

YOUNGSTOWN-WARREN, OHIO

**ECONOMIC
DEVELOPMENT
2017
REPORT CARD**

2017 AGENCY-ASSISTED ECONOMIC INVESTMENT PROJECT AND ACTIVITY RECAP

PROJECT TYPE	PROJECT COUNT	INVESTMENT	NEW JOBS	RETAINED/ MAINTAINED JOBS
Startup	39	\$ 3,486,047	85	-
Retention/Expansion	286	\$ 77,614,962	504	2,189
Attraction	5	\$ 24,705,000	117	65
TOTALS	330	\$ 105,806,009	706	2,254

In 2017, nearly \$106 million of new investment in 330 projects was realized in the Valley through economic development agencies, resulting in 706 new jobs and 2,254 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 below.

DIRECT BUSINESS DEVELOPMENT

- Completed 438 staff-assisted job orders that were valued at \$105,120.
- Provided 96 onsite recruitment service events, valued at \$14,400.
- Assisted companies with On-the-Job Training grants that served 120 individuals at a total of \$525,041.
- Conducted 1,674 business meetings with current or prospective businesses.
- Held 152 training events and business networking opportunities that served 11,690 attendees.
- Issued bonds for five companies at a total value of \$52 million.
- Assisted in generating a \$43.5 million sales increase with local companies that employ more than 168 workers.
- Responded to 107 requests for data or regulatory information.
- Provided 3,035 counseling sessions and 9,458 hours of counseling to assist 640 clients with business development.
- Graduated 29 women business owners from WE Accelerator Programs, conducted more than 80 hours of one-on-one business counseling with women and awarded \$13,500 in grants to women-owned businesses—all through the Youngstown Business Incubator's Women in Entrepreneurship Program.
- Assisted 47 companies in securing more than \$4 million in federal government contracts.

INTERNATIONAL EXPORTS & INVESTMENT

- Facilitated 10 projects with export values of \$23,633,821 and capital infusion of \$14,757,000.
- Held 600 assistance sessions with 1,206 participants from current or potential exporting businesses.
- Sponsored 10 seminars, training events and business networking opportunities with 144 participants.
- Placed 10 students in the Export Internship Program through the SBDC Export Assistance Network (EAN) and Williamson College of Business Administration at Youngstown State University. Five students were offered full-time positions after completing the program, and three students passed their Certified Global Business Professional exam.
- Became the beta site for XJet 3D. This unique asset will be the only one housed in the U.S. during the beta period.
- Launched Israel-Youngstown Business Incubator (I-YBI) Collaborative to attract Israeli technology firms that have an emphasis in Additive Manufacturing and Industrial IOT to the region.
- Designated as a Certified Global Business Professional training site—one of 13 such sites in the U.S.
- Earned "EAR" and "ITAR" Export Compliance Professional certifications.
- Promoted 10-county OH-PA Stalene Export Initiative, which leverages the region's export resources and supply chains to take advantage of international business opportunities, through a collaboration between SBDC EAN and YWRC.

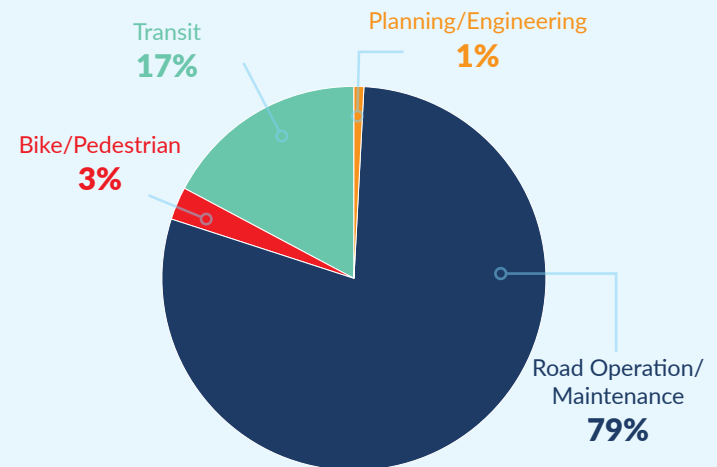
TRANSPORTATION AND INFRASTRUCTURE DEVELOPMENT

Between July 1, 2016 and June 30, 2017, approximately \$57.1 million in federal funds were obligated through the Eastgate General Policy Board for 63 highway, transit and non-motorized projects in the Valley.

Total Expenditures: \$57,145,661

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	26	\$ 6,841,890	\$ 21,660,445
Local Transportation Improvement Program	14	\$ 3,191,433	\$ 5,795,473
Revolving Loan Fund	5	\$ 2,703,610	\$ 3,057,260
Small Government Projects	6	\$ 659,749	\$ 1,115,654
TOTAL		\$ 13,396,682	\$ 31,628,832

Source: D6 Board/Eastgate Regional Council of Governments

PROGRAMS AND OPERATIONS

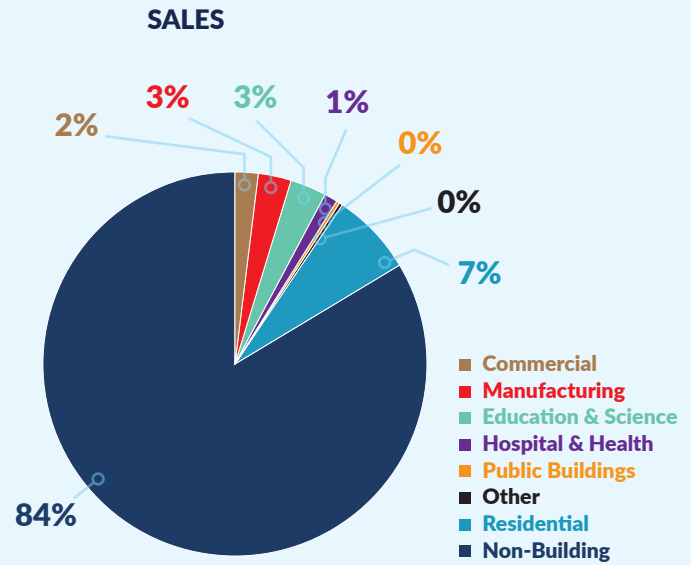
- Graduated 18 companies from the Emerging Leaders (E-200) Program, in partnership with Cleveland District SBA and the City of Youngstown.
- Partnered with the University of Akron Law School's SEED Clinic to provide legal assistance to clients.
- Continued Warren Business Exchange, a hybrid business incubator, currently serving two in-house businesses.
- Promoted Camp Ravenna, one of three finalist sites for the East Coast Ballistic Missile Defense Shield, to various decision makers. Should Congress fund the \$4.6 billion project, the site would serve to meet emerging threats to the Eastern Seaboard from the Middle East and North Korea.
- Received \$1.4 million in funding from ARC federal and state dollars to cover infrastructure, equipment and training for nearly \$5.4 million in project costs, creating 163 jobs and retaining 88 jobs.
- Started work on a project funded by the Burton D. Morgan Foundation to support commercialization of the intellectual property developed at America Makes.
- Completed the start-up phase of Valley Growth Ventures, a \$6 million micro venture capital fund aimed at technology companies.
- Issued the first-term sheet for Medasync, a software platform that provides real-time business intelligence and decision support for the health care industry.
- Launched So Good, a program to educate and inspire social entrepreneurs, with a kick-off event that brought in a crowd of more than 90 attendees.
- Successfully applied to become the region's Minority Business Assistance Center.

ATTRACTION/MARKETING EFFORTS

- Implemented marketing efforts that generated 67 leads from non-local entities and 27 visits to the area from companies.
- Continued pursuit of team strategies with local development officials and existing short-line rail provider.
- Participated in the Ohio Defense Forum at The Ohio State University and continued to work with leaders around the state to build research, development and operations capacity at the Youngstown Air Reserve Station and Camp Ravenna to complement endeavors at Wright Patterson Air Base and NASA Glenn Research Center, via the Eastern Ohio Military Affairs Council.
- Launched a robust marketing campaign to boost the visibility of the Minority Business Assistance Center.
- Continued marketing of Youngstown through the "City of You" campaign.

AREA CONSTRUCTION

Total Construction **\$1,124,094,000**



Source: Dodge Local Construction Potentials Bulletin

PRIVATE PROJECTS WITHOUT AGENCY ASSISTANCE

Company Completed Without Agency Assistance

Project Type	Project Count	Investment	New Jobs	Retained/Maintained Jobs
Startup	11	n/a	-	-
Retention/Expansion	21	\$ 109,400,000	220	180
Attraction	5	\$ 1,050,000	-	-
TOTALS	37	\$ 110,450,000	220	180

COLLABORATIONS, PARTNERSHIPS & PLANNING DEVELOPMENT

- Attended 154 meetings involving development issues.
- Initiated a collaborative effort called "Warren Now!" to bring together leaders from economic development agencies. Monthly meetings included discussions on local projects, community engagement and programs to share economic development opportunities to the general public.
- Assisted with business outreach for eBay's Retail Revival program, a pilot initiative that provides wraparound support services, training and marketing to participating retailers to expand their business through eBay's e-commerce platform. Warren and Akron have been selected as the first cities in the United States to partner with eBay for the program's launch.
- Continued collaboration with Mahoning River Corridor Mayor's Association, Mahoning River Corridor Initiative, Economic Action Group, Oak Hill Collaborative, Common Wealth, Inc., and Mahoning County Convention & Visitors Bureau.
- Supported Mahoning Valley is for Entrepreneurs (MVE) to streamline small business assistance efforts in the Mahoning Valley.

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COLLABORATIONS, PARTNERSHIPS & PLANNING DEVELOPMENT

Continued

- Launched the Northeast Ohio Additive Manufacturing Cluster.
- Partnered with Jet Creative to provide websites to portfolio companies at a discount.
- Highlighted 52 in-demand occupations and encouraged job seekers to visit OhioMeansJobs for work opportunities, via the JobsNow program, in partnership with WKBN.
- Placed 43 of 50 participating Austintown Schools students in job opportunities through the Community Connectors program, which develops soft skills of 11th and 12th grade students by pairing them with businesses.
- Partnered with MAGNET to offer holistic consulting services to companies to find new growth opportunities.
- Worked with local and regional food truck vendors to provide services to employees located within industrial parks.
- Developed contracts with local government to produce comprehensive plans, update zoning maps and manage community reinvestment areas.

REAL ESTATE DEVELOPMENT

- Received 31 inquiries regarding downtown Warren buildings and approved 26 design/sign/demo applications.
- Continued tenant leases for \$685,689, retaining 184 jobs.
- Assisted Warren City Council in creating an Urban Development Tax Increment Financing (TIF) district within the downtown area. Funds will be collected as service payments in lieu of taxes to be applied to infrastructure improvements within the downtown.
- Completed improvements to three buildings, investing \$81,720 and retaining 34 jobs.
- YBI completed \$5.2 million in renovations to Tech Block Building 5, putting 65,000 square feet of former manufacturing space back into productive use in downtown Youngstown.
- Raised nearly \$15,000 in grant funding, planted trees and engaged more than 50 volunteers for a community workday, with the assistance of the Route 422 Corridor initiative.
- Maintained available building/site inventory with nearly 300 properties online.
- Received \$1.2 million in grants for technical assistance, broadband study, brownfields and an environmental assessment for a major investor.
- Awarded a \$100,000 grant from the Ohio EPA for removal of the abandoned gas station on Route 422 in Girard.
- Completed construction of approximately 200 new Campus Edge Student Apartments at Youngstown State University, bringing the total number of Campus Edge apartments to 400 built within the past two years.

ACCOLADES

Awarded the Ohio SBDC Economic Impact: Jobs Created and Retained award for having the highest volume of jobs created and retained in relation to the hours spent with clients.

Received the Silver Award for Regionalism & Cross-Border Collaboration from International Economic Development Corporation for the Mahoning River Corridor Mayors' Association 2010 MRCI Feasibility Study.

Recognized with the YSU Office of Research Award.

Received top honors from the Mid-America Economic Development Council (MAEDC) for Victory For The Valley initiative and recognition for the Community Connectors program.

Selected as winner of Ohio Economic Development Association's Economic Development Marketing Category for the "City of You" campaign to promote Youngstown.

TOTAL AREA COMPANY INVESTMENT

In 2017, the Youngstown Warren Region realized a total of more than \$216 million in company investment through expansion and attraction projects.

PARTICIPATING DEVELOPMENT ENTITIES

Business Resource Network
CASTLO Community Improvement Corporation
City of Warren
City of Youngstown
Eastgate Regional Council of Governments
The Export Assistance Network (EAN) of Youngstown State University
Mahoning Valley Economic Development Corporation
OhioMeansJobs-Mahoning County & Trumbull County
Ohio Small Business Development Center at YSU
SCORE at YSU *
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 State University - Regional Economic Development Initiative
Youngstown/Warren Regional Chamber

*Data is not included in ED Report Card figures.