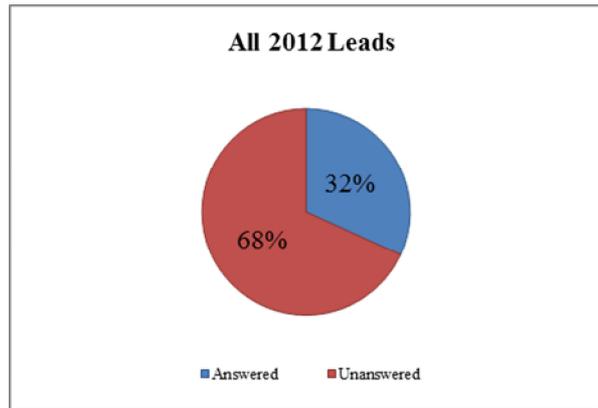


2012 Business Attraction and Expansion Announcements

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

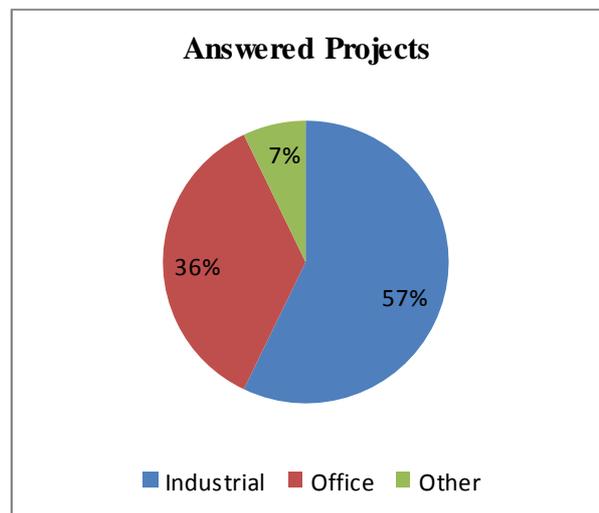
2012 Office and Industrial Demand Analysis (as of 12/31/2012)

The Office of Economic Development (OED) analyzes the demand it sees for office and industrial space in Clermont County. OED has received 44 inquiries for possible projects as of December 31. We have been able to respond with potential sites or buildings for 14 of those projects (32%). We were unable to respond to 30 projects (68%) due to the lack of appropriate land or buildings.

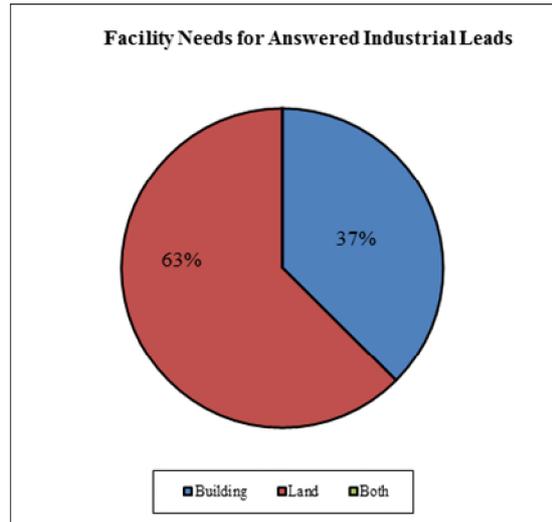


Answered Leads

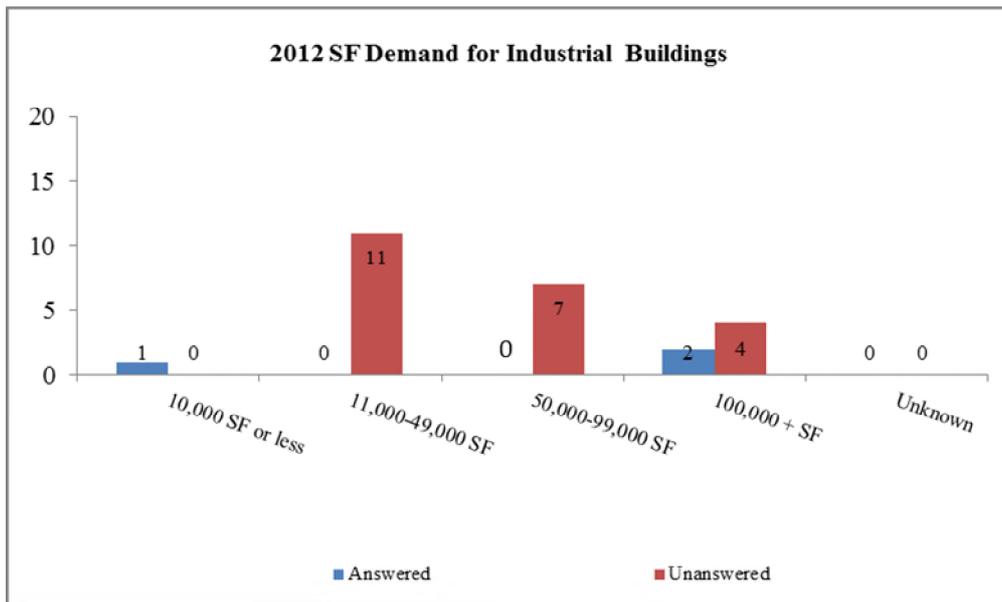
Eight of the fourteen projects OED responded to were industrial project leads.



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

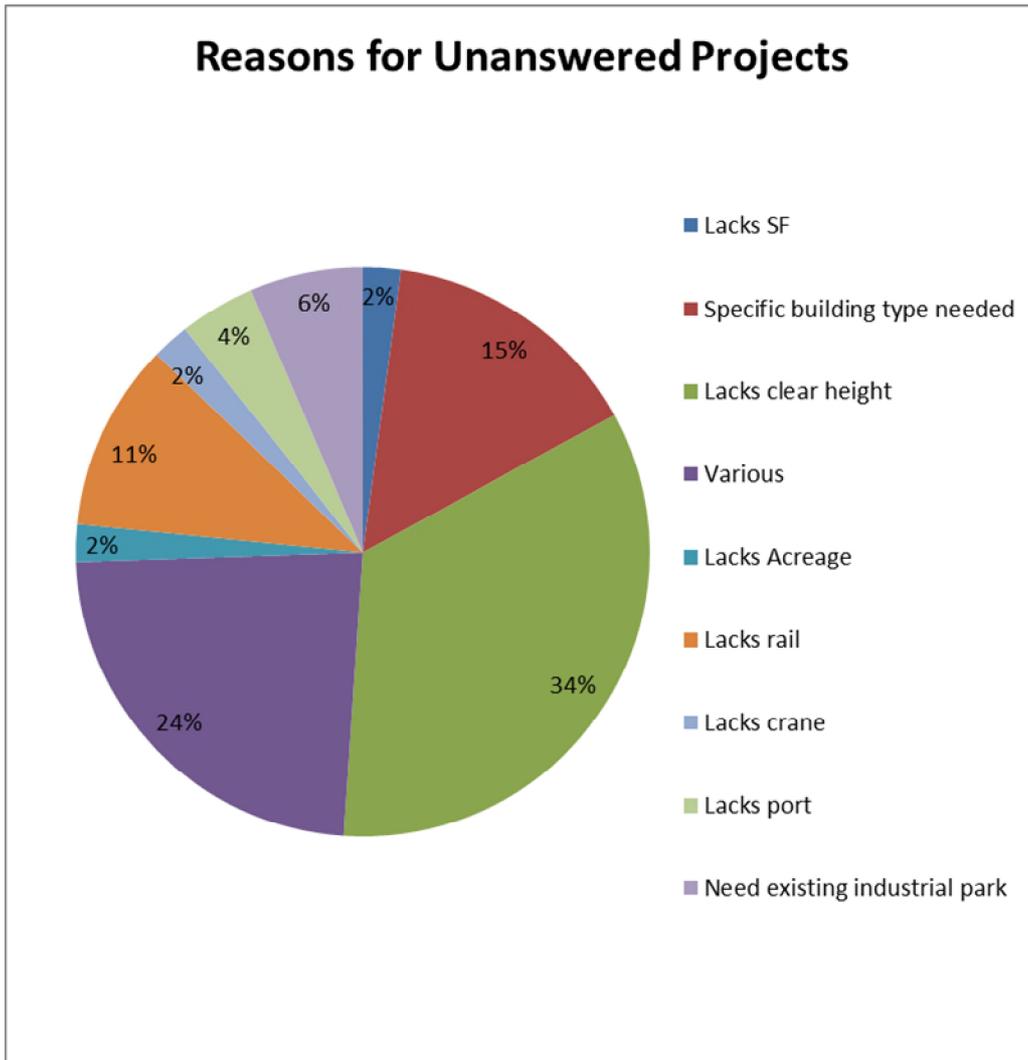


The most commonly requested industrial building size was the greater than 100,000 square feet range, with 68% of the requests. The average size request of answered leads was 120,000 SF.



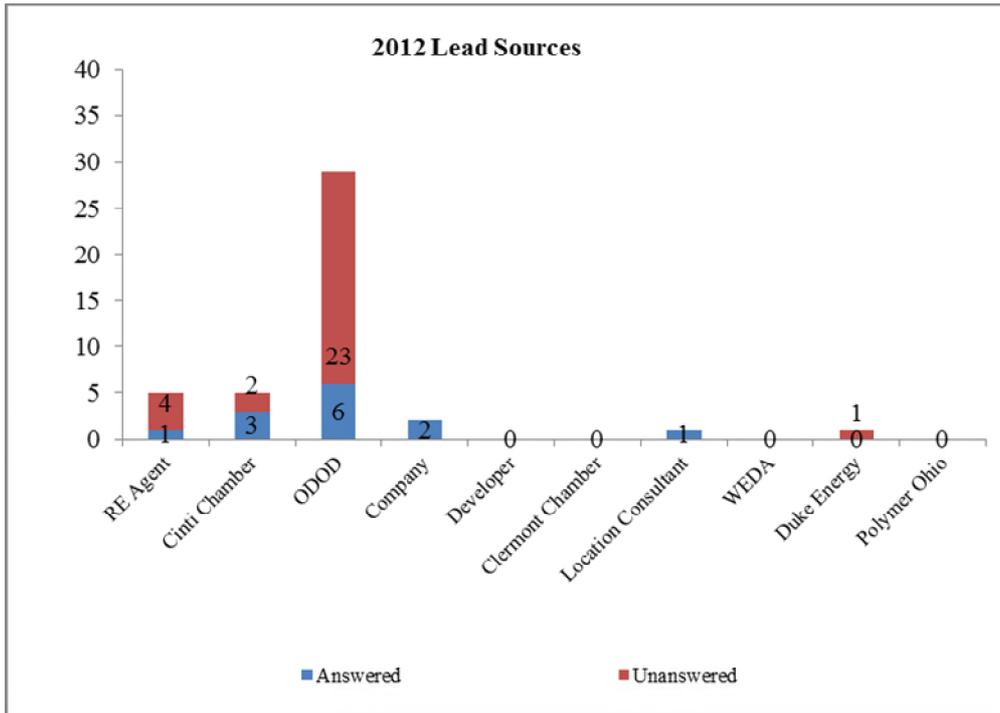
Unanswered Leads

OED had 30 projects (68%) that we could not respond to because of the lack of an appropriate facility. Of the unanswered projects, 22 of the 30 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 96,000 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.

