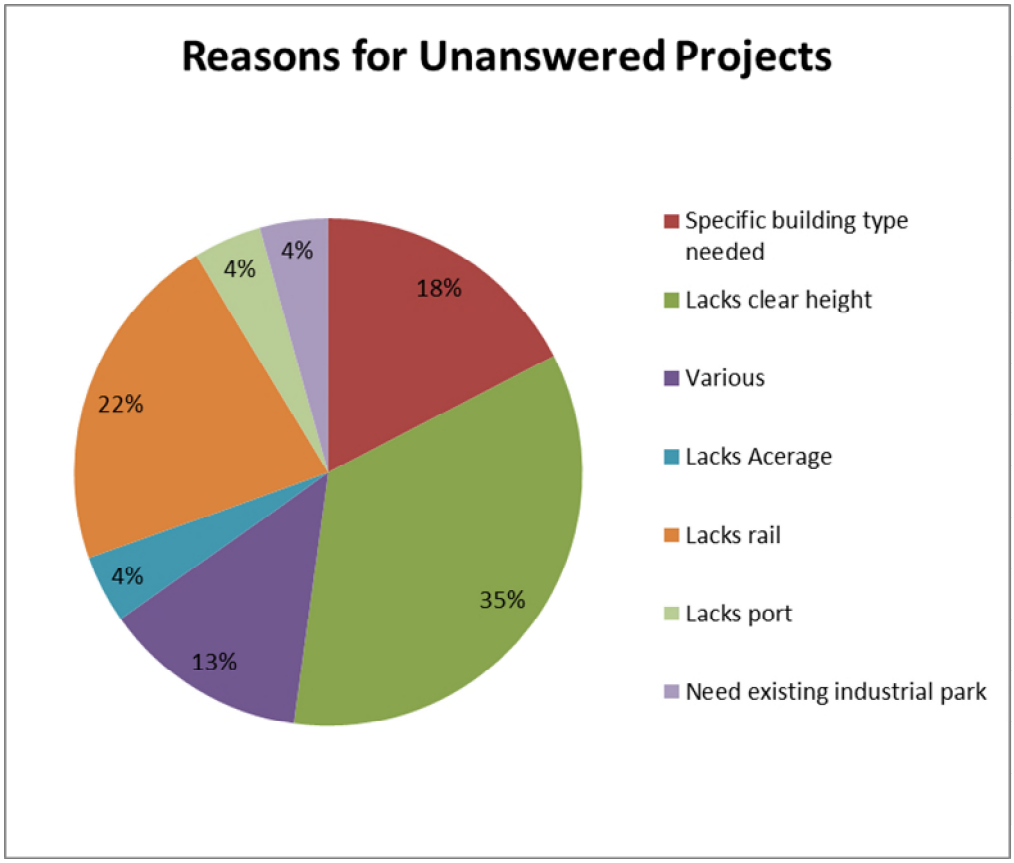


The most commonly requested industrial building size was the greater than 100,000 square feet range, with 100% of the requests. The average size request of answered leads was 250,000 SF.



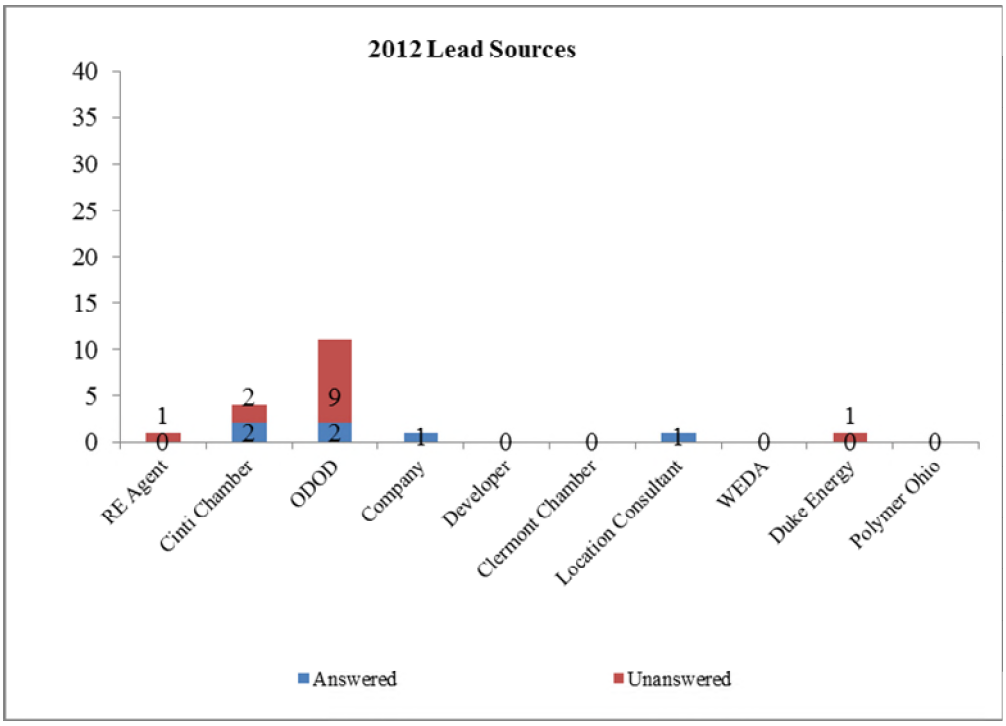
Unanswered Leads

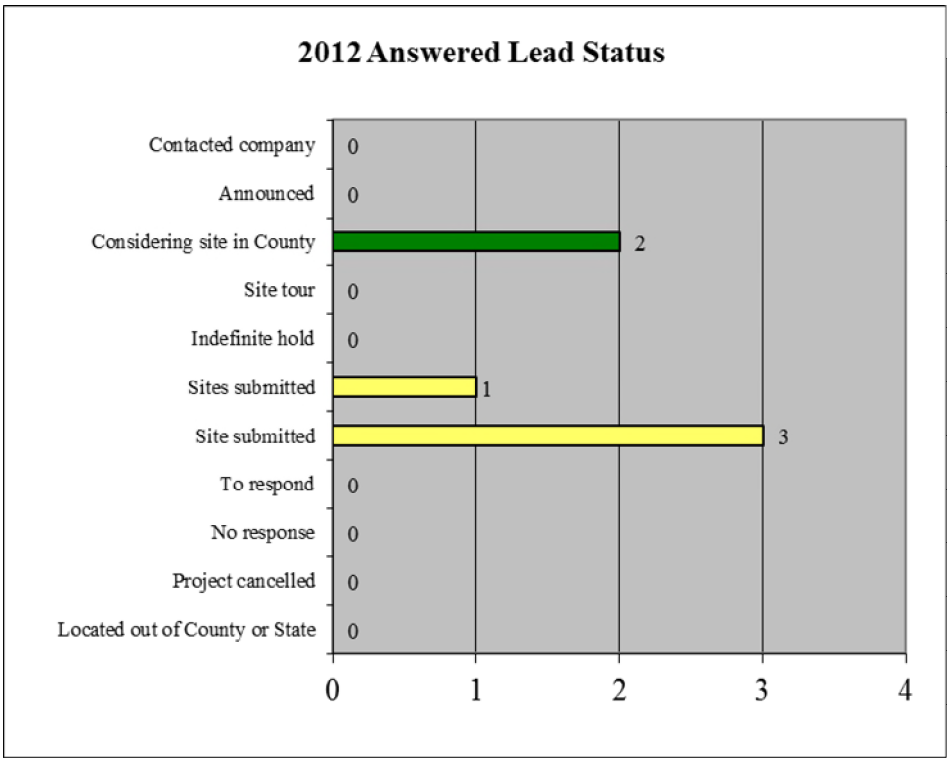
OED had 13 projects (68%) that we could not respond to because of the lack of an appropriate facility. Of the unanswered projects, 12 of the 13 were manufacturing projects and were highly specific, with requests for former chemical or food facilities, rail feasibility, airport access, proximity to interstates, or high ceilings. The average unanswered industrial request was about 110,000 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.