



Developments

Economic Development News in Champaign County, Ohio

Spring 2016



Chris Schmenk, of Bricker & Eckler LLC and former director of the Ohio Development Services Agency, earlier this year helped prepare the boards of the CEP, Champaign County Chamber of Commerce and West Central Ohio Port Authority, to work together on economic development.

Partnership: Key to Economic Development

Partnerships drive the mission of the Champaign Economic Partnership (CEP)—to grow business and jobs and improve quality of life in Champaign County, Ohio.

The CEP's motto, *Working Together for Success*, says it all.

Established July 1, 2015, the CEP serves as Champaign County's designated economic development agency, through an agreement with the Champaign County commissioners and the City of Urbana.

The CEP operates as a private-public partnership of private businesses, the Champaign County Community Improvement Corporation (CIC) and local government subdivisions—county, city, villages and townships.

Private business representatives hold about 70 percent of the 18 seats on the CEP board of trustees. The rest are held by local government representatives.

"Through our partnerships, the CEP strives to promote economic growth by connecting businesses with resources to help them succeed in Champaign County,"

Visit CEPOhio.com

The Champaign Economic Partnership has created a website, *CEPOhio.com*, a resource for existing and new businesses and site consultants. The website features:

- Community information
- Links to business development resources and CEP partners
- Information on starting a business
- Available commercial property
- Profiles of local manufacturers
- Maps highlighting transportation, zoning and access to

Inside

CEP Developments

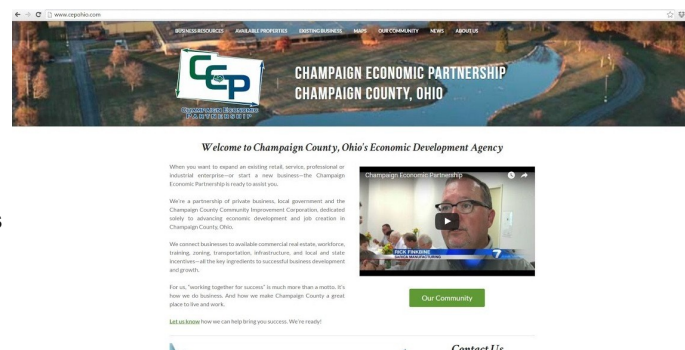
Welcome to the first edition of the quarterly *CEP Developments* newsletter.

The CEP Board of Trustees	2
Meet the Director	2
CEP Sponsors	2
Project Updates	3
Success with Incentives	3
Developing the Workforce	4

Call the CEP When You:

- Plan to expand your business
- Need property for commercial development
- Need help developing and training your workforce
- Need other assistance to expand or begin a business
- Have a lead about a company needing a site

Contact the CEP at: 937-653-7200 or



CEP Board of Trustees

The CEP's 18-member board of trustees includes representatives of private business (70 percent) and local government (30 percent).

Officers are: President Todd Michael, Michael Family Farms; Vice President Andy Yoder, Village of North Lewisburg; and Treasurer Bill Heitman, Civista Bank.

The other 15 board members include:

- Bill Bean, Mayor of Urbana
- Dana Booghier, Champaign County Building Regulations
- Kyle Bowman, St. Paris Hardware
- Ed Funderburgh, Rush Township trustee
- Kyle Hall, The Hall Company
- Steve Hess, Champaign County Commissioner
- Than Johnson, Champaign Residential Services, Inc.
- Dan Kaffenbarger, Madison-Champaign Educational Service Center
- Jill O'Neal, WEIDMANN Electrical Technology, Inc.
- Ron Salyer, Pioneer Electric Cooperative
- Brett Spriggs, CT Communications
- Pat Thackery, Café Paradiso and Carmazzi's Candy and General Store
- Paul Waldsmith, Champaign County Chamber of Commerce representative
- Mark Westfall, Agriculture representative
- Dana Zook, Wagner, Maurice & Davidson Co., LPA



Marcia Bailey, CEP Director

Before becoming economic development director of the Champaign Economic Partnership, Marcia Bailey served as economic development coordinator for the City of Urbana.

In her role with the city, Bailey also assisted Champaign County with economic development. But now she directs a coordinated, county-wide effort to strengthen the local economy.

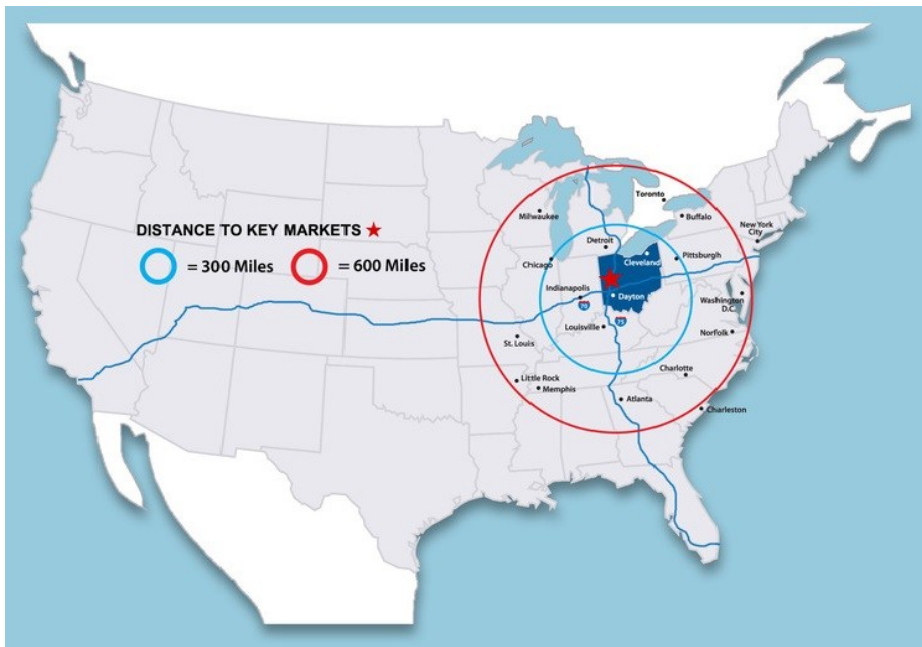
Bailey, who has lived most of her life in Champaign County, said, "I am proud of Urbana and Champaign County and proud to call

CEP Sponsors

The Champaign Economic Partnership is funded by public and private sponsors.

Public funding for the agency's work to attract and retain business comes from the Champaign County commissioners and the City of Urbana, which each contribute \$50,000.

Private funding comes from Pioneer Electric Cooperative and Dayton Power & Light, which have each contributed \$15,000. Security National Bank, Civista Bank, CT Communications and ComDoc provide the CEP



This map, from the Champaign Economic Partnership website, CEPOhio.com, illustrates Champaign County's proximity to key markets in the U.S. The website features other valuable information and links to resources to help businesses locate or expand in Champaign County.

CEP Working on 25 Projects

The Champaign Economic Partnership is working on about 25 economic development projects. These include possible expansions of existing businesses and inquiries for new businesses in service, retail, manufacturing and health care.

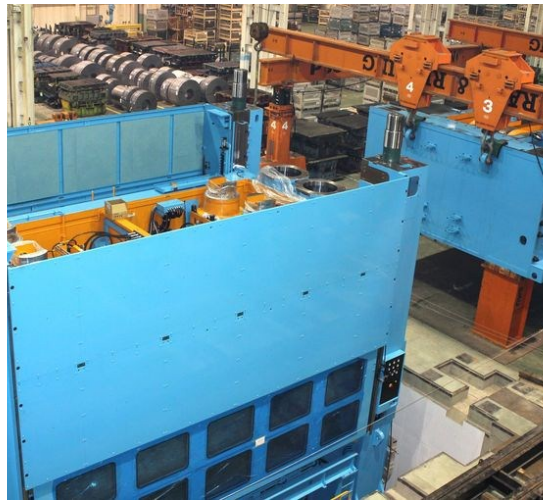
The projects represent more than 300 potential new jobs. One project would involve an investment of more than \$57 million by the business, said Marcia Bailey, CEP director.

In all cases, the CEP keeps projects confidential until plans are finalized.

Potential economic development projects come to the CEP through a variety of channels such as:

- Businesses wanting to expand or locate in Champaign County
- Entrepreneurs wanting to start up a business
- Site selectors that represent businesses looking for available property
- Referrals from other businesses

To move projects forward, the CEP connects businesses with local and state resources to help them find property, work out zoning and permitting, address transportation or infrastructure issues, help with work-



These new presses, used to form auto frame components, represent part of KTH Industries' \$23 million in personal

All Companies Complying with Tax Abatement Agreements

In some cases, new and expanding businesses are granted temporary property tax abatements in return for their commitment to invest in facilities and equipment and to retain or create a specific number of jobs.

All Champaign County companies currently operating under enterprise zone agreements and community reinvestment area agreements, which provide tax abatements, have followed through on their commitments.

Because of this, Champaign County's Tax Incentive Review Committee (TIRC) recommended to Urbana City Council and Champaign County commissioners to continue the business' tax incentives. TIRC reviews the agreements annually.

"These agreements are a very effective tool to help companies expand or locate in Champaign County," Marcia Bailey, CEP director, said. "The tax abatements are only temporary, and in the long run the investments made by the businesses increase local property taxes and strengthen local employment."

The continued tax abatement agreements represent:

- A total of \$7,269,900 in real property investment
- A total of \$24,808,813 in personal property investment for new equipment
- Retention of 279 jobs
- Creation of 53 new jobs

Agreements were continued for KTH Parts Industries, Inc., American Pan Company, Ultra-Met Company, Gerald Shiffer (for a hangar at Grimes Field) and White's Service Center.

In addition, an enterprise zone agreement with Parker Trutec came to the successful completion of its term, resulting in 88 retained jobs and two new jobs and investments of \$1,617,453 in real property and \$506,406 in personal property.



Tom Duggan, integrated supply chain senior director and site leader of Honeywell Aerospace in Urbana, speaks at the Business Workforce Impact Breakfast, held early this year at Honeywell. About 65 educators, manufacturers and government officials from Champaign, Logan, Madison and Union counties gathered for the

Contact Us

Give us a call for more information about our services

Champaign Economic Partnership

3 Monument Square
Urbana, OH 43078

937-653-7200

info@cepohio.com

Website: CEPOhio.com

Office hours:
8:30 a.m.-4 p.m., M-F

Focusing on Workforce Development

Employees are a business' most valuable asset. And because manufacturers in Champaign County—and across the U.S.—face a shortage of job applicants with the training necessary for skilled, high-tech positions, the CEP has made workforce development one of its primary focuses.

CEP Director Marcia Bailey explains, "Preparing our local workforce for skilled, technical jobs is a key to strengthening and growing our local economy. To grow their businesses, existing companies need well-trained employees. And companies building a new facility locate where the workforce is plentiful and well-trained."

The CEP is partnering with educational institutions, the Champaign County Manufacturers Council and the council's Human Resources Managers Group to prepare the workforce. The HR Group is reaching out to schools and students, to promote products made by local manufacturers, while educating students about the rewarding, high-tech career opportunities local manufacturers offer and the training needed to prepare for them.

Progress is being made. For instance, Ohio Hi-Point Career Center is completing the first year of an advanced manufacturing satellite program for fifth grade through high school at Triad Local Schools.

The CEP also is collaborating on workforce development with the economic development agencies of Union and Madison counties, as well as regional employers and educational institutions.

Call the CEP at 937-653-7200 to learn more about the HR Managers Group or to visit our local manufacturers, and watch for more information in the summer edition of the *CEP Developments* newsletter about local manufacturers' participation

Unemployment Down, Manufacturing Jobs on the Rise

Unemployment rates have substantially decreased in Champaign County since 2012, according to statistics from the Bureau of Labor Market Information—from an average of 7.4 percent in 2012 to an average of 4.3 percent in 2015.

And in the past three years, Champaign County has added 900 manufacturing jobs, reports Marcia Bailey, economic devel-