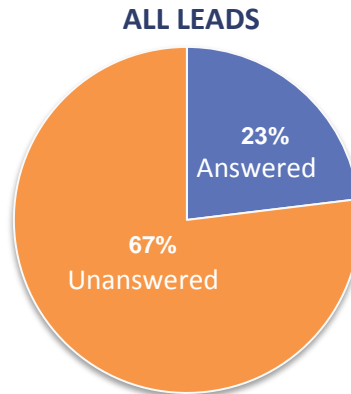
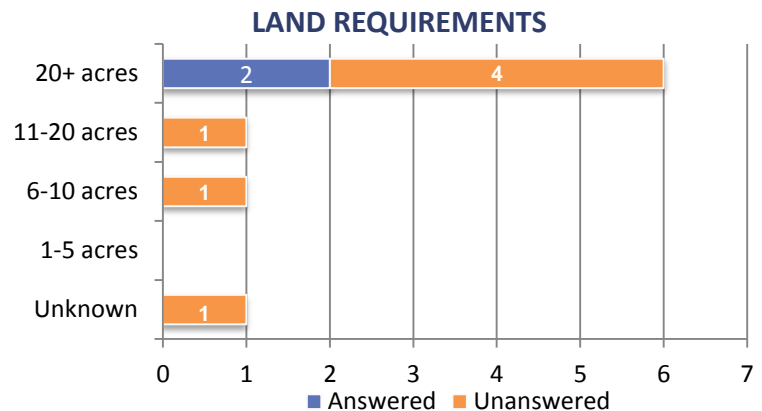
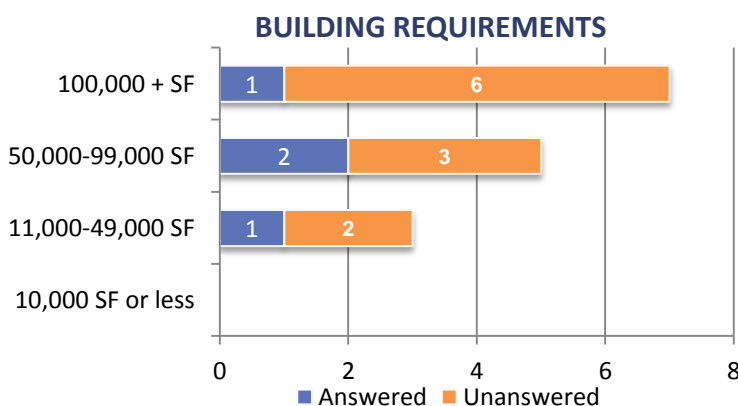


## Economic Development Pipeline- through Q1 2018



The Clermont County Department of Community and Economic Development (CED) received 26 inquiries for possible projects through Q1 2018, more than we saw in both 2016 and 2017. We were able to respond with potential sites or buildings for 6 of those projects (23%), which is less than 2016 or 2017. We were unable to respond to 20 projects due to the lack of appropriate buildings or sites. We started to see a trend in requests for heavy industrial zoning towards the end of 2017 and will continue to monitor the requests in 2018 to see if this continues. All of the leads we were able to respond to were for manufacturing/industrial projects, which is consistent with prior years.

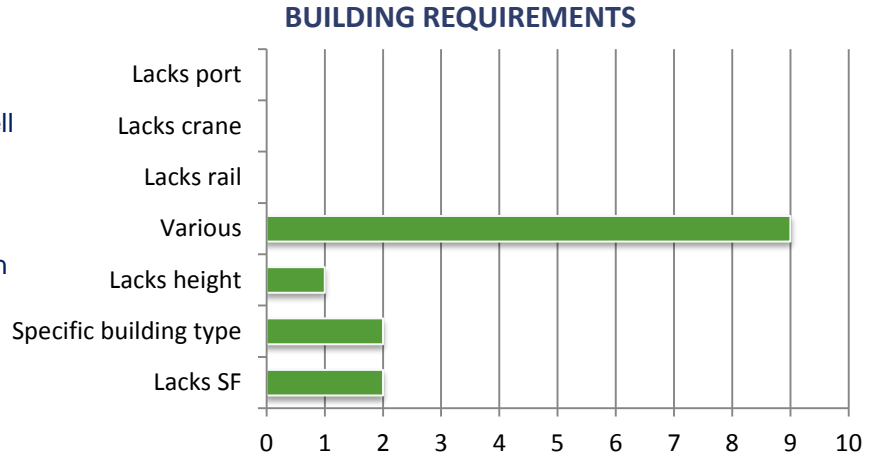
## Industrial Leads- through Q1 2018



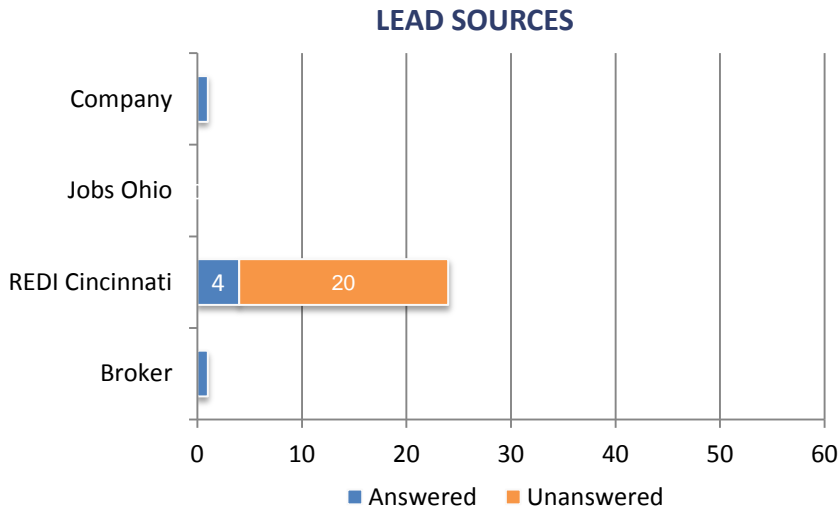
For both building requests and land requests we continue to see an increasing number of leads with larger space requirements. In Q1 2018, we received 7 industrial leads that needed over 100,000 SF in an existing building, and were only able to respond to 1. Existing large industrial spaces, particularly those with high ceilings continue to be in demand. We were able to respond to only 2 of the 6 leads needing larger acreage, due to the issues discussed on page two in regards to specific zoning and distance requirements for some projects.

## Unanswered Industrial Leads- through Q1 2018

Of the leads that we were unable to respond to, the majority were manufacturing leads requiring Heavy Industrial zoning. The chart to the right also emphasizes that large spaces are still desired, as well as spaces with high ceilings—many of the leads we were unable to respond to fall into the “lacks height” and “lacks SF” categories. The “various” category mainly consists of Heavy Industrial leads, which often also have additional requirements such as distances from other business types, or distances from residential uses.



## Lead Sources- through Q1 2018



Community and Economic Development receive leads from several sources. The chart to the left illustrates the source of all leads, broken out by answered and unanswered projects. As REDI Cincinnati continues to grow their partnership with JobsOhio, we almost exclusively receive leads through REDI, even when the lead is a statewide search. We did receive two leads in Q1 from individual companies or developers who were interested in the region and specifically wanted to explore the South Afton property.