

# BOARD OF DIRECTORS

**Timothy E. Bubb**  
Licking County Board of Commissioners

**John Carlisle**  
Trustee, Etna Township

**Michael Compton**  
Mayor, City of Pataskala

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

**Patrick Guanciale**  
Coldwell Banker King Thompson Real Estate

**Mark Johns**  
Mayor, City of Heath

**Jim Lenner**  
Village Manager,  
Village of Johnstown

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

**Jennifer McDonald**  
President & CEO, Licking County  
Chamber of Commerce

**Michael McFarland**  
Mayor, Village of Hebron

**Dan McVey**  
Vice President,  
The Energy Cooperative

**Robert O'Neill**  
President, Southgate Corporation

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

**Jim Roberts**  
President, Jobes Henderson, A Hull Company

**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
- Etna Township
- First Federal Savings & Loan
- Heartland Bank
- Heath-Newark-Licking County Port Authority
- Huntington Bank
- Jerry McClain Company
- Jobes Henderson, A Hull Company
- 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
- Pavement Management Group
- Power Connect
- ProLogis
- Robertson Construction
- Shai Commercial Real Estate Ltd.
- Southgate Corporation
- Tobin Mann Legal Services
- Truck One
- TrueCore Federal Credit Union
- Village of Granville
- Village of Hebron
- Village of Johnstown

**Let's explore the possibilities...**  
Please contact Nathan Strum,  
**Director of Economic Development, Grow Licking County CIC**  
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growlickingcounty.org



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# 5 YEARS OF SIMPLIFYING SUCCESS



PROUD TO BE A PART OF THE COLUMBUS<sup>★</sup> REGION



# 2017: CONNECTING INDUSTRY, WORKFORCE, AND RESOURCES

2017 was quite a year. Licking County saw record growth with private investment yields of over \$850M and sustained new job creation of 500 opportunities in a variety of fields including manufacturing, e-commerce, business services, and IT/technology. However, this growth also served as a double-edged sword and identified a need to develop our own plan to help facilitate continued economic growth here in Licking County.

GROW LC 2025 is that plan. Through various public conversations, our consulting team from the Montrose Group, as well as the team from GROW Licking County learned about many of the existing barriers here in Licking County to workforce and some amazing best practices within the field. Thank you to all of our partners who participated in numerous sessions, the team from Montrose Group for all of your work, and our funding partners from the Defense Manufacturing Assistance Program (DMAP) and AEP Ohio via their Local Economic Assistance Program (LEAP) grant.



**Nathan Strum**  
*Director of Economic Development,  
Grow Licking County CIC*



**Jim Lenner**  
*Immediate Past Chair  
Village Manager | Johnstown, Ohio*

2017 was another successful year for GROW Licking County and the greater-Licking County community. With record growth, the Board of Directors and staff at GROW Licking County decided to pursue the development of our community's first economic development action plan, GROW LC 2025. This plan highlights our goals and vision for the next 7-10 years all while setting a critical path for the operations of GROW Licking County Community Improvement Corporation.

However, this plan only represents the starting point – we still have much to do and look forward to working with all of our communities as well as partners as we set forth for a prosperous 2018.

I have had the privilege of serving GROW Licking County as Vice-Chair in 2017 and as Chair for 2018. I call it a privilege because it offers me the opportunity to work with some of the most outstanding individuals in our county. We all recognize that our county is in competition every day to help our existing job providers successfully compete in their chosen fields. We must also compete worldwide to attract new businesses and the jobs they create for our residents. The public and private investors of GROW Licking County have demonstrated a clear understanding that our need to be a premiere player in this environment is critical to the quality of life for all of us. Without their support our county would not have a focused effort to address the issues facing our existing businesses and respond to the prospective needs of potential new projects. A review of the available numbers for our efforts is a demonstration of the success of this organization.

I want to thank all of our supporters and investors for their past and ongoing commitment to Licking County.



**Mike McFarland**  
*Incoming Chair  
Mayor of Hebron, Ohio*

# ECONOMIC DEVELOPMENT ACTION PLAN 2025

GROW Licking County Community Improvement Corporation, serving as the lead economic development organization for Licking County, Ohio, recently undertook the process to develop an economic development action plan, GROW LC 2025. With this plan, community stakeholders as well as leaders in industry, workforce development, and business professionals evaluated the current and projected economic needs of Licking County over the next 7 years.



**5,000** NEW JOBS



INCREASE THE MEDIAN  
HOUSEHOLD INCOME BY

**\$5,000**



**\$200 MILLION**  
IN NEW PAYROLL

**\$750 MILLION**

IN CAPITAL INVESTMENT

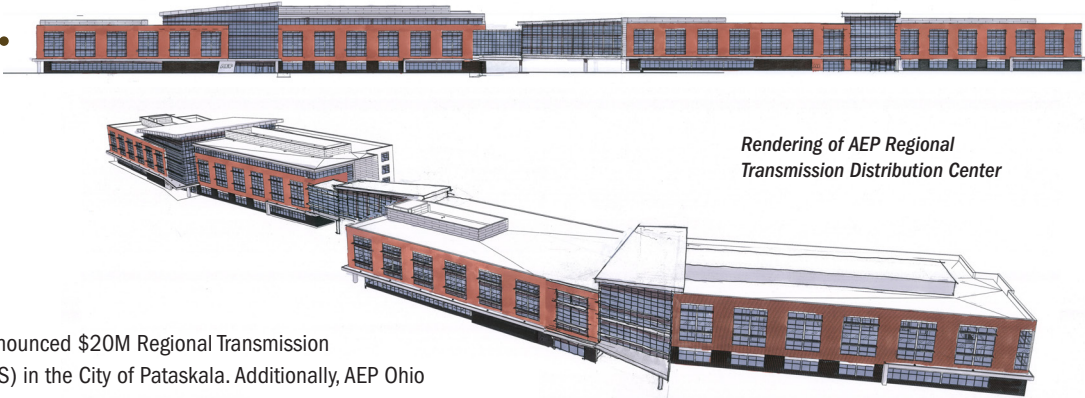


With the Board of Directors on board, the team at GROW Licking County now has the defined targets necessary to pursue and expand opportunities in Licking County.





# 2017 KEY PROJECTS

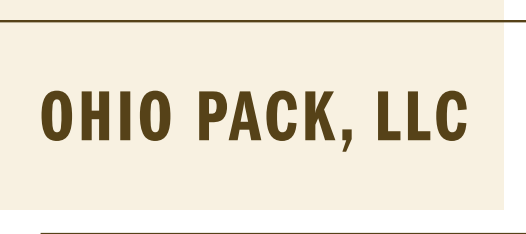


Rendering of AEP Regional Transmission Distribution Center

**AEP OHIO**  
AEP Ohio broke ground on their previously announced \$20M Regional Transmission Distribution Center at the Jobs Ready Site (JRS) in the City of Pataskala. Additionally, AEP Ohio moved forward with the development of a \$25M substation facility at the southern tip of the JRS that will support additional development throughout the region. Finally, in November, AEP announced their intent to construct a second Transmission HQ building in the City of New Albany near AEP's Transmission Operations Center.



**FACEBOOK**  
In August, Facebook announced their plans to develop a \$750M, 900,000 sq ft facility to accommodate their growing data needs. The first building is slated for completion by 2019 and the second building coming online in 2020.



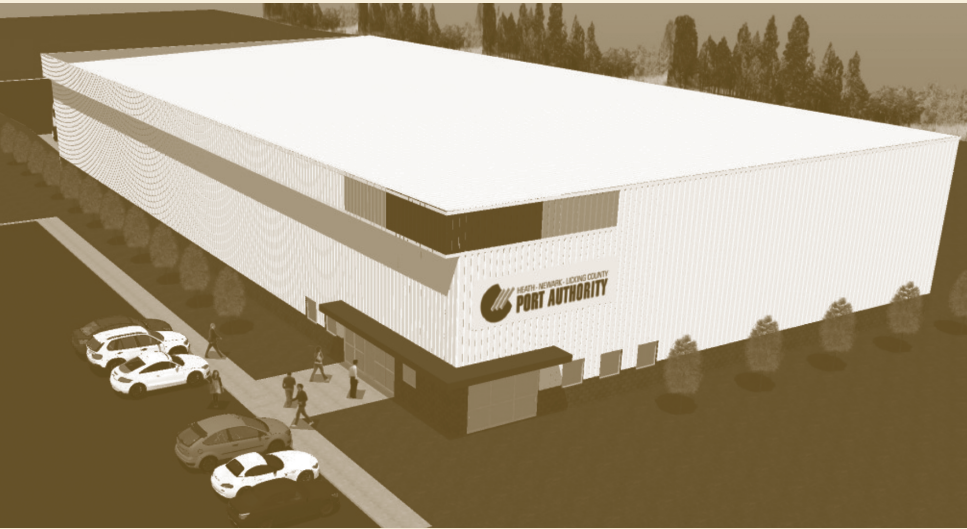
**OHIO PACK, LLC**  
Ohio Pack, LLC, a manufacturer of the raw material used in flexible packaging for the food industry, announced in April their intention to invest \$25.4M in a new manufacturing facility in Licking County. Upon completion of construction, Ohio Pack plans to hire 55 new workers for their operation.



**1-800 FLOWERS.COM**  
In early 2017, local representatives of 1-800 Flowers inquired about opportunities to expand the existing call center workforce at the Harry & David facility in the Village of Hebron. Following some coordination of invested parties, the firm announced their intention to hire 100 new call center workers to help with their growing e-commerce needs in Licking County.



**GB FOOD**  
A joint venture deal, GB Food plans to operate their food manufacturing facility out of the speculative manufacturing building constructed by the Heath-Newark-Licking County Port Authority at 704 International Drive. The firm has committed to creating 29 new manufacturing-based jobs.



**TECHR2**  
TechR2, a global leader in digital data security, located their headquarters in the City of Pataskala. A global leader in data security, the HQ facility will accommodate TechR2's continuing growth in its media retention and data eradication business operations based in Central Ohio.

## GROW LICKING COUNTY CIC INVESTMENT RESULTS



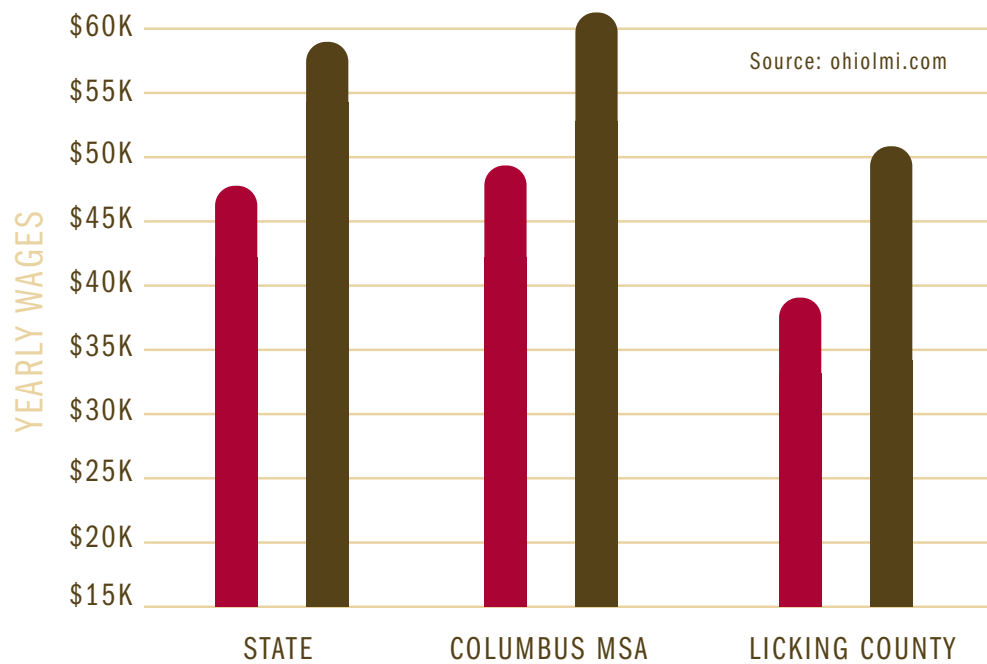
## 2017 PROJECT LEADS & RESPONSES



# DEMOGRAPHICS

## WAGE AVERAGES

KEY Private Employment Manufacturing



## EMPLOYMENT NUMBERS

### LABOR FORCE

89,500

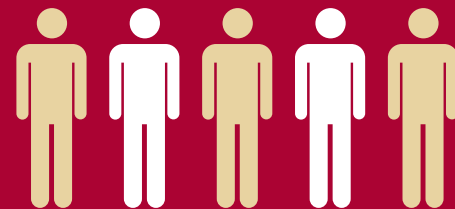
### EMPLOYED

86,100

### UNEMPLOYED

3,400

THE COUNTY HAS A POPULATION OF **170,570** AND THE POPULATION IS PREDICTED TO GROW TO WELL OVER **200,000** IN THE NEXT TWENTY YEARS.



# 2017 TRADE MISSIONS

15 SITE VISITS • 6 REPEAT VISITS • 3 DEALS

## SALT LAKE CITY, UT

- Attended national conference to learn about workforce education and share information on recent successes in Licking County

## CHICAGO, IL

- Attended **FabTECH**
- Met with **6** companies interested in Central Ohio

## TORONTO, ON

- Attended the **International Economic Development Annual Conference**
- Attended national summit to learn about best practices in economics, workforce, and community development

## WASHINGTON, D.C.

- Attended **SelectUSA**
- Met with **10+** pre-qualified companies

## KANSAS CITY, MO

- Attended **STEM conference** with local partners to learn about best practices in STEM

## ST. LOUIS, MO

- Met with company interested in locating in Ohio

## TAKING A DIFFERENT APPROACH...AND IT'S WORKING.

Licking County is using innovative programs to stay ahead of business and industry challenges. Along with neighboring counties, Licking County has enlisted the help of Next Generation Sector Partnerships to facilitate conversations and assist in developing creative solutions for industries. Turning traditional programs on their head, this process is business-led. The key is collaboration over competition. During the initial session, public partners from workforce

development, economic development, and education, act as witnesses to the industry leaders' conversation. These public partners then collaborate with industry partners to implement the sector's agenda.

The East-Central Ohio Manufacturing Partnership is the sector collaboration that recently launched in Ohio. The partnership held its kick-off meeting at the beginning of October 2017.

In this meeting, 15 decision makers in manufacturing TALKED. On the other side of the room, 20 public and nonprofit partners LISTENED. During the lively session, the manufacturing group honed in on opportunities that would drive growth in regional manufacturing – improving technology, leveraging transportation collaborations, and focusing on workforce development.

From that discussion, business leaders developed real action items – promoting careers in manufacturing, marketing the region in order to attract talent, and strengthening and improving tech training.

For Licking County, this is just the starting point. This manufacturing partnership sets the foundation for similar conversations in other economic job-based sectors, such as healthcare and technology. Making it full-circle, the broader reach of the Next Generation Sector Partnerships will invigorate the local economy and foster a rich community. Licking County is energized by the potential this program has to strengthen and grow regional businesses by aligning resources and establishing industry-driven education and training opportunities. ■