

# November 2018 Economic Development Report



## PROJECT MANAGEMENT

The City's Economic Development Team is Managing 318 Projects in 2018

This number represents leads that have converted to projects. Projects are Leads that have moved past an initial conversation.

### Industrial Projects (some may have R&D aspect)

- 71 Total Projects
- 5.6% Converted to Wins

### Tech/R&D/Office/Medical Projects

- 61 Total Projects
- 23% Converted to Wins

### Retail & Restaurant Projects

- 107 Total Projects
- 8.4% Converted to Wins

### Business Retention & Expansion Projects

- 79 Total Projects
- 12.7% Converted to Wins

### OCTOBER PROJECT HIGHLIGHTS:

- Recruited first two tenants of Delaware Entrepreneurial Center at Ohio Wesleyan University
- Project management for one potential downtown retailers
- Project management on R&D and manufacturing attraction project
- Project management on major employer retention and expansion project
- Provided project management on new office/warehouse park
- Began two airport attraction projects
- Began three new major office projects

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## Entrepreneurship

263 small business development

Including the attractino of small businesses, the creation of small businesses, and the retention and expansion of small businesses, the City of Delaware is currently working on 263 small business projects.

**33**

Of the 263 small business projects, 12.5% are successful.

**2**

The Delaware Entrepreneurial Center at Ohio Wesleyan University opened in October and already has 2 office tenants.

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## BUSINESS RETENTION & EXPANSION (BRE)

118 Company Visits

73% of new jobs that are created in a given community are created by existing companies. A strong BRE program results in a strong local economy.

**67%**

Of the 118 current company visits, 79 or 67% resulted in projects.

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## WINS!

37 Successful Project Completions by end of October (11.6% project to win conversion)

A Project becomes a successful completion when the company takes occupancy, expands, or receives substantial assistance that results in job and or investment creation.

**230**

This is the number of jobs created due to successful Project completions. Of these, 67.4% were in target industries.

**\$11,406,287**

This is the NEW payroll tied to the newly created jobs.

- 83.9% from target industries
- \$61,735 avg. annual salary from target industry jobs

**39**

This is the number of retained jobs from successful retention and expansion projects.

### Completed Tech/R&D/Office/Medical

- CAMS, Inc.
- Tomahawk Strategic Solutions
- Family Urgent Care
- Bar 1 Motorsports
- Snow Paw Solutions
- DK Architects
- GBO Digital
- NESCO Staffing
- Siphon Group
- Rose Orthodontics
- Peak Property Group
- ReYuze
- United Systems & Software
- Yummy Kettle Corn (HQ)

### Completed Boutique Manufacturing

- Home Pro
- Konkus Granite
- Guild Associates
- American Apex

### Completed Retail & Restaurant

- Rebel Toys
- Romeo's Pizza
- All-Star Designs
- Redline Athletics
- Hot Tropix Design
- Smoked Ohio BBQ & Bar
- Tiny House
- Old Dog Alehouse & Brewery
- gather

### Completed Business Retention & Expansion

- Honey & Abernathy Studios
- McDonald's
- Coss and Dowdell
- Buckeye Bookkeeping
- Creative Foundations
- First Commonwealth Bank - Central Ave. Branch
- Midwest Acoust-A-Fiber
- Fundamentals
- Engineered Materials Systems
- Lifepoint Church

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