

GROW
Licking County

**ALL WE NEED
IS YOU!**

Community Improvement Corp



**SOUTHGATE
CORPORATION**



2020 | ANNUAL REPORT



Dan McVey
2020 Chair of the Board

As Board Chairman for 2020, I worked with the staff of GROW Licking County to focus on an expanded platform to promote foreign direct investment (FDI), expanding Licking County Works to serve as a resource for our local employers, and hiring new staff to build out the full team. The year started with tremendous momentum.

And then March happened.

As the organization began to understand the depths of the pandemic and how it would shift our operations, GROW refocused efforts. The FDI plans had to be scrapped, staff employed a robust Business Retention & Expansion (BRE) effort and Licking County Works diversified as a platform for resource sharing connectivity during the crisis.

As time moved on, momentum built back up. We saw the best of the Licking County economy with many of our employers contributing daily to help the lives of residents. Essential workers continued to move our economy forward. Organizationally, the staff never lost momentum.

As the lights came back on, many of our local employers were looking to evolve their businesses to meet current and future growth needs. As we finished out 2020, nine project commitments totaling nearly \$500M in capital investment over five of our communities were announced. What's more telling is the pipeline continues to be robust, spanning the manufacturing, logistics, data, and energy sectors. 2021 looks to be an exceptionally successful year for GROW!

As I first served as Chairman of GROW Licking County CIC in 2016, there was a phrase which I frequently think about: You are either getting better, or you are getting worse – nothing ever stays the same.

Licking County was coming off a year of unquestionable trials and triumphs: How do we continue to grow our local economy while balancing the global interests of our public and private partners? It won't be easy.

Over the coming year, I plan to lead the organization as we double down on BRE conversations as well as develop new tools to engage the commercial real estate and site selector community to promote new growth opportunities in Licking County.

Our goal? To continue to build momentum and ensure that Licking County remains the premier destination for new economic-growth opportunities in Central Ohio.



Mayor Mark Johns
2021 Chair of the Board

As the COVID pandemic stretched from weeks to months, it was clear to GROW that we must focus on readiness opportunities and partnerships in order to continue to provide value to our community.

Stephanie Bosco
Assistant Director,
GROW Licking County



PREPAREDNESS

We prepared an extensive infrastructure survey to identify, evaluate and rank infrastructure priorities within Licking County. The goal is to develop a potential revolving loan fund to support future infrastructure growth.

SITE DEVELOPMENT

GROW led the charge in speculative development and site preparation through engagements with local officials and developers as well as advising municipalities on strengths and weaknesses. This work will ensure readiness for future projects. There are currently over 4 million square feet of speculative development under construction or announced. Developer-driven speculative development has the potential to top 10 million square feet in the coming years.



PARTNERSHIPS

GROW embarked on an interactive Instagram Takeover this summer to promote local investors and partners, to directly share their message of growth and opportunity to a broader audience with our elevated reach. The social media campaign reaffirmed our organization as a Community Improvement Corporation, widening the reach of our local investors and partners messages.

2020 | SUCCESSES!

GROW worked toward facilitating another tremendous year of growth within Licking County. With a blend of expansion projects and attraction opportunities, Licking County continues to serve as a premier destination for growth in logistics, manufacturing, and technology.



Ashley
HOMESTORE

Etna Township
Attraction
Total Investment \$70M
Jobs Created 300



Velvet.
ICE CREAM

Utica
Expansion
Total Investment \$336K
Jobs Retained 102



hims

New Albany
Attraction
Total Investment \$1.5M
Jobs Created 500



aws

Etna Township **Attraction**
Total Investment \$35.8M
Jobs Created 80

New Albany **Expansion**
Total Investment \$125M
Jobs Created 1,000



Anomatic
DESIGN. MANUFACTURE. FINISH.

New Albany
Expansion
Total Investment \$64M
Jobs Created 80



PCA
PACKAGING CORPORATION OF AMERICA

Newark
Expansion
Total Investment \$170M
Jobs Retained 132



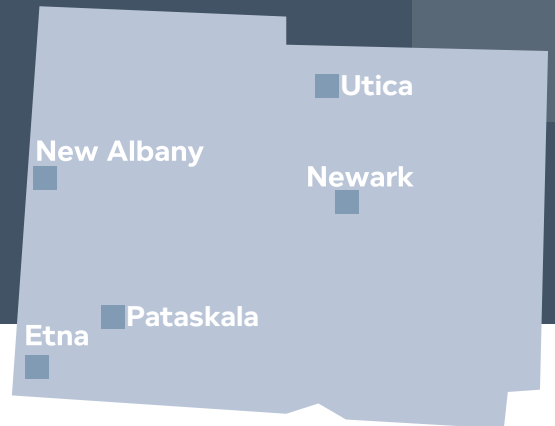
HOPE TIMBER
PALLET & RECYCLING

Newark
Expansion
Total Investment \$117K
Jobs Retained 70



MEYER SHANK RACING
MSR

Pataskala
Expansion
Total Investment \$1.2M
Jobs Created 14



BUILDING MOMENTUM INTO 2021



"Like many local companies, 2020 was an up and down year at **Velvet Ice Cream**, with notable losses in our food service channel but significant gains in our retail business. Despite these changes, Velvet has explored and pursued major upgrades at our Utica headquarters, including over \$700,000 in new manufacturing equipment to ensure Velvet's long term viability in Licking County."

- Luconda Dager, President, **Velvet Ice Cream**

"GROW has become a trusted business partner with **Nature's One**. GROW has been supporting us since our first step at the groundbreaking of our new state of the art facility in Heath, Ohio. The success of this new facility has greatly enhanced Nature's One business opportunities into domestic and international retail stores. Today, GROW continues to assist Nature's One in job recruitment, job training, safety training, and professional and skill development within the organization. We consider GROW to be a true partner and look forward to our long-term working relationship."

- Jay Highman, CEO & President, **Nature's One, Inc**



Since 2012, **GROW LICKING COUNTY INVESTMENTS RESULTED IN**

over
13,100
new job
opportunities

more than
\$2.88
BILLION
in new investments

over
6,100
existing jobs
retained



C-TEC Edge program is a tuition-free, 6-week, 120 hour program. It's designed to train adults with no or some manufacturing experience by providing students with the foundational knowledge in modern manufacturing and industrial, quality and safety. This will give them the best advantage to gain employment with area manufacturers who have immediate openings.

5

SIX-WEEK CLASSES

9

INDUSTRY PARTNERS

94%
GRADUATED
After 120 hours

100+
STUDENTS
Trained and Tested

97%
ATTAINED
Industry credentials



"With funding support from the Heath-Newark-Licking County Port Authority and the Licking County Commissioners' Office, the **C-TEC** Adult Education Center and the community came together to support Licking County's dislocated workers and our industry partners who were impacted by the pandemic." - Lauren Massie, **C-TEC**

ANALYSIS CONDUCTED OF SKILLS GAP

Since June of 2020, a collaborative made up of GROW, the Licking County Chamber of Commerce, OhioMeansJobs – Licking County, Licking County ESC Business Community Advisory Council, Central Ohio Technical College, and C-TEC has been working with Thomas P. Miller and Associates (TPMA) to conduct a Workforce Needs Assessment aligning local curriculum and skills development activities to employment opportunities.



"We need to be proactive in preparing today's workforce with skills that are in demand now and in the

future. The workforce needs assessment identified strengths and opportunities in our local workforce development system. This information will help local workforce development partners better prepare our labor force with the skills needed to strengthen the viability of existing business and to be ready to support growing industries in our community."

- Angela Carnahan,
**Licking County Job &
Family Services,
OhioMeansJobs**

GROW BY THE NUMBERS

GROW 2025

In 2018, GROW accepted an economic growth plan that outlined ambitious goals by 2025:

- Generate \$750M of capital investment
- Raise median household incomes by \$5,000
- Create \$200M in net new payroll
- Add 5,000 net new jobs

Capital Investment

2020: \$2.88B
384%
GOAL: \$750M

Increase Median Household Income

2020: \$7,202
144%
GOAL: \$5,000

New Payroll

GOAL: \$200M

New Jobs

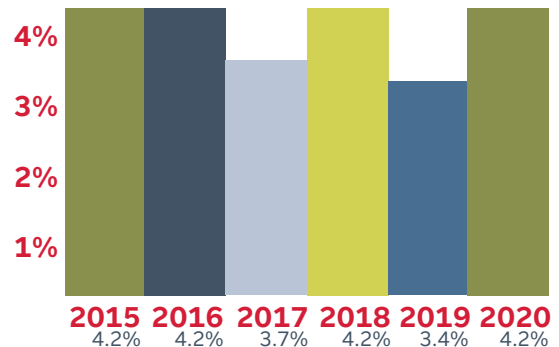
GOAL: 5,000

2020: \$122M
61%

2020: 2,705
51%

Licking County Unemployment

5%



Per Capita Personal Income in Licking County

\$47,097

\$46,059

\$44,464

\$42,789

\$41,962

2015 2016 2017 2018 2019
up 10% since 2015



LICKING COUNTY RANKS IN TOP 30

Emsi analyzes all U.S. counties to see which counties are most proficient in attracting talent. Licking County has been ranked 26th from a pool of over 600 large counties (100,000+) across the country in their 2020 Fifth Annual Talent Attraction Scorecard.

Counties were ranked by cost of living, job availability, wages, education, and other key drivers for talent in the market such as how well counties draw new residents, grow jobs and skilled workers and increase educational attainment.

BOARD OF DIRECTORS

Board Officers

Mark Johns, Chair
Mayor, City of Heath

Duane Flowers, Vice Chair
Commissioner, Licking County

Joseph Robertson, Treasurer
Trustee, Monroe Township

Lauren Massie, Secretary
Director – Adult Education,
C-TEC of Licking County

Dan McVey, Past Chair
Vice President, The Energy Cooperative

Board of Directors

Corey Alton
Vice President, Park National Bank

John Carlisle
Trustee, Etna Township

John D. Fisher
Director, Licking County Department of
Jobs and Family Services

Erin Grigsby
Director of Finance & Compliance,
Heath-Newark-Licking County Port Authority

Patrick Guanciale
Realtor, Coldwell Banker King Thompson
Real Estate

Jim Layton
Mayor, Village of Hebron

Jim Lenner
Village Manager, Village of Johnstown

Jennifer McDonald
President & CEO,
Licking County Chamber of Commerce

Robert O'Neill
President, Southgate Corporation

Jim Roberts
Vice President, Hull & Associates

INVESTORS

ADR & Associates, LTD
AEP Ohio
BIA of Central Ohio
Bricker & Eckler
Attorneys at Law
Buckeye Lake
Region Corporation
C-TEC of Licking County
Central Ohio Technical College
Cherry Valley Hotel
City of Heath, Ohio
City of Newark
Denison University
The Energy Cooperative
Etna Township
First Federal Savings & Loan
Granville Area
Chamber of Commerce
Granville Investment Group
Granville Township
Heath-Newark-Licking County
Port Authority
HER Commercial
Real Estate Services
Hull & Associates
Huntington Bank
Jerry McClain Companies
Jezerinac Geers
Structural Engineering
Kleingers Group
Knoch Construction

Legat Architects
Lehman Daman
Construction Services
Licking County
Licking County
Chamber of Commerce
Licking Memorial Health Systems
Matesich Distributing Co.
Messer Construction Co.
Mid-Ohio
Development Corporation
Miller Valentine Group
Monroe Township
North Valley Bank
The Ohio State University
at Newark
OhioMeansJobs - Licking County
Park National Bank
Pataskala Area
Chamber of Commerce
Project Construction Company
Robertson Construction
Shai-Hess
Commercial Real Estate
Southgate Corporation
Truck One
TrueCore Federal Credit Union
Union Township
Village of Granville
Village of Hebron
Village of Johnstown

Whether you are a company interested in locating or expanding into one of our thriving communities, a possible employee looking for a future opportunity, or a prospective partner looking to become more involved in the continued growth of Licking County -

ALL WE NEED IS YOU!

Join us as we continue to ensure that Licking County is a premier location where everyone can live, work, play, and invest.



Community Improvement Corp

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