

BOARD OF DIRECTORS

Timothy E. Bubb
Licking County Board of Commissioners

Jennifer Chrysler
Director of Community Development,
New Albany

Michael Compton
Mayor, City of Pataskala

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

Patrick Guanciale
Coldwell Banker KingThompson Real Estate

Mark Johns
Mayor, City of Heath

Jim Lenner
Village Manager,
Village of Johnstown

Jennifer McDonald
President & CEO, Licking County
Chamber of Commerce

Michael McFarland
Mayor, Village of Hebron

Dan McVey
Vice President,
The Energy Cooperative

Roney Murphy
President, Mid-Ohio
Development Corporation

Jerry Newton, AICP
Director, Licking County Department
of Planning and Development

Robert O'Neill
President, Southgate Corporation

Rick Platt
President & CEO,
Heath-Newark-Licking County Port Authority

Joseph Robertson
Trustee, Monroe Township

INVESTORS

- ADR & Associates
- AEP Ohio
- Anderson Layman Company
- Central Ohio Technical College - Newark
- CESO, Inc.
- City of Heath
- City of Newark
- City of Pataskala
- C-TEC of Licking County
- Denison University
- The Energy Cooperative
- First Federal Savings & Loan
- Heartland Bank
- Heath-Newark-Licking County Port Authority
- Jerry McClain Company
- Jobes Henderson & Associates, Inc.
- Licking County Board of Commissioners
- Licking County Chamber of Commerce
- Licking Memorial Health Systems
- Matesich Distributing
- Mid-Ohio Development Corporation
- North Valley Bank
- The Ohio State University - Newark
- Park National Bank
- Power Connect
- ProLogis
- Robertson Construction
- Shai Commercial Real Estate Ltd.
- Southgate Corporation
- Tobin Mann Legal Services
- Truck One
- TrueCore Federal Credit Union
- Union Township
- Village of Granville
- Village of Hebron
- Village of Johnstown



growlickingcounty.org



Follow us @GROWLickingCo

Let's explore the possibilities...

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PROUD TO BE A PART OF THE COLUMBUS[★] REGION

2017: CONNECTING INDUSTRY, WORKFORCE & RESOURCES



Nathan Strum
*Director of Economic Development
GROW Licking County CIC*

Following our successes in 2016, I reflected on what advantages made the difference with each success. From the onset, GROW Licking County's ability to promote a whole community for our businesses rose to the top. From our community partners to available inventory to focusing on building relationships, this is our winning formula.

As we transition into 2017, GROW Licking County is embarking on an aggressive recruitment strategy. Through our engagement with Research on Investment (ROI) as well as our existing relationship with our tremendous regional partner, Columbus 2020, GROW Licking County intends to recruit businesses that maximize our communities and promote exciting new job opportunities for our residents. With our renewed focus of proactive recruitment, GROW Licking County is poised to have a tremendous year 2017.



Mark Johns
*Immediate Past Chair
Mayor of Heath, Ohio*

Over the previous year, it was my profound pleasure to serve as Chairman of the Board for GROW Licking County. During that time, our organization continued to evolve and become more effective in its mission of promoting economic development in our county. Through our various trade missions to Dallas, Texas to meet with Aerospace & Defense Contractors, and to Chicago, Illinois to meet with Advanced Manufacturers, or to Central Europe to meet with companies interested in pursuing Foreign Direct Investment (FDI) in the Midwest United States, GROW Licking County's focus on recruiting companies to our county has evolved from a reactive to proactive strategy.

With the continued, and increasing, support of our GROW Licking County investors, I am looking forward to seeing that evolution continue and bring even greater success to our mission.



Jim Lenner
*Incoming Chair
Village Manager
Johnstown, Ohio*

A new year has me at the helm of the GROW Licking County Community Improvement Corporation Board of Directors. I am sincerely grateful I was selected to be the Chair of this hardworking group of people.

Since 2012, this organization has grown from an idea of a few public officials into a staff of two and hundreds of jobs with millions of dollars in investment here in Licking County. No time to rest... 2017 is here and we must remain competitive to attract and retain well-paying jobs to our county.



ED101-CONNECT

To further our mission to foster economic growth and development across the county, GROW Licking County initiated a brand new seminar series in 2016, ED101-Connect, bringing together community leaders and economic development experts to conduct in-depth presentations to expand the community's understanding of what economic development is and the community's critical role in preparing for the future. The inaugural sessions took place during the first-ever Economic Development Week, May 8–14, 2016, a week set aside by The International Economic Development Council to recognize the importance of economic development as the backbone of community growth. With the first two sessions in the books, GROW Licking County hopes to continue the series with additional discussions of successes and shortfalls as well as insights on collaboration. We hope these seminars will create a core of “in-the-know” community leaders, entrepreneurs, and business professionals that will be armed with the essential knowledge that is critical to improve infrastructure, attract and retain business, and sustain a healthy local economy for residents and municipalities in Licking County.

Additionally, ED101-Connect led to GROW Licking County being awarded the 2016 International Economic Development Council's Gold Award as well as being selected to present about ED101 at the Ignite™ series during its annual conference in Cleveland, Ohio.

“The intent of this series is to provide a critical baseline of education to our county's leadership...through this dialogue, we hope to promote a fuller understanding of economic development and its role with various elected boards throughout Licking County.”

Tim Bubb,
Licking County Commissioner's Office

PARTNERING TO PREPARE TOMORROW'S WORKFORCE

From site selectors to business owners looking to expand or grow their businesses here in Licking County, they all consistently ask these questions: What is your available workforce? What's the pipeline look like for your county (and region's) human capital? Fortunately, Licking County has a diverse and talented labor force plus we're establishing partnerships to educate and employ future generations.

PROJECT PREPARE

One of our county's biggest workforce success stories includes how the Licking County Chamber of Commerce's Workonomics™ affiliate, GROW Licking County, C-TEC of Licking County and others have worked to develop our County's "pipeline" for skills-based training through Project Prepare.

Through this collaborative initiative, representatives from C-TEC, the Chamber, local manufacturing partners, and/or community officials visit with high school students interested in pursuing a trade career to discuss what modern industry looks like as well as the role technology has in the field of manufacturing.

Following this introduction, students are encouraged to tour one of Licking County's numerous manufacturing facilities to learn about the work performed there as well as continue the dialogue about pursuing a skills-based career after high school. Initially started a few years ago with one high school and two tours, the program has now grown to four high schools and eight tours. Upcoming initiatives include financial aid discussions with students, as well as their parents, with the goal of promoting their enrollment at either C-TEC or COTC to pursue a skill-based career in Licking County.

C-TEC ENROLLMENT

ADULT EDUCATION

2015: **538**

2016: **640**

HIGH SCHOOL

2015: **656**

2016: **619**

COTC ENROLLMENT

According to the January 25, 2017, Census+1 Report:

4,152 students registered for Spring Semester, representing **131% of the Growth Enrollment Target (GET) goal.**

Among the four COTC campuses, **Newark reached 100% of its goal**, while **Pataskala exceeded its goal, recording an impressive 374%.**

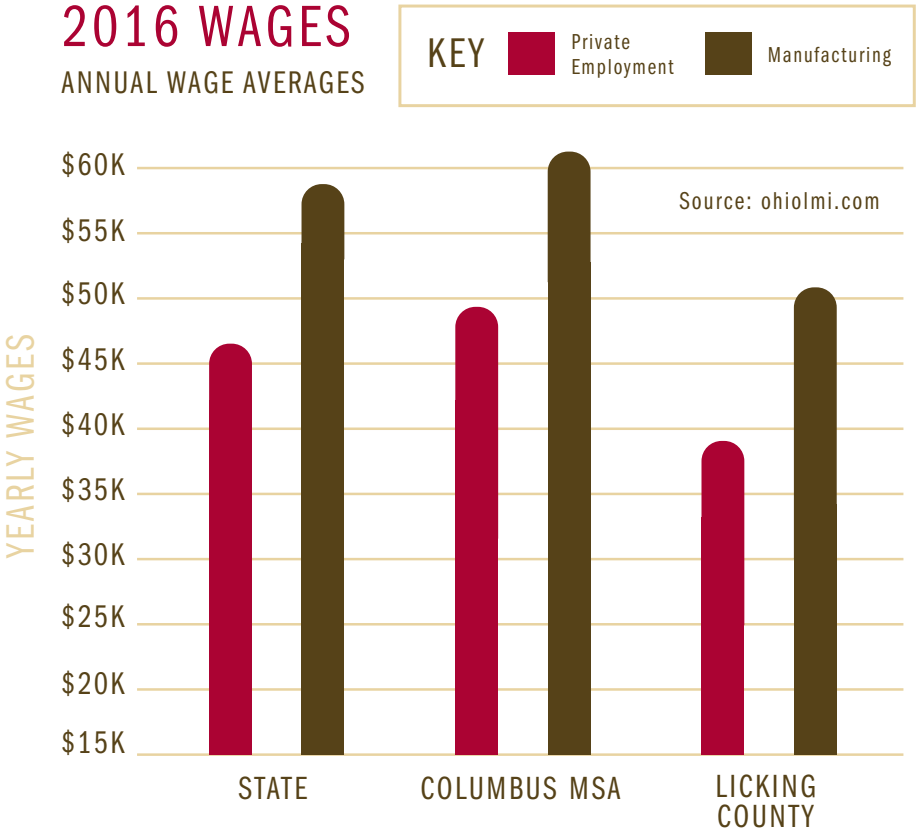


APPRENTICESHIP PROGRAM

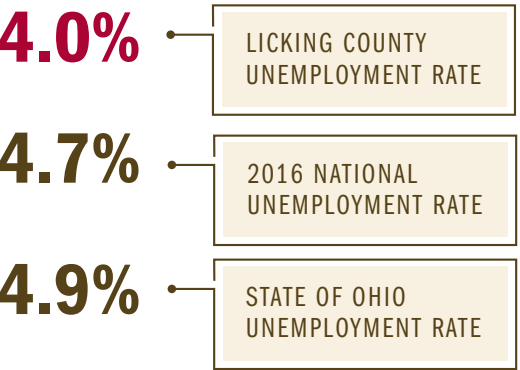
Grown out of Project Prepare, GROW Licking County is currently collaborating with COTC, C-TEC, Workonomics™ and interested companies in pursuing an apprenticeship program in Licking County. The proposed apprenticeship program was inspired by the work being performed by the German American Chamber of Commerce of the Midwest as they rolled out their Industry Consortium for Advanced Technical Training (ICATT) vocational training program in the greater Chicagoland area. Given Licking County's strong influence of Foreign Direct Investment (FDI), the leadership at GROW Licking County believes it is imperative to promote this proven model in our region. To learn more about ICATT, members of GROW Licking County, C-TEC of Licking County, and COTC toured an ICATT-approved partner facility at Harper College in Palatine, IL during our mission to IMTS in September 2016.

2016 WAGES

ANNUAL WAGE AVERAGES



UNEMPLOYMENT RATES



Source: OhioLMI & Bureau of Labor Statistics

EMPLOYMENT NUMBERS

LABOR FORCE
88,000

EMPLOYED
84,500

UNEMPLOYED
3,500

2016 PROJECT LEADS & RESPONSES

106 total leads received

128 property responses

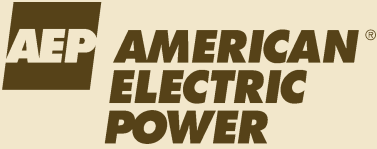
INVESTMENT RESULTS

OVER 3,800
NEW JOB OPPORTUNITIES

OVER 1,700
EXISTING JOBS RETAINED
IN OUR COMMUNITY

\$620 MILLION
IN PRIVATE INVESTMENTS

2016 KEY PROJECTS



GROW Licking County in collaboration with the City of Pataskala, the Licking Heights Local School District, Southwest Licking Local Schools, the Licking County Commissioners Office, and American Electric Power were pleased to announce in October of 2016 the initial development of Licking County's Job Ready Site (JRS), Pataskala Corporate Park. The proposed development plan includes the construction of AEP's new Transmission Regional Distribution Center on 100 acres near Broad Street and along Etna Parkway within the City of the Pataskala. AEP's total investment in the new distribution center will be approximately \$20 million.



Bleckmann, a Dutch Belgo company dedicated to third party logistics in the fashion and lifestyle sector, entered the U.S. market this past summer with a \$3.5 million investment in a 175,000 square foot distribution center located at 188 Commerce Boulevard in Johnstown. Bleckmann employs 200 people in warehouse operations, production, supervisory roles and operations management, with about a fifth of the positions in management and administration.



Cost Less Lighting, a lighting company based out of the Etna Corporate Park is expanding their existing footprint to include a new 60,000 square foot manufacturing-purposed space. This investment of expanding their existing Central Ohio location will enable the creation of 20 new job opportunities over the first five years of operation and allow Cost Less Lighting the ability to better serve their customers around the world.

A leading global beauty company, COTY added cosmetics manufacturing to its current distribution operation in Etna Township. This expansion included investing more than \$4 million in machinery and equipment to expand its current facility, and the addition of 73 manufacturing jobs to the area.



2016 TRADE MISSIONS

From Dallas where GROW Licking County met with companies in Aerospace/Defense to Chicago where we learned about innovations in Advanced Manufacturing to Mexico where we worked to increase business relationships to promote exports from Central Ohio and finally to Central Europe where our trade mission group met with 12 companies over 5 days, GROW Licking County has literally gone around the world to meet and recruit businesses to Licking County.

DALLAS, TX

- Traveled: 1,000+ miles
- Attended the MRO Americas Show
- Met with 100+ companies
- Met with 10 site selectors

CHICAGO, IL

- Traveled: 350+ miles
- Met with 200 companies
- Met with 5 site selectors

CENTRAL EUROPE

- Traveled: 10,000+ miles
- Met with 12 companies interested in opportunities in Central Ohio/ Licking County
- Met with 1 FDI specialist for the American Chamber of Commerce

MEXICO

- Traveled: 4,000+ miles
- Met with companies interested in exports from the United States
- Met with 12 companies in 5 days



MEXICO



DALLAS



ITALY

FOCUS FOR 2017

WORKFORCE DEVELOPMENT

- Partnering with Workenomics™ to champion a one-stop shop for all business internships and enrollment options at the various education institutions in Licking County via Workenomics™ website
- Partnering with C-TEC and COTC to review and pursue a Licking County-based Apprenticeship program to aid in filling critical skills-based gaps within our county's employment

TRANSPORTATION

- Working with institutional and public partners to evaluate as well as identify strategies to improve our County's transportation network

INFRASTRUCTURE

- GROW Licking County, along with our public partners, is undertaking a review and analysis of the County's existing infrastructure corridors as well as where future infrastructure investments should be made
- Traditional infrastructure analysis includes the location of water, sewer, electric, and natural gas as well as telecommunication/fiber optic investments

BUSINESS RETENTION & EXPANSION STRATEGY

- With the City of Columbus' recently being awarded the US DOT's Smart City Grant (\$40M) which leveraged both \$10M from the Vulcan Foundation and an additional \$90M from local parties (totaling \$140M), GROW Licking County is working with interested parties to get them involved with the region's Smart City Smart Corridors initiative