

# AR 07

## Clermont County Office of Economic Development

ANNUAL REPORT 2007



# Clermont County Economic Development



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## 01 | LETTER TO STAKEHOLDERS

**I**t gives us great pleasure to share with you this annual report on economic development in Clermont County. We welcomed many new businesses to our community in 2007 and are proud to report a banner year for new investments and job creation. Most prominently, Tata Consultancy Services (TCS) selected the Ridgewood Corporate Center in Miami Township for their North American delivery headquarters. The company has designed a 220-acre information technology campus at Park 50 and plans to employ at least 1,000 professionals at this site. Their choice of Clermont County was the culmination of a competitive, nationwide selection process that recognized the outstanding opportunities for long-term growth here in Clermont County. This is one of the largest and most significant investments made in our region during the past several years. We look forward to a bright future of vibrant partnerships with the company.

Although TCS was last year's highest profile business attraction project, we are pleased to report on several other companies that moved to Clermont County in 2007. Also in the IT sector, Harvest-INFO brought its offices to downtown Loveland. Our manufacturing base was enhanced when companies such as Mil Air and Freeman Schwabe decided to locate their operations in Clermont County. We were very proud to learn that Mil Air selected an Ohio location largely upon the strength of Clermont County's workforce.

Existing Clermont County companies also made great strides in 2007, with Bryan Equipment Sales, Multi-Form Plastics, and PPG expanding their existing facilities. Growth at Key Resin led the company to construct a new building while Multi-Color Corporation decided to expand in the former 3M building, revitalizing an unused industrial building and creating in Clermont County a center of manufacturing excellence for Multi-Color Corporation's global operations.

Clermont County continues to build on our traditional strengths in manufacturing and in fields such as chemicals and plastics. We are also gaining ground in professional services sectors, such as finance, logistics, and information technology. We not only attracted new companies such as TCS and HarvestINFO, but Total Quality Logistics and The Midland Company demonstrated a long-term commitment to Clermont County when they moved into new office towers in 2007. Together, the growth these companies achieved demonstrates the growing diversity and strength of our local economy.

Our role as County Commissioners is to create an environment where businesses thrive. The achievements of 2007 clearly show that the resources and diligence we have devoted toward economic development are beginning to bear fruit. We thank the members of Clermont County's business community, those with deep roots here and those who have joined us more recently. It is our hope that you will continue to prosper and enjoy even greater success in 2008.



Commissioners Scott Crosswell, Mary Walker, and Bob Proud

# Clermont County Economic Development

## 02 | BUSINESS GROWTH IN 2007

In 2007, Clermont County enjoyed outstanding job creation and new capital investment. The Office of Economic Development (OED) worked with businesses on the 13 projects described below, which will result in the creation of at least 1,264 new jobs and capital investment of over \$56 million. The invested dollars will result in the absorption or new construction of over 672,000 square feet of office or industrial space. The most important announcement of 2007 was Tata Consultancy Services' (TCS) selection of Miami Township for its North American service delivery headquarters. This was one of the most significant location decisions made in Greater Cincinnati

last year, a deal that is profiled in greater detail on pages 8-9. In addition to TCS, Clermont County welcomed manufacturers Mil Air and Freeman Schwabe, who established their Ohio operations here.

In addition to projects where OED worked directly with companies on their growth projects, there were several other expansions undertaken independently by companies. All together, these firms occupied an additional 274,000 square feet, for a total of almost 1,000,000 square feet absorbed, and invested an additional \$15.3 million, for a total of \$71,583,087 invested in Clermont County in 2007.

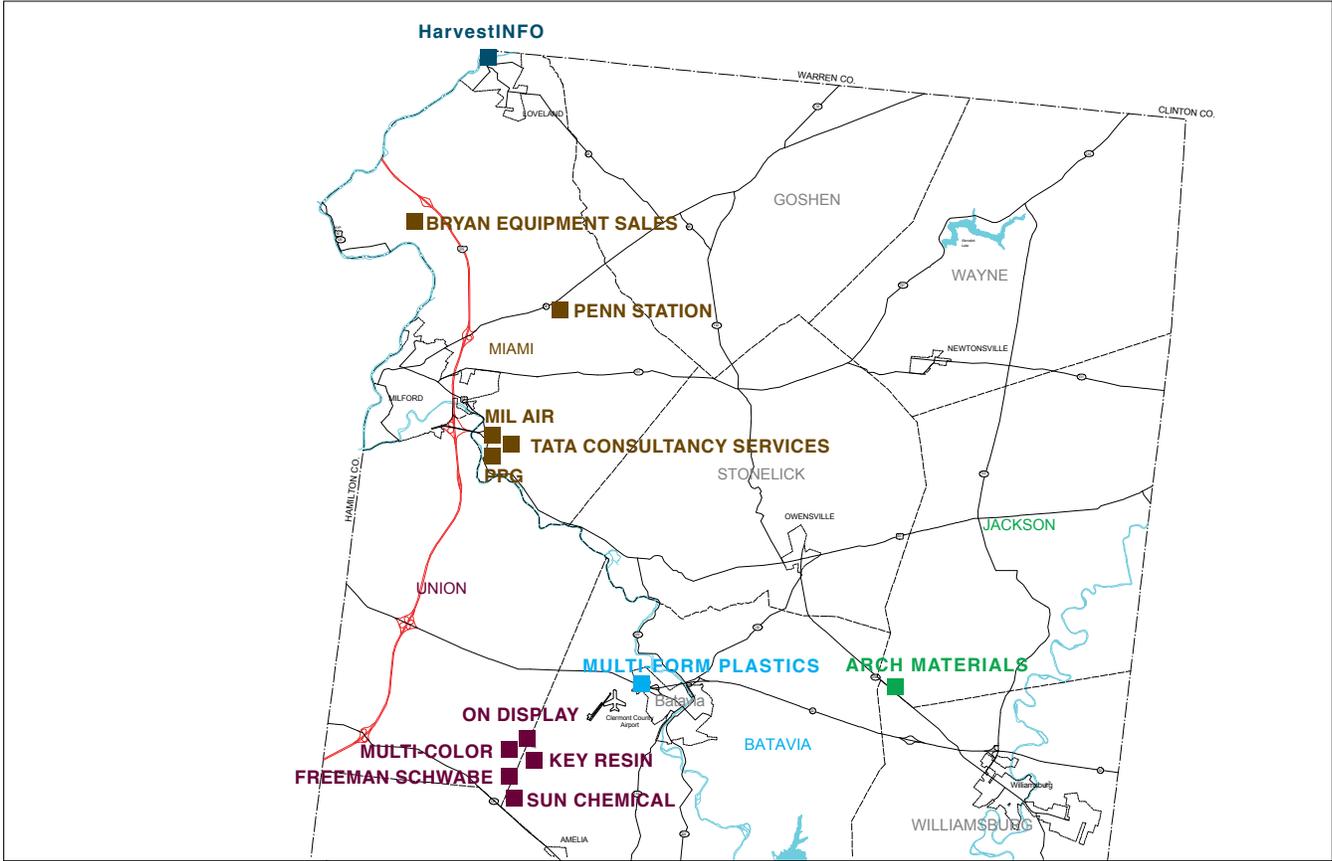
2007 Growth Projects		SF ABSORBED	NEW JOBS	TOTAL INVESTMENT
COMPANY	01 Arch Materials	2,540		\$816,498
	02 Bryan Equipment Sales	44,000	5	\$2,150,000
	03 Freeman Schwabe	25,000	25	\$1,825,000
	04 HarvestINFO	11,000	42	
	05 Key Resin	36,000	6	\$2,335,395
	06 Mil Air	8,000	30	\$697,000
	07 Multi-Color Corp.	247,000	83	\$25,000,000
	08 Multi-Form Plastics	48,000	11	\$1,450,000
	09 On Display	48,000	22	\$1,500,000
	10 Pittsburgh Plate & Glass (PPG)	500	10	\$1,000,000
	11 Penn Station	10,000	20	\$1,500,000
	12 Sun Chemical		10	\$5,000,000
	13 Tata Consultancy Services	192,000	1,000	\$13,000,000
	<b>TOTAL</b>	<b>672,040</b>	<b>1,264</b>	<b>\$56,273,893</b>

In 2005 and 2006, job growth was driven by expanding local companies such as The Midland Company and Total Quality Logistics. In 2007, though, job creation was powered by Tata Consultancy Services' selection of Park 50 for its North American service delivery headquarters. That decision to bring 1,000 high paying information technology positions to Clermont County drove 2007's job creation figures to new heights. The planned hiring was the single largest job creation announcement in Greater Cincinnati in 2007 and will make the company one of Clermont County's largest employers.

YEAR	2003	2004	2005	2006	2007
New Jobs	165	189	482	744	1,264
Investment	\$10.6 million	\$9.9 million	\$71.7 million	\$26.6 million	\$56.3 million

Capital investment in 2007 was also very strong. The OED worked on projects that invested over \$56 million in the county, more than doubling the 2006 total. When all announced business investments are included, capital investment totaled \$71.5 million in 2007. This figure far exceeds 2006 and is similar to 2005, when large investments by Mercy Hospital and The Midland Company set a new capital investment record.

## CLERMONT COUNTY'S MAJOR GROWTH PROJECTS



CITY OF LOVELAND  
HarvestINFO

MIAMI TOWNSHIP  
Bryan Equipment Sales  
Mil Air  
PPG  
Penn Station  
Tata Consultancy Services

UNION TOWNSHIP  
Freeman Schwabe  
Key Resin  
Multi-Color  
On Display  
Sun Chemical

VILLAGE OF BATAVIA  
Multi-Form Plastics

JACKSON TOWNSHIP  
Arch Materials



LEADER PROFILE:  
**Greg DeFisher, Freeman Schwabe**

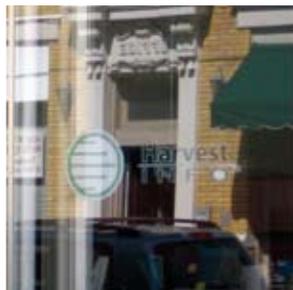
Freeman Schwabe President and CEO Greg DeFisher led a management buyout of Freeman Schwabe Machinery in November 2006. Mr. DeFisher became president of The Freeman Company in 2002. Over time, he recognized the company had two distinct business lines: one in thermoform tooling and another in die cutting equipment. Freeman Schwabe was spun off of The Freeman Company so that Freeman Schwabe could focus on the design, engineering, and manufacturing of machinery for industrial die-cutting applications. As the company's president, Mr. DeFisher has ensured that Freeman Schwabe machinery is in use on six continents and many countries around the world.

# Clermont County Economic Development

## 03 | SPOTLIGHT ON GROWING BUSINESSES



**01 HarvestINFO,**  
In March 2007, HarvestINFO announced it would bring its offices and 42 employees to downtown Loveland.



■ The company selected the neighborhood because it was drawn by the many amenities of the city's historic district. The company serves media clients by helping them increase traffic and optimize functionality on their websites. Among its many services, the company helps newspapers improve online classified advertising and shopping functions.

HarvestINFO moved to an 11,000 square foot building in Loveland because the city's vibrant restaurants and shops create an open environment that encourages collaboration and creativity. The new addition was welcomed by the City of Loveland, which has been working to revitalize the area. Assistant City Manager Jeff Wright noted that the attraction of HarvestINFO, "validates the planned job creation and redevelopment initiatives in our historic district."



**02 Bryan Equipment Sales**  
Bryan Equipment Sales constructed a 44,000 square foot expansion onto its existing 73,000 square foot facility on Wards Corner Road in Miami Township.



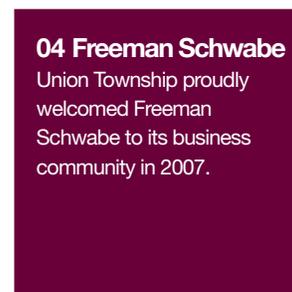
■ Bryan Equipment markets and distributes Stihl power equipment to approximately 1,200 retail customers in six Midwestern and Southern states. The sixty-year-old company worked with the Office of Economic Development to receive an Enterprise Zone tax abatement on the expansion. Construction of the project was announced in April and was completed in November. The expansion will allow the company to add at least five new positions to its current staff of 58.



**03 Mil Air**  
Mil Air celebrated the opening of its corporate headquarters in Miami Township on April 12th.



■ The new venture was established in Ohio to design and build military specification air conditioners. The company leased 8,000 square feet in Park 50 and expects to employ at least 33 people by 2010. Mil Air was spun off from Burtek, Inc., which had initially planned to locate the business in Michigan. After recognizing Greater Cincinnati's strong history of researching and manufacturing environmental control systems, the company's founder selected Clermont County as the location that offered the most talented workforce in the field. By the end of 2007, the facility's eight employees had begun shipping its product.



**04 Freeman Schwabe**  
Union Township proudly welcomed Freeman Schwabe to its business community in 2007.



■ A leading manufacturer of industrial die cutting systems, the company is relocating from Northern Kentucky and expects to bring at least 25 new positions to Clermont County. The company's diverse array of products apply the magnetic strip on the back of an Ohio driver's license and also cut leather car seats in facilities throughout the world.

**05 Multi-Color Corp.**

Multi-Color Corporation announced a significant investment and expansion of its Union Township facilities in October.



**06 PPG**

Pittsburgh-based PPG Industries plans to expand its packaging coatings business unit headquarters and R&D facility in Miami Township.



Previously located on Clough Woods Drive, the company purchased the 4000 McMann Road East building that had been previously vacant. The new location increased the company's manufacturing area nearly fivefold and provides ample space for long-term growth. Multi-Color Corporation is a premier provider of innovative decorative labels and packaging services for customers around the world. Its labels can be found on products in the health and beauty, food and beverage, and automotive industries. Clermont County competed with Kentucky, Indiana, Michigan, and Wisconsin for the facility location, which will increase local employment from 90 positions currently to at least 150 within three years.

The company's total investment at the site topped \$25 million as it plans to create a global center of manufacturing excellence. The world-class facility features state-of-the-art printing presses that will allow Multi-Color to clear a multi-million dollar backlog of orders for its products and to meet customers' desire for more customized decorating solutions. Multi-Color also won accolades in 2007 when it was named as one of the 200 Best Small Companies by Forbes magazine.

The local facility currently employs 55 people, including all customer service for North America, sales managers, and researchers. The addition of another laboratory will allow the company to add at least another ten research scientists. The company renewed its lease in Park 50 and plans to construct additional laboratory space. The local PPG facility competed with company locations in Pennsylvania and Wisconsin for the expansion. Clermont County hosts PPG's primary site for research on coatings for various types of consumer packaging, such as cans and bottles. The expansion will allow the company to potentially enter new packaging markets. The expansion represents a nearly \$1 million investment in Miami Township.



LEADER PROFILE:  
**Greg Wagner, PPG**

After graduating from Miami University, Greg Wagner joined PPG Industries as an industrial sales representative. Since then he has moved through various PPG management roles in sales, marketing, product development, and operations prior to becoming the General Manager of the Industrial Coatings Strategic Business Unit for PPG in Europe, North Africa, and the Middle East. In 2004, Wagner returned from five years in Paris to Ohio, where he is currently the General Manager of the Packaging Coatings Strategic Business Unit for The Americas.

# Clermont County Economic Development

## 04 | PROJECT OF THE YEAR: TATA CONSULTANCY SERVICES

■ In October 2007, Tata Consultancy Services (TCS) announced that it would open its North American delivery headquarters in Clermont County. After a nationwide search, the company selected 1000 Summit Drive in Miami Township's Park 50 as the location for a project that will bring at least 1,000 information technology positions to Clermont County. This deal is an enormous milestone for TCS because the US campus will be three times larger by land size than the company's next largest campus in Chennai. TCS is one company within the Tata Group of India, an industrial conglomerate of 98 companies with over \$28.8 billion in revenues. Headquartered in Mumbai, TCS is one of the world's leading information technology companies, with over 108,000 employees in more than 40 countries. The company's services include IT services such as application development and maintenance, consulting to optimize IT processes, and business process outsourcing. The firm serves clients in a variety of industries including financial services, telecommunications, healthcare, manufacturing, and retail. In 2007, TCS was recognized



by Business Week and Forbes in their lists of top 50 Asian companies. TCS has enjoyed explosive growth recently, with sales and employees rising by 500% in the last six years. TCS Chief Executive and Managing Director S. Ramadorai said that "The Cincinnati campus is a strategic investment to create an information technology eco-system in the state together with our customers and local universities. It reflects our long term commitment to customers in one of our key markets globally and will not only serve our North American customers but also help showcase innovation and our suite of offerings." TCS's new location offers the company the opportunity to create a 220-acre technology campus that will nicely complement the other IT firms in Park 50. The company is renovating the existing 192,000 square foot building at 1000 Summit Drive. Employees at the site will primarily be software engineers, sales professionals, and administrative support personnel. The firm hired its first employees in December with significant staffing increases expected after the facility's grand opening in March 2008.

## PROJECT LOTUS: ANATOMY OF A DEAL

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**In less than one year**, the prospect called “Project Lotus” went from an unnamed lead to one of Greater Cincinnati’s most important new business announcements. Although the Office of Economic Development receives over 100 leads per year, Project Lotus was an unusual deal both because of its size and the speed with which it proceeded.

**In February 2007**, The Cincinnati USA Partnership invited its member communities to learn about an exciting unnamed prospect. The potential client had conducted a nine-month research project to determine the best and most cost-effective location for its US headquarters facility. N. Chandrasekaran, the company’s Chief Operating Officer and Executive Director explained, “After extensive research for the best location for our North American campus, we selected Cincinnati and the Ohio region as it met all our criteria in terms of proximity to customers, strong talent pool, and a significant economic base that includes 10 Fortune 500 companies.”

**In early March**, The Office of Economic Development (OED) submitted several sites for the company’s consideration. At that point, the client was considering both buildings and available land to construct approximately 200,000 square feet of Class A office. Company representatives took their first tour of the possible sites at the end of May, having winnowed their search to Butler, Clermont, and Hamilton Counties in Ohio and Boone County, Kentucky. After the tours, the company narrowed the sites under consideration from the original 30 proposals to one site in Butler and one in Clermont County.

**As one of the two finalists**, 1000 Summit Drive in Miami Township’s Park 50 offered Tata Consultancy Services several outstanding features. The 220-acre property would allow the company to create a secluded, peaceful oasis on a rolling wooded campus that is just minutes from I-275. TCS would be able to occupy the facility almost immediately since a Class A office building was already available at the site.

**On July 21st**, Ohio Governor Ted Strickland and Congresswoman Jean Schmidt joined various County and Township officials to tour the facility with TCS decision makers. Throughout the summer, the OED and Miami Township worked with the property owner, Cincinnati USA Partnership, and Ohio Department of Development to provide the company with information about the facility, local workforce, and potential incentive assistance. The company worked with the Partnership and OED to receive approval from the State of Ohio for an incentive package on September 24th. With assistance approved, the company announced its site selection decision in October and by December the first employees began working at the site. The OED looks forward to a long, promising future for TCS in Clermont County as the lotus has just begun to bloom.



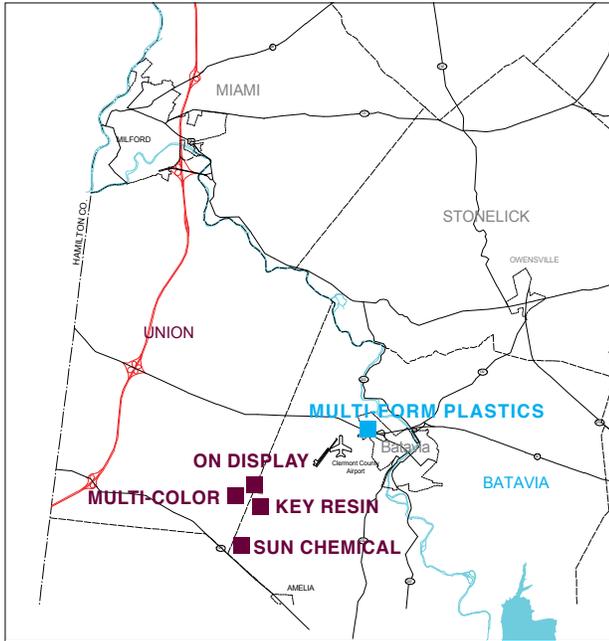
### LEADER PROFILE:

#### **Abid Ali, Tata Consultancy Services**

Abid Ali is a member of the TCS Senior Leadership team in his role as Vice President, Head of the Global Process Excellence Group. In more than 15 years with TCS, his career has taken him to India, Japan, and South Africa in addition to the United States. As Regional Manager for the Midwest US from 1999 to 2001, Mr. Abid managed the relationship with General Electric, which is TCS’s largest account. Prior to his recent appointment, he served as Vice President, Global Delivery and Services for North America, where his portfolio included delivering more than \$2 billion in services to more than 400 customers.

# Clermont County Economic Development

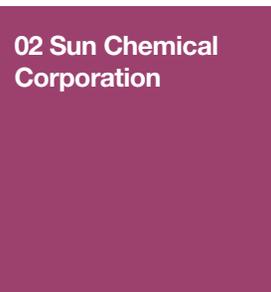
## 05 | SPOTLIGHT ON A THRIVING INDUSTRY: CHEMICALS AND PLASTICS



The chemical and plastics industry has historically prospered in Greater Cincinnati with applications in the printing industry, paints and coatings, rubber products, pharmaceuticals, soaps, cleaners, and cosmetics. Growth in these fields was particularly evident in Clermont County in 2007. Expansion of PPG's R&D coatings laboratory and Multi-Color Corporation's center of manufacturing excellence for its labels are highlighted on page 7. In addition to those projects, four other chemical and plastics companies expanded in 2007, absorbing over 132,000 square feet and adding nearly 50 new positions.



■ Key Resin manufactures specialized resinous and epoxy flooring systems for industrial, commercial, and residential use. The company's floors can be seen locally at the Greater Cincinnati International Airport and the University of Cincinnati's "Varsity Village," its new sports facilities. It is also currently installing 500,000 square feet of flooring in the Los Angeles airport's new terminal. In 1997, Key Resin moved to Union Township where it was leasing a manufacturing facility. Strong growth prompted the firm to break ground in May on its own 36,000 square foot headquarters on Clough Woods Drive. The company moved into the larger space in November, allowing it to add at least six new employees to its current staff of 24. Moreover, the site plan of the new building is designed to allow the company to accommodate further expansion by adding another 36,000 square foot addition.



■ Sun Chemical Corporation is the world's largest printing ink and coatings manufacturer. At its Bach-Buxton plant, it makes the pigment dispersions that imbue inks, paints, and plastics with color. With demand for digital printing ink increasing, the company identified this market as an outstanding opportunity for future growth and decided to expand to meet that need. In October, Sun Chemical announced that it had invested \$5 million to add capacity in Union Township and put back into use one of its buildings that had been nearly vacant. The investment led to an addition of ten new hires to the 90 people employed at the plant and may lead to another 30 additional employees in the future.



03 On Display



04 Multi-Form Plastics



■ On Display, a provider of advertising and display materials, located its growing operations and 18 employees into a 48,000 square foot building on Clough Pike in Union Township. The company renovated the building and began operating out of its new facility in May. Company owners David Downey and Don Miller said they decided to locate the business in Clermont County in part because of the area's strong workforce. Mr. Miller explained that, "The biggest reason for selecting this location is because of the feedback we received from other employers about the great workforce in the area. Companies also have good things to say about the County itself and how easy it is to get things done." On Display makes point-of-sale displays, working with local printers as well as advertising agencies for a wide variety of industries. The company offers design, manufacture, packing, and fulfillment of freestanding and countertop displays.

■ Multi-Form Plastics is a custom thermoforming plastic manufacturer that has been located in the Village of Batavia since the 1980s. It currently employs 24. The company broke ground in the fall on a 48,000 square foot addition onto its current building, investing \$1.25 million in the expansion and over \$500,000 in machinery and equipment. The expansion will allow the company to add at least 11 employees over the next three years. The company plans to begin making its own tools and molds for the plastic products it manufactures. This will allow it to serve its customers more efficiently. Multi-Form's products are found in the home improvement, medical, and automotive fields and the company was also certified last year as a Tier 1 supplier for Honda.



LEADER PROFILE:  
**Robert Cain, Key Resin**

Robert Cain has been a leader in the epoxy flooring business for over 40 years. He got his start in the industry after graduating from Ohio University with a degree in Chemistry. A serial entrepreneur, Mr. Cain founded Key Resin in 1993 when the resin industry was just beginning to take off. Key Resin has become particularly well known for its innovative terrazzo epoxy, which brings decorative beauty to low-cost, heavy-duty flooring. Mr. Cain has become particularly well regarded in his industry for his research into moisture barriers that slow the deterioration of concrete flooring by minimizing moisture transmission.

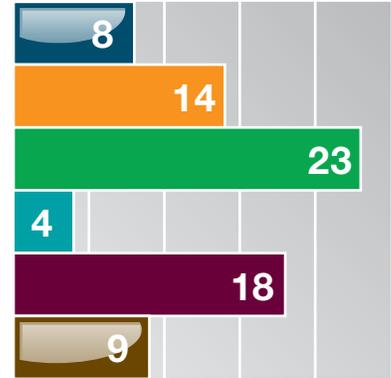
# Clermont County Economic Development

## 06 | OFFICE AND INDUSTRIAL DEMAND ANALYSIS

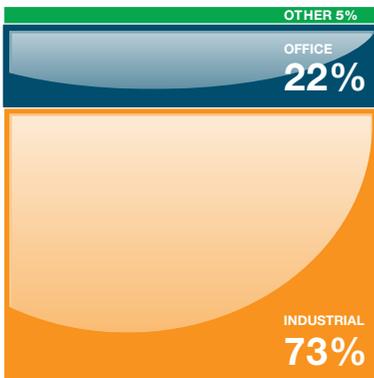
### 2007 ANSWERED LEAD STATUS

The Office of Economic Development (OED) received 105 inquiries for possible projects in 2007, nearly identical to the 106 inquiries received in 2006. We responded with potential sites or buildings for 76 of those projects (72%). We did not respond to 29 projects (28%) due to the lack of appropriate land or buildings. This ratio was relatively consistent throughout the year, though slightly lower than 2006's 79% response rate.

Of the 76 answered inquiries this year, eight (11%) lead to announcements in the same year. Of the remaining 2007 leads, approximately one-fifth are considered very promising for potential announcements in 2008 and the OED will continue to work closely with those prospects. There are 27 other leads that still have the potential to turn into active prospects while another 27 are considered closed because the projects will not proceed or located elsewhere.



■ ANNOUNCED | ■ CONSIDERING CLERMONT | ■ SITES SUBMITTED / WORKING WITH PROSPECT | ■ PROJECT ON HOLD | ■ NO RESPONSE / PROJECT CANCELLED | ■ LOCATED ELSEWHERE



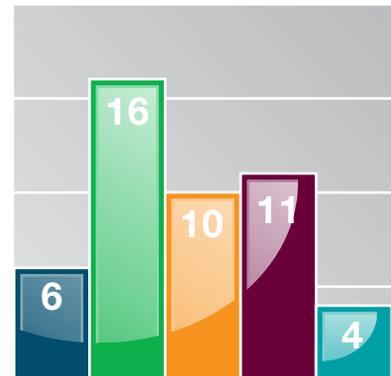
### ANSWERED PROJECTS

As in 2006, the majority of OED's answered projects were for industrial projects such as manufacturing or warehouse space. There were 55 industrial leads, or nearly three-fourths of the answered inquiries. Office projects were just over 20% of the leads, an increase over 2006 when they were 13% of the leads.

### ANSWERED INDUSTRIAL SF REQUESTS

Of the 55 industrial projects, 56% wanted an existing building, 29% would consider an existing building or new construction, and 15% wanted land to construct a new facility. Of the 47 industrial prospects who would consider an existing facility, the average size requested was 67,650 square feet. Answered requests for land averaged 15 acres.

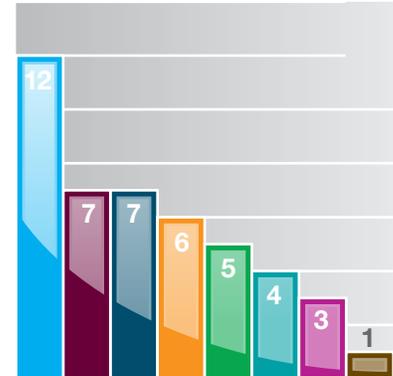
■ 10,000 SF OR LESS | ■ 11,000-49,000 SF | ■ 50,000-99,000 | ■ SF100,000 + SF | ■ UNKNOWN



**REASONS PROJECTS UNANSWERED**

OED had 29 projects that we could not respond to because of lack of an appropriate facility, which is an increase of seven over 2006. Of unanswered projects, 26 were for manufacturing / warehousing, one for office, and two others. These unanswered projects were typically larger than projects we did respond to and we have received a few requests for very large facilities. The average unanswered industrial request was 150,308 square feet. Several unanswered leads were highly specific, with requests for former chemical or food facilities, sites with dual rail access, barge facilities, cranes, or very high ceilings. The other common reason for an unanswered lead is the lack of sufficient square footage or acreage for a project.

- LACKS SFI ■ SPECIFIC BUILDING NEEDED | ■ LACKS CLEAR HEIGHT | ■ VARIOUS |
- LACKS ACREAGE | ■ LACKS RAIL | ■ LACKS CRANE | ■ DISTANCE TO INTERSTATE



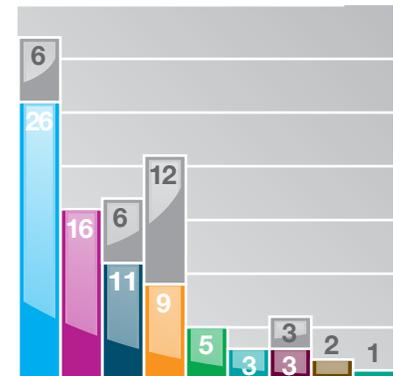
**2007 LEAD SOURCES**

OED receives leads from several sources. Real estate agents and companies themselves were the most common source of answerable leads in 2006 and 2007, although real estate agents brought many more projects this year while the number of companies remained constant. The table below illustrates the sources of all leads, broken out by answered and unanswered projects.

**ANSWERED**

- RE AGENT | ■ COMPANY | ■ CINTI CHAMBER | ■ ODOD | ■ DEVELOPER |
- CLERMONT CHAMBER | ■ DUKE ENERGY | ■ LOCATION CONSULTANT |
- WEDA |

**■ UNANSWERED**



**LEADER PROFILE:**

**Rod MacEachen, CB Richard Ellis**

Industrial buildings sold and leased at a record pace in Clermont County in 2007. Rod MacEachen from CB Richard Ellis stated that he did more business in the area last year than in his previous 25 years. Rod represents and advises Greater Cincinnati industrial companies with their real estate decisions, including dispositions and acquisitions. In 2007, his clients bought, built, or sold over 675,000 square feet of industrial space in Clermont County. Among the projects highlighted in this report, he represented 3M to sell its 482,000 square foot facility on McMann Road and represented Key Resin for their 36,000 sf design/build project. Rod and his partners, Josh Niederheman and Luke Kim, currently represent 3M's former 235,000 square foot building on McMann Road acquired by Hollingsworth Capital Partners, of which 103,000 square feet has recently been leased to Senco Products Inc.

# Clermont County Economic Development

## 07 | 2007 YEAR IN REVIEW: NOTABLE EVENTS

### TOTAL QUALITY LOGISTICS

Total Quality Logistics (TQL) completed construction of its new headquarters in March 2007. Highlights of the new 100,000 square foot office tower include a fitness facility, café, employee lounge, and outdoor basketball courts. The company broke ground on the \$15 million, four-story building in 2006. When it moved into the building, TQL became the first tenant in the Ivy Pointe Commerce Park. The access road providing access to the entire park was completed and dedicated in June. Total Quality Logistics is a third-party logistics provider that facilitates truckload freight. The company currently employs 880 in Clermont County.



### MANNY AWARDS

Three Clermont businesses won recognition for manufacturing excellence at Cincy Business Magazine's Manny Awards in June. The Manny Awards celebrate growth and innovation in the manufacturing sector. American Micro Products of Batavia Township was recognized for new job creation because of its need for 30 to 50 new employees in 2007. General Data of Union Township won the biggest breakthrough award for its identification and tracking systems that help eliminate medical errors. Odom Industries, a Miami Township custom steel fabricator, took home an award for top growth due to its annual doubling of revenue for the past several years.

### MIDLAND OPENING

In October, The Midland Company welcomed guests to the grand opening of its second office tower. The 205,000 square foot building represented a \$25 million investment for the company, which announced the project in 2005 and broke ground in February 2006. The new building features a 20,000 square foot training center. The additional space will allow Clermont County's largest employer to significantly add to its current staff of 1,000.



## 08 | YEAR IN REVIEW: COUNTY AGENCIES

### OFFICE OF ECONOMIC DEVELOPMENT

The Office of Economic Development (OED) works with businesses considering locating or expanding in the county. In order to promote Clermont County, the OED uses several channels to promote business opportunities here. The website [www.ClermontCountyOhio.biz](http://www.ClermontCountyOhio.biz) provides access to a land and building database, information about assistance, and the local workforce. The OED website had 13,700 visitors last year and received an award for excellence from the International Economic Development Council. Electronic outreach is also done by a monthly e-newsletter that highlights development projects in the county. The OED distributed 11 e-newsletters in 2007, each of which was read by approximately 380 recipients.

In addition to business attraction, the OED continued its outreach efforts to existing Clermont Businesses by conducting 86 business retention visits in 2007. These visits allow the OED to offer assistance with existing problems or planned expansions. Of the companies visited, 21 have plans to expand within the next three years.

The OED helps businesses to determine which types of assistance might be appropriate for their companies. Expanding businesses are often eligible for the Enterprise Zone real property tax abatement, and the OED carried out five new agreements in 2007. The OED also administers the Southern Ohio Agricultural and Community Development (SOACDF) grant program in the county and seven businesses were awarded almost \$200,000 last year.



### CLERMONT COUNTY TRANSPORTATION IMPROVEMENT DISTRICT

The Clermont County Transportation Improvement District (TID), founded to focus and manage regional transportation projects, has begun the engineering work necessary to transform the County's road network. In 2007, it selected firms to conduct the design engineering for improvements to the State Route 28 and State Route 32 corridors. Improvements to the network on these strategic corridors will improve access and strengthen the economic vitality of the surrounding areas.

The TID also serves as a bank which pools local infrastructure funds to address transportation problems that cut across jurisdictional lines and to match federal funding assistance. The improvements represent over \$170,000,000 in capital investment between 2007 and 2013, including \$90,000,000 for reconstruction of the I-275 and State Route 32 interchange. In December 2007, the TID issued \$5,000,000 in bonds to finance design engineering on projects to improve traffic flow and safety in Eastgate, along State Route 32 throughout the county, and along State Route 28 throughout Miami and Goshen Townships.

More information about the TID and its plans for the transportation network can be found at <http://tid.clermontcountyohio.gov>.



Clermont County, Ohio  
Economic Development

## Office of Economic Development

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The Office of Economic Development (OED) is devoted to attracting and retaining businesses in Clermont County. The OED helps companies identify and obtain the assistance they need to grow. It provides businesses with information about available real estate, state and local incentives, and workforce resources.