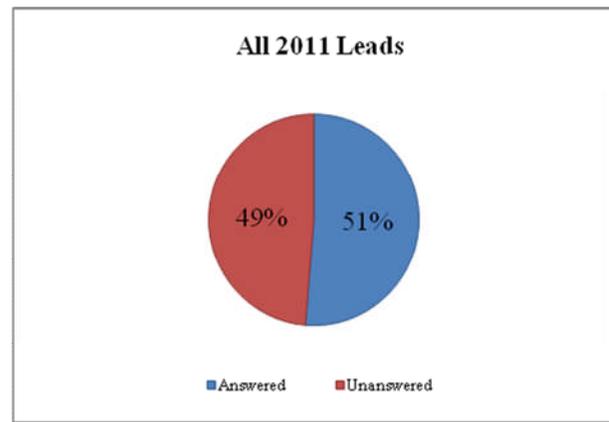


2011 Business Attraction and Expansion Announcements

Name	Community	Purpose	SF	New Jobs	New Payroll	Real Investment
Auto Temp, Inc.	Batavia Village	Mfg	38,000	20	\$ -	\$ 1,100,000
General Data	Union Township	Mfg	18,000	39	\$ -	\$ 3,100,000
Jungle Jim's	Union Township	Retail	403,000	400	\$ -	\$7,500,000
3M / Futuro	City of Milford	Mfg	80,000	120	\$ -	\$273,000
Global Scrap Mgmt.	Batavia Township	Mfg	300,000	35	\$ -	\$1,500,000
Total Quality Logistics	Union Township	Office	100,000	575	\$-	\$13,000,000
TOTAL			939,000	1,193	\$ -	\$ 26,473,000

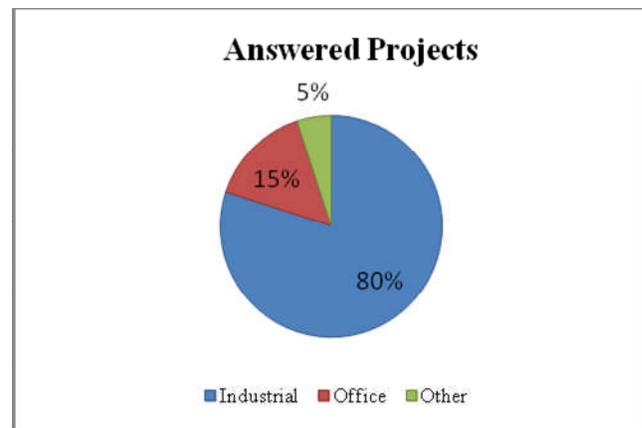
2011 Office and Industrial Demand Analysis (as of 12/31/2011)

The Department of Community & Economic Development (CED) analyzes the demand it sees for office and industrial space in Clermont County. CED has received 78 inquiries for possible projects as of December 31, as compared to 86 leads at year end of 2010. We have been able to respond with potential sites or buildings for 40 of those projects (51%). We were unable to respond to 38 projects (49%) due to the lack of appropriate land or buildings. This is lower than the typical 75% response ratio and seems to be due to the increased number of highly specific facility requests in 2011.

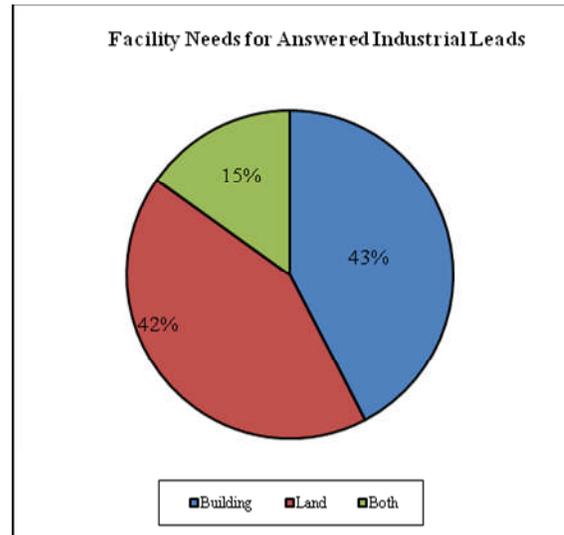


Answered Leads

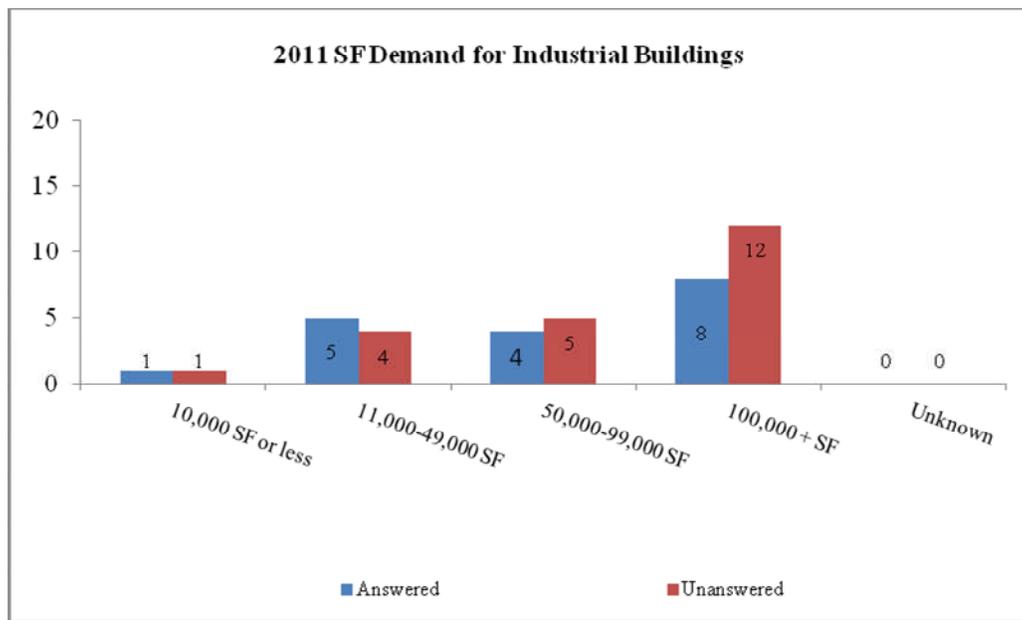
Thirty-two of the 40 projects responded to were industrial project leads. This ratio is consistent with last year, as CED typically receives more industrial than office leads.



Of the 32 answered industrial (manufacturing and warehouse) projects we answered, fourteen were looking for an existing building, fourteen were looking for land for new construction, and five were looking for an existing building with the potential for expansion. This make-up of needs is different from the previous couple of years, 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.

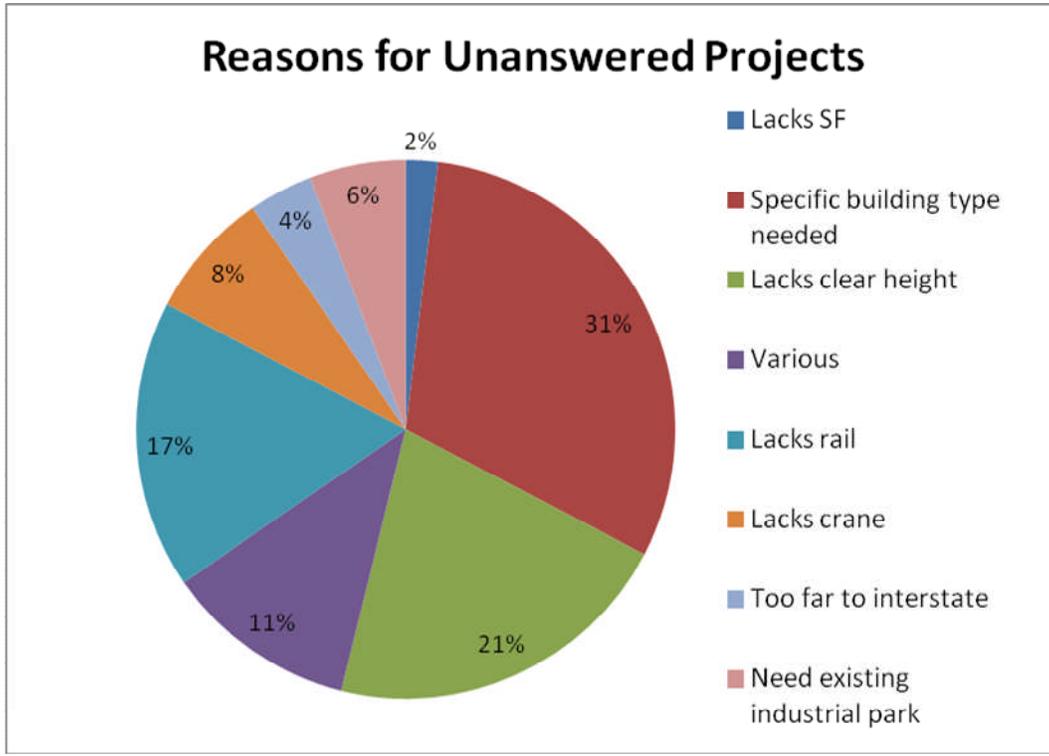


The most commonly requested industrial building size was the 100,000+ square feet range. The average size request of answered leads was 113,000 SF, which is lower than the 2010's 4th quarter average of 127,000 SF.



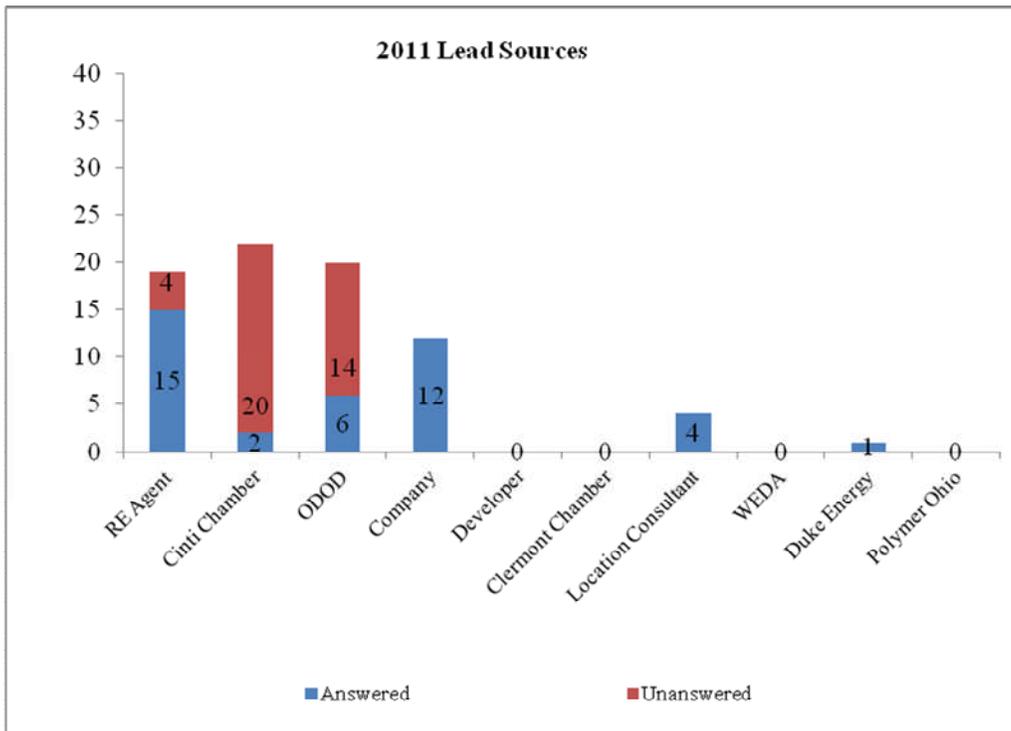
Unanswered Leads

CED had 38 projects (49%) that we could not respond to because of the lack of an appropriate facility, which is an increase compared to this point in 2010 when we had 30 unanswered prospects (38% of total). Of the unanswered projects, most (33 of 38) were manufacturing projects and were highly specific, with requests for former chemical or food facilities, rail feasibility, crane capabilities, proximity to interstates, or high ceilings. The average unanswered industrial request was approximately 140,000 square feet.



Lead Generation

CED receives leads from several sources. Pre-2009 we saw that real estate agents and companies themselves had been some of the strongest sources of leads. We saw that trend return in 2011. The State of Ohio brought a number of projects during the 1st quarter this year, however, that number has drastically been reduced. Additionally, with the State leads, we continue to have difficulty in submitting available buildings due to highly specific building needs. This is also the case with the Cincinnati USA Partnership leads. The table on the next page illustrates the sources of all leads, broken out by answered and unanswered projects.



Lead Status

For the 2011 leads that CED has submitted sites for, over 90% have received site submissions and are reviewing county properties. These leads have the potential to turn into announced projects, but only one has conducted a site tour and eight are considering sites in the County.

