

Welcome Project Railport

Site Visit

July 12, 2024





Frank LaRock
Project Manager
614-300-1355
Larock@jobsohio.com

JobsOhio: Ohio's Private Economic Development Corporation



JobsOhio Ohio's Private Economic Development Corporation

2011

**JobsOhio Founded.
Private, Non-Profit.**

2013

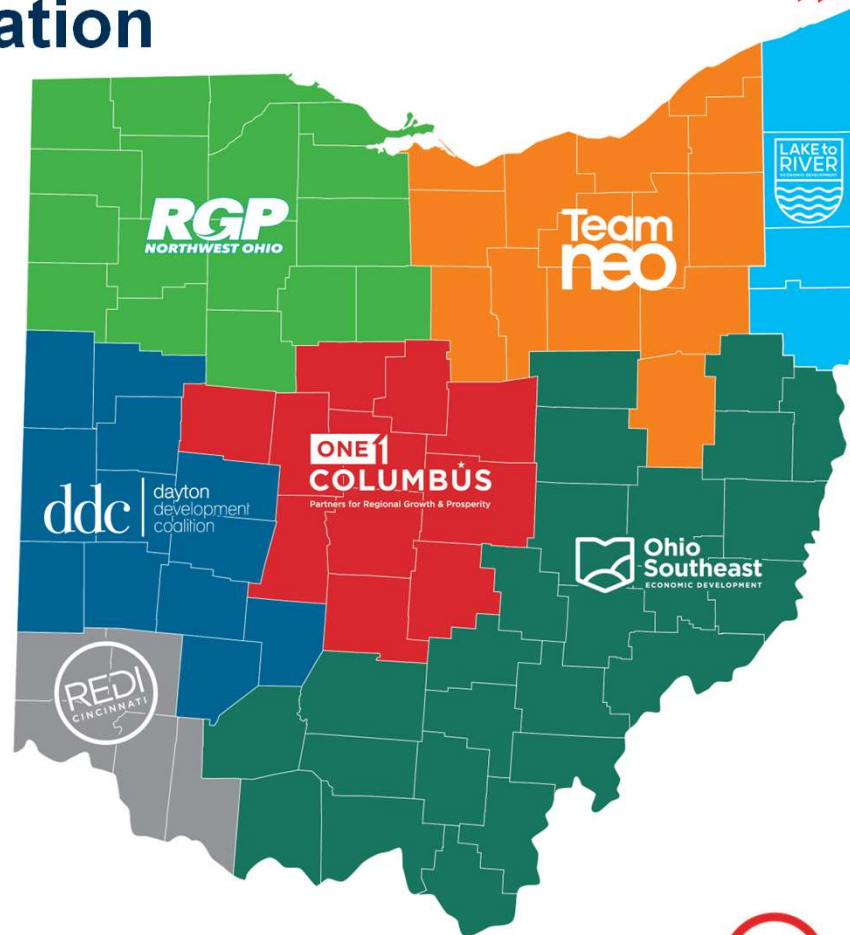
**Private Funding
Source Secured.**

2019

**New Strategies
Begin.**

First-of-its-kind Economic Development Platform

- 7 Regional Partners
- International Footprint



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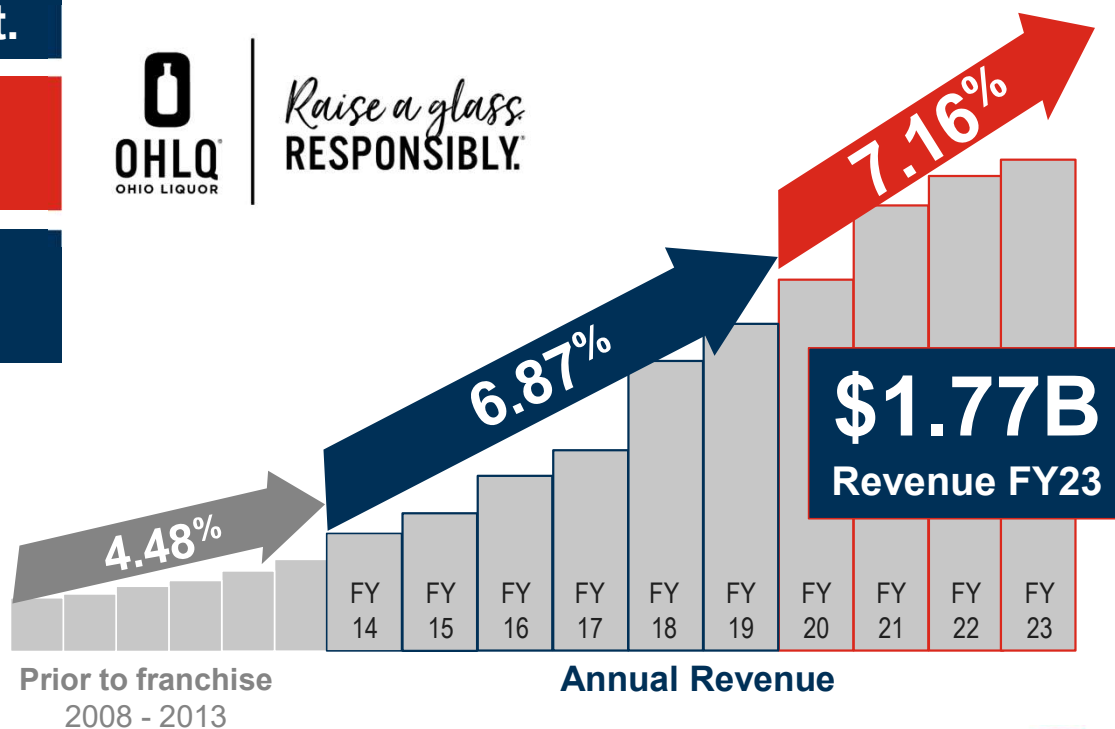
Private Funding
Source Secured.

2019

New Strategies
Begin.



Raise a glass
RESPONSIBLY.



JobsOhio Ohio's Private Economic Development Corporation

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Private Funding
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New Strategies
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10 Industry Sectors

- 1.2 Million Ohio Jobs
- 36% Gross State Product
- 22% Ohio Employment
- 29% Ohio Payroll

9 + 1 Sectors

- 1 Advanced Manufacturing
- 2 Logistics & Distribution
- 3 Financial Services
- 4 Automotive
- 5 Information Technology
- 6 Energy & Chemicals
- 7 Healthcare
- 8 Food Processing & Ag
- 9 Aerospace & Aviation

+1 Military & Federal

JobsOhio 1.0

Loans

Grants

Marketing Ohio

PILOT: Talent

PILOT: Sites



JobsOhio 2.0

Talent
Initiatives

Sites
Program

Growth
Capital

Innovation
Districts

Small Business &
Community

Air Service

Finance
Partnerships



How we Support Companies:

Speed

- **Economic Development Model: Statewide Reach with a Local Touch**
 - JobsOhio, regional partners and state agencies operate on a long-term economic horizon
- **Vibrant Locations with Readily Developable Sites**
 - Unique combination of top-ranked business environment and leading quality of life
- **Developer and Construction Track-Record of Delivery**
 - Successful track record on projects across all sectors

Cost

- **Favorable and Predictable Business Climate (including tax environment)**
 - Lowest effective tax on capital intensive manufacturing in the Midwest (no tax on corporate profits, inventory, tangible personal property, R&D investments, products sold to customers outside Ohio)
 - Long-term state fiscal strength and stability (e.g., Fitch upgrade to AAA rating in 2022)
- **Comprehensive, Performance-Based Incentives**
 - JobsOhio private funds allow for flexibility and creativity through grants and financing

Talent

- **Complete Set of Resources to Access and Leverage**
 - 350+ colleges and universities with >32K STEM graduates annually
- **Innovative Programs and Initiatives**
 - Customized workforce grants and talent acquisition services
 - 3 Innovation Districts of national importance with growing talent supply
 - Attracting out-of-state talent through Find Your Ohio platform



Ohio is the **HEART OF IT ALL**

7th Largest U.S. Economy

#7 in USA

Fortune 500 & 1000 HQs

#5 in USA

Fortune 500 Companies

24

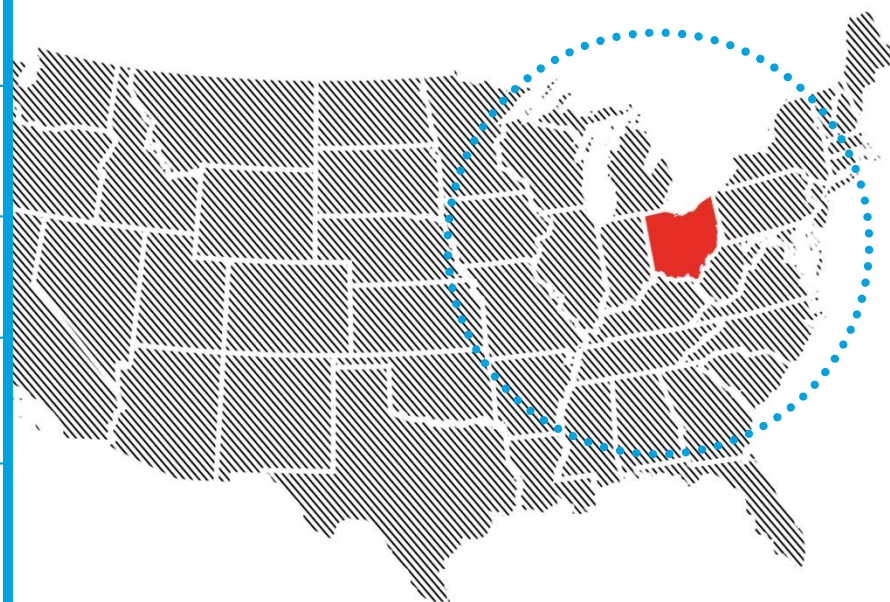
Manufacturing GDP

#4 in USA

U.S. & Canadian Population

Within One Day Drive (600 miles)

>60%





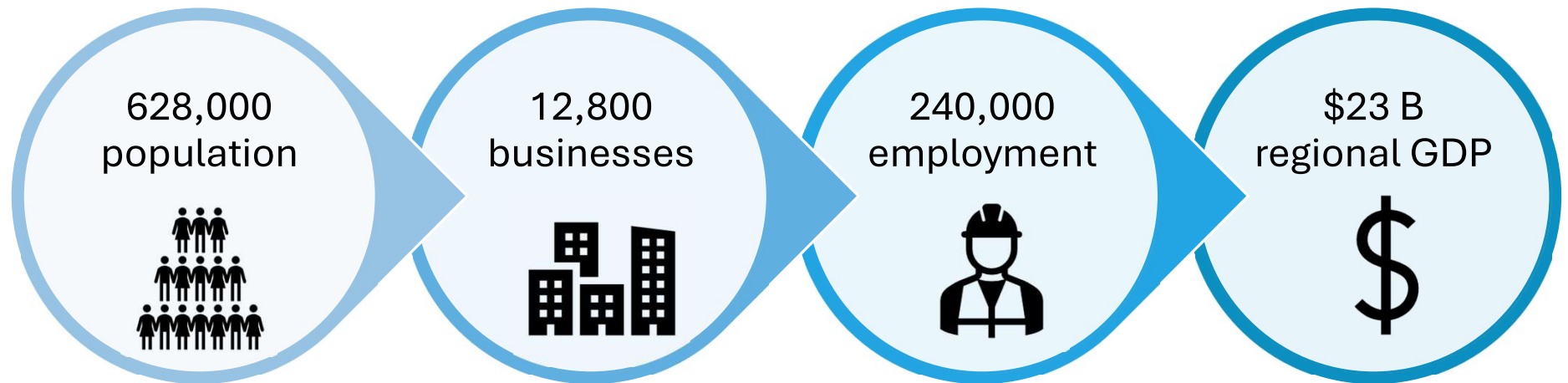
At Lake to River, we're dedicated to transforming Eastern Ohio's economic landscape by fostering growth, innovation, and community development.

- Regional economic development organization in Eastern Ohio
- Services:
 - Support for Projects
 - Site Readiness
 - Workforce and Talent Development
 - Business Assistance

Lake to River Region

Advanced Manufacturing
Logistics and Distribution
Fabricated Metals

Automotive & Electric Vehicles
Energy and Chemicals
Food & Agribusiness



Strategic Location

- 6 highways
- 2 Class I rail carriers: CSX and NS
- Ports on Lake Erie and Ohio River
- 1-day drive reaches 8 of the top 25 U.S. markets
- Direct maritime access to Canadian mar
- Abundant available utilities: low-cost electric, natural gas and water



600 Mile Radius – 1 day drive



Private local economic development organization, leading development initiatives for Ashtabula County.

Our goal is to build a competitive environment for business success by providing the following core services:



Strategic development of resources critical to doing business in the county, including land/building acquisition, infrastructure, zoning, financing, incentives, and more.



Lead business attraction and retention.



Support workforce development resources to meet labor needs.

About Ashtabula County



2022 Population

97,666

0.207% 1-year decline



2022 Median Household Income

\$53,663

8.02% 1-year increase



2022 Employed Population

42,136

2.17% 1-year increase

42,136 workers



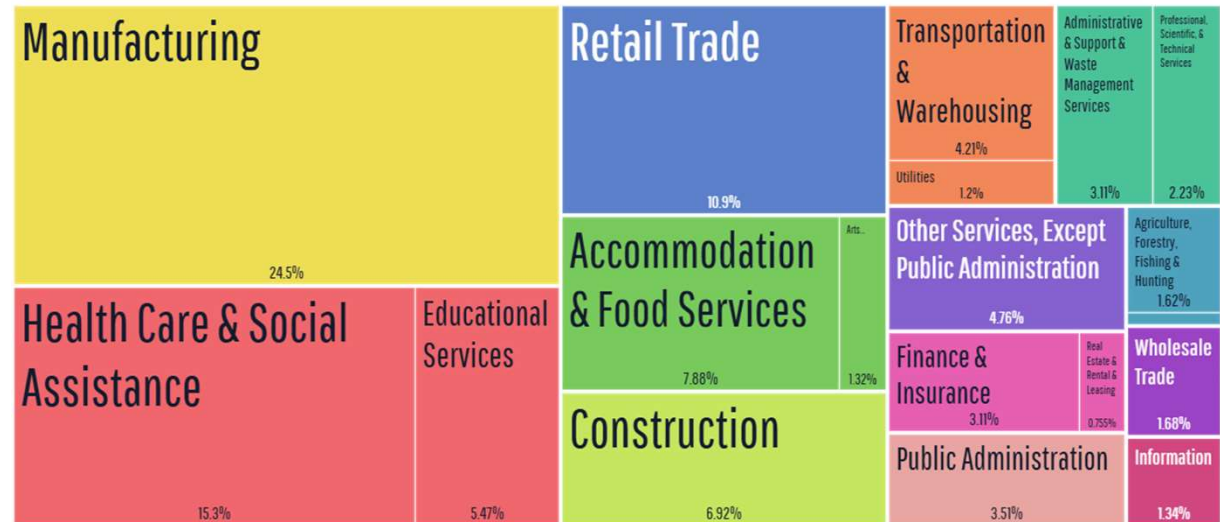
2022 Gross Domestic Product

\$3.79B

7.12% 1-year increase

Manufacturing Industry (Top 4):

1. Composites – Plastics/Rubber (23%)
2. Fabricated Metals (16%)
3. Chemicals (12%)
4. Transportation Equipment (12%)



Site Overview

JAB Site
Ashtabula, Ohio



Site Overview

Property History

- Remediated Brownfield Property (part of former Union Carbide complex)
- Contained ancillary buildings (storage/maintenance)
- Former Rail Yard

531

80
ACRES



Ashtabula Port

531

Russell Drive

80
ACRES

RAIL

RAIL

**DEVELOPABLE
ACRES**

80

SALE PRICE

\$40,000

TYPE OF SPACE

Vacant Land

OWNERSHIP

Single Owner – Port
Authority

ZONING

Heavy Industrial



Site Due Diligence

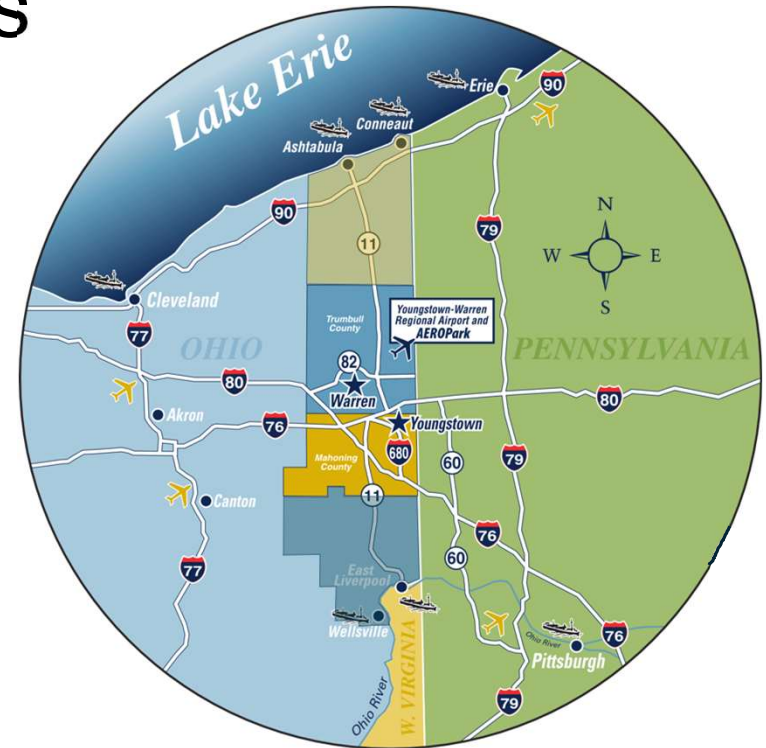
- ✓ Phase 1 – completed February 2022
- ✓ Phase 2 – completed June 2022
- ✓ Geotechnical – completed 2014
- ✓ Wetlands Delineation – completed 2014 (site is level and dry)
- ✓ Easements – 20 historic easements
- ✓ Mineral Rights – owned with property
- ✓ Endangered Species – no study completed



Access to Regional Markets

Ashtabula's proximity to major highways provides Excellent logistical advantages.

Route	Direction	Distance
OH-11	North-south	1.4 mi
I-90	East-west	6.8 mi
I-79	North-south	45 mi
I-80	East-west	55 mi
I-77	North-south	67 mi



Regional Markets within a 2-hour drive

Ashtabula Port Advantages

- Great Lakes-Saint Lawrence Seaway shipping has an outstanding safety record compared to other modes of surface transportation.
- Barge, container and cargo handling capabilities for import and export goods.
- Direct, scheduled vessel service possible between the Great Lakes & Europe.
- 7-10 days door-to-door transit savings vs. coastal port routes.
- Direct access to Canadian markets.



Port & Rail Access

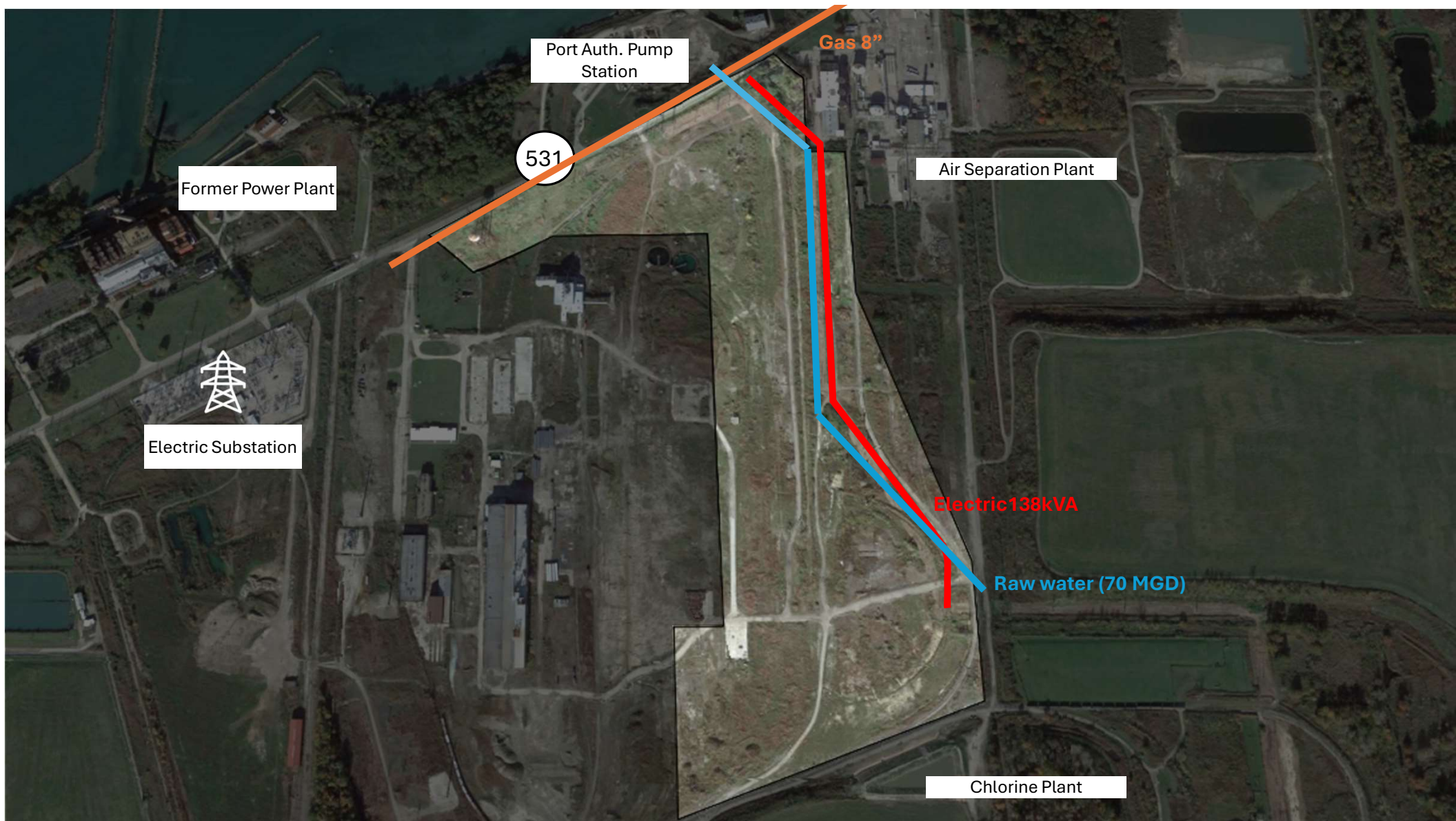
Maritime Access

- Kinder Morgan Pinney Dock (1.5 mi. drive)
- Deepwater port with domestic and international connections

Rail Access

- Class 1 spur (CSX) on site
- Rail connection to port (Pinney Dock)





Former Power Plant



Electric Substation

Port Auth. Pump
Station

531

Gas 8"

Air Separation Plant

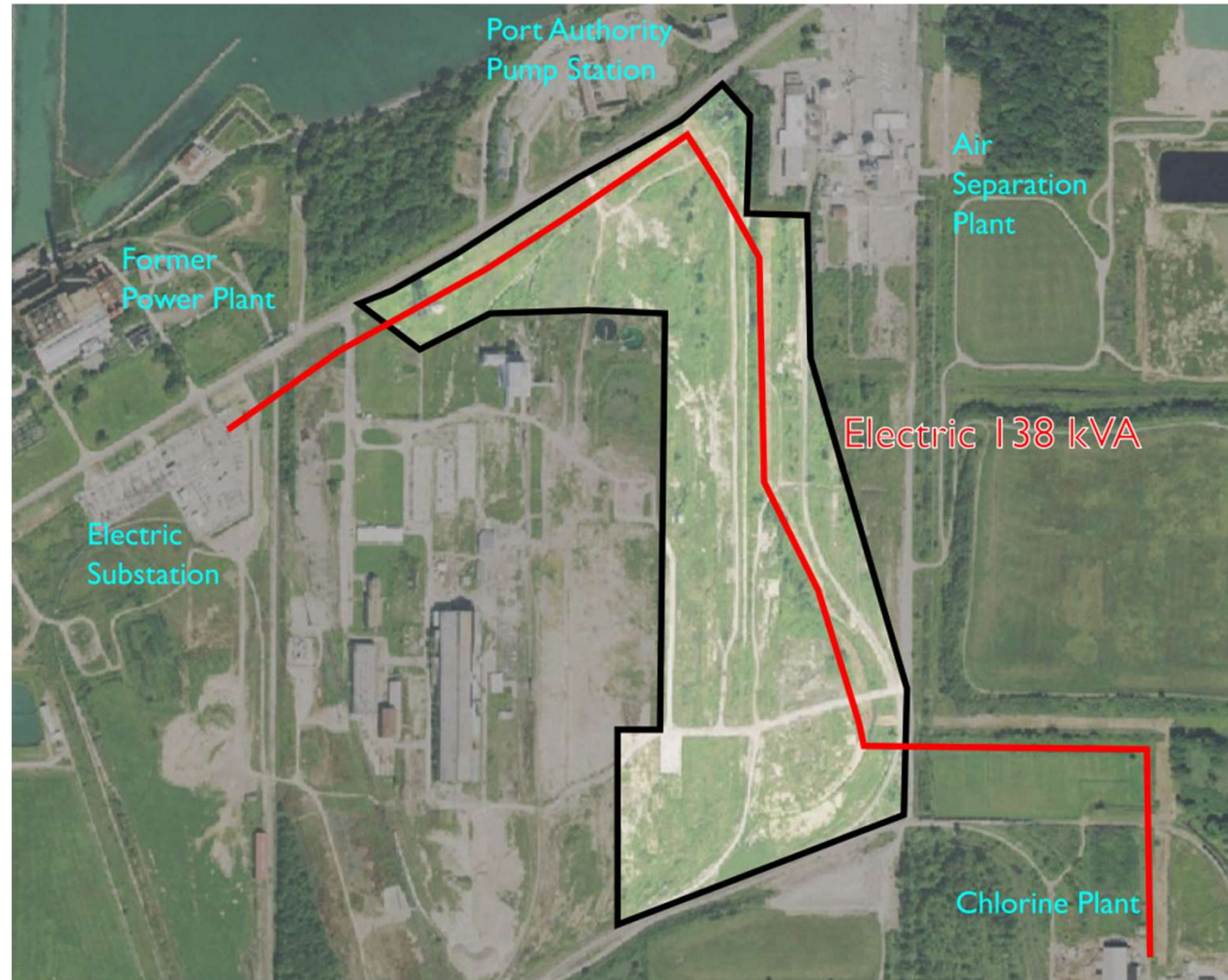
Electric 138kVA

Raw water (70 MGD)

Chlorine Plant

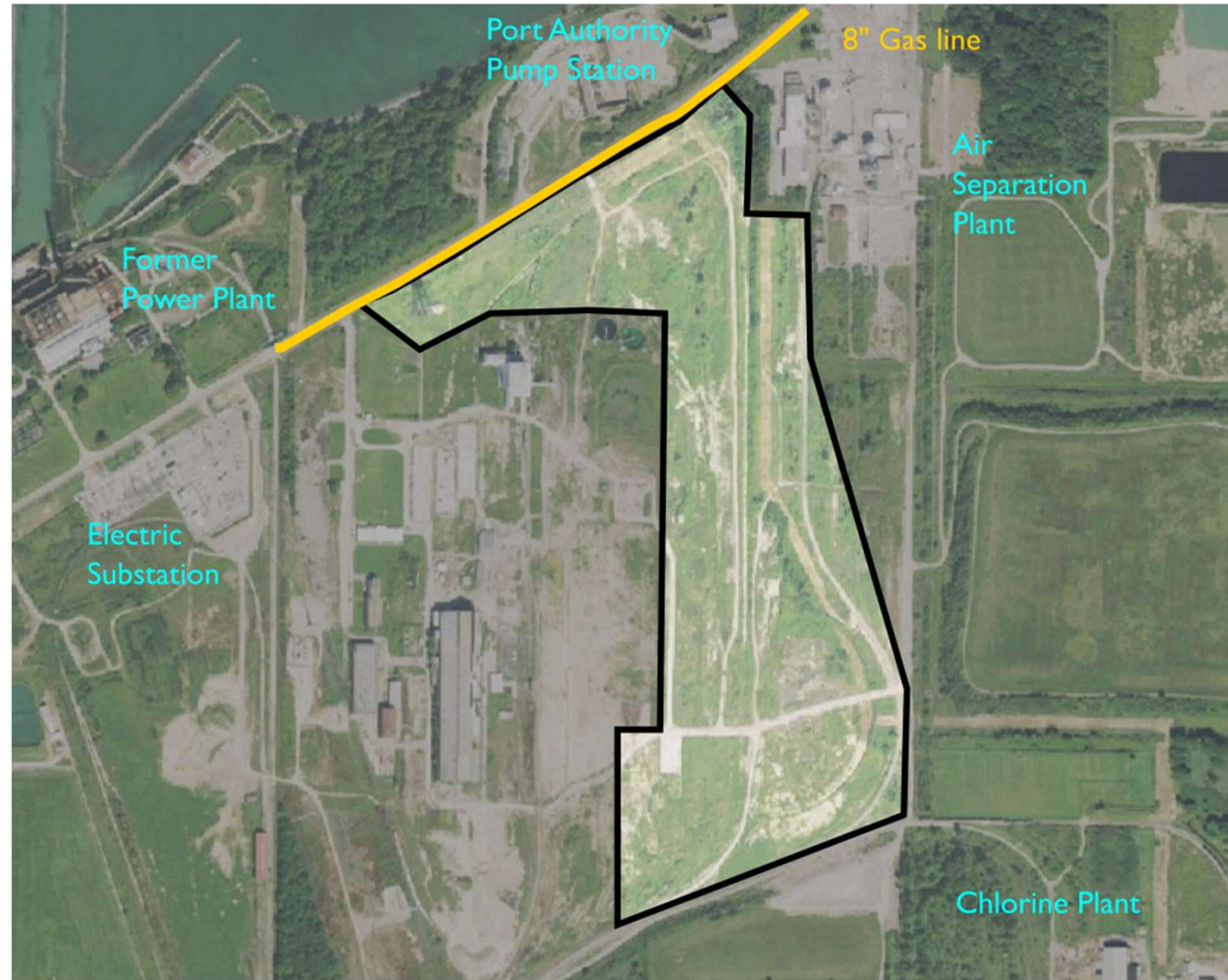
Electric Utility

- Transmission-level service provided by First Energy.
- Multiple 138 kVA lines could connect to customer-built and owned substation.
- Service specs would be determined through detailed load study - 40/60 cost share between company and utility.



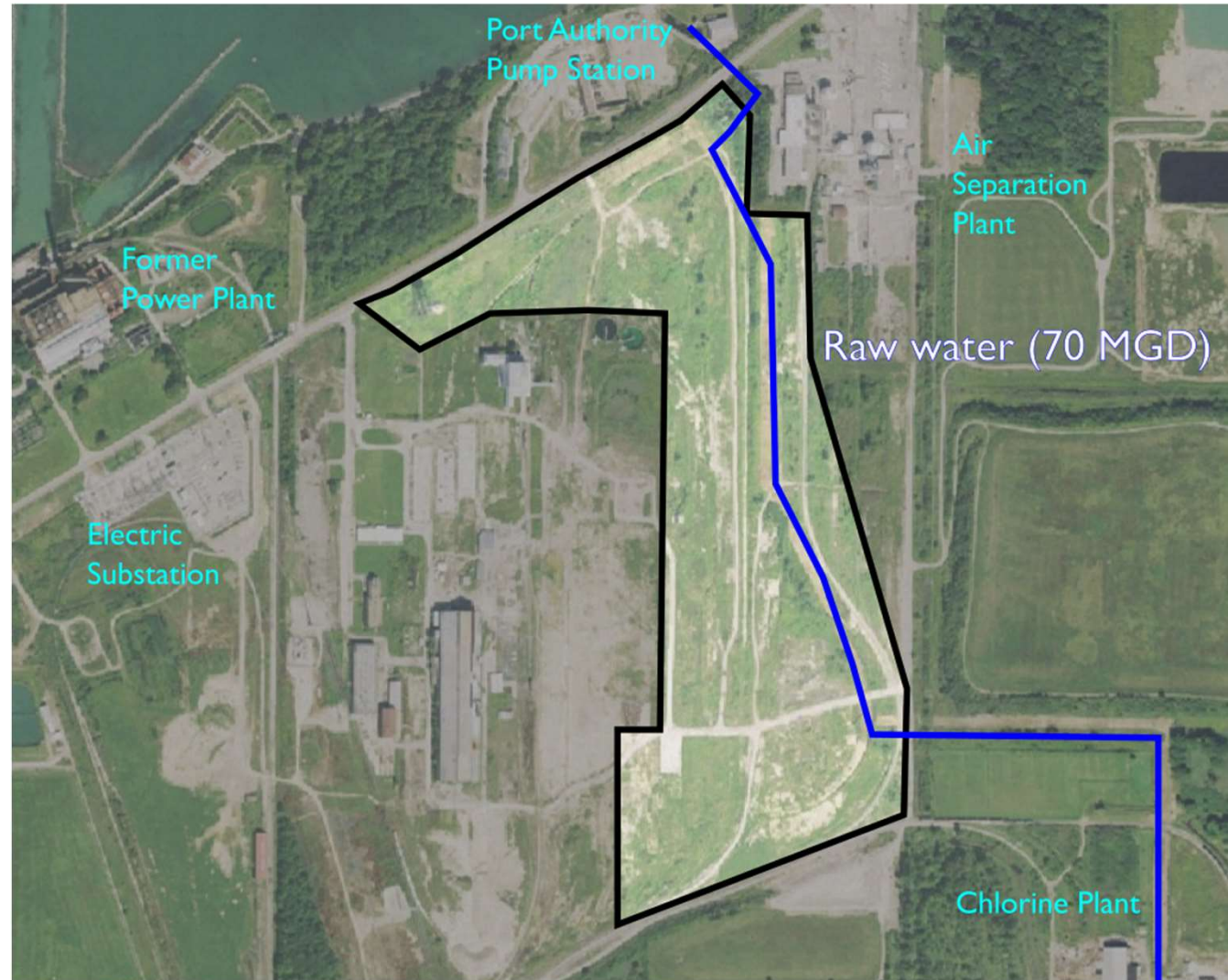
Gas Utility

- Provided by Enbridge Gas Ohio, formerly Dominion Ohio Energy
- 8" gas line along northern border
- Line pressure 50-70
- Nearby pipeline adds 40,000 dekatherms



Water Utility

- Provided by Aqua Ohio/City of Ashtabula
- Raw water 10 MGD with up to 70 MGD available
- Port Authority Pump Station north of site





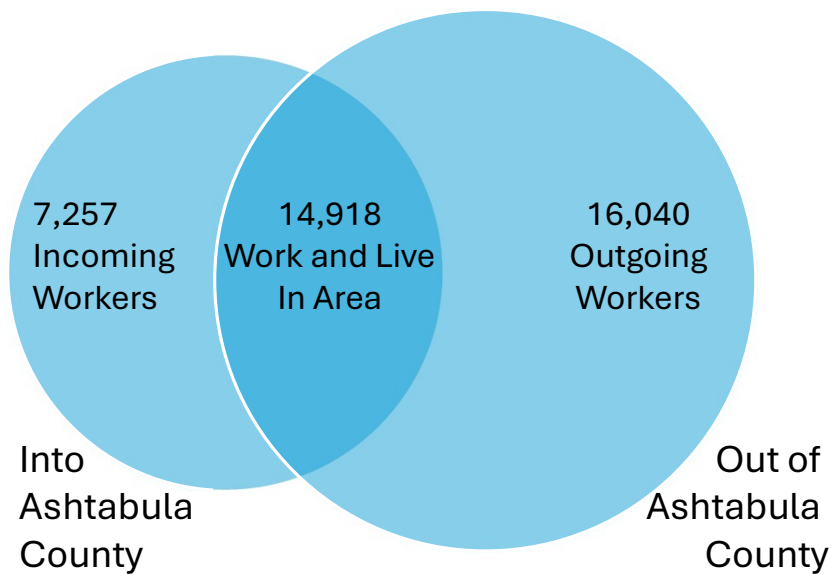
Workforce Availability

Key Workforce Occupations

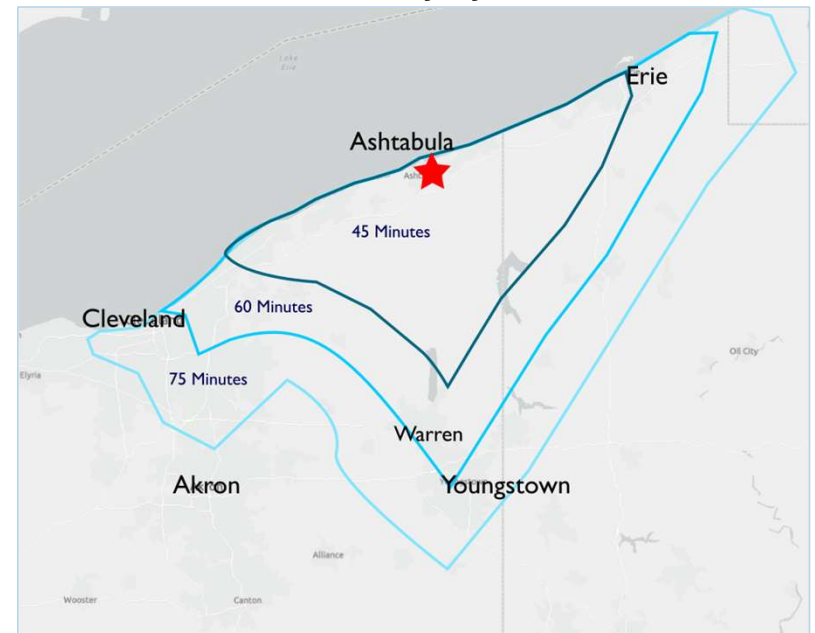
Occupation Code	Title	Starting Hourly Wage	Median Hourly Wage	Regional Employment	Location Quotient
11-3051	Industrial Production Managers	\$28.84	\$45.62	470	1.60
17-2112	Industrial Engineers	27.94	38.92	610	1.38
49-9041	Industrial Machinery Mechanics	20.20	28.07	710	1.29
51-1011	First-Line Supervisors of Production and Operating Workers	19.26	29.16	1,140	1.28
51-2090	Miscellaneous Assemblers and Fabricators	14.25	18.92	3,010	1.53
51-4121	Welders, Cutters, Solderers, and Brazers	17.54	21.97	1,060	1.89
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	14.44	21.05	920	1.18
53-7021	Crane and Tower Operators	14.96	20.00	140	2.57
53-7051	Industrial Truck and Tractor Operators	15.69	19.10	810	0.78

Workforce Availability

Worker Inflow and Outflow



Worker Availability by Drive Times



Higher Education & Training

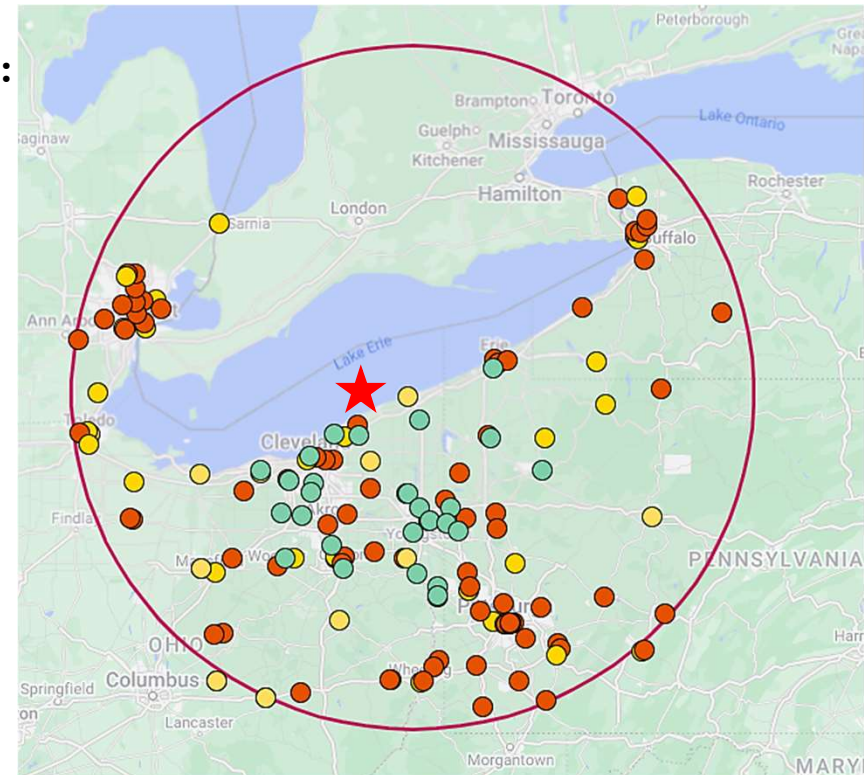
150 Educational Institutions within a 150-mile radius:

- 80 Colleges and Universities
- 44 Community College & Campus locations
- 26 Trade and Technical Schools

Nuclear Engineering, Engineering Physics and Nuclear Engineering Tech programs in proximity:



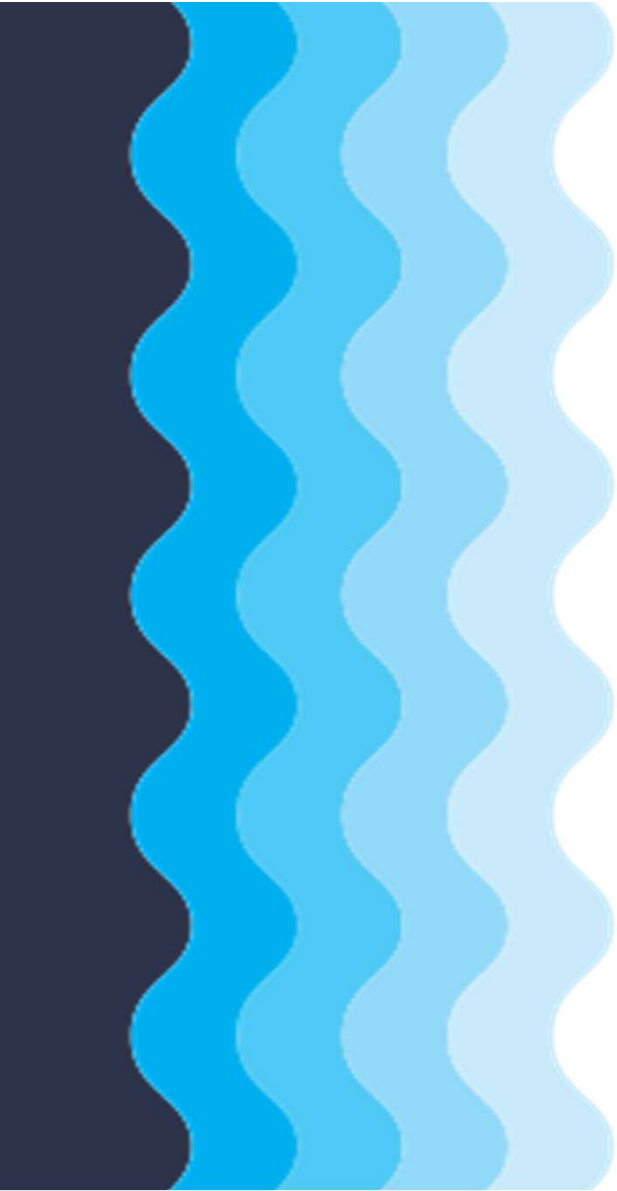
150-mile radius of Ashtabula



Lake to River Workforce Ecosystem

- Economic & Business Development
 - Talent Connection
 - Education & Training
-
- Existing cooperative workforce network
 - Specialized and customized training
 - TechCred providers





Project Assistance

Incentives

***Funding decisions are based on several project factors, including but not limited to: job creation, payroll figures, fixed-asset investment commitment, project location, ability to fund project costs and project return on investment.**





Ohio Job Creation Tax Credit

A refundable and performance-based tax credit calculated as a percent of created payroll and applied toward the company's commercial activity tax liability.

Benefits

- **Value of the credit is 100% reimbursable**
 - The credit is first applied to the company's Commercial Activity Tax value and any amount that exceeds the tax liability is disbursed to the company.
- **The credit is uncapped and performance-based**
 - The more payroll that is created, the more value the company receives over the term of the credit. The value is not capped by job commitments



Roadwork Development (629) Funds

- Available for public roadway improvements, including engineering and design costs.
- Grants are provided to a local jurisdiction and require local participation





JobsOhio Economic Development Grant

The ED grant is a reimbursement-based grant that provides funding towards fixed asset investments made related to the project such as Land, Building, Infrastructure and Machinery and Equipment.

JobsOhio Workforce Training Grant / Talent Acquisition Services



- The Workforce Training grant is a reimbursement-based grant that provides funding towards employee development and training.
- The grant is reimbursed on the number of hours trained using the jobs created average hourly wage.
- Talent Acquisition Services is a value of services tailored to meet the individual journey gaps of the company.

JobsOhio Growth Fund Loan



The JobsOhio Growth Fund Loan (JOL) promotes economic development, business expansion, and job creation by providing funding for eligible projects in the State of Ohio. The JOL focuses on fixed-asset investment. JOL financing is contingent upon meeting all program guidelines, establishment of appropriate credit enhancement, completion of due diligence, and satisfactory review of the company's financial statements. The Borrower will be responsible for securing financing for the project related costs through loan closing and project completion.

The JobsOhio “Customer Journey”



AWARENESS

Creating an impression before the company interacts with JobsOhio (general Ohio brand, sector specific value propositions, word of mouth, social media and/or other positive channels)

FIRST IMPRESSION

First personal interaction with a company, either through JobsOhio directly or a Regional or Local Partner

NEW LEADS

Relationship established and reason to believe a company has a project opportunity and Ohio is being, or should be, considered

PROJECT PROCESS

Each project is treated uniquely. The team works to understand each company's growth goals and obstacles.

PROJECT

Define project needs, gaps and drivers and assess competition with other states

>3K projects since 2011

OFFER

JO/Development financial support

NEGOTIATION

Competing with other states, objection handling

SITE SELECTION

Ongoing support through negotiation

ACCEPTANCE/APPROVAL⁽¹⁾

Win the deal

LEGAL AGREEMENT

PUBLIC ANNOUNCEMENT

ANNUAL REPORT(S)

CLOSING & ANNUAL REPORTING

Grantees and borrowers make binding Metric Commitments and are required to report annually on progress towards achieving the Metric Commitments

FUTURE INTERACTIONS

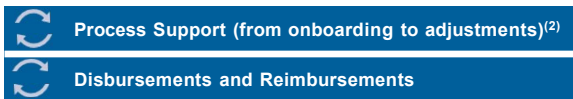
Periodic follow-up meetings, industry events, testimonials, brand ambassadors, all with the goal of winning additional investment

METRIC EXPIRATION DATE

Maintain metric commitments

METRIC EVALUATION DATE

Obtain metric commitments



Customer Survey (Drives Net Promoter Score)

Project Performance

(1) Includes JobsOhio Independent Review Panel (IRP) in all cases and JobsOhio Board of Directors when incentives exceed management thresholds.

(2) JobsOhio monitors the commitments made by the recipients of its funds through a fair and transparent process that holds grantees and borrowers accountable to their grant and loan agreements.

Additional Project Support

Based on company need, project and program requirements.

Non-JobsOhio Programs

- Ohio Department of Transportation
- Ohio Rail Development Commission
- Other incentive opportunities

Workforce Assistance

- Customized training programs available through Workforce network.
- On-the-Job training grants
- Other program opportunities

Business-friendly Ashtabula, Ohio

Local Incentives

Property Tax Abatement (EZ)

Tax Increment Financing

Capital Lease (via Port)

Low-cost Loans

Brownfield Loans/Grants

Local Review Process Timeline

County Building Department (6 weeks)

County Commissioners (Tax Abatement, 2-8 weeks)

Port Authority (Capital Lease, 3-4 weeks)

Stormwater Review

Contacts



Frank LaRock
Project Manager
614-300-1355
Larock@jobsohio.com



David Wilaj
Director, Project Management
330-881-8675
David@LakeToRiverOhio.org



Greg Myers
Director
440-576-9126
Greg@ashtabulagrowth.com