

2018 ECONOMIC DEVELOPMENT REPORT CARD



YOUNGSTOWN-WARREN, OHIO

Economic Investment and Activity Recap

2018 AGENCY-ASSISTED ECONOMIC INVESTMENT PROJECT AND ACTIVITY RECAP

2018 Agency-Assisted Project Totals

Number of Projects	75
Total Investment	\$155,414,100
New Jobs Created	1,016
Existing Jobs Retained	2,914

In 2018, more than \$155 million dollars of new investment in 75 projects was realized in the Mahoning Valley through economic development agencies, resulting in 1,016 new jobs and 2,914 retained jobs. The combined resources of these entities provided support and assistance with infrastructure investment, tax incentives, loans, project coordination, grants oversight, technical advisement, property development and other services. Notable activity is highlighted.

DIRECT BUSINESS DEVELOPMENT

- Helped 12 companies secure more than \$8.5 million in federal government contracts.
- Completed 673 staff-assisted job orders that were valued at \$161,520.
- Held 110 on-site recruitment services events that were valued at \$81,000.
- Assisted companies with On-the-Job Training grants that served 194 individuals for a total value of \$746,545.
- Supported 336 clients through 6,530 hours of business consulting and generated a \$13.4 million sales increase with local companies.
- Helped companies create 117 new jobs, generate revenue of \$1.7 million in sales and raise \$721,000 of investment.
- Conducted 457 one-on-one meetings with local businesses to discuss current needs.
- Held 124 business networking opportunities, training seminars and export programs with 10,300 attendees.
- Responded to more than 550 business inquiries that included 148 project leads and 48 requests for data or regulatory information.
- 101 students enrolled in the Williamson College of Business Administration's undergraduate and MBA programs at Youngstown State University completed 15 projects for 11 clients, logging 1,904 consulting hours.
- YBI's Women In Entrepreneurship (WE) Program graduated 43 women business owners from its WE Accelerator Programs, conducted more than 125 hours of one-on-one business counseling with women and awarded \$7,500 in grants to women-owned businesses.
- Worked with 240 clients and supported the application and award of four MBE certifications and six EDGE certifications.
- 42 clients received one-on-one financial counseling, helping to increase personal financial stability and business literacy and planning skills, while also being connected to all available assistance programs.

INTERNATIONAL EXPORTS & INVESTMENT

- Assisted with generating an \$85.4 million increase in export sales growth.
- Nine YSU students who enrolled in the Ohio Export Internship Program received summer internships with Ohio companies. Four students were offered full-time jobs and one an extended internship.
- 44 SBDC Export Assistance Network clients received STEP IMAGE Grants valued at \$213,500.
- YBI is home to the XJET Carmel 1400, the only 3D printer for ceramics in North America.
- Continued efforts to attract companies from Australia, Israel and France to establish a presence in Youngstown.

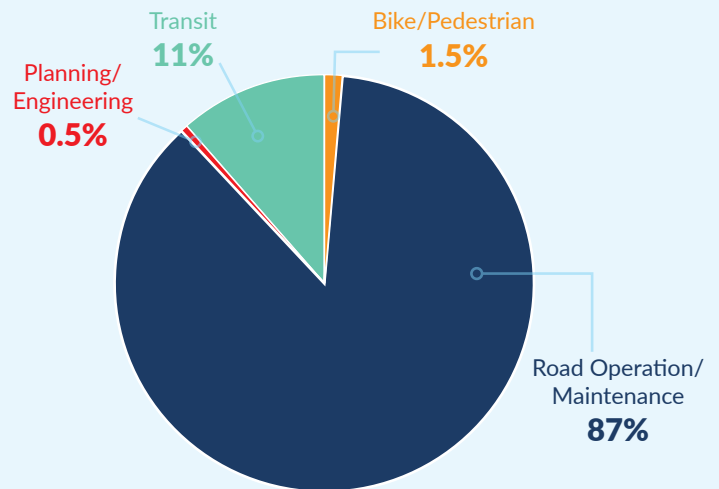
TRANSPORTATION AND INFRASTRUCTURE DEVELOPMENT

Between July 1, 2017 and June 30, 2018, approximately \$60.5 million in federal funds were obligated through the Eastgate General Policy Board for 48 highway, transit and non-motorized projects in the Valley.

Total Expenditures: \$60,511,504

This amount does not include the local share, which could be as much as 25 percent of the individual project total. The local share was not included as to eliminate duplication with other program investment within this report card.

FEDERAL HIGHWAY EXPENDITURES



Source: General Policy Board/Eastgate Regional Council of Governments

STATE OF OHIO - DISTRICT 6 PUBLIC WORKS COMMISSION (D6 PWIC)

State of Ohio - District 6 Public Works Commission (D6 PWIC)

Funding Program	Number of Projects*	Total \$ Allocation (loans and grants)	Total Project Amount
State Capital Improvement Program	21	\$ 5,280,985	\$ 11,372,118
Local Transportation Improvement Program	20	\$ 2,912,023	\$ 7,203,447
Revolving Loan Fund	3	\$ 3,612,694	\$ 4,034,184
Small Government Projects	1	\$ 74,636	\$ 138,215
TOTAL	43	\$ 11,880,338	\$ 22,747,964

*43 projects received funds, including two projects that received a combination of funds.

Source: D6 Board/Eastgate Regional Council of Governments

REAL ESTATE DEVELOPMENT

- Completed improvements to three buildings, investing \$80,000 and retaining 35 jobs.
- Continued tenant leases for \$685,689, retaining 184 jobs.
- Aqua Ohio completed construction of its new Struthers Division HQ, creating 10 jobs.
- Finalized the process of establishing an Urban Redevelopment Tax Increment Financing District by filing necessary documents for 420 commercial properties within the Downtown Warren Central Business District. Beginning in 2019, payments in lieu of taxes on the increased value of these properties will be placed in a fund for the city to use for public improvements.
- Received 19 inquiries regarding downtown buildings and approved 12 design/sign/demo applications.
- Began renovations on the former Harshman building in Youngstown, which will house classrooms and operations for Eastern Gateway Community College.
- Assisted in financing for The Enclave student apartments that are adjacent to the YSU campus, as well as the DoubleTree by Hilton Youngstown Downtown hotel.
- Completed an \$800,000 LED lighting project for the Youngstown-Warren Regional Airport runway, saving significant energy costs and adding to the resilience of the facility's infrastructure.
- Renovated more than 18,000 square feet of commercial business space on the Glenwood corridor and leased the space to three local small businesses.
- Maintained available building/site inventory, with nearly 250 properties online.
- Received \$500,000 grant from ODNR for the creation of a multi-use shared path from Downtown/YSU to Mill Creek Metroparks.
- Hosted InSite Consulting and JobsOhio for a SiteOhio site certification opportunity at CASTLO Industrial Park.
- YBI's newest building, TBB5, became home to five additive manufacturing companies and four high-end metal, ceramic and polymer printers, as well as software and post-processing equipment to continue driving innovation and research into the local economy.

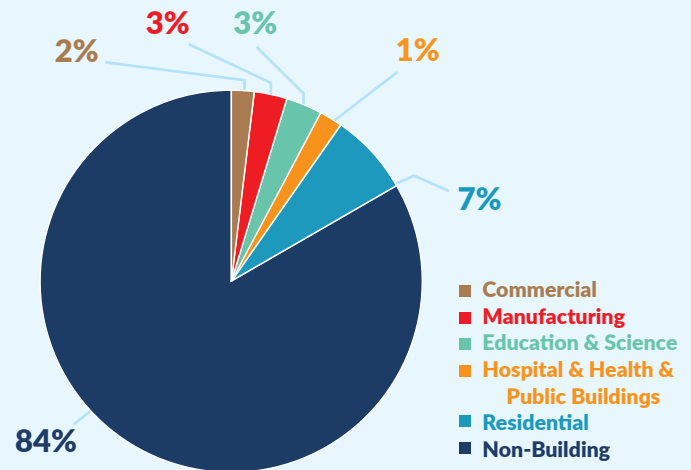
ATTRACTION/MARKETING EFFORTS

- The Eastern Ohio Military Affairs Commission continues to work with leaders around the state to build research, development and operations capacity at the Youngstown Air Reserve Station and Camp James A. Garfield in Ravenna to complement endeavors at Wright Patterson Air Base and NASA Glenn Research Center.
- Continued marketing of Youngstown through the *City of You* campaign.
- Implemented marketing efforts that resulted in 70 leads and 21 non-local visits to the area.
- TechBelt Energy Innovation Center (TBEIC) assisted three companies in moving to Warren, including one that is licensing NASA technology and one from Canada.

AREA CONSTRUCTION

Total Construction

\$1,954,981,000



Source: Dodge Local Construction Potentials Bulletin

PRIVATE PROJECTS WITHOUT AGENCY ASSISTANCE

In 2018, companies invested nearly \$18 million without receiving any agency assistance.

TOTALS	
Number of Projects	27
Total Investment	\$17,950,000
New Jobs	141
Retained Jobs	357

COLLABORATIONS, PARTNERSHIPS & PLANNING DEVELOPMENT

- Provided economic development technical assistance to the City of Warren regarding Social Security Administration, the Community Improvement Corporation, HUD 108 loan financings, Ohio Facilities Construction Commission, Packard Apartment building, Micro-Loan Success Program and tax incentive projects.
- Attended 149 meetings involving development issues.
- In partnership with WKBN, the JobsNow program highlighted 69 in-demand occupations to assist jobseekers and employers.
- Launched Phase 2 of the JobsNow program in conjunction with Steward WorkMED, enabling employers to provide free drug testing for potential new hires.
- Worked with area economic development organizations to establish 15 Opportunity Zones in Mahoning and Trumbull counties.
- Partnered with MAGNET to offer holistic consulting services to companies to find new growth opportunities.
- Formed a partnership with America Makes to assist with government affairs advocacy and event planning.
- Successfully applied for and received a \$100,000 National Endowment for the Arts (NEA) grant for the City of Youngstown.

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COLLABORATIONS, PARTNERSHIPS & PLANNING DEVELOPMENT

- Obtained \$117,500 to spearhead the installation of wayfinding signs for the City of Youngstown.
- Submitted and received grants totaling \$190,000 for initiatives within the City of Youngstown.
- Awarded \$10.8 million BUILD (Better Utilizing Investments to Leverage Development) federal grant for the development of critical infrastructure that will provide autonomous transit shuttles and waiting stations, bike paths, streetscaping and more to connect anchor institutions within the Downtown Youngstown area.
- With support from a variety of organizations, the City of Struthers was awarded \$2,324,500 for the Mahoning River Restoration and Dam Removal Project, which is now fully funded. The City is in the process of selecting a design/build team.
- Provided customized government affairs advocacy for four organizations with capital budget applications. Six of the eight capital budget projects represented on the inaugural Columbus Drive-In event secured funding.
- Launched the "Drive It Home" campaign, an initiative to support GM Lordstown and its future operations.
- Received more than \$11.1 million from state and federal sources since 2016, including \$5.1 million in 2018, for the Mahoning Valley Innovation and Commercialization Center (MVICC).
- Assisted the Village of Lowellville with a ground breaking for its Mahoning River Restoration and Dam Removal Project on October 26, 2018. The project received an award of \$2,345,000, and the design/build process has started.

PROGRAMS AND OPERATIONS

- Received \$1.8 million in ARC federal and state funding for nine projects, with a total project cost of \$5.4 million in our tri-county district. Projects included infrastructure, workforce development and increased access to health care services and created seven new jobs while retaining nine existing jobs.
- Employed 12 YSU business students, including three graduate assistants, at the SBDC through the Beeghly Fellows Internship Program.
- Continued the Warren Business Exchange, a hybrid business incubator, currently serving two in-house businesses.
- Graduated 13 companies from the Emerging Leaders (E-200) Program, in partnership with Cleveland District SBA and the City of Youngstown.
- Held inaugural D.C. Fly-In and Columbus Drive-In events to bring awareness of area issues to state and federal government leaders.
- Continued work on a project funded by the Burton D. Morgan Foundation to support commercialization of the intellectual property developed at America Makes, moving two products to market.
- The Additive Manufacturing team supported 67 Ohio companies, including Vallourec in Youngstown and GE Additive in Cincinnati, with the use of additive manufacturing to make low-volume tooling to reduce costs, decrease time to market and make companies more competitive.

ACCOLADES

Received a first-place award from the Mid-America Economic Development Council (MAEDC) for the JobsNow Workforce Initiative which was recognized as a unique and innovative workforce program.

Lauren Johnson, Business Development Manager and 422 Corridor Manager, received the Ohio Economic Development Association's Rookie of the Year runner-up award for her efforts in economic development.

TOTAL AREA COMPANY INVESTMENT

In 2018, the Youngstown-Warren Region realized a total of more than \$173 million in company investment through expansion and attraction projects.

PARTICIPATING DEVELOPMENT ENTITIES

CASTLO Community Improvement Corporation
City of Warren
City of Youngstown
Eastgate Regional Council of Governments
Mahoning Valley Economic Development Corporation
Ohio Means Jobs-Mahoning County & Trumbull County
Ohio Small Business Development Center (SBDC)
and Export Assistance Network (EAN) at
Youngstown State University
Tech Belt Energy Innovation Center
Trumbull County Planning Commission*
Warren Redevelopment and Planning Corporation
Western Reserve Port Authority/Northeast Ohio
Development and Finance Authority
Youngstown Business Incubator
Youngstown Neighborhood Development Corporation
Youngstown State University - Regional Economic
Development Initiative (REDI)
Youngstown/Warren Regional Chamber

*Data is not included in ED Report Card figures.