



2018 ANNUAL REPORT



PROUD TO BE A PART OF THE **COLUMBUS** REGION

LEADERSHIP

2018 continued the growth trend from 2017 for Licking County, Ohio. Opportunities in manufacturing, e-commerce, and IT continued to lead the way for much of our growth in all parts of Licking County. These opportunities totaled over \$800M in capital investment and another 800+ new jobs. With this continued growth—GROW Licking County CIC has started to facilitate opportunities and discussions around workforce development and population growth.

Partners such as the BIA of Central Ohio have helped bring into focus Licking County's need to continue to grow our local population. Moreover, the launch of Licking County Works, the county's new occupational marketing campaign, will enable local residents, as well as those within a short driving distance, the ability to learn about job opportunities in Licking County and enable our local partners to continue to GROW in Licking County.

Looking ahead, GROW Licking County CIC will continue to pursue attracting or expanding local development opportunities, so be sure to connect with our office if your firm is ready to GROW with us in Licking County.



Nathan Strum

Executive Director, GROW Licking County CIC



Jennifer McDonald

Incoming Chair · President & CEO, Licking County Chamber of Commerce

It's a pleasure and a privilege to be part of the GROW Licking County CIC leadership team. Our organization continues to coordinate economic development activities throughout our community, with key partners and stakeholders. Thanks to the support—monetary, time, and talent—of our investors, GROW Licking County CIC has undertaken multiple important initiatives. We've embarked on a robust business retention and expansion program and expanded our participation in domestic and international trade shows, marketing our county to a wide range of prospective businesses and consultants. We continue our critical work to assist existing employers pursuing growth opportunities, including participating in a new occupational marketing campaign designed to expand the pipeline of our local manufacturing workforce. We will continue to work, on many different levels, to position our businesses for growth and to simplify success!

GROW

SHARING INSIGHTS WITH OUR PARTNERS

Hosted annually by Columbus 2020 and the Mid-Ohio Development Exchange, Economic Development (ED) 411 is the region's premier economic development forum for local partners, investors, and government officials to learn about best practices as well as what their communities can do to facilitate growth opportunities. For 2018, GROW Licking County CIC sponsored over 35 attendees representing local government, education, non-profits, and for-profits from throughout Licking County at this all-day event. Thank you to our incredible partners who joined us and we look forward to engaging you more in 2019!



2018 SUCCESSES



1



20 New Jobs
93 Jobs Retained
\$740,000 in New Payroll
\$4,250,000 in Project Investment

2



40 New Jobs
167 Jobs Retained
\$1,830,400 in New Payroll

3



12 New Jobs
\$1,200,000 in Project Investment

4



684 New Jobs
\$22,500,000 in New Payroll
\$330,000,000
in Project Investment

5



22 New Jobs
\$1,400,000 in New Payroll
\$24,560,000
in Project Investment

6



30 New Jobs
\$2,500,000 in New Payroll
\$600,000,000
in Project Investment

SINCE 2012, GROW LICKING COUNTY CIC
INVESTMENTS HAVE RESULTED IN:

OVER
5,300

NEW JOB OPPORTUNITIES

OVER
1,950

EXISTING JOBS RETAINED
IN OUR COMMUNITY

\$2.2
BILLION

IN PRIVATE INVESTMENTS

WORKFORCE DEVELOPMENT EFFORTS IN LICKING COUNTY



In 2018, GROW Licking County CIC aggressively worked with our local workforce partners to further grow existing programs as well as deepen our resources to support our continued economic development efforts.

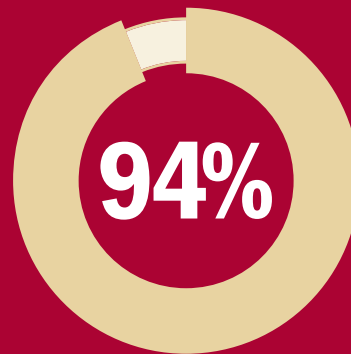
Beginning in 2015, GROW Licking County CIC, the Licking County Foundation, and C-TEC of Licking County began collaborating to develop the GROW Licking County CIC Workforce Development Fund. The fund supports C-TEC's Manufacturing Industrial Skill Trade (MIST) program promoting skills development in CNC machining, multi-craft maintenance, and welding. In 2018, the program saw a boom with 12 applicants and 10 scholarship awards totaling nearly \$42,000 in scholarship dollars to support students pursuing careers in the skilled trades. Over the lifetime of the partnership, the program has supported 20 individuals pursuing these key manufacturing-focused career pathways. Thank you to our incredible partners including Ampacet Corporation, Anomatic Corporation, C-TEC of Licking County, the Heath-Newark-Licking County Port Authority, Hendrickson Auxiliary Axle Systems, the Licking County Foundation, and Southgate Corporation for their continued support of this initiative.

Interested in learning more about this program or how your company can support the effort? Contact Connie Hawk, Director of the Licking County Foundation at 740.349.3863 or Nathan Strum, Executive Director of GROW Licking County CIC, at 740.345.9757 ext. 3.

MIST SCHOLARSHIP

MIST: MANUFACTURING INDUSTRIAL SKILLED TRADES

THE
MIST
SCHOLARSHIP
IS OFFERED THROUGH THE
LICKING COUNTY FOUNDATION



FOUND
EMPLOYMENT
IN THEIR FIELD
OR CONTINUED
THEIR EDUCATION

ALL
20

RECIPIENTS WERE
SUCCESSFUL GRADUATES
OF THEIR C-TEC PROGRAMS,
OR ARE ON TRACK TO DO SO





OUT OF 15 GRADS:

13 ARE EMPLOYED
IN THEIR FIELD

1 IS CONTINUING
THEIR EDUCATION

1 IS EMPLOYED IN AN
UNRELATED FIELD

100% GRADUATED

LICKING COUNTY WORKS

As part of GROW Licking County CIC's Economic Development Strategy, GROW LC 2025, GROW Licking County CIC partnered with the Licking County Chamber of Commerce's Workonomics™ team to develop an occupational marketing campaign to support our current industry partners in Licking County. This initiative, *Licking County Works*, is poised to start in 2019 and will market opportunities through traditional and online outlets. These include social media and keyword search results via multiple search engines to micro-target current Licking County residents and those who live within a 45-minute drive of major employment areas with career opportunities.

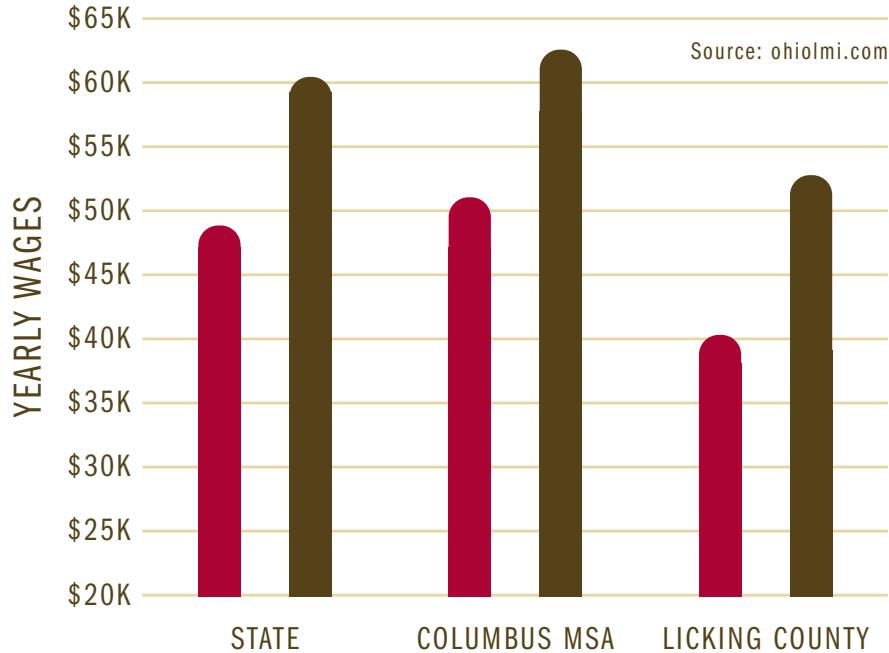
Initially focused on careers in manufacturing, it is the goal of GROW Licking County CIC to expand this initiative into other economic-based career pathways including those in finance, IT, and health care to ensure all of our local industry partners continue to thrive.



DEMOGRAPHICS

WAGE AVERAGES

KEY Private Employment Manufacturing



EMPLOYMENT NUMBERS

LABOR FORCE

90,194

EMPLOYED

86,784

UNEMPLOYED

3,410

THE COUNTY HAS A POPULATION OF **175,000**
AND THE POPULATION IS PREDICTED TO GROW TO
WELL OVER **182,000** IN THE NEXT 10 YEARS.



OHIO ECONOMIC DEVELOPMENT ASSOCIATION

At the 2018 Ohio Economic Development Association (OEDA) Annual Summit, OEDA honored two of GROW Licking County CIC's finest for their work and commitment to the organization.

Past Chair and current Marketing Committee Chair Mark Johns, City of Heath Mayor, was honored with Volunteer of the Year for his work with GROW Licking County CIC. As a founding member of the Board of Directors, Mayor Johns has served as a staunch voice for the continued economic growth of not only the City of Heath but for all of Licking County—ensuring that a rising tide does lift all ships. Former Economic Development Administrator Jillian Rine was also honored with Rookie of the Year for her work assisting the goals and programming of the organization during her tenure with GROW Licking County CIC.

As a small non-profit, GROW Licking County CIC relies heavily on our Board of Directors to serve as extensions of our organization and professional staff when engaging local businesses, potential new attraction opportunities, and our numerous community partners—and GROW Licking County CIC is honored that the Ohio Economic Development Association recognized two members of our team.



2018 TRADE MISSIONS

Highlighted in the GROW Licking County CIC Economic Strategy, GROW LC 2025, Foreign Direct Investment (FDI) is a critical tactic to promote local growth.

To engage this element of the plan, the team at GROW Licking County CIC traveled extensively in 2018 to promote our communities, our sites, and our opportunities. With the average FDI opportunity taking between 24-36 months to finalize, the relationships built today will aid in future opportunities throughout all of Licking County.

CHICAGO, IL
LICKING COUNTY, OH
ATLANTA,
MONTREAL
WASHINGTON, D.C.
ORLANDO, FL

NETHERLANDS GERMANY



IMTS SHOW - CHICAGO, IL

GROW Licking County CIC traveled to Chicago (IL) in the fall of 2018 to attend the IMTS show, one of the largest manufacturing and technology trade shows in North America. We met with numerous domestic and international firms interested in locating or expanding their operations in the Midwest/Ohio marketplace.



TRADE SHOWS IN GERMANY

In the Spring of 2018, GROW Licking County CIC's Executive Director and a member of the Board of Directors traveled to Düsseldorf and Hannover Germany to attend two of the premier manufacturing trade shows in the world. The Düsseldorf Tube and Pipe show highlights many of the world's leaders in construction equipment manufacturing as well as various pipe manufacturers and suppliers. The Hannover Messe show is considered the world's premier manufacturing show where attendees can explore emerging technology within the manufacturing space.



FALL TRIP TO EUROPE

GROW Licking County CIC traveled back to Europe in the Fall of 2018 with our partners from Columbus 2020 to continue to engage firms interested in expanding or locating operations in Ohio. As part of this trade mission, GROW Licking County CIC served on a panel in Eindhoven, Netherlands to discuss opportunities in the US as well as how Dutch firms can explore locating operations in the Midwest/Ohio/Licking County.

BOARD OF DIRECTORS

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Duane Flowers

Commissioner, Licking County

Patrick Guanciale

Realtor, Coldwell Banker
King Thompson Real Estate

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Mayor, City of Heath

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Lauren Massie

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C-TEC of Licking County

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Vice President, The Energy Cooperative

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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

Building Industry Association of Central Ohio

Central Ohio Technical College

City of Heath

City of Newark

City of Pataskala

C-TEC of Licking County

The Community Bank

Denison University

Elford Real Estate Companies, LLC

The Energy Cooperative

Etna Township

First Federal Savings & Loan

Granville Area Chamber of Commerce

Granville Township

Heath-Newark-Licking County Port Authority

Heartland Bank

Huntington National Bank

Jerry McClain Company

Jobes Henderson, A Hull Company

Lehman Daman Construction Services

Licking County Chamber of Commerce

Licking County Board of Commissioners

Licking Memorial Health Systems

Mann Legal Services

Matesich Distributing

Mid-Ohio Development Corporation

North Valley Bank

Park National Bank

Pataskala Area Chamber of Commerce

Pavement Management Group

Power Connect

Robertson Construction

Shai Commercial Real Estate

Southgate Corporation

The Ohio State University at Newark

Truck One

TrueCore Federal Credit Union

Union Township

Village of Granville

Village of Hebron

Village of Johnstown

Let's explore the possibilities...

Please contact Nathan Strum, Executive Director, GROW Licking County CIC

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GrowLickingCounty.org



Follow us @GROWLickingCo

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