



ECONOMIC DEVELOPMENT

2019 REPORT CARD

YOUNGSTOWN-WARREN, OHIO

Economic Investment and Activity Recap

2019 AGENCY-ASSISTED ECONOMIC INVESTMENT PROJECT AND ACTIVITY RECAP

2019 Agency-Assisted Project Totals

Number of Projects	66
Total Investment	\$284,254,524
New Jobs Created	1,851
Existing Jobs Retained	2,809

In 2019, economic development agencies in the Youngstown-Warren region were proud to have assisted with 66 projects that resulted in more than \$284 million of new investment, 1,851 new jobs and 2,809 retained jobs. The combined resources of these 15 agencies were utilized for myriad services comprising everything from help with infrastructure investment, tax incentives, loans and project coordination, to grants oversight, technical advisement, property development and more.

DIRECT BUSINESS DEVELOPMENT

- Held 128 business networking opportunities reaching more than 6,800 attendees.
- Conducted 440 one-on-one business meetings or site visits with current or prospective business owners.
- Responded to 105 leads for prospective projects and 135 requests for data or regulatory information.
- Posted 777 staff-assisted job orders valued at \$186,480.
- Held 156 onsite recruitment events valued at \$96,900.
- Serviced 174 individuals with on-the-job training valued at \$698,314.
- Grew active portfolio companies at BRITE from 16 to 26.
- Served 395 clients through 6,396 hours of counseling, resulting in a \$13.9 million increase in sales.
- Helped companies raise \$19.8 million in capital investment that created 349 new jobs and retained 1,341 existing jobs.
- Facilitated the participation of 66 MBA and undergraduate business students in 12 SBDC client projects.
- Assisted 11 companies in securing more than \$9.5 million in federal government contracts and counseled more than 77 companies in locating funding opportunities.

INTERNATIONAL EXPORTS & INVESTMENT

- Traveled to Berlin, Darmstadt and Dortmund, as four Valley community economic development professionals were selected to participate in the "Transatlantic Cities of Tomorrow: Digitation and the Future of Work" program, sponsored by the American German Consulate, and focused on the deployment of advanced digital technologies.
- Facilitated \$36.55 million in export sales growth within the Export Assistance Network (EAN) service area: Ashtabula, Mahoning, Trumbull, Columbiana, Carroll, Stark, Holmes, Portage, Tuscarawas and Geauga counties.
- Assisted 23 EAN export clients that applied for and received STEP IMAGE grants totaling \$218,000.
- Enrolled 10 students in the Ohio Export Internship Program during the summer.
- Continued collaboration with OH-PA Export Initiative (OPEI), which leverages the region's export resources and supply chains to take advantage of international business opportunities.

TRANSPORTATION & INFRASTRUCTURE DEVELOPMENT

Between July 1, 2018 and June 30, 2019, approximately \$42.9 million in federal funds were obligated through the Eastgate General Policy Board for 51 highway, transit and non-motorized projects in the Valley.

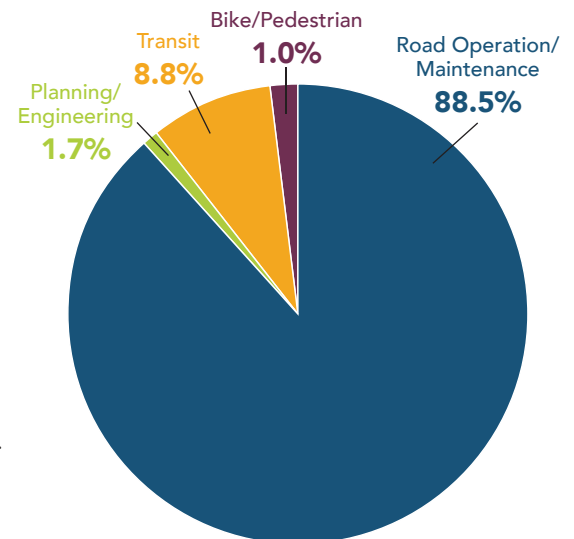
Total \$42,876,957

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.

Source: General Policy Board/Eastgate Regional Council of Governments

Federal Highway Expenditures

(July 1, 2018 - June 30, 2019)



STATE OF OHIO-DISTRICT 6 PUBLIC WORKS COMMISSION (D6PWIC)

Funding Program	Number of Projects	Total Allocation (loans and grants)	Total Project Amount
State Capital Improvement Program	27	\$ 6,584,544	\$27,424,356
Local Transportation Improvement Program	3	\$ 2,872,183	\$ 4,275,924
Revolving Loan Fund	2	\$ 2,466,951	\$ 2,466,951
Small Government Projects	4	\$ 319,479	\$ 594,069
Total	36	\$ 12,243,157	\$34,761,300

Source: D6 Board/Eastgate Regional Council of Governments

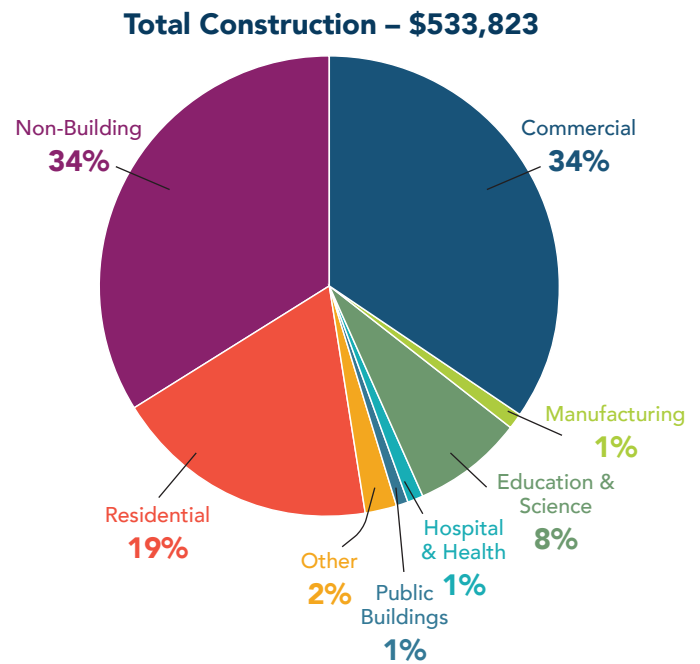
REAL ESTATE DEVELOPMENT

- Issued bond financing for projects totaling \$24 million.
- Installed the first public electric vehicle charger in the region at the Franklin Street Parking Garage in the City of Warren.
- Received a \$1.2 million Federal Aviation Administration AIP grant for the Youngstown-Warren Regional Airport (YNG) for Phase II airfield lighting upgrades and rehabilitation of taxiways.
- Completed renovations on the first floor and lower level of the former Harshman Building in Youngstown, which is now fully operational for Eastern Gateway Community College and includes classrooms, offices and a training facility.
- Attended 162 meetings involving development issues.
- Received 15 inquiries regarding downtown buildings and 17 inquiries on facade projects, conducted 35 property searches and approved 14 design/sign/demo applications.
- Maintained available building/site inventory with nearly 211 properties online.
- Created a Regional Rail Commission with local governments, property owners, rail companies and potential users.
- Completed five environmental review records.
- Installed upgraded security cameras in the City of Warren's Central Business District.
- Entered into leases with YNG-West LLC and TJX/HomeGoods.
- Received \$116,000 in grant funding to complete a Phase II study, property assessment and redevelopment for three potential projects.
- Moved forward with engineering design projects for three Trumbull County communities.
- Continued implementation of U.S. 422 Redevelopment Plan in conjunction with partner agencies, businesses and residents.
- Submitted a U.S. EPA Brownfield cleanup grant application for the former Ohio Leather property in Girard.

ATTRACTION/MARKETING EFFORTS

- Continued to work with leaders around the state and nation to build research, development and operations capacity at Youngstown Air Reserve Station (YARS) and Camp James A. Garfield in Ravenna through the efforts of the Eastern Ohio Military Affairs Council (EOMAC).
- Advocated successfully for a \$9 million, state-of-the-art crew-served weapons range at Camp James A. Garfield and a new front-gate complex at YARS, also via EOMAC.
- Attracted one in-state and one out-of-state startup to Warren.
- Implemented marketing efforts that generated 46 leads from non-local entities and 11 visits to the area.
- Continued pursuit of team strategies with local development officials and existing short-line rail provider.

AREA CONSTRUCTION



Source: Dodge Local Construction Potentials Bulletin

PRIVATE PROJECTS WITHOUT AGENCY ASSISTANCE

In 2019, companies invested \$47.8 million without receiving any agency assistance.

Number of Projects	19
Total Investment	\$47,800,288
New Jobs Created	187
Existing Jobs Retained	85

COLLABORATIONS, PARTNERSHIPS & PLANNING DEVELOPMENT

- Selected by the Malcolm Baldrige Foundation as one of just six communities nationally to participate in the third *Communities of Excellence* cohort, through which regional leaders will institute a comprehensive strategic planning process.
- Secured \$3.6 million in the State of Ohio's operating budget for Mahoning River, additive manufacturing and military affairs priorities.
- Developed contracts with local governments to produce comprehensive plans, update zoning maps and manage community reinvestment areas.
- Coordinated local campaign to promote the 2020 Decennial Census.
- Completed the YARS Joint Land Use Study as part of the process to finalize the City of Warren's Comprehensive Plan and develop stages of other targeted plans.
- Applied for grant funding to perform a broadband feasibility study for all of Trumbull County.
- Became part of an Innovation Incubation Channel Partner, an initiative funded by Wells Fargo for cleantech incubators.

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COLLABORATIONS, PARTNERSHIPS & PLANNING DEVELOPMENT

Continued

- Continued to provide customized government affairs advocacy for six organizations with capital budget applications.
- Provided economic development technical assistance to the City of Warren regarding Social Security Administration and U.S. Postal Service leases; HUD 108 loan financings; site selection within the downtown area; and upgrades to the Central Business District Review Guidelines.
- Highlighted 53 in-demand occupations to assist jobseekers and employers through the JobsNow program, in partnership with WKBN.
- Published the Mahoning Valley Opportunity Zones Prospectus to spur business and real estate development in Mahoning and Trumbull counties.
- Welcomed the Impact Ohio Policy Conference—helping to advance Valley priorities—and its more than 200 attendees to the Valley for the first time.
- Hosted the “Drive It Home Ohio” campaign on a trip to Columbus to garner support for the General Motors Lordstown plant.

PROGRAMS AND OPERATIONS

- Hosted a Technology Takes the Wheel seminar in anticipation of deployment of autonomous transit in Youngstown by 2021.
- Hosted the Space Foundation for a technology and entrepreneurship seminar designed to engage Valley companies in the aerospace industry supply chain.
- Held annual D.C. Fly-In and Columbus Drive-In events to create awareness of area issues for state and federal government leaders.
- Employed six undergraduate interns and three graduate assistants to support client projects.
- Received \$1.9 million in ARC Federal and State funding for 10 projects with a total project cost of \$5 million in the tri-county district. Projects included infrastructure, workforce training/education and business development, all of which created 88 new jobs while retaining 336 existing jobs.
- Started the ADA Transition Plan in Trumbull County.
- Offered new Economic Impact Analysis service to provide information on how projects and events impact our local economy.

TOTAL AREA PROJECT INVESTMENT

In 2019, the Youngstown-Warren region realized a total of more than \$322 million in company investment through startup, expansion and attraction projects.

ACCOLADES

- The Ohio Small Business Development Center at Youngstown State University was honored, from among nearly 1,000 SBDCs across the country, with the U.S. Small Business Administration “SBDC Excellence and Innovation Award” for 2019.
- The Ohio SBDC & EAN at YSU received six awards from the State of Ohio in 2019.
- The Youngstown/Warren Regional Chamber received the “Excellence in Marketing and Communications” award from the Ohio Economic Development Association (OEDA) for the DC Fly-In and Columbus Drive-In events.
- Shea MacMillan was selected as finalist for the OEDA’s 2019 “Economic Development Rookie of the Year” award for his efforts in economic development.

PARTICIPATING DEVELOPMENT ENTITIES

- *BRITE Energy Innovators*
- *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) of Youngstown State University*
- *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 - External Affairs, Government Relations and Economic Development (EAGRED)*
- *Youngstown/Warren Regional Chamber*

**Data was not provided for ED Report Card.*