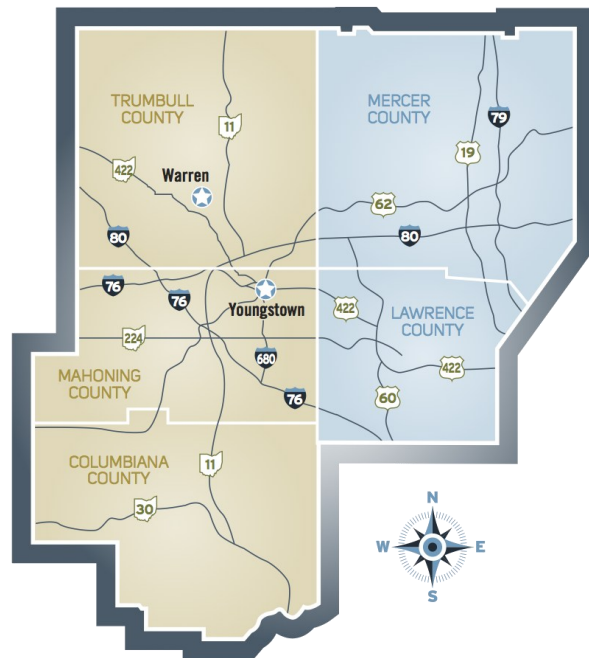


# HOME TO 764,722 PEOPLE...

The Youngstown-Warren-Boardman Metropolitan Statistical Area (MSA) includes Mahoning and Trumbull Counties in Ohio and Mercer County in Pennsylvania. But, it is so much more. The region fully interacts with surrounding counties of Columbiana in Ohio and Lawrence County in Pennsylvania, drawing a talented workforce, connecting logistical infrastructure and developing business opportunities.

With the cities of Youngstown and Warren as centers of business and innovation, the Mahoning Valley, as it is also called, offers firms a qualified labor pool, available land and buildings with very competitive lease/build rates, ready access to the nation's highways and ports, and a pleasing affordable quality of life.

The population of the cities of Youngstown and Warren are 66,982 and 41,557 respectively. There are 103 townships, 19 cities and 44 villages/boroughs located in the five county area.



### Population of Largest Places

#### Columbiana County

East Liverpool city	11,195
Perry township	16,850
Salem city/township	17,787

#### Mahoning County

Austintown township	36,722
Boardman township	40,889
Canfield city/township	23,679
Poland township/village	17,515
Struthers city	10,713
Youngstown city	66,982

#### Trumbull County

Howland township	19,106
Hubbard city/township	21,402
Liberty township	21,982
Niles city	19,266
Warren city	41,557
Weathersfield township	25,908

#### Mercer County

Hermitage city	16,220
Sharon	14,038

#### Lawrence County

New Castle city	23,273
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Source: Census 2010, U.S. Census Bureau .

County	2010 Population	Square Miles
Trumbull, OH	210,312	612
Mahoning, OH	238,823	417
Mercer, PA	116,638	672
<b>YWB* MSA Total</b>	<b>565,773</b>	<b>1,701</b>
Columbiana, OH	107,841	534
<b>YWE* CSA Total</b>	<b>673,614</b>	<b>2,235</b>
Lawrence, PA	91,108	360
<b>YW Market Area*</b>	<b>764,722</b>	<b>2,595</b>

YWB= Youngstown-Warren-Boardman Metropolitan Statistical Area: Mahoning and Trumbull Counties in Ohio and Mercer County in Pennsylvania.

YWE= Youngstown-Warren-East Liverpool Combined Statistical Area: Mahoning, Trumbull and Columbiana Counties in Ohio and Mercer County in Pennsylvania.

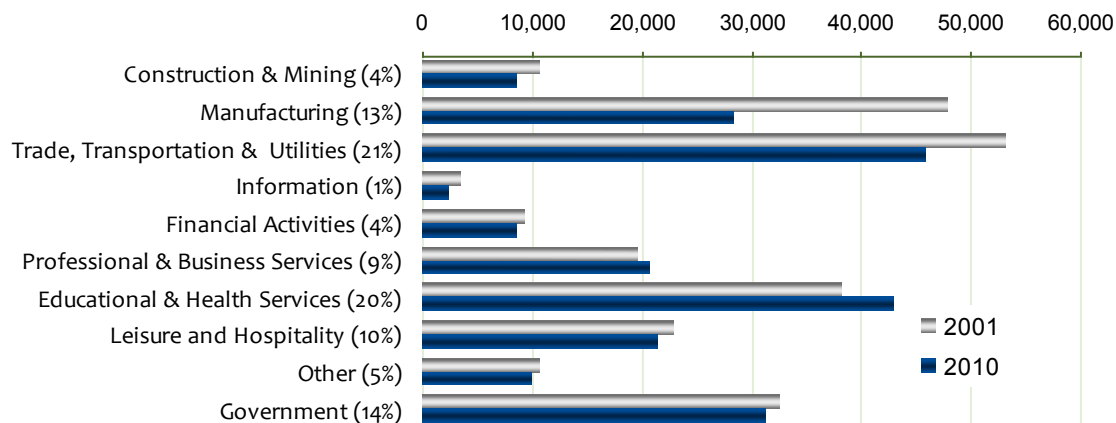
Source: 2010 Census, Census Bureau.

## AN AWAKENING ECONOMY....

The area's economy, anchored by manufacturing and related trade continues to diversify, with significant growth in the education and health sectors. While total job numbers have declined in the past ten years, the region still boasts jobs for 219,100 workers.

### Employment by Sector 2001 and 2010

(percentage of total jobs)



\*Data for the YVE CSA indicates **258,194** jobs in the 4-county area.

Source: Ohio Labor Market Information, Current Employment Survey, Annual Averages.

### Employment By Industry—Top 25 Sectors

NAICS	Industry Description	Establishments	Employment	Overall Rank
722	Food services and drinking places	1,335	22,430	1
621	Ambulatory health care services	1,481	15,371	2
561	Administrative and support services	693	13,730	3
623	Nursing and residential care facilities	229	12,806	4
336	Transportation equipment manufacturing	43	10,643	5
622	Hospitals	18	10,000	6
332	Fabricated metal product manufacturing	276	8,266	7
331	Primary metal manufacturing	62	7,743	8
452	General merchandise stores	148	7,182	9
423	Merchant wholesalers, durable goods	487	7,179	10
541	Professional, scientific, and technical services	1,050	6,569	11
624	Social assistance	312	6,408	12
813	Religious, Grantmaking, Civic, Professional, and Similar Orgs	910	6,328	13
445	Food and beverage stores	353	6,155	14
238	Specialty trade contractors	952	6,052	15
484	Truck transportation	298	5,479	16
522	Credit intermediation and related activities	474	4,575	17
441	Motor vehicle and parts dealers	318	4,416	18
611	Educational services	138	4,124	19
448	Clothing and clothing accessories stores	348	3,829	20
333	Machinery manufacturing	112	3,464	21
551	Management of companies and enterprises	84	3,328	22
326	Plastics and rubber products manufacturing	55	3,213	23
444	Building material and garden equipment and supplies dealers	241	3,127	24
446	Health and personal care stores	244	2,935	25

Source: County Business Patterns, 2008, U.S. Census.

## AVAILABLE SKILLED LABOR ...

Youngstown-Warren, Ohio is ideal for growing companies. The region attracts workers from surrounding counties, and throughout the Cleveland-Youngstown-Pittsburgh TechBelt.

YEAR	LABOR FORCE	EMPLOYMENT	UNEMPLOYMENT RATE		
	MSA	MSA	MSA	Ohio	U.S.
2001	280,900	264,500	5.8%	4.4%	4.7%
2002	280,000	261,200	6.7%	5.7%	5.8%
2003	280,000	259,800	7.2%	6.2%	6.0%
2004	279,500	259,200	7.3%	6.1%	5.5%
2005	280,300	261,600	6.7%	5.9%	5.1%
2006	280,200	263,200	6.1%	5.4%	4.6%
2007	277,100	260,400	6.1%	5.6%	4.6%
2008	276,400	256,600	7.2%	6.6%	5.8%
2009	277,100	242,500	12.5%	10.2%	9.3%
2010	273,300	242,100	11.4%	10.1%	9.6%

Source: Ohio Labor Market Information, Civilian Labor Force Estimates, Annual Averages.



### Youngstown-Warren Wage Comparison

Low labor costs provide companies here with a competitive edge. The table below lists the median hourly wages for the local area, state and nation.

Occupational Title	Median Hourly Wage		
	YW MSA	OH	US
Accountants and Auditors	\$24.89	\$27.37	\$29.01
Budget Analysts		\$32.20	\$32.05
Computer Programmers	\$27.25	\$32.68	\$34.10
Computer Software Engineers, Systems Software	\$30.82	\$38.95	\$44.94
Electrical Engineers	\$30.11	\$34.19	\$39.96
Human Resources Managers	\$39.90	\$46.12	\$46.42
Network and Computer Systems Administrators	\$25.07	\$29.19	\$32.55
<b>Office</b>			
Computer Operators	\$16.18	\$17.17	\$17.36
Computer Support Specialists	\$16.93	\$19.06	\$21.30
Customer Service Representatives	\$13.92	\$14.44	\$14.56
Data Entry Keyers	\$10.63	\$12.27	\$13.05
Receptionists and Information Clerks	\$10.13	\$11.13	\$12.05
Sales Representatives, Wholesale and Manufacturing	\$22.48	\$24.03	\$24.48
Secretaries, Except Legal, Medical, and Executive	\$13.71	\$14.38	\$14.41
Telemarketers	\$8.37	\$9.35	\$10.49
<b>Manufacturing/Distribution</b>			
Computer-Controlled Machine Tool Operators-Metal/Plastic	\$14.32	\$17.16	\$16.57
Electronic and Electrical Equipment Assemblers	\$13.37	\$13.16	\$13.77
Laborers and Freight, Stock, and Material Movers	\$11.05	\$11.01	\$11.11
Machinists	\$16.80	\$17.30	\$18.10
Molding, Coremaking, Casting Machine Setters	\$12.18	\$13.08	\$13.40
Welders, Cutters, Solderers, and Brazers	\$14.75	\$16.17	\$16.71

Bureau of Labor Statistics, Occupational Employment and Wage Estimates, May 2009.

# COMPANIES THAT CHOOSE HERE....

## Over 1,000 Employees

Diocese of Youngstown	Youngstown OH	Church/School
General Motors	Lordstown OH	Auto Assembly, Metal
HM Health Partners	Youngstown OH	Hospital Services
Infocision	Austintown/Boardman	Call Center
Mahoning County Government	Youngstown OH	County Government
RG Steel	Warren OH	Steel Products
Sharon Regional Health System	Sharon PA	Hospital Services
Trumbull County Government	Warren OH	County Government
U. S. Postal Service	Youngstown OH	Mail Services
UPMC Horizon - Shenango Valley Medical Center	Farrell/Greenville PA	Hospital Services
ValleyCare Health System	Youngstown/Warren OH	Hospital Services
West Corp.	Niles OH	Call Center
Windsor House	Various locations	Nursing Homes/
Youngstown Air Reserve Base(910th Airlift Wing AFRC)	Vienna OH	Military
Youngstown City Schools	Youngstown OH	Educational Services
Youngstown State University	Youngstown OH	Higher Education

## 500-1,000 Employees

A K Steel Sawhill Tubular	Sharon PA	Steel Services
AT&T Call Center	Boardman OH	Call Center
Austintown Local Schools	Austintown OH	Educational Services
AVI Food Systems	Warren OH	Food Service
Boardman Local Schools	Boardman OH	Educational Services
Briarfield Manor Health Care Centers	Austintown OH	Nursing Homes/
City of Youngstown	Youngstown OH	City Government
Columbiana County	Lisbon OH	County Government
Covelli Enterprises (Panera)	Howland OH	Food Service
Delphi Packard Electric Systems	Warren, OH	Auto Parts
East Liverpool City Hospital	East Liverpool OH	Hospital Services
Falcon Transport	Austintown OH	Trucking
Farrell Duferco Corp	Farrell PA	Hot Strip Mill
First Place Bank	Youngstown/Warren OH	Banking Services
Flex N Gate	Salem OH	Auto Parts
FreshMark / Carriage Hill Foods	Salem OH	Meat Processor
George Junior Republic In Pa	Grove City PA	Social Services
Giant Eagle Markets	Various locations	Retail Grocery Chain
Home Savings & Loan	Youngstown OH	Banking Services
Huntington Bank	Various locations	Banking Services
MAC Trailer Manufacturing	Salem OH	Trailer Manufacturing
Ohio Security Systems	Warren OH	Security/Janitorial
RTI Niles	Niles OH	Titanium
Salem Community Hospital	Salem OH	Hospital Services
Shepherd of the Valley	Various locations	Nursing Homes/
V & M Star	Youngstown OH	Steel Products
VXI Global Solutions	Youngstown OH	Call Center
Wal Mart	Various locations	Retail Chain
Warren City Schools	Warren OH	Educational Services
Wheatland Tube	Wheatland PA	Steel Tube



## ...ALSO INVEST AND GROW HERE...

Advanced manufacturers, distributors and business service firms choose to locate in Youngstown-Warren, Ohio. In just the past five years nearly \$1.5 billion worth of manufacturing, office, distribution, hotel and research/development projects have been announced. Projects listed below demonstrate investment greater than \$20 million.

<u>Date</u>	<u>Company</u>	<u>Sector</u>	<u>\$ Investment</u>
2002	BOC	Manufacturing	20,000,000
2002	Forum Health	Health Care	89,000,000
2002	John Maneely	Manufacturing	21,952,000
2002	V & M Tube/Northstar	Manufacturing	380,000,000
2002	Youngstown State University	Education	22,000,000
2003	Exal Corporation	Manufacturing	22,600,000
2004	Delphi Packard Electric Systems	Manufacturing	35,000,000
2004	HMHP- acute care hospital	Health Care	77,000,000
2004	Lifestyle Community - Westford Centre	Development	186,000,000
2004	Salem Community Hospital	Health Care	23,800,000
2004	Youngstown Convocation Center and Arena	Entertainment	41,000,000
2005	Exal Corp	Manufacturing	23,000,000
2005	Exal Corp - new building	Manufacturing	34,000,000
2005	Forum Health	Health Care	20,000,000
2006	Forum Health -Trumbull Memorial Hospital	Health Care	20,000,000
2006	Metalico-Niles Iron & Metal	Service	44,000,000
2006	Transload	Other	35,000,000
2006	V & M Star	Manufacturing	25,000,000
2006	WCI Steel	Manufacturing	36,700,000
2007	AQUA Ohio	Service	22,000,000
2008	Akron Childrens Hospital	Health Care	21,300,000
2008	General Motors	Manufacturing	350,000,000
2008	Republic Special Metals/Patriot Special Metals	Manufacturing	64,000,000
2008	RMI - RTI International	Manufacturing	30,000,000
2009	Reinforcement Systems Corp	Manufacturing	28,000,000
2009	V&M Star	Manufacturing	25,000,000

### Recent Project Announcements

#### V&M Star Begins a \$650 million Expansion of Tubular Pipe Mill.

Vallourec & Mannesmann's, parent company of V&M Star, is investing \$650 million to build a new state-of-the-art small diameter rolling mill in Youngstown, Ohio. The project creates 350 direct high-paying jobs in advanced manufacturing. Historic land and tax agreements between the cities of Youngstown and Warren, necessary for the project to move forward, were forged in 2009. The project is in construction and expected to be operational in 2012.

#### GM Lordstown Produces Cruze

In preparation for model change from the Chevy Cobalt to the Cruze in 2010, GM put \$350 million into plant upgrades. The investment has paid off as the new Cruze has received accolades for its design and is a top seller among General Motors vehicles.

#### VXI Global Solutions Locates in Youngstown

In 2009, VXI Global Solutions opened an inbound call center in City of Youngstown. Located downtown, VXI invested \$4 million in renovations and improvements to initially create 500 jobs. Within the first six months of operation, VXI announced an additional investment of \$5.2 million and plans to expand the workforce to nearly 1,200. VXI services clients such as DirectTV, American Express, Google, AT&T and Verizon.

#### Reinforcement Systems Locates in Warren.

Reinforcement Systems Ohio LLC, a company that makes custom-engineered welded wire reinforcements used in concrete products, started operations in 2011. The business has invested \$20 million in a new 60,000 square-foot building and plans to hire up to 65 employees.

#### Revere Data LLC Brings Information Company to Youngstown

Revere Data, a business intelligence company located in San Francisco, opened an office in Youngstown in 2009. The tech company has moved its data gathering operation to Youngstown and expects the new office to play a key role in the company's growth. Revere Data plans to add 10 to 20 positions.



V&M Star Groundbreaking

# INDUSTRIES ABOUND....

Industries are successful in the region because of qualified trained workers, easy logistical access to both suppliers and customers, and local centers that provide enhanced research and development assistance.

### Advanced Materials

Firms in the Youngstown-Warren area are at the cutting edge of advanced materials. More than 16,250 workers are employed in the industry:

- RTI International Metals, within its plant RTI Niles, produces titanium used in aerospace applications. The company's research and design center is located at the Niles complex.
- V&M Star announced a major expansion in 2010, investing more than \$650 million to build a new state-of-the-art seamless pipe mill.
- RG Steel-Warren is a producer of high-quality custom carbon, alloy and high-strength steel for niche markets.
- Wheatland Tube is a world leader in hot dip galvanizing and producer of continuous weld steel pipe. Applications include mechanical tubing, fencing, electrical conduit, and oil/gas well components.
- Warren Steel Holdings is a fully operational melt shop and casting mill, producing carbon and alloy steel continuously cast rounds.
- Patriot Special Metals, the area's newly built \$64 million specialty steel mill, makes alloys for parts in wind turbines/generators, nuclear reactor components, and aerospace applications.
- Latrobe Steel distributes more than 300 grades of specialty steels for use in aerospace applications, high-performance cutting tools, aluminum casting dies, extrusion and thread roll dies and other demanding applications.
- Ajax Tocco Magnethermic Corporation designs and manufactures world-class induction heating and melting equipment for various industries.

### Motor Vehicles and Parts Manufacturing

Motor vehicle and parts manufacturing is integral to the Youngstown-Warren area economy. Nearly 10,350 workers are employed in the industry.

- The GM Lordstown Complex produces the Chevy Cruze, the newest model of GM's lineup, which was unveiled in 2010. In preparation for the new vehicle, GM invested more than \$350 million in plant upgrades.
- Comprehensive Logistics provides light manufacturing and transportation services for the GM Cruze.
- Delphi Automotive makes components for vehicle wiring harnesses and performs advanced engineering at its Technical Center here.
- Flex N Gate produces interior trim plastic molding at its 245,000 sq.ft. facility in Salem using vac-forming, insert molding and injection molding processes.
- Magna International Lordstown Seating is supplying seating systems for the new Chevy Cruze.
- Parker Hannifin manufacturers multi-stage telescopic and rod cylinders for mobile and industrial markets.
- PPG Industries manages the paint coatings facility within the Lordstown Complex and has received numerous awards for its performance on the new Cruze.

### Youngstown-Warren Area Designated as Ohio Hub of Advanced Materials Commercialization and Software Development

The Youngstown Entrepreneurial Hub of Advanced Materials Commercialization and Software Development aims to develop, manufacture, market and apply next-generation materials. The Hub will assist Youngstown’s already robust entrepreneurial environment and build upon the region’s emerging strengths in advanced materials commercialization. The Hub places emphasis on technology surrounding hard materials that are linked with the Youngstown area such as steel, titanium, magnesium, industrial ceramics and aluminum. The Hub will build on the recent successes of the Tech Belt Initiative and will complement Akron’s BioInnovation Hub and Cleveland’s Health and Technology Corridor Hub, highlighting the unique synergies present in Northeastern Ohio. This Hub will be instrumental in developing additional advanced materials and manufacturing expertise for sustainable energy, industrial and military applications, which will lead to new technology development, talent attraction and increased economic opportunity for our local economy.

#### Distribution and Logistics

Excellent access to highway, airport, rail and ports make the area a great location for distribution operations such as:

- Conway
- Falcon Transport
- Famous Supply
- FedEx Freight
- FedEx Ground
- Gerdau Ameristeel
- GreyBar
- Kmart/Sears
- LaTrobe Steel
- Macy's
- Toys R' Us
- Things Remembered
- Transport America

#### Contact Centers— Corporate Professional Services

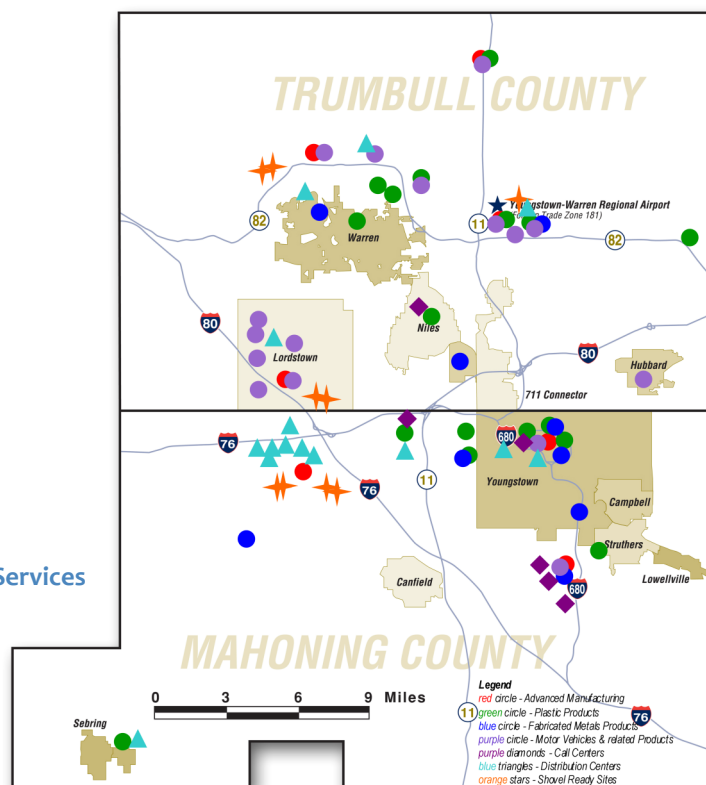
There are five major contact centers in the region. Together these facilities employ more than 4,000 workers.

- AT&T
- InfoCision
- Verizon
- VXI Global Solutions
- West Corporation

#### Food Processing and Manufacturing -

The region has a host of food manufacturers employing more than 1,100 people. Food products from these

- Summer Garden—sauces and condiments
- Gia Russa— fine pasta and sauces
- Chieffo’s—gourmet pasta
- Ghossain’s Mid East Bakery—flat breads
- AVI Foods—specialty packaged foods and vending machine items
- Schwebels—breads and bakery goods
- Giannios Candy—Chocolates and candies
- Gorant Chocolatier—Chocolates
- Belmont Confections—protein and health bars
- Handels’ Ice Cream—ice cream and specialty treats.



## TECHNOLOGY AT EVERY STAGE....

**The Youngstown-Warren, Ohio area is home to a growing number of technology companies, innovative research and advanced manufacturing processes.**

### Startup Assistance

Two incubators in the Youngstown-Warren area assist new businesses with idea feasibility and testing, industry expertise, access to capital and on-going business counseling.

#### **Youngstown Business Incubator (YBI)**

YBI is a technology-focused business incubator that currently has 8 resident companies that employ 300 workers. In addition, YBI is working with 24 other companies to develop and test market feasibility of product ideas. YBI also features the Inspire Lab, an informal environment for entrepreneurs to interact with current resident companies, external networks and the area's talent pool. YBI promotes the ongoing support and collaboration among technology ventures in the area.

#### **TechBelt Energy Innovation Center**

Currently in planning stages, the new incubator has been awarded \$5 million in startup fund, with a goal of opening in 2011. The center's focus will be on green energy and its manufacturing processes.

### Growing Companies

**Turning Technologies**—a graduate of the Youngstown Business Incubator, has been named Small Biz of the year in 2009 by Entrepreneur Magazine. The company produces hand-held devices that tabulate survey responses and provide instant feedback. The application is used in a variety of industries, including education and entertainment. Turning Technologies has just announced expansion into the European market with a facility located in the Netherlands.

**Northern States Metals**—a metal fabricating and alternative energy firm that produces solar panel installation systems, the company is expanding its product lines.

**M-7 Technologies**—provides precision measurement solutions through metrology, laser scanning and reverse engineering.

**Syncro Medical Innovations**—developed an innovative feeding tube substantially reduces medical processes to place the tube and provides better patient outcomes.

### Advanced Manufacturing Processes

**RTI International Metals**—has its corporate research and development facility located in Niles, Ohio.

**Ajax Tocco Magnethermic**—provides custom engineering solutions as well as research and development services and metallurgy training at its Warren, Ohio headquarters.

**Dephi Automotive**—has emerged as a leader in electronic-vehicle innovation with testing and advanced engineering taking place at the 94,000 sq.ft. Delphi Technical Center in Champion, Ohio.

### Support

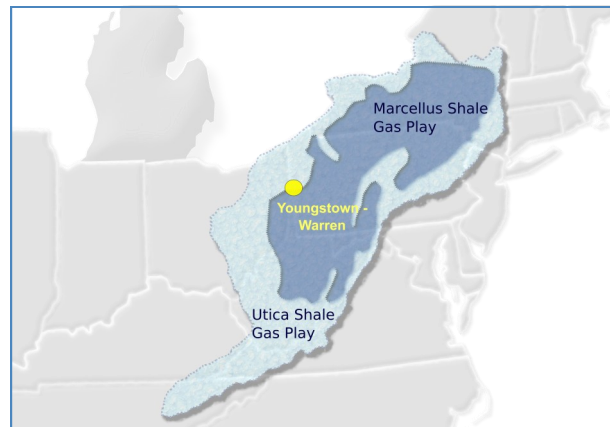
Area resources are integrated into technology development.

- Youngstown State University—STEM College works closely with incubators and other businesses to provide state-of-the-art assistance.
  - YSU-STEM College is designated a National Defense Center of Excellence in Industrial Metrology and 3D Imaging Research. Its purpose is to help create hardware and software that uses 3-d laser-based imaging for measurements.
  - Recently, the college installed a wind tunnel in its fluid mechanics lab for testing of solar panel products.
- The IBEW wind and solar training center facility, in conjunction with Kent State University-Trumbull Campus, has developed courses and training on photovoltaics, solar panel installation, building retrofits, wind turbine maintenance and other renewable energy components.

# GATEWAY TO MARCELLUS SHALE....

*The Youngstown-Warren area is the place for those that produce products for or serve the Marcellus Shale and Utica Shale Gas Plays.*

- The Marcellus Shale is a sedimentary rock formation located in the Appalachian Mountains and extends from southern New York across Pennsylvania, and into western Maryland, West Virginia, and eastern Ohio.
- It contains significant quantities of natural gas— approximately 363 trillion cubic feet— which may be the second largest play in the United States.
- Natural gas deposits within the Marcellus Shale is enough to supply US demand for up to 100 years.
- Recent advances in drilling technology have made the Marcellus Shale one of the most important global natural gas resources.
- Utica Shale, an untapped gas play located just below the Marcellus, is currently being evaluated for commercial natural gas production, but is estimated to have a greater potential return than Marcellus.



The light blue area on this map marks the geographic extent of what is suspected to be Utica Shale source rock. This is the portion of the Utica Formation that geologists believe has the potential to yield natural gas. It is beneath several US states, part of Lake Erie, part of Lake Ontario and part of Ontario, Canada. If developed to this full potential the Utica Shale gas play will be larger than any natural gas field known today.

The dark blue area on the map outlines the geographic extent of the Marcellus Shale Gas Play. This map clearly demonstrates that the Utica Shale has a geographic extent that is much greater than the Marcellus Shale play.

*This map was compiled by Geology.com using data provided by the Energy Information Administration [1] and the United States Geological Survey [2].*  
 source: Based on Marcellus/Utica map from Geology.com. <http://geology.com/articles/utica-shale/>

The Youngstown-Warren area is situated at the western entrance of Marcellus Shale, a natural pipeline to the Midwest gas market. Businesses that have realized the Marcellus potential are already moving into or expanding in the area.

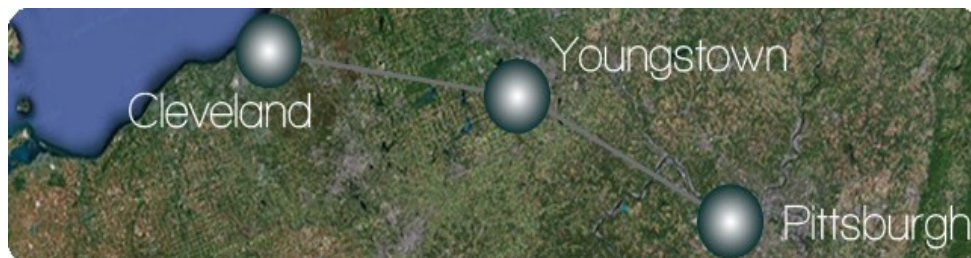
*Recent Developments in Youngstown-Warren, Ohio related to Marcellus Shale:*

- V&M Star broke ground on a new \$650 million expansion to their existing Youngstown facility. The company will manufacture pipe used in the drilling process.
- TMK IPSCO recently expanded operations to include a new \$10 million threading facility in Brookfield, which will complement their pipe production operations in Pennsylvania.
- Dearing Compressor and Pump, a manufacturer of industrial pumps also invested \$3 million to expand operations in the region, adding to its production capacity.
- Patriot Water Treatment moved into the area to process water from drilling areas.

Distance to Youngstown/Warren From Drill Point		
City	Distance	Drive Time
Pittsburgh, PA	67 miles	1 hour
Buffalo, NY	192 miles	3 hours
Syracuse, NY	333 miles	5.5 hours
Albany, NY	471 miles	8 hours
Charleston, WV	260 miles	4.5 hours
Mobile, AL	998 miles	16.5 hours
Houston, TX	1,333 miles	22.5 hours

# TECHBELT REGION ...

## Cleveland—Youngstown— Pittsburgh TechBelt



**TECHBELT REGION** —The TechBelt Region includes Cleveland MSA, Akron MSA, Canton-Massillon MSA, Youngstown-Warren MSA, Erie MSA, Pittsburgh MSA, Wheeling MSA, Morgantown MSA, Weirton-Stubenville MSA.

Youngstown-Warren MSA is excellently located at the heart of the TechBelt Region. Encompassing Cleveland and Pittsburgh, the TechBelt region is defined as the metro areas of Cleveland, Ohio and Erie, Pennsylvania to the north through Morgantown, West Virginia to the south (see map).

With more than 7.2 million people, including a workforce of nearly 4 million, and the region supports 185,000 businesses.

The TechBelt region initiative highlights the collaboration of multiple economic development agencies; federal, state and local government offices; technical groups; foundations; and private corporations. Recent investments in support programs, research, technology infrastructure and other assistance have created attractive opportunities for companies choosing to locate within the TechBelt.

At this time, the TechBelt Initiative targets two primary industry sectors, Life Sciences and Energy.

Within the area, there are more than 4,800 Life Sciences companies employing more than 88,000 workers. If hospitals are included, the numbers increase to more than 10,000 companies and nearly 300,000 employees. The initiative concentrates on three specific Life Science subsectors, regenerative medicine, medical imaging and medical devices.

The TechBelt region’s Energy industry comprises more than 9,700 establishments that provide jobs for 166,000 people. The energy subsector focuses on traditional energy including coal, nuclear and gas; and emerging and efficiency, including wind, solar, fuel cell and high-performance building.

The TechBelt region attracts capital from regional and national investors. Overall, the combined region ranks 19th in capital invested in regional companies and 11th in the number of companies receiving capital.

Additionally, there are 20 Fortune 500 headquarters located within the area.

### Fortune 500 Company Headquarters Located Within the TechBelt

139	Goodyear Tire and Rubber	Akron, OH	18.832	Rubber, Plastics
148	United States Steel Co.	Pittsburgh, PA	17.374	Metals
151	PNC Financial Corp.	Pittsburgh, PA	17.096	Commercial Banking
164	Progressive	Mayfield Village, OH	14.963	Insurance: Property, Casualty
178	Eaton	Cleveland, OH	13.715	Electronics, Electrical
181	PPG Industries	Pittsburgh, PA	13.423	Chemicals
183	FirstEnergy	Akron, OH	13.339	Utilities
232	H.J. Heinz	Pittsburgh, PA	10.558	Food
248	Parker Hannifin	Cleveland, OH	9.993	Industrial, Farm Equipment
308	Sherwin-Williams	Cleveland, OH	7.776	Chemicals
385	TravelCenters of America	Westlake, OH	5.962	Transportation
417	KeyCorp	Cleveland, OH	5.458	Commercial Banking
418	Mylan	Canonsburg, PA	5.45	Pharmaceuticals
423	Lubrizol	Wickliffe, OH	5.417	Chemicals
428	Consol Energy	Pittsburgh, PA	5.236	Energy
443	Wesco International	Pittsburgh, PA	5.063	Wholesaler/Electrical Equipment
461	Erie Insurance Group	Erie, PA	4.89	Insurance
464	Dick's Sporting Goods	Pittsburgh, PA	4.871	Retail Trade
477	Cliffs Natural Resources	Cleveland, OH	4.682	Iron Mining
482	J.M. Smucker	Orrville, OH	4.605	Food

## ECONOMIC DEVELOPMENT SERVICES ....

From small companies to multi-national corporations, the Regional Chamber's Economic Development Action Team has helped more than 400 firms and organizations make new investments totaling \$2.6 billion. These projects have created over 18,500 new jobs and caused 17 million square feet of building space to be constructed or absorbed.

### ***Incentives and Financing***

Aggressive incentive programs provide assistance to businesses moving here as well as to those that now call the area home. We will explain and help you secure the following:

- Tax Incentives
- Ohio eliminated its tax on personal property manufacturing machinery and equipment, furniture and fixtures, and inventory.
- Real Property Tax Abatements
- Credits for job creation, retention and training, and making investments in technology/research and development.
- Sales tax exemptions for manufacturing and warehouse machinery and equipment, and research and development purchases.
- Low Interest Financing for land, buildings construction/renovation, machinery, equipment, furniture and fixtures.
- Grants/Funding for workforce training and public infrastructure improvements.

### ***Manufacturing Technical Services and Assistance***

Through our partnership with MAGNET\*, we can help you with:

- Production Innovation and Development
- Process Improvement
- Lean Manufacturing Techniques

Through our International Economic Development Program and our collaboration with NEOTEC's International Trade Assistance Center (ITAC)\*, we can help you:

- Increase international sales or sourcing opportunities
- Utilize Foreign Trade Zones
- Develop export compliance and international trade plans.

\*MAGNET is Northeast Ohio's Manufacturing Advocacy and Growth Network. NEOTEC is Northeast Ohio Trade & Economic Consortium.

### ***Land and Buildings***

We offer an on-line database of available buildings and sites that provides you with in-depth property data and visual information. Property profiles can be downloaded, printed and/or emailed to interested parties.

- The Regional Chamber also identifies Shovel Ready Sites. Online information details these ready-to-go land sites that offer all utilities, exceptional infrastructure access and parcels appropriately zoned for industrial, distribution and high-tech/back-office operations.
- Confidential Site and building tours can be arranged at your request

### ***Strategic Information***

Our online database will provide you with up-to-date regional data on:

- Incentive Programs and Ohio Business Taxes
- Demographics
- Economic Data/Indicators/Area Employers
- Local Starting Wages & Benefits
- Project Permitting
- Regional Education and Quality of Life

### ***Your Connection***

We are your link to key officials:

Working directly with federal, state and local government officials/agencies - advocating on your behalf - to get your project done.

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11 Federal Plaza Central Suite 1600  
Youngstown, OH 44503-1592  
Phone: 330-744-2131 Fax: 330-746-0330

Regional Chamber Building  
197 West Market Street  
Warren, OH 44481-1024  
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