Ohio House Economic & Workforce Development Committee

JobsOhio Update

10 JobsOhio

TEN YEAR Anniversary TOGETHER



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About JobsOhio

Ohio's Privatized Economic Development Organization

VISION

Ohio is recognized as best place to live, work, invest & live YOUR American Dream

MISSION

Economic Development

VALUES

Act with Integrity

Value People

Make A Difference

JobsOhio

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Ohio's Privatized Economic Development Organization

2011

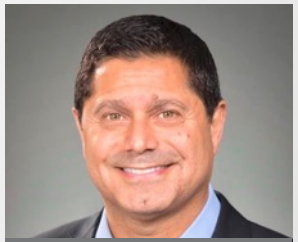
Privatized from State

JobsOhio


J Bishop


P Kalmbach


L Lyles


JP Nauseef


Richard J. Platt


R Smith


B Batchelder (Emeritus)


S Sullivan


JS Thornton


T Williams

JobsOhio

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Ohio's Privatized Economic Development Organization

2011

Privatized from State

501.C4



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Ohio's Privatized Economic Development Organization







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Ohio's Privatized Economic Development Organization



1	Advanced Manufacturing	224K
2	Logistics & Distribution	183K
3	Financial Services	168K
4	Automotive	112K
5	Information Technology	95K
6	Military & Federal	93K
7	Energy & Chemicals	93K
8	Healthcare	92K
9	Food Processing	70K
10	Aerospace & Aviation	38K

JobsOhio

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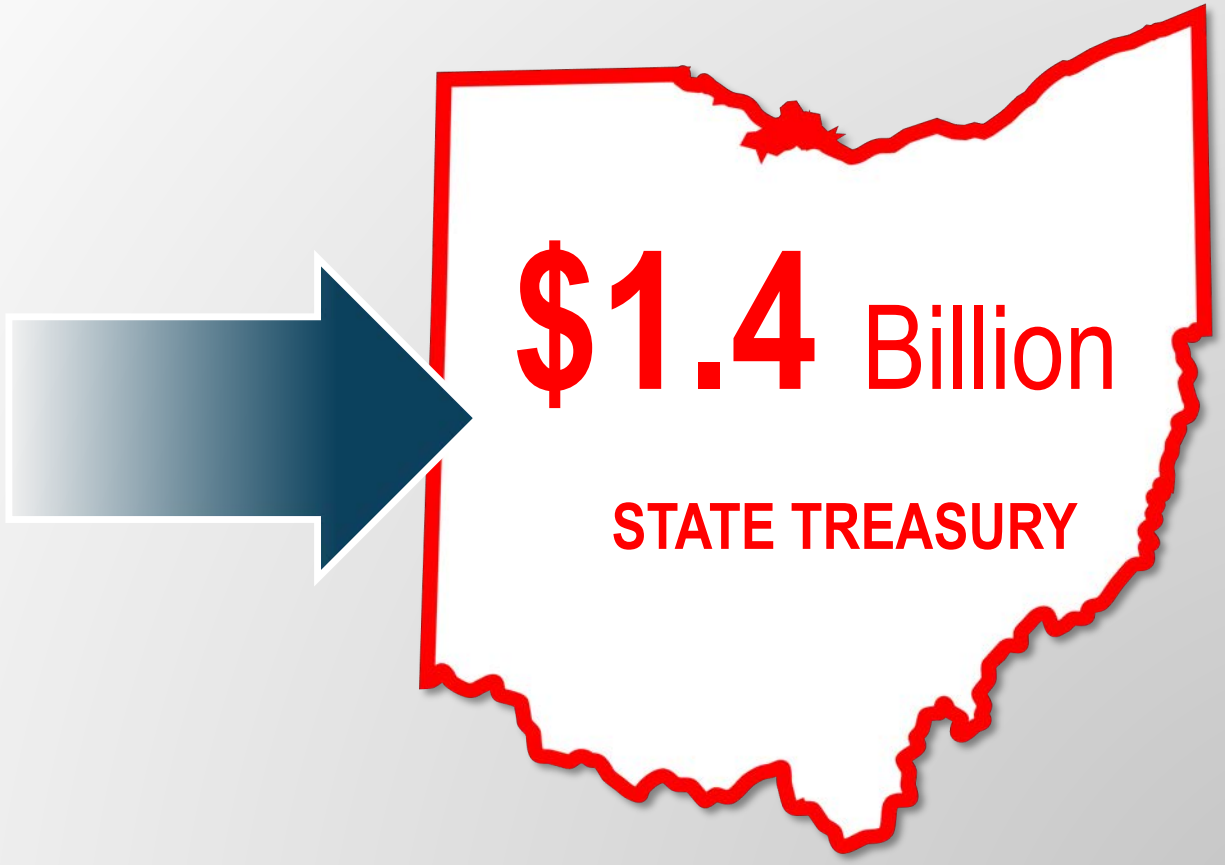
Ohio's Privatized Economic Development Organization

2013

Acquired

Ohio Spiritous Liquor Enterprise

JobsOhio

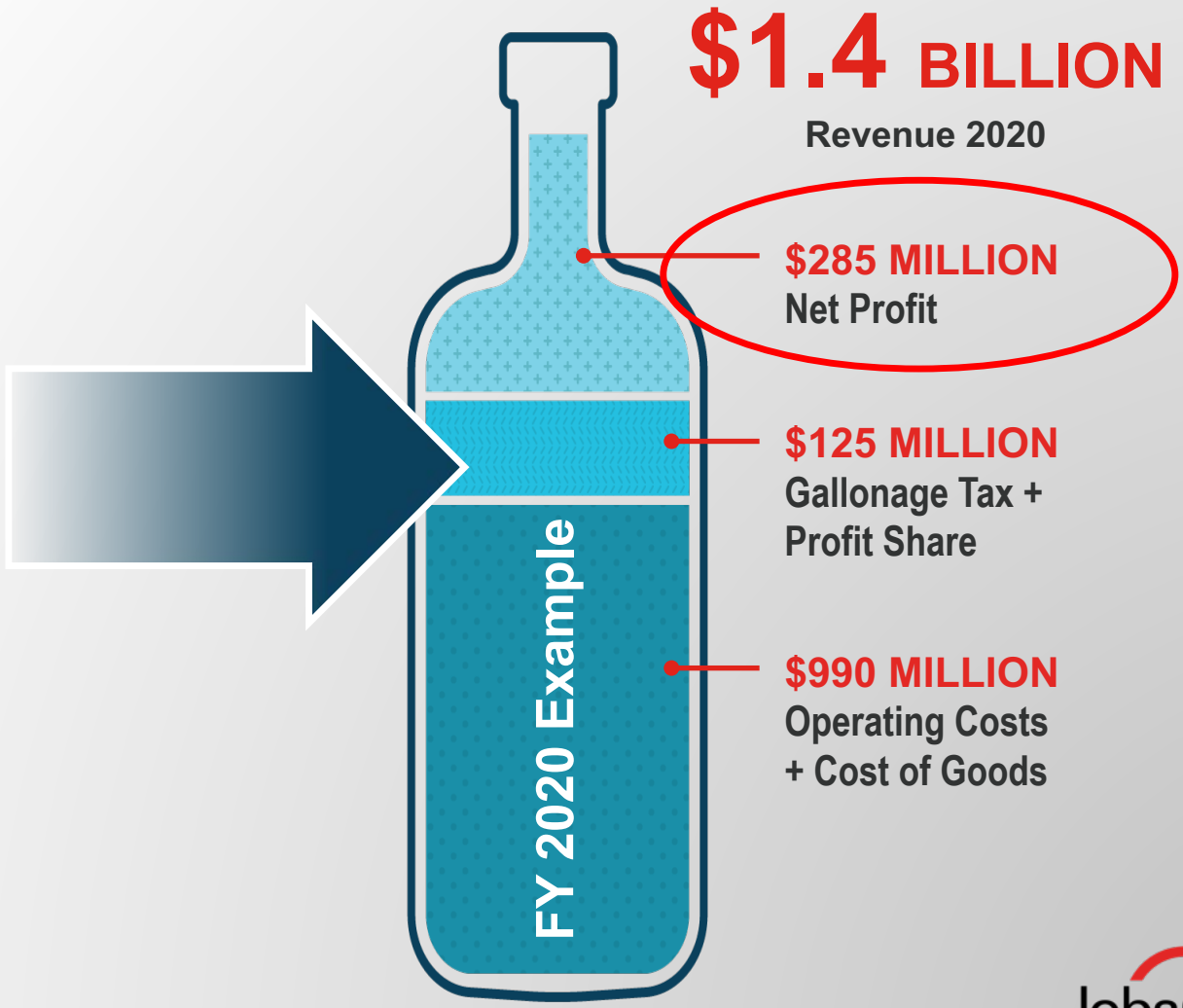


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Ohio's Privatized Economic Development Organization

JobsOhio®



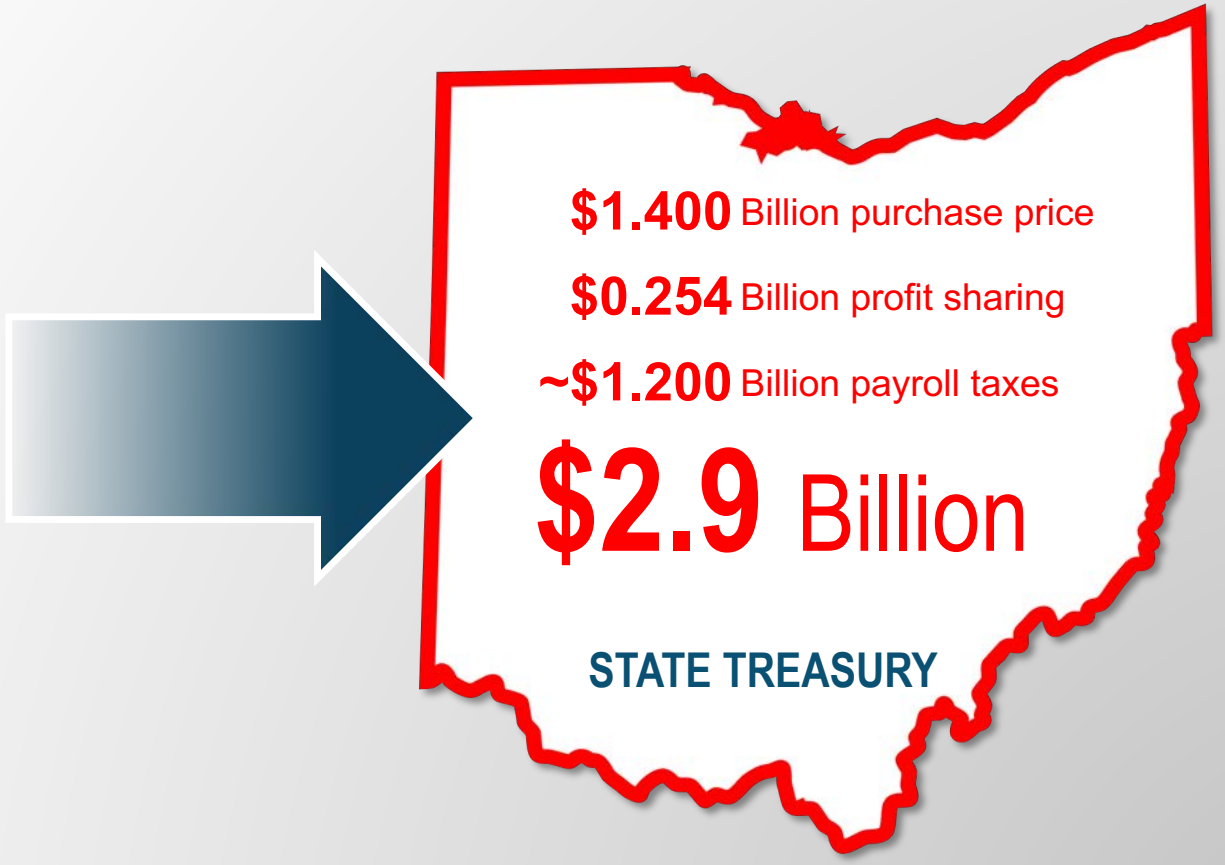
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Ohio's Privatized Economic Development Organization

NO TAX DOLLARS

JobsOhio®

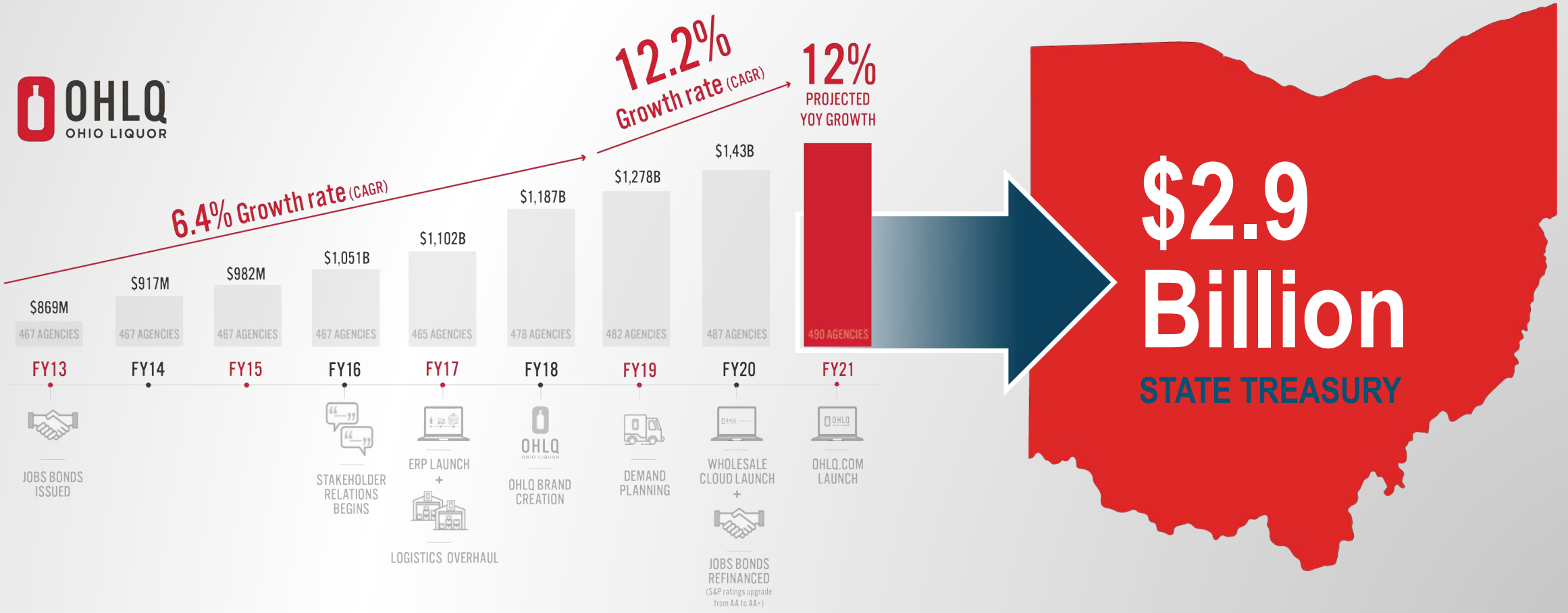


(1) Deferred Payment Only since 2011. Excludes sales tax collected.

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JobsOhio

Ohio's Privatized Economic Development Organization



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Awards and Recognition



Stateways
Best of the Best

Stateways
Best off-Premise Partnership



AA → AA+

S&P Global Ratings

JobsOhio

Source: JobsOhio Research

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Ohio's Privatized Economic Development Organization

JobsOhio

Competitive Advantages & Differentiators

Team

Private Industry Experience

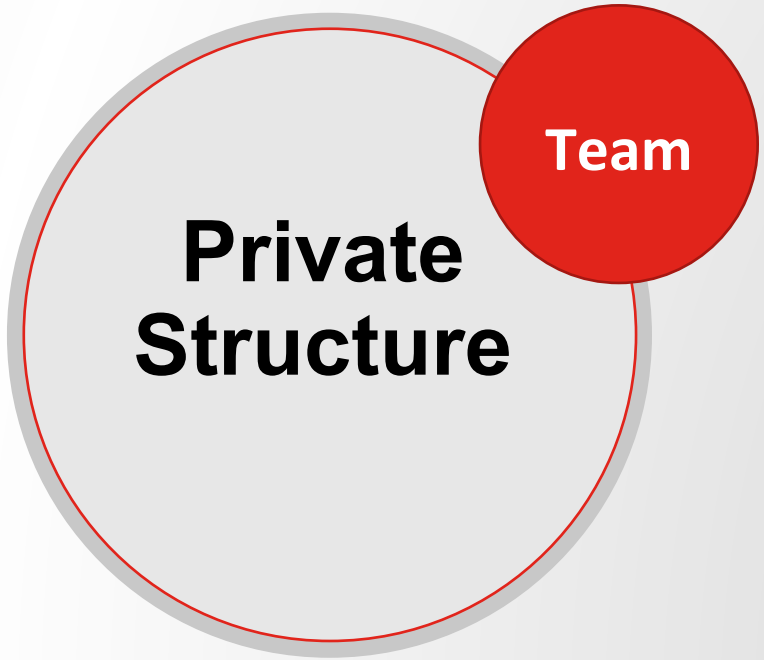
- **10 former CEOs / Founders**
- **40 Master's degrees; 5 PhD's / JD**
- **6 Veterans**
- **Over 50%** under-represented population

JobsOhio

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Ohio's Privatized Economic Development Organization

Competitive Advantages & Differentiators



Private Entity

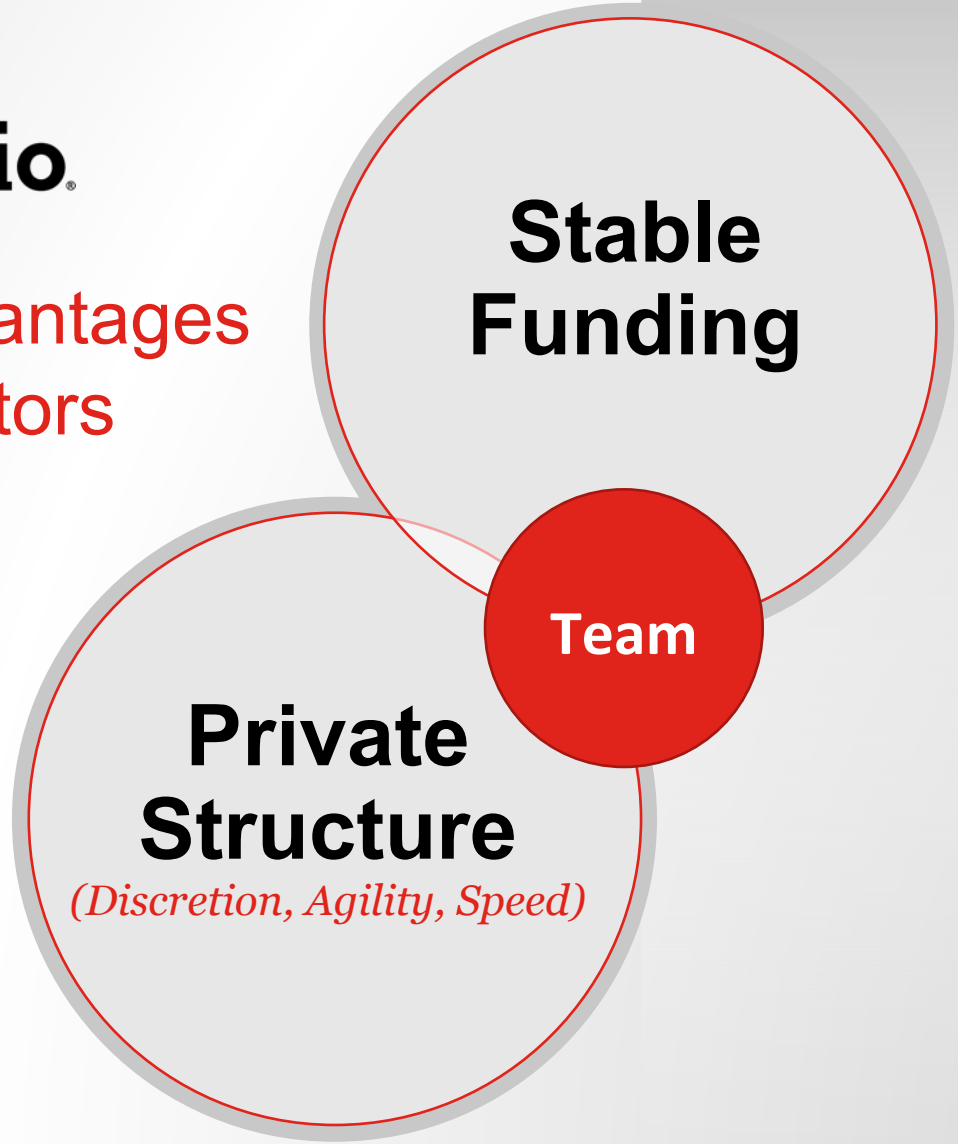
- Discretion
- Agility
- Speed

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Ohio's Privatized Economic Development Organization

JobsOhio

Competitive Advantages & Differentiators



No TAX Dollars

- Focus on dealmaking vs fundraising
- Funds to compensate private sector talent
- Funds for Dealflow
- Long term "strategic" deals

JobsOhio

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Ohio's Privatized Economic Development Organization

JobsOhio

Competitive Advantages & Differentiators

Stable Funding
(Team, Deals, Operations)

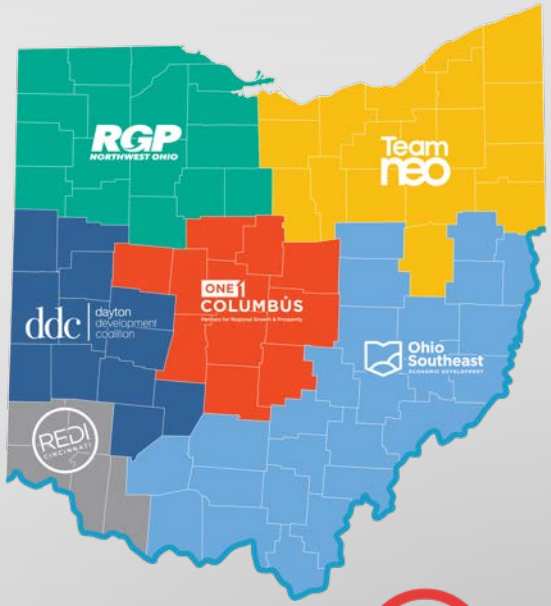
Team

Private Structure
(Discretion, Agility, Speed)

Statewide Coverage

JobsOhio Network

State Level of Resources with a Local Touch



JobsOhio

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JobsOhio Response to Covid Crisis

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JobsOhio COVID Crisis Response

(Mar 2020 – Aug 2020)

10
new initiatives
$250M

47M
units of PPE
$250M

300K
Jobs
Impacted

15K
Businesses
Impacted



JobsOhio

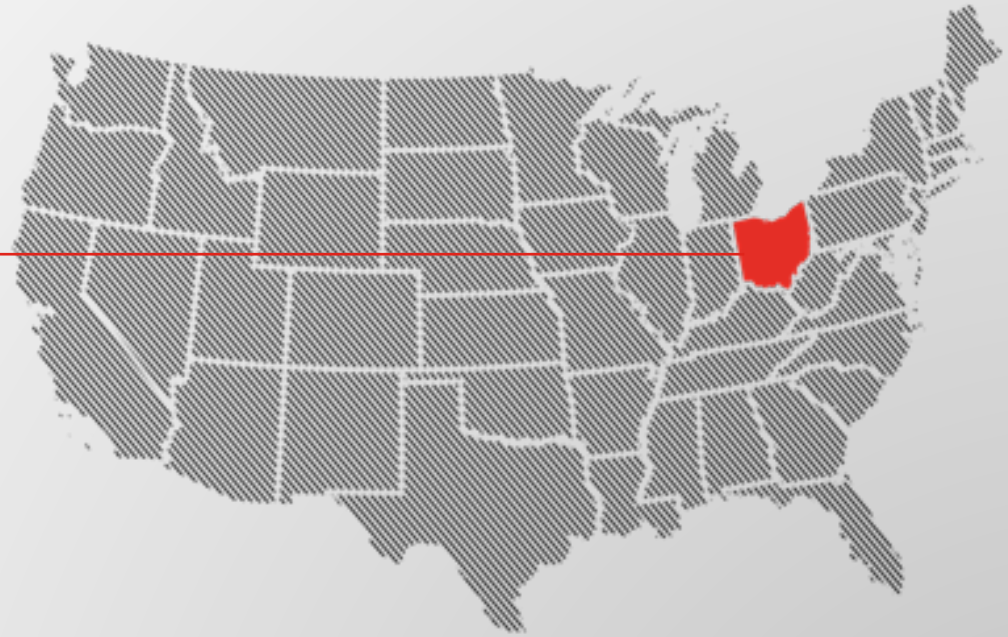
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Results

Investment in Ohio Since 2011

$73 Billion

Total Investment in Ohio



$1.2 Billion

JobsOhio Programs*

* Programs with executed agreements total $875M+. The remaining ~$325M is committed to companies with projects but have yet to execute the agreement.

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JobsOhio Impact Since 2011

$1.2B
JobsOhio PROGRAMS INVESTED*

2,800
PROJECTS

210K+
NEW JOBS

$64B
CAPX

$10B
NEW PAYROLL

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* Programs with executed agreements total $875M+. The remaining ~$325M is committed to companies with projects but have yet to execute the agreement.

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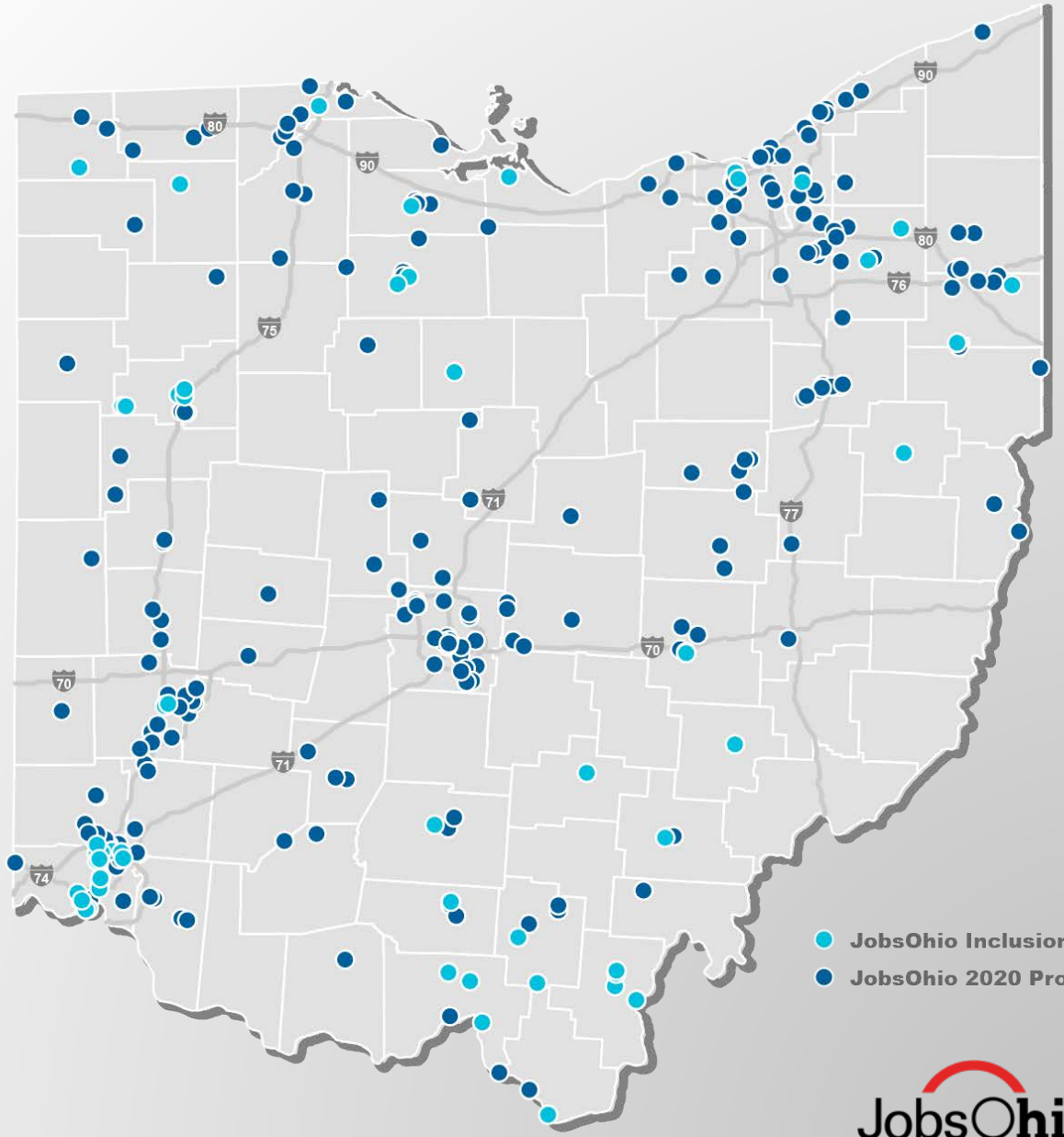
JobsOhio 2020 Results

>300 Projects **(#2 best year)**

>19,000 New Jobs

$1.0B New Payroll

$7.8B CapX **(#3 best year)**



JobsOhio

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Ohio – Gaining Momentum





SITESELECTION

Net Promoter Score (NPS) 2020

Highest Since 2016

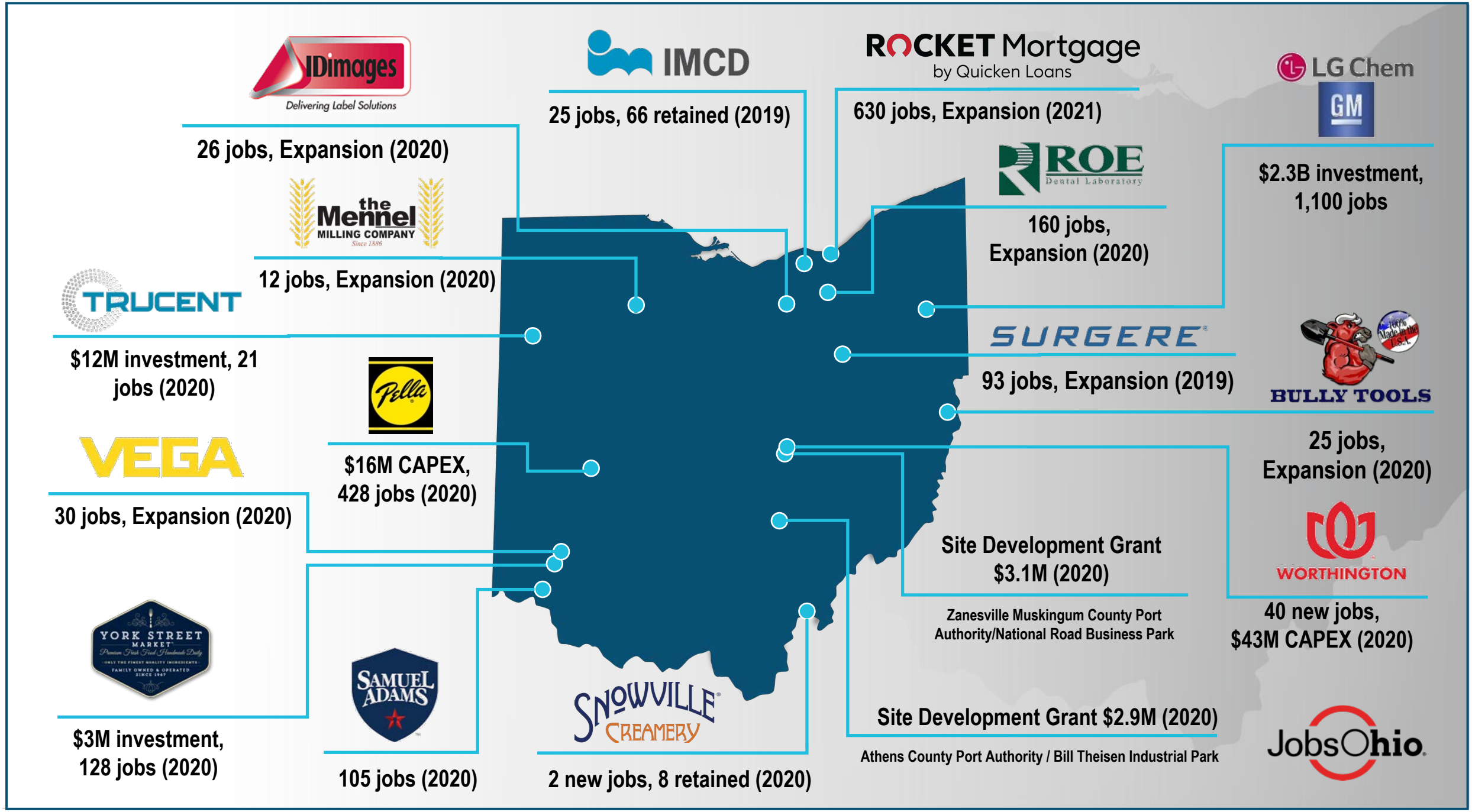
86

High score noting:

- **Professionalism**
- **Program Knowledge**

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Sample Project Wins 2019-2021



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Ohio in Position to Emerge Strong

JobsOhio

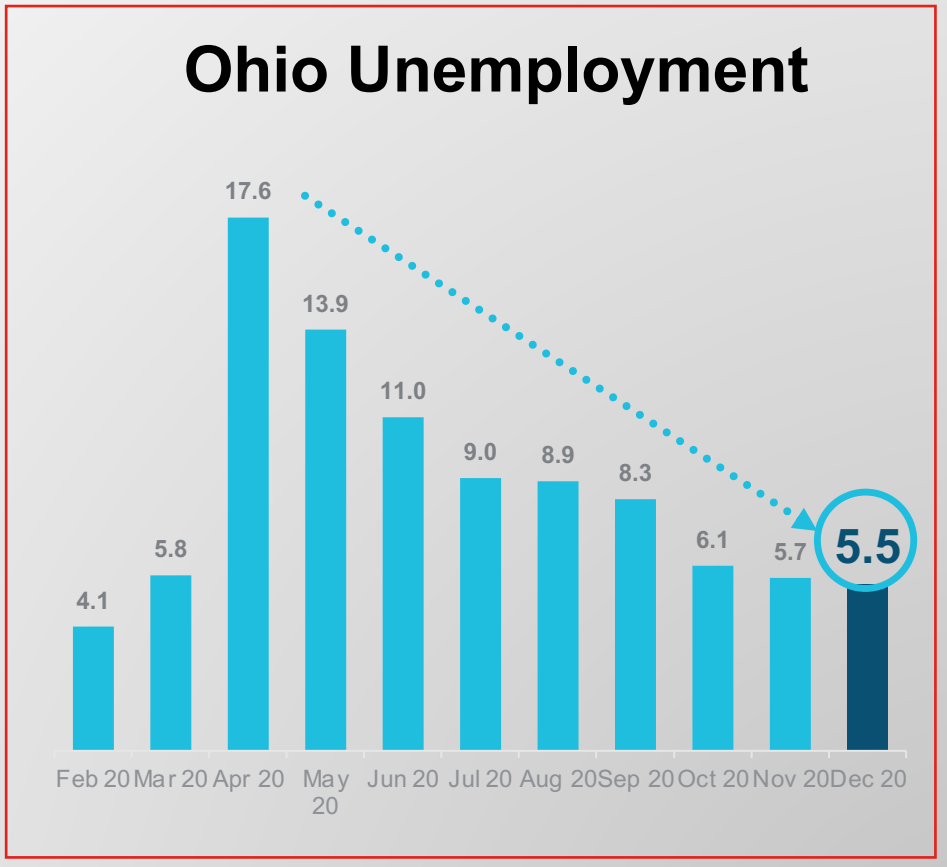
Ohio is well positioned

Unemployment lower than USA
Since 1995

Faster return than most states
to pre-COVID conditions in USA

86% fewer unemployment claims
than peak in late March (1% lower than USA average)

New business filings record



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Ohio is Well Positioned

National

Business Climate

#1 Governor's Cup

#3 Business Climate

#7 Business Opportunity

#9 Best for Business

#9 Best for Business

#10 Top for Business

Sector Leadership

#2 Automotive Manufacturing Strength

#2 Aerospace Attractiveness

#3 Manufacturing workforce

#3 Foreign Direct Investment

#6 Opportunity zones

#9 Manufacturing Output Percentage

#10 Technology jobs

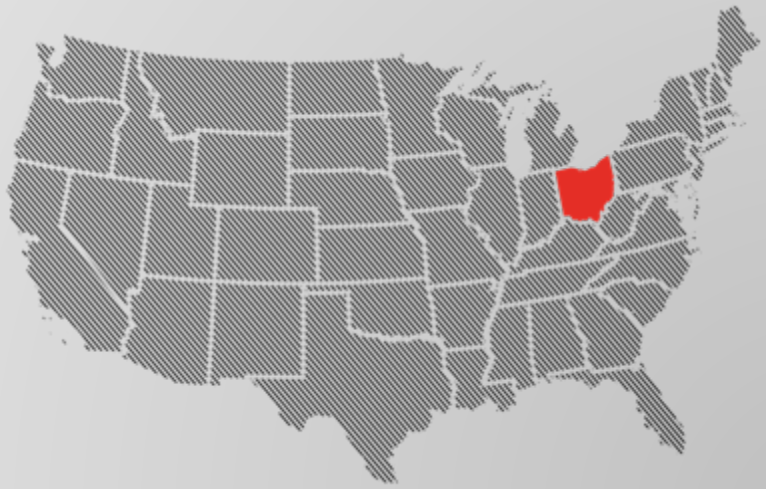
Regional

#1 in rainy-day fund balance

#2 highest bond rating

#2 pension funding level

#2 in real GDP growth



Source: Ohio Department of Job and Family Services, U.S. Bureau of Labor Statistics, CES Survey

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Current Pipeline (as of February 26, 2021)

The JobsOhio project pipeline represents the **potential deals** that JobsOhio and its state, regional and local partners are working to drive job creation and capital investment in Ohio.

ACTIVE PROJECTS BY STAGE*

263 LEADS
19,829 NEW JOBS
37,897 RETAINED JOBS
$8.7 B CAPITAL INVESTMENT

21 NEGOTIATIONS
3,155 NEW JOBS
1,317 RETAINED JOBS
$1.6 M CAPITAL INVESTMENT

105 OFFERS
18,160 NEW JOBS
39,120 RETAINED JOBS
$14.6 B CAPITAL INVESTMENT

159 APPLICATIONS
11,138 NEW JOBS
13,112 RETAINED JOBS
$3.4 B CAPITAL INVESTMENT

TOTAL PROJECT PIPELINE*

124,096
NEW AND RETAINED JOBS

$33 Billion
CAPITAL INVESTMENT

JobsOhio

* Potential results if all projects are realized.

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“Industries of the Future”

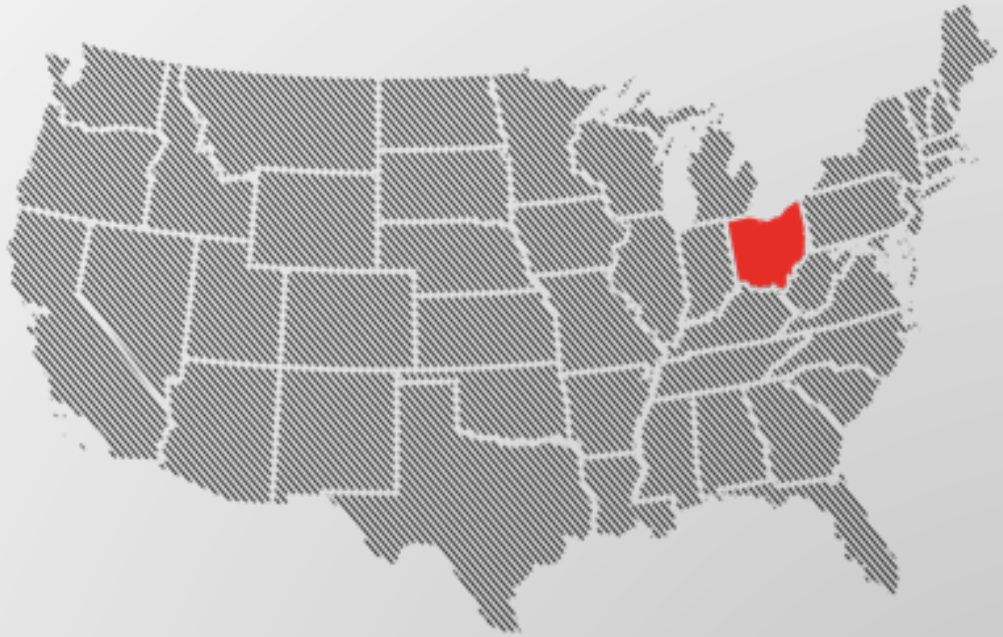
Forward looking per year

$100-150M Invested

20-25K Jobs

$1B Payroll

$5-7.5B Capital



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A Generational Opportunity for Ohio

JobsOhio

A Generational Opportunity for Ohio

Leverage **Positive Global Awareness**

Ohio's value proposition NEVER more evident

- National focus on reshoring aligns with Ohio's diverse industry, workforce & location
- Economic duress accelerates emerging trend away from the coasts to Ohio's affordability & livability

JobsOhio and statewide network in place & aligned with DeWine Administration to position Ohio to emerge a leader

Gov. DeWine
response to crisis
widely praised

Ohio "Stood Out"
as a model amongst
states and nations

~$25 Million
earned value

JobsOhio

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A Generational Opportunity for Ohio

Leverage Positive Global Awareness

Ohio's value proposition NEVER more evident

- **Reshoring supply chains aligns with Ohio's diverse industry, workforce & location**
- Economic duress accelerates emerging trend away from the coasts to Ohio's affordability & livability

JobsOhio and its statewide network in place & aligned with DeWine Administration to position Ohio to emerge a leader

#3 mfg workforce in U.S.A.

#9 most diverse industry base

1-day drive from 60% market

JobsOhio

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A Generational Opportunity for Ohio

Leverage Positive Global Awareness

Ohio's value proposition NEVER more evident

- Reshoring supply chains aligns with Ohio's diverse industry, workforce & location
- **Accelerates emerging trend away from coasts strength of Ohio's affordability & livability**

JobsOhio and statewide network in place & aligned with DeWine Administration to position Ohio to emerge a leader

#2 Most Affordable State

- **45%** lower cost than San Fran
- **72%** lower cost than NYC
- **20%+** lower Healthcare costs

Best Cities for Homebuyers

- **#4** Dayton
- **#7** Akron
- **#8** Columbus
- **#10** Cincinnati

#2 Quality of Life metric

low living costs & short commutes

(USNews, Sperling)

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JobsOhio & statewide network in place & aligned w/DeWine Administration to position Ohio to emerge a leader



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2020 Priorities & Outcomes

JobsOhio Key Initiatives & Priorities

JobsOhio 1.0

2011 –

9 Resilient Sectors

- Organization & Culture
- Beverage System
- G & A
- JobsOhio Network
- Marketing, Comms, Research
- 6 Econ Dev Programs

JobsOhio 2.0

2020 –

10 Military & Federal

+

- Talent
- Sites
- Innovation
- Diversity, Equity & Inclusion
- Stakeholder Engagement
- Inclusive Economic Development
- Find it Here + Find Your Ohio
- Air Service Restoration
- 13 Econ Dev Programs

JobsOhio 2.X

2020 –

+

- COVID PPE
- 10 COVID Response
- Ohio PPE Leadership
- Ohio To Work™
- Broadband
- Ohio is for Leaders
- Enhanced Lending Support
- JO Future of Work

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Generational Opportunity



Invest in Ohio Business Retention & Expansion (BR&E)

- **1,462** BR&E visits
- **70%** Increase from 2019
- **125** New Opportunities

1. **Focus on Ohio Businesses first**
2. Get Ohioans back to work
3. Diversify and invest
4. Inclusive recovery for all Ohioans
5. Capitalize on Reshoring/Migration from Coasts



JobsOhio

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Generational Opportunity



Scale Ohio To Work™

5,094
Job Seekers Served

368
Placed into Jobs

1. Focus on Ohio Businesses first
2. **Get Ohioans back to work**
3. Diversify and invest
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Generational Opportunity



Invest in Innovation

- Announced Cincinnati, Columbus & Cleveland Innovation Districts
- Develop growth capital solutions
- > $6 Billion to be invested

1. Focus on Ohio Businesses first
2. Get Ohioans back to work
3. **Diversify and invest**
4. Inclusive recovery for all Ohioans
5. Capitalize on Reshoring/Migration from Coasts

JobsOhio 1.0 — 2011 –
- Organization & Culture
- Beverage System
- G & A
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- Marketing, Comms, Research
- 6 Econ Dev Programs

9 Sectors

JobsOhio 2.0 — 2020 –
- Talent
- Sites
- Innovation
- Diversity, Equity & Inclusion
- Stakeholder Engagement
- Inclusive Econ Dev
- Find it Here & Find Your Ohio
- Air Service Restoration
- 13 Econ Dev Programs

10 Mil/Fed

JobsOhio 2.X — 2020 –
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Generational Opportunity



Invest Site Development

- 24 new sites (100+ in pipeline)
- $39M Invested
- 3.5M New Sq Ft available

1. Focus on Ohio Businesses first
2. Get Ohioans back to work
3. **Diversify and invest**
4. Inclusive recovery for all Ohioans
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JobsOhio 1.0 — 2011 –
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Generational Opportunity



Restore Ohio Air Service

- Attract air service ahead of other states
- Capitalize on Reshoring / Migration from Coasts
- JobsOhio Board approved $10M in the current fiscal year

1. Focus on Ohio Businesses first
2. Get Ohioans back to work
3. **Diversify and invest**
4. Inclusive recovery for all Ohioans
5. Capitalize on Reshoring/Migration from Coasts



JobsOhio

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Generational Opportunity



Invest in Under-represented populations & geographies

- 57 Ohio Businesses (80 in pipeline)
- 319 New, 920 Retained Jobs
- $25M Total Investment
- Broadband Expansion
- Largest Starlink Pilot in USA

1. Focus on Ohio Businesses first
2. Get Ohioans back to work
3. Diversify and invest
4. **Inclusive recovery for all Ohioans**
5. Capitalize on Reshoring/Migration from Coasts



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Generational Opportunity



Leverage Global Awareness
Gov. DeWine response to crisis widely praised

- Find it Here
- Find YOUR Ohio
- Ohio is for Leaders

1. Focus on Ohio Businesses first
2. Get Ohioans back to work
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5. **Capitalize on Reshoring/Migration from Coasts**



JobsOhio

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Business Climate

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Why Ohio: Proximity to Large Base of Customers

7th Largest state

Nearly 12 million people

$698B

Diverse economy
GSP

50+

Fortune 1000 companies

120+

NYSE Nasdaq

Ohio-based listed companies
$1.2T+ market capitalization

Approximately
150

Inc. 5000 Growth Companies

Ohio is home to **numerous global operations centers**, and hundreds of thousands of small- & medium-enterprises (SMEs)

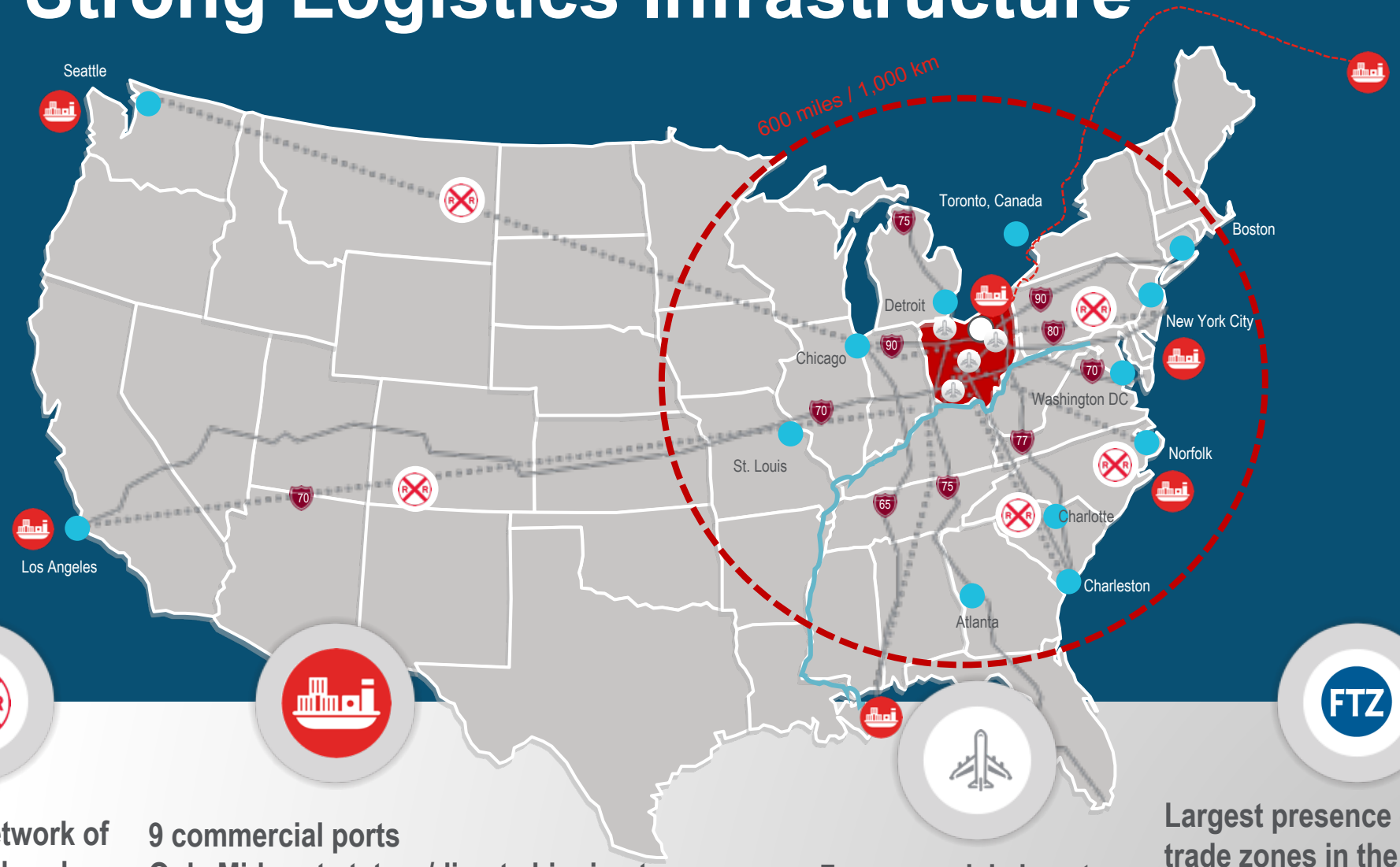
JobsOhio

(1) Ohio Secretary of State Office (2019)

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Why Ohio: Strong Logistics Infrastructure

One day's drive to >60% of US & Canadian populations.



4th-largest interstate highway system

4th largest network of operating railroads

9 commercial ports
Only Midwest state w/direct shipping to Europe for container & heavy goods.

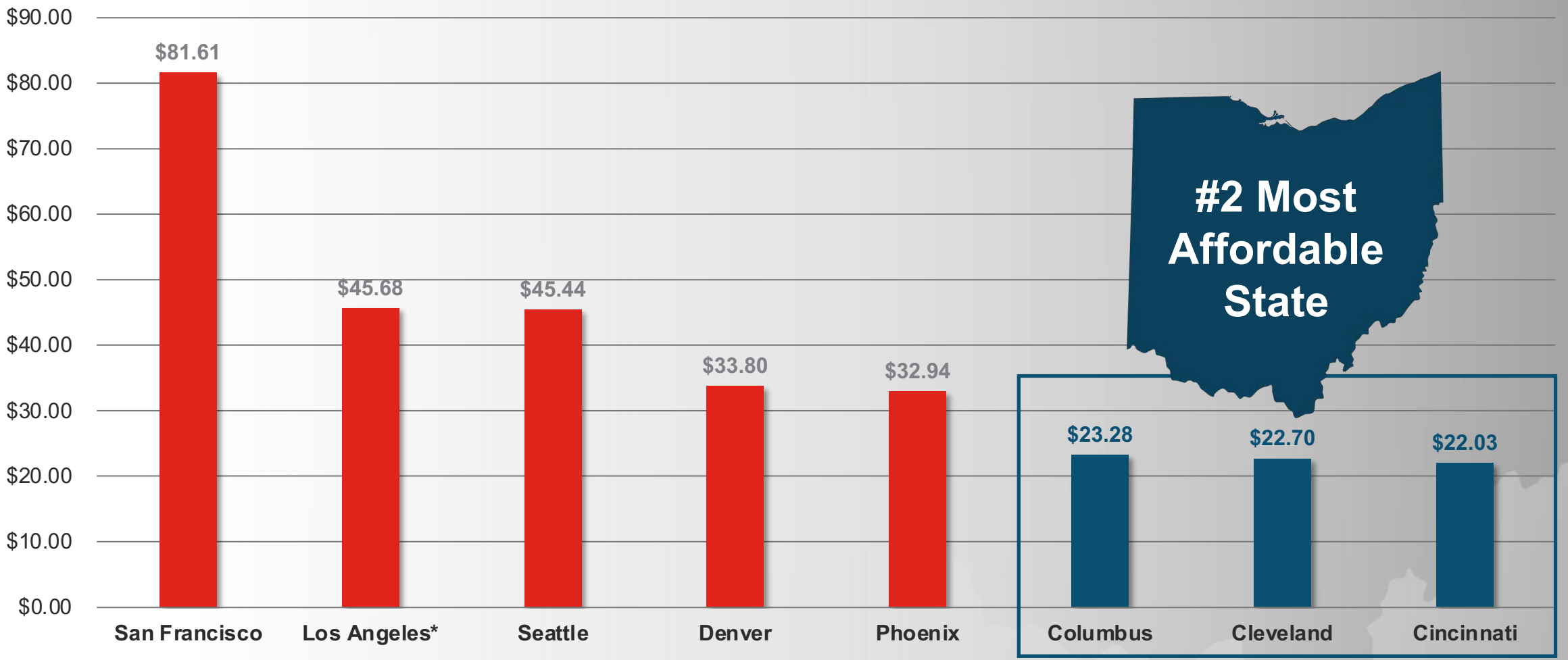
7 commercial airports
97 general aviation airports.

Largest presence of foreign trade zones in the Midwest.

JobsOhio

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Why Ohio: Lower cost of Operations



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Why Ohio: Ohio's Tax Advantage



Source: (1) EY, KPMG

13th Best Small Business Tax Climate

(*Small Business and Entrepreneurship Council, 2019*)

Ohio Has Cut Nearly

5 Billion

in taxes from 2012-2017

(*Ohio Office of Budget and Management*)

0.26% The Commercial Activity Tax

Single, Low Rate Business Tax

Pro-business State Tax Climate

- NO Corporate Profits or Income Tax
- NO Tangible Personal Property Tax
- NO Inventory Tax
- NO tax on products sold outside of Ohio
- NO tax on machinery and equipment investments
- NO tax on R&D Investments

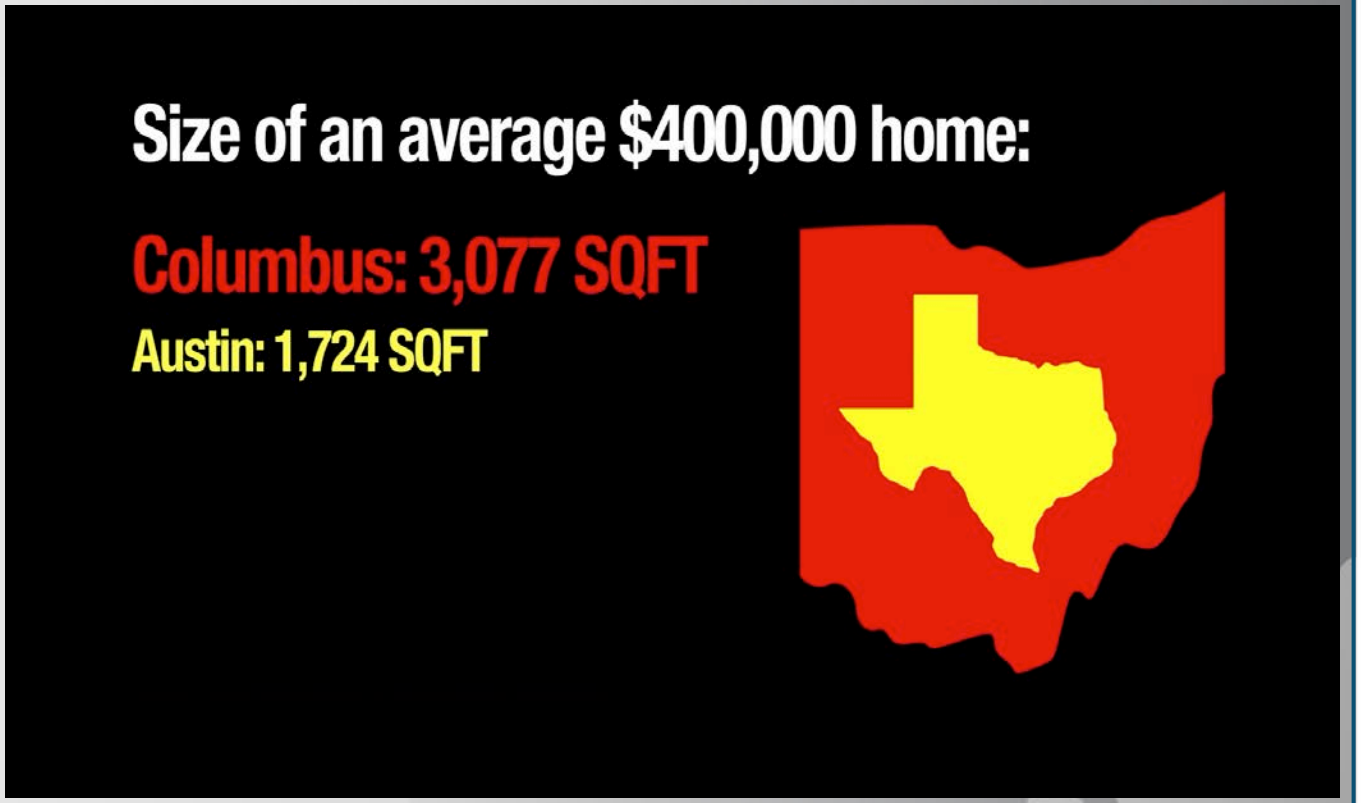
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Why Ohio: Affordability & Quality of Life

4

- **#2 Most Affordable State** (USNews)
- **>45% less** than San Fran, NYC
- 28% lower Healthcare costs
- **Best Cities** for Millennial Homebuyers:
  - #4 Dayton
  - #7 Akron
  - #8 Columbus
  - #10 Cincinnati



Everything is bigger in Texas. Except your house.

*Click to play!

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Generational Opportunity

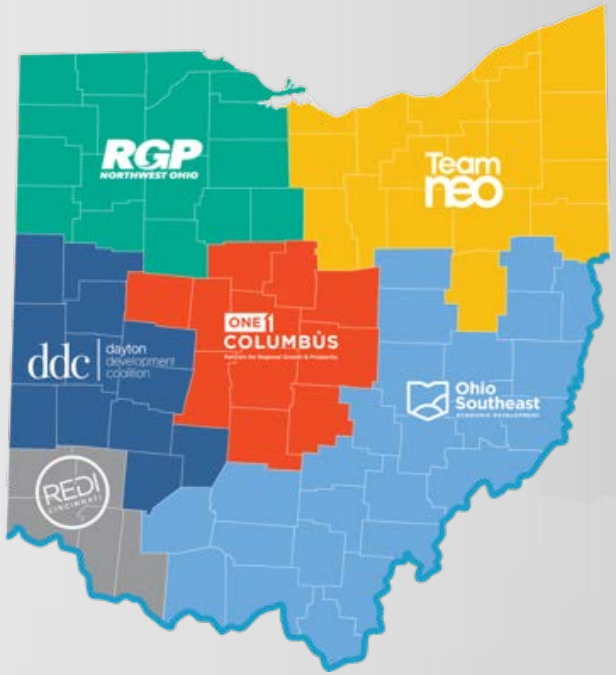


Top Issue Raised by Stakeholders during Statewide Listening Tour

- Establish consistent communication to build stronger partnerships & generate more leads
- Relationships & influence with stakeholders and other interested parties to further JobsOhio's mission

Engagement

- Launched Q1, 2020
- Establish consistent, transparent communications with stakeholders
- Generate broad awareness of value of JobsOhio & JON
- Support leads & opportunities

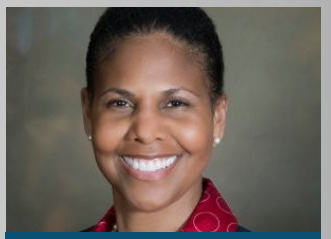




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Darnita Bradley Manager



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