



2018
**ANNUAL
REPORT**

LEDC
Lawrence Economic
Development Corporation



2019 begins the year that will close a decade of growth and development for Lawrence County. Much has been accomplished over the last nine years, and as we prepare to embrace 2020, we need to have those accomplishments serve as a solid foundation for the next decade. The next decade will be one of innovation as automated manufacturing creates more product with fewer employees at higher salaries. In logistics, the automated vehicles – including larger trucks and the unmanned aircraft, especially drones – will provide universal change. The next decade will surely accelerate our dependence on the internet and extend it to all walks of life.

The year 2018 provided many accolades for our community as the Ohio Poverty Report showed Lawrence County as being one of only three Ohio Counties that experienced a downward trend in the poverty rate from the 21% high in 2015. New construction of commercial buildings in Hamilton Township flourished with new facilities for PureCycle, Harvest Grows, and American Electric Power. Additionally, at the close of 2018, three additional buildings that were part of the former Dow Chemical plant were being refurbished to support additional job recruitment.

In Ironton, the Gateway Center's expansion continued as preparation began for a new 109 room hotel while the former Armory building underwent reconstruction to serve as a new restaurant. Also, in Ironton, Vertiv (formerly Liebert) added over 30 new manufacturing jobs to join Ironton's workforce growth in the retail and commercial sector. To enhance the growth on the retail side, facades were started to provide a more modern look to the former Kresge's building as well as two buildings formerly housed by Lawrence Federal next to the City Building. As part of this growth, Ironton has showed signs of becoming a destination for restaurants and may soon have furniture stores added to that acknowledgement with the work of a developer.

HarbisonWalker's opening highlighted the year for the Point Industrial Park. The opening and dedication of their new 130,000 sq. ft. refractories facility brought nearly 40 new jobs. Additionally, Minova Inc. and Engines of Ohio were able to add jobs during the year. As 2018 closed, two other projects were under construction. These include the development of a 9,700 sq. ft. five-unit strip mall and the rebuilding of a 30,000 sq. ft. building to house 7 Up/Dr. Pepper distributors.

In the Burlington area, the Paul Hart Family added two new commercial facilities to their Ohio Valley Industrial Park. The area also realized the opening of a Big Lots store, a new fully automated car wash, and other commercial developments. Currently, the Burlington area experiences frequent inquiries for additional space for commercial, retail, and recreational purposes.

LEDC is committed to making 2019 a year of planning and preparation for the upcoming decade of 2020. Our marketing and planning will fully embrace the internet and other digitized opportunities. A serious recognition will be made of the international investment opportunities for our community, and will be realized with plans to bring foreign investments to the industry in Lawrence County. Efforts to involve a larger sector of our community in the recruitment and development process will also be highlighted throughout the year. We feel extremely positive about the future of Lawrence County and the entire Tri-State region.

Bill W. Dingus, PhD
Executive Director

PROGRESS IN LAWRENCE COUNTY

Our entities work to ensure we put the needs of our community first and foremost. Through endeavors from our multiple agencies, we collaborate with elected officials, agencies, and community organizations to enhance the economic structure of Lawrence County. The fruits of our actions have allowed us to deliver high-paying jobs, enhance work force development opportunities, and enhance the overall local economy. We are very proud of additions to The Point Industrial Park, with the welcoming of HarbisonWalker International, Bellacino's, and Stericycle, among others, and the opportunities they are able to provide to those in the county. Other community enhancing components, such as the Lawrence County Festival of Trees hosted by The Chamber of Commerce, serves as not only a fun festivity for families and children, but also as a platform for craft vendors to sell local goods.

We are very excited with the progress and opening of South Point's roundabout on January 4, 2019. This enhancement will not only make travel safer for South Point's village, but will allow expediation for products and services to and from The Point Industrial Park. Having this new roundabout has helped with congestion with both business and residential traffic.



10/22/18



11/29/18



12/12/18



1/18/19

Progress photos of the South Point roundabout

6%

**INCREASE IN
MEDIAN HOUSEHOLD
INCOME
2014 VS. 2017**



EMPLOYMENT GROWTH

In 2013, Lawrence County was home to 14,686 employees. Today, we have seen that number rise tremendously to 15,701 total employees amongst 1,687 establishments!

7%

**INCREASE IN
LAWRENCE COUNTY
EMPLOYMENT
2013 VS. 2017**



INCOME

Did you know as of 2017, the yearly Household Median income in Lawrence County was \$47,658? This represented an increase of almost 6% over the past three years! As Economic Development continues, expect to see that number rise over the years!

Not only is economic development thriving throughout Lawrence County, but travel on our major 4-lane highway, specifically US 52, has seen an increase over the years. Annual average daily traffic (AADT) on US 52 alone has risen from an Annual Growth Rate of less than 2% in 2014 to almost 4% in 2016, with numbers expected to grow.

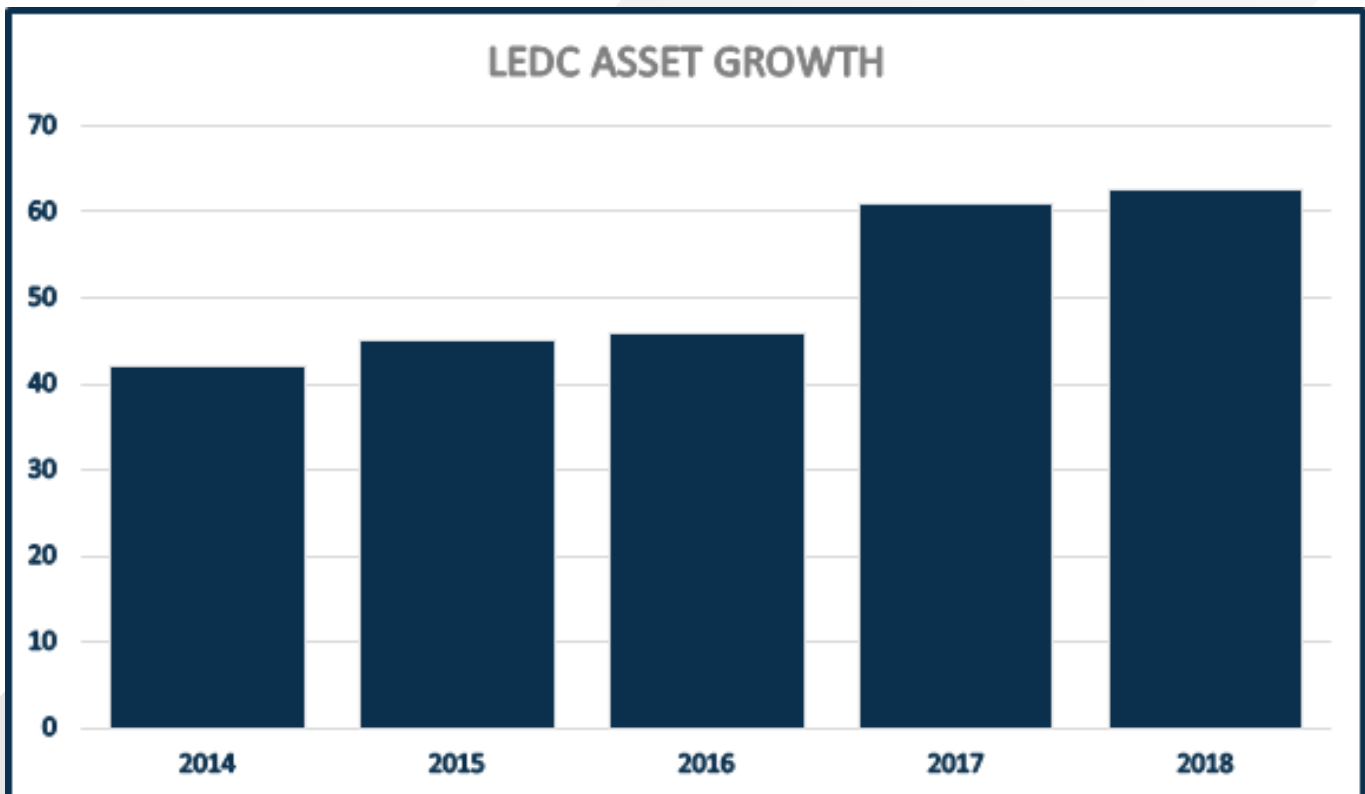
FINANCIAL STATUS

FINANCIAL OFFICER

JESSE LAYNE

The Lawrence Economic Development Corporation (LEDC) and the Greater Lawrence County Area Chamber of Commerce (Chamber) experienced continued growth in 2018! Through excellent leadership and teamwork, both agencies surpassed expectations by implementing new and improved programs that spurred economic growth in Lawrence County. The Chamber increased revenue by attracting new members and expanding community participation at the annual Festival of Trees by adding new attractions. LEDC's growth continues to be fostered by strategic sales, purchases, and leasing of commercial and industrial property within the county.

These actions have resulted in an increase of program and grant revenue over the previous year. LEDC agency assets grew 4% to nearly \$62 million. Combined equity in our agencies has reached \$49 million, a 22% increase over the previous year. As expected, 2018 saw strong growth in jobs and the outlook for 2019 promises to be even better. We would like to thank our area lenders, leaders, businesses, and community members for their support in helping LEDC and the Chamber achieve these goals.



CONVENTION & VISITORS BUREAU DIRECTOR CODY HATTEN

Lawrence County CVB has had a strong year of development! We've collaborated with various partners to enhance Travel & Tourism to Lawrence County. In addition, we've launched the new CVB website, which can be viewed at www.visitlawrenceohio.com.

The CVB also has been working with the Ohio's Southern Coast committee on expanding and diversifying their decisions on which expos to attend in 2019. These included expos for hunting, fishing, ATV and off-road trails, and more! We also extended a spot on the committee to Wayne National Forest's District Ranger Tim Slone, to further involve the National Forest in our efforts to promote the outdoors in Lawrence County. We have also worked towards maintaining our partnership efforts with Zanesville CVB by deciding which expos would allow us to market the Triple Nickle motorcycle path together.

The CVB has also decided to join the Ohio's Appalachian Country organization, a tourism group consisting of all Appalachian CVB's in the state of Ohio. This allowed us to meet our fellow tourism offices, gather new resources, and open doors to new potential opportunities and partnerships for Lawrence County CVB.

Earlier this year, CVB attended the Ohio Tourism Day, where county CVBs would set up shop in Columbus to celebrate and market tourism. Although we went this year as observers, we plan to take part in 2019 due to the high volumes of traffic coming through the area.

We also launched a new slogan and logo for the Lawrence County CVB to enhance our exposure and appeal to a wider audience.

In the upcoming year, we hope to build on these accomplishments and eclipse the achievements we have done thus far.



Veterans are honored as they pass by in their Jeep during the 2018 Ironton Memorial Day Parade.



Families enjoy fishing at the Annual Wheelin' Fishing Derby at Wayne National Forest's Lake Vesuvius.



Chesapeake High School's Art class decorated their tree using art supplies and paintings to be displayed during the Festival of Trees & Christmas Market.



ATV enthusiasts hit the trails at Wayne National Forest, while taking in the scenic views.

CHAMBER OF COMMERCE DIRECTOR SHIRLEY DYER

2018 was a very exciting year for the Chamber of Commerce! We accomplished numerous activities and operations throughout Lawrence County, and were actively involved in the economic growth of our businesses and community. In all, we had 21 new businesses join the Chamber, hosted 8 Fourth-Friday luncheons, and accomplished several grand openings and ribbon cutting ceremonies. Currently, we have a membership of more than 300+ businesses and agencies working together to improve the quality of life in our county. In the coming year, we will continue networking, working with legislators and government agencies, and engaging in a variety of activities throughout our community.

We began the year with the Annual Legislative Day on May 16 in Columbus, OH. The event had approximately 80 people from Lawrence County traveling to Columbus to meet with our state representatives and participate in breakout sessions that focused on Economic Development and Transportation. The Chamber hosted a lunch at the Sheraton Columbus Hotel at Capitol Square with our state representatives attending, who each gave a few brief remarks. The keynote speaker for the event was Jim Barna, Executive Director of DriveOhio. The date for next year's Legislative Day is Wednesday, May 8, 2019.

Another 2018 highlight was the Grand Opening of the HarbisonWalker International plant on August 21 at the Point Industrial Park. The Chamber and LEDC were actively involved with coordinating the event alongside the staff of HarbisonWalker. This was an exciting opportunity to see the new facility completed and Lawrence County residences being employed.

Our Annual Manufacturing Day was October 4 and was hosted by PureCycle at the new Southern Ohio Industrial District (formerly the Dow Property) in Ironton. The guest speaker for the event was Mike Otworth, CEO of Innventure & PureCycle. Attendees were offered the opportunity to tour the PureCycle facility; a great opportunity to allow various members of the community to engage with Lawrence County business leaders. The 2019 Manufacturing Day is scheduled for Thursday, October 3.

The Annual Awards Dinner was held on Thursday, November 1, at Ohio University Southern in the Rotunda. The guest speakers were Richard Cordray (Democrat) and Mike DeWine (Republican), two candidates running for Governor of Ohio; each provided a short video as they were unable to attend the event. During the ceremony, Harbison-Walker International was presented with the 2018 Business of the Year Award.

November 2018 was the Annual Festival of Trees and Christmas Market. This year we added a Drive Thru Nativity, sponsored by the Jeremiah38 Ministries, and a Luminary 5K Run. Both events were a success with attendance at The Point being approximately 6,000 people. Some of the highlights at the Festival included:

- Christmas Market - There were 30 crafters set up in a 40'x60' tent, as well as an additional 20'x60' tent to accommodate the Market. Entertainment was provided every evening during the event.
- Kids' Day - Kids' Day was a hit with the guest speaker, Gerry Booth, a magician and balloon artist. After the program, the kids had cookies and milk with Santa, then went outside to feed the reindeer and camel.
- Festival of Trees - There were 24 beautifully decorated Christmas Trees displayed inside the Chamber building. A silent auction was held throughout the event for attendees to bid on the trees. Plans are being made for the 2019 Festival of Trees and Christmas Market at the Chamber office in South Point, which will be held on November 21-22.





Peter Voderberg
Managing Director, DriveOhio

Lawrence County citizens were able to partake in the 2018 Legislative Day, meeting and discussing issues and solutions with elected officials.



MIKE OTWORTH
CEO, PureCycle Technologies

Manufacturing Day was met with huge success, as Mike Otworth presented a powerful and energetic speech of empowering the local community.



HERB NIDA
2018 George Patterson
Community Servant of the
Year Recipient

Mike Patterson, son of George Patterson, hands Herb Nida his award for all of his outstanding service to the community.



SWEARING IN OF 2019 CHAMBER OF COMMERCE

MESSAGE FROM 2018 CHAMBER PRESIDENT BRYAN GILPIN

2018 was a memorable year for the Chamber of Commerce as we continued to support existing area businesses and welcomed new ones to the organization! The Chamber hosted many community events that brought together both the business community and the citizens of Lawrence County.

Throughout the year, the Chamber welcomed 21 new businesses to the membership roster. We supported our local businesses with several grand openings and ribbon cutting events. We also worked closely with HarbisonWalker International to make their grand opening and ribbon cutting ceremonies a great success. Additionally, the community joined us for 8 Fourth-Friday luncheons with various speakers of interest. In May, we organized our annual Legislative Day excursion and traveled to the State House with engaged Lawrence County citizens, to meet our legislative leaders, and participated in several break-out sessions about issues

most important to our businesses and residents. In November, we recognized outstanding businesses and individuals at our annual awards dinner and hosted the Lawrence County Young Professionals and their silent auction to raise funds for their Secret Santa program. We also proudly partnered with all Lawrence County schools with the award of a college scholarship to nine local students as well as celebrated the opening of the new STEM+M school. We firmly believe that the future of our region is rooted in a quality education for all. By offering choices to our students and families, will result in a quality, educated work force.

We appreciate the partnerships of all Chamber members, employees and friends for the dynamic success we enjoyed in 2018. We hope to see all of you at a Chamber event in the coming year, as we continue to encourage excellence in our community. The Chamber wishes you all prosperity and health in 2019!

THE POINT INDUSTRIAL PARK JEREMY CLAY DIRECTOR

LEDC has continued its progressive development of spec buildings, and to date, we have constructed ten of these buildings. Presently, the park is home to 20 businesses: Engines Inc of Ohio, Mid Valley Supply, Calgon Carbon, Applied Technologies, DeAngelo Brothers LLC, AEP of Ohio, PRD Technologies Inc, R & W Rental and Supply, Orica, Intermountain Electronics, FedEx, JennMar-McSweeney's, Excel Modular Scaffold and Leasing, Ken API, Mistras, All Pro Supply, Tribute Contracting, Bimbo Bakeries USA, Stericycle and HarbisonWalker International.

One of the newest businesses that opened this year was HarbisonWalker International (HWI). HWI's 30 million dollar state-of-the-art monolithic refractories manufacturing plant had its grand opening in August 2018. HWI leads within a variety of industries, including aluminum, cement, chemicals, and more. The plant features new state-of-the-art processes and technologies that utilize lean manufacturing techniques throughout its production, making it one of their most technologically advanced plants in the nation. In its first year of production, the plant is expected to have an initial capacity of around 80,000 metric tons per year of finished product. "While some of the advanced technologies, processes, and equipment at the facility may be similar elsewhere - what makes this plant so outstanding is the ingenious design, engineering and configuration of these elements. This configuration - combined with our overall approach - is completely revolutionary," said Douglas Hall, senior vice president, integrated supply chain at HarbisonWalker International.

LEDC was also able to secure a new tenant, Stericycle, for the remaining space available at Spec Building 3, giving it the title of our most recent addition to The

Point. Originally founded in 1989 as a medical waste management company, Stericycle has grown over the last few decades into a world-leading business, providing services for medical and hazardous waste, document destruction, communication services, and more. With a presence in over 20 countries and more than 650 facilities located worldwide, Stericycle is able to offer a wide array of essential and highly specialized compliance-based solutions to its greater than 1 million customers. Its business practices and operations are built on the attributes of safety and trust, along with a strong commitment to protecting the environment and providing a more sustainable future. However, Stericycle is more than just these characteristics. In a statement from Charlie Alutto, CEO and President of Stericycle, he sees the company as something greater than what most people see from the outside. "We do more than specialty waste management, more than paper shredding, and more than compliance. We take care of our customers' essential and regulatory needs so that they can focus on their core business and let our experts handle their daily behind-the-scenes operations. In doing that we protect businesses, we protect employees and customers, and we protect communities. We protect what matters most." Within our region, the company is expanding its reach due to its previous acquisition of Shred-it. The company officially moved into the building in June 2018, occupying half of the Spec 3 facility (which was previously occupied by Liebert Corporation).

Currently, LEDC is constructing a five-unit strip mall on Collins Avenue directly adjacent to the Chamber of Commerce. During the summer, Bellacino's announced that it would be the first tenant entering the new strip mall. Bellacino's is an Italian restaurant specializing in pizza and grinders. They have more than 60 locations across the nation, and

"We are excited about the progress that Lawrence County has experienced. We look forward to the future and continuing growth in our community."

-Jeremy Clay



HWI Grand Opening



Bellacino's Construction - 10/9/18



Bellacino's Ground Breaking

TRI-STATE ANGEL INVESTING GROUP TECHGROWTH OHIO MICHAEL THOMPSON

TechGrowth Ohio Delivers intensive operational assistance through Executives in Residence who validate opportunities and prepare companies for investment. In addition, TechGrowth provides small, competitive Growth Grants to qualifying companies to overcome targeted commercialization obstacles, pre-seed investments providing first-in funding for technology startups, and access to a regional network of angel investors for follow-on capital needs as well as access to venture capital markets to fund the scale up of production, sales and marketing.

TechGrowth is funded by an Ohio Third Frontier grant with support from Ohio University and private capital. TechGrowth's impact shows a leverage ratio of over \$21 of follow-on resources acquired for client companies for every \$1 of state money invested, achieving over \$462 million flowing into the region to date.

Mike Thompson is our local Executive In Residence covering Lawrence and Scioto Counties.



The Tri-State Angel Investment group received a ARC grant, with LEDC being the lead applicant, to provide services to entrepreneurs and pay the expenses of Fund II that was started January 1, 2019.

The Tri-state Angel Investment Group is an organized limited liability company based in Ashland, KY, that pools capital resources and business connections of accredited investors in and around the Tri-State area. TSAIG makes investments in private companies that demonstrate the potential for sustainable, profitable, growth-capable operations while providing a suitable return for investors.

Mike Thompson is one of the executives of the fund and the project manager of the ARC Grant.

1. Provide venture capital equity to start-up and/or expanding companies.
2. Provide investors with an attractive financial return.
3. Create jobs and economic growth in the tri-state region.

DARE-TO-DREAM HIGH SCHOOL ENTREPRENEURIAL COMPETITION

The Glockner Dare to Dream high school regional business pitch competition is an annual event that gives Tri-State area high school students the opportunity to create a business idea and pitch it to a panel of judges for the chance to win thousands of dollars in prize money. Counting this years pledged support, over \$90,000 in cash will have been given to Tri-State high school students in the last four years.

This program is in its fourth year and continues to grow. This year we had over 70 high school teams send in commitment letters. The Ironton high school and STEM+M School has teams involved this year.

Andy Glockner, our title sponsor said at the end of last years event

“Wow, this just keeps getting better and better.”

We are pleased to have partnered with Shawnee State and the Kricker Center in Portsmouth for our Ohio Semi-Final and Finals.

Mike Thompson is the director of the program.

The web-site for the competition is located at: <https://glocknerdaretodream.com>

The top six teams of 13 that presented at the finals for 2018



1ST PLACE
Russell, KY

- 1st Place Three students from Russell, Kentucky won \$7,000
- 2nd Place Five students from South Gallia, Ohio won \$5,200
- 3rd Place Three students from Grace Christian, Huntington won \$4,500
- 4th Place Four students from Portsmouth, Ohio won \$3,000
- 5th Place Three students from Green County, Ohio won \$2,450
- 6th Place Four students from Cable Midland, WV won \$2,300

All of the teams that made it to the finals received monetary awards.

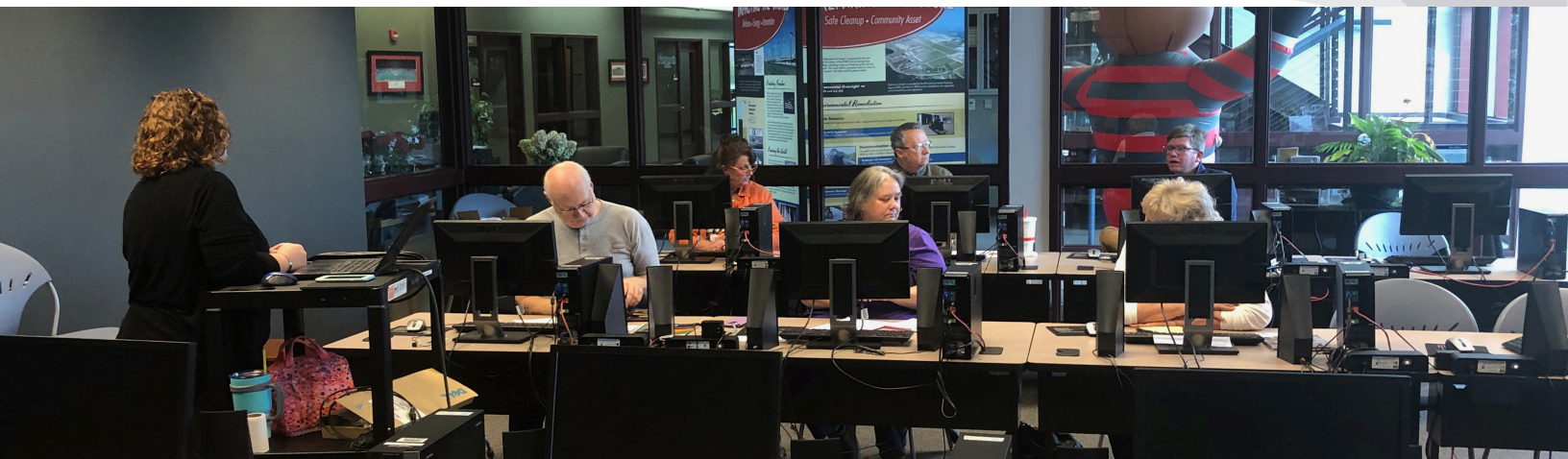


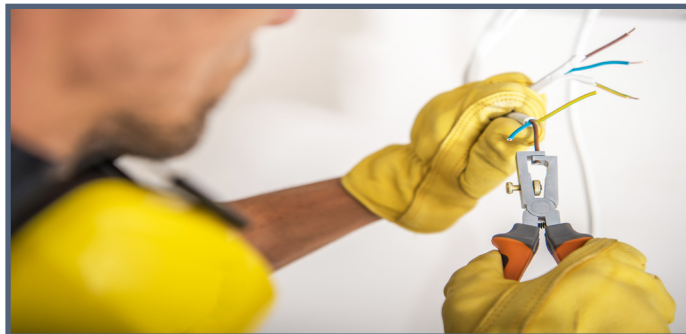
Southern Ohio PTAC

SOUTHERN OHIO PTAC JORDAN LUCAS DIRECTOR

The Southern Ohio Procurement Technical Assistance Center’s (SOPTAC) purpose is to identify business firms that are qualified to sell their goods and services to the Department of Defense (DoD), other federal agencies, and state government agencies. This process can result in a stimulation of the economy, which leads to economic growth, and creation of jobs. Currently, the SOPOC serves an area referred to as the Region 7 South Central Ohio Business Development Center Consortium which includes the counties: Adams, Brown, Gallia, Highland, Jackson, Lawrence, Pike, Ross, Scioto, and Vinton.

The SOPOC continued reaching out to small businesses in all of the ten counties it serves. SOPOC’s fiscal year runs from August 1st to July 31st. As always, the counselors met with economic development directors, key chamber personnel, and business development representatives throughout the region to educate them on the services available from the SOPOC and to solicit their support in engaging potential clients. Counselors have contacted and met with new and existing small business clients to help them with various registrations and assist with the various components of the bid/award process. The SOPOC sponsored over 10 small business workshops for the fiscal year.





SERVICES OFFERED BY SOPOC INCLUDE ASSISTANCE IN A VARIETY OF AREAS:

- Completing required registrations; e.g. System for Award Management (SAM), iUpdate Dunn & Bradstreet (DUNS numbers), Ohio Vendor Registration.
- Identification of small business designations and help with certifications; e.g. HUBZone and EDGE certifications, Veteran-owned business, Woman-owned business, Minority-owned business.
- Bid-Match service which searches major websites for agency solicitations and awards.
- Development of a “Capability Statement” that highlights company assets and strengths along with special designations and certifications.
- Marketing assistance to target

agencies and prime contractors that purchase goods and services from client’s small business.

- Cultivating relationships with local buying agents to assist referrals and networking opportunities for small business clients.
- Presenting workshops on selling to government agencies and hosting workshops in which local contracting agents communicate the “how to” of selling to their agency.
- Hosting match-making conferences where small businesses can meet directly with a variety of buying agents.

SOPOC worked with over 155 active clients this year. The total number of contracts awarded for the program year was close to 94! This includes: 55 prime contracts and 39 subcontract awards.

Clients were awarded contracts to build utility lines, make tent poles for the DoD, construct public schools, roads, and buildings, assemble sandbags, perform janitorial services, manufacture parts for military components for the DoD, repair and build roofs for public housing projects, sell electrical supplies to military and state agencies, and to perform maintenance, health, and landscaping services, and catering.

The SOPOC department is reporting \$12,396,370.90 in contract award revenue for our clients this program year.



QUESTIONS?

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