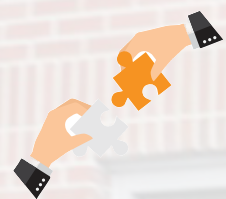


# October 2018 Economic Development Report



## PROJECT MANAGEMENT

The City's Economic Development Team is Managing 289 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)

- 65 Total Projects
- 6.2% Converted to Wins

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

- 53 Total Projects
- 22.6% Converted to Wins

### Retail & Restaurant Projects

- 100 Total Projects
- 6% Converted to Wins

### Business Retention & Expansion Projects

- 71 Total Projects
- 11.3% Converted to Wins

### OCTOBER PROJECT HIGHLIGHTS:

- Delaware Entrepreneurial Center at Ohio Wesleyan University Officially Opened
- Continued project management on major technology business retention project
- Continued project management on a family entertainment project in an existing strip mall
- Continued project management on potential large Delaware manufacturing expansion project
- Continued project management on four hotel projects
- Continued project management AEP Service Center Retention and Expansion project
- Continued working with developer on their interest in the Specialty Aftermarket Automotive Cluster Park

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## PROJECT MANAGEMENT

Continued

### PROJECT HIGHLIGHTS continued:

- Began another new retail bank branch project while project managing four others
- Continued providing project management for new East Side redevelopment project
- Project management on three microbrewery projects
- Continued working with Coughlin's Crossign developer on potential new 42,000 sq. ft. speculative office building
- Continued working with three new downtown restaurant projects
- Project management for two potential downtown retailers
- Project management on R&D and manufacturing attraction project
- Began major employer retention and expansion project
- Attended Ohio Economic Development Association Summit



## BUSINESS RETENTION & EXPANSION (BRE)

101 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.

# 70%

Of the 101 company visits, 71 or 70% resulted in projects.

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## WINS!

30 Successful Project Completions by end of October (10.4% 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.

# 189

This is the number of jobs created due to successful Project completions. Of these, 76.7% were in target industries.

# \$10,246,287

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

- 84.8% from target industries
- \$59,943 avg. annual salary from target industry jobs

# 25

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

- ### Completed Retail & Restaurant
- Rebel Toys
  - Romeo's Pizza
  - All-Star Designs
  - Redline Athletics
  - Hot Tropix Design
  - Smohked Ohio BBQ & Bar

- ### 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

- ### Completed Boutique Manufacturing
- Home Pro
  - Konkus Granite
  - Guild Associates
  - American Apex

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