



Ohio

Ohio Discussion Materials

June 2019



JobsOhio

Ohio – A State Focused on Economic Growth

- Ohio's economy – the 7th largest in the U.S. and 21st largest globally⁽¹⁾ – is highly diversified
- Currently, a \$2.7B state budget reserve⁽²⁾

What Does This Mean for Companies?

- Attractive and stable economic environment with lower cost structure relative to the coasts
- Business friendly government with a structural budget reserve (state only one-notch below AAA rating)
- Sizable and talented workforce across sectors
- Particularly successful track-record of facilitating foreign direct investment (FDI) projects



JobsOhio Mission & Vision

JobsOhio is a private non-profit corporation designed to drive job creation and new capital investment in Ohio through business attraction, retention and expansion efforts.

Mission

Drive job creation and new capital investment in Ohio through business attraction, retention and expansion efforts.

Vision

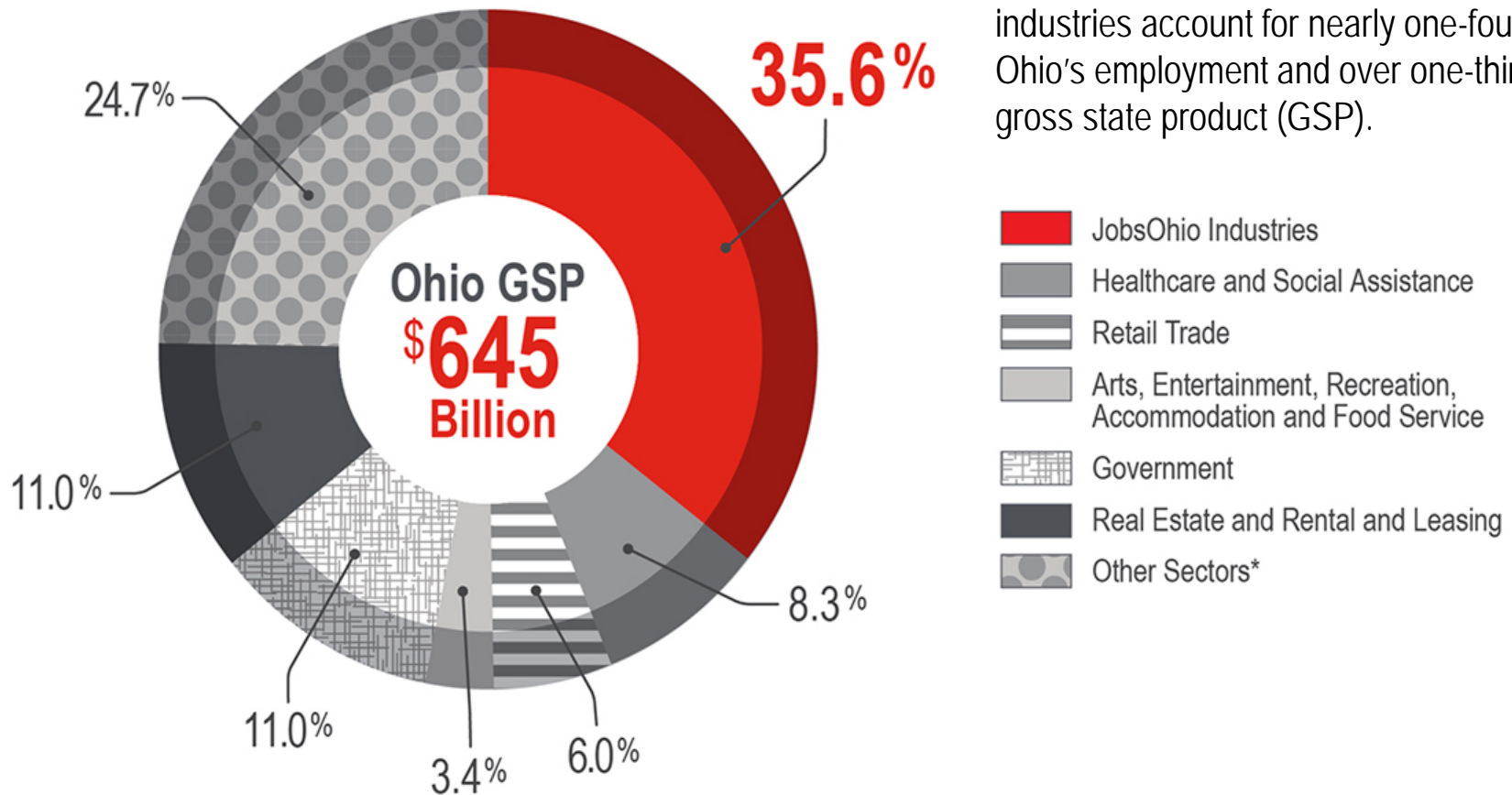
- Consistently lead the nation in private sector job growth.
- Become the recognized leader in economic development in the U.S.

Values

- Act with Integrity
- Value People
- Make a Difference

Strategy Centered On Nine Industries

Industry diversification provides for a more stable economy capable of withstanding economic downturns. JobsOhio targeted industries account for nearly one-fourth of Ohio's employment and over one-third of the gross state product (GSP).



* Other Sectors: Agriculture, construction, forestry, remainder of professional services, education services and remainder of manufacturing

Sources: U.S. Bureau of Labor Statistics; U.S. Bureau of Economic Analysis; Cleveland State University, Center for Economic Development

Percentages may not add up to 100 percent as they are rounded to the nearest percent. Data represents the most recent available information.

JobsOhio Funding Model

JobsOhio's unique funding provides stability and consistency to economic development in Ohio. This gives us a position over competitor states whose financials are driven by economic performance and budget cycles. The source is a 25-year franchise of the State's liquor business.

JobsOhio has a unique, dedicated funding stream:

- ✓ A funding stream dedicated through 2038 via a franchise on the statewide spiritous liquor business allows for long-term strategic planning.
- ✓ JobsOhio utilizes those funds to fulfill a public purpose of creating jobs and improving the economic well-being for Ohio's citizens.
- ✓ This provides Ohio a competitive advantage without being subject to fluctuating budgets.



JobsOhio Programs



At JobsOhio we are focused on making Ohio more competitive by responding to the current and expected demands of businesses. New programs have been established that complement the state offered programs.

JobsOhio Programs

- ✓ Economic Development Grant
- ✓ Growth Fund Loan
- ✓ Research & Development Center Grant
- ✓ Revitalization Program
- ✓ Workforce Grant

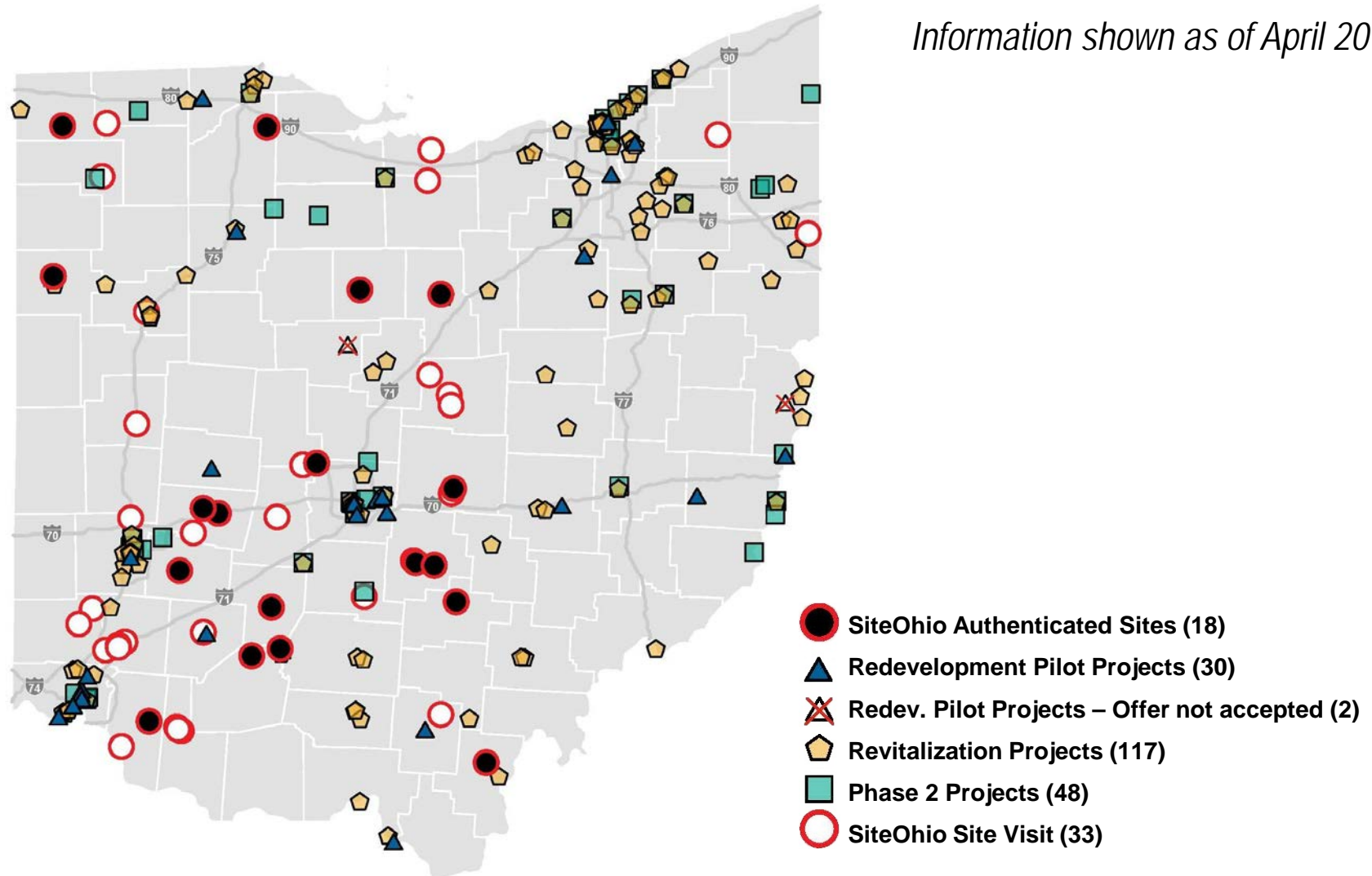
State of Ohio Programs

- ✓ Job Creation Tax Credit
- ✓ Data Center Tax Abatement
- ✓ Loan & Bond Funds

Ohio may offer performance-based incentives to assist companies that are locating or expanding operations in Ohio. Funding decisions are based on a number of project factors, including but not limited to job creation, additional payroll, fixed-asset investment commitment, project return on investment, and project location.

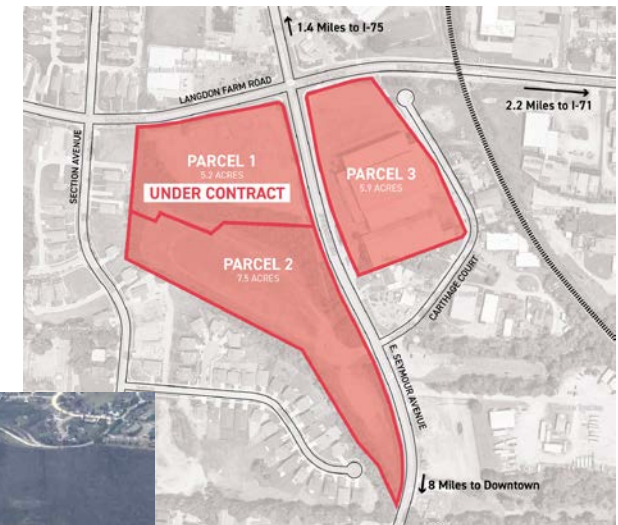
Extensive Site Initiative Activities Across Ohio

Information shown as of April 2019



JobsOhio Investing in SW Ohio Site Development

Location	JO Revitalization Grant Support
2100 Section Road (56 Development-Ready Acres, Industrial Site)	\$2.3M
Uptown Innovation Corridor SE Quadrant	\$2M
2250 Seymour Avenue (19 Development-Ready Acres, Industrial Site)	\$1.5M
Terrex On the Lateral (~5 acres, 75,000SF Class A)	~\$1M
RiverSide Yard (~100K building in Sedamsville)	\$820K
Evendale AeroHub	\$500K



State-Level OZ Considerations

Why are OZs Important?

- Nearly 1M Ohioans live in the 320 designated opportunity zones (OZs) across 73 counties

Strategy Questions

- What initiatives and policies can create competitive advantage for Ohio to attract capital to OZs?
- Are private developers, financial institutions and local investors in Ohio “all over” OZs from a demand (investment) perspective?
- When will IRS regulations be finalized?
- Do smaller OZ communities have planning and marketing capacity?

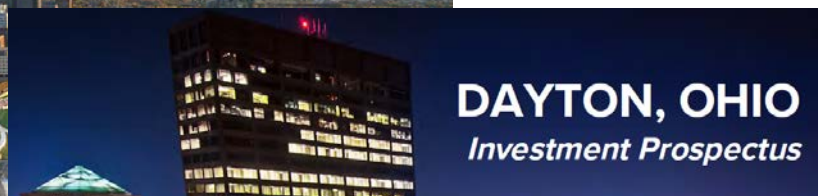
Ohio OZ Prospectuses Released Throughout 2019



The Columbus Way
Columbus Opportunity Zone
Prospectus



THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR



DAYTON, OHIO
Investment Prospectus

OPPORTUNITY
CLE

An Opportunity Zone Investment Prospectus for Cleveland & Cuyahoga County

Summit County, Ohio - Our
Opportunity Zones

State-Level OZ Strategy Progress

- ✓ In late 2018, JO updated its Site Selection Portal, which contains 3,500 properties, to reflect OZ status
 - 8 of 18 SiteOhio locations are in OZs
- ✓ In April 2019, ODSA launched an online platform to help investors and communities connect regarding OZ investment opportunities
 - opportunityzones.ohio.gov
- ✓ ODSA convened a state conference to bring together OZ stakeholders and publicly launch the online portal
- ✓ Ongoing – collective marketing of OZ prospectuses to private developers, financial institutions and local investors