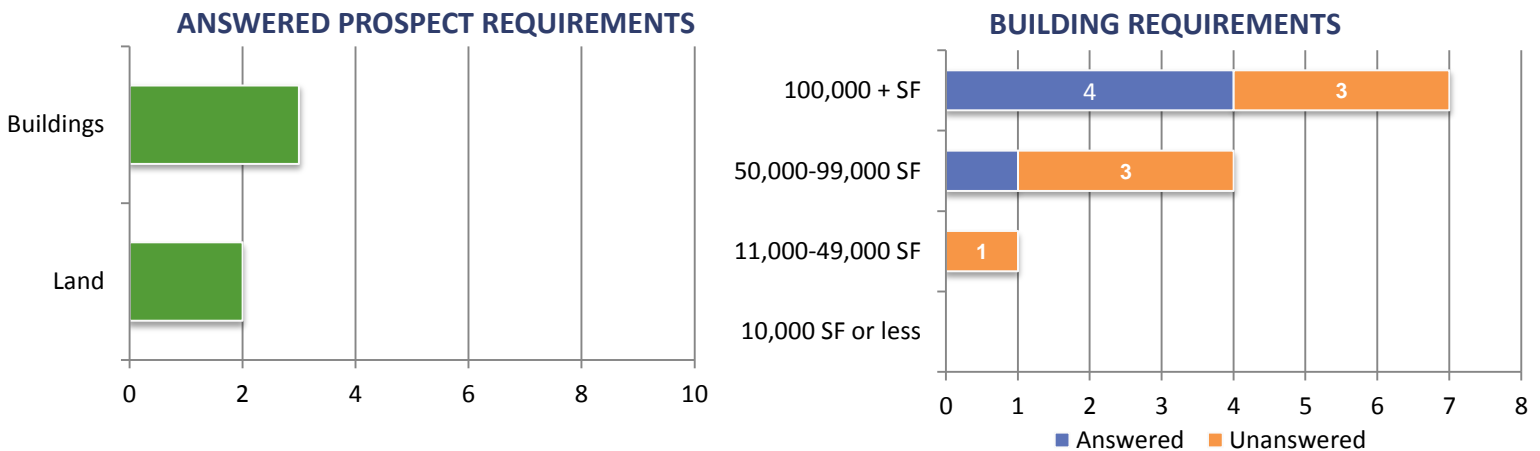


## Economic Development Pipeline- through Q1 2017



The Clermont County Department of Community and Economic Development (CED) received 16 inquiries for possible projects in Q1, which is the same as in 2016. We were able to respond with potential sites or buildings for 6 of those projects (37%). We were unable to respond to 10 projects due to the lack of appropriate land or buildings. This represents an ongoing issue: our inability to respond to many leads due to highly specific facility requests.

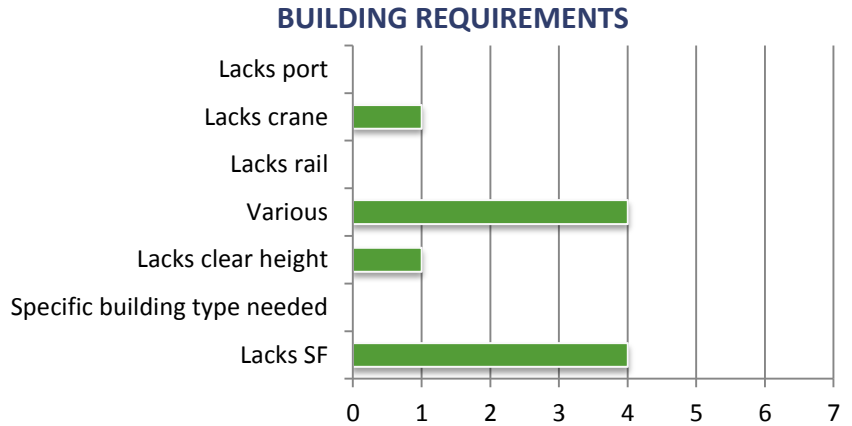
## Industrial Leads- through Q1 2017



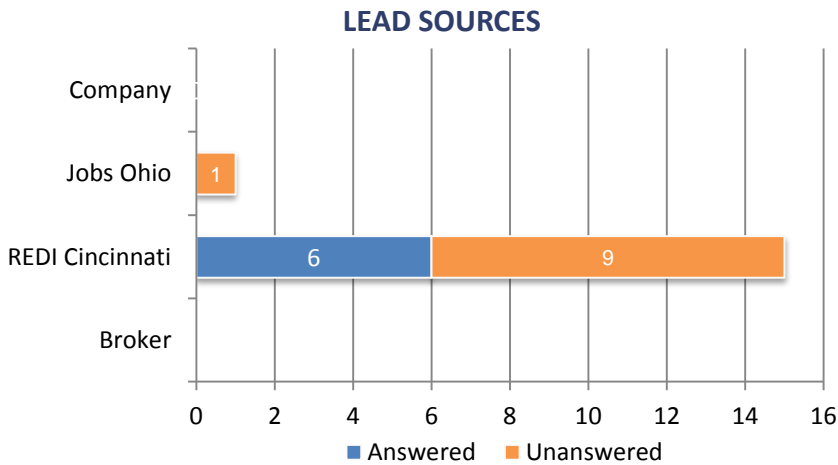
Of the answered industrial projects in Q1, requests were more common for buildings than requests for land. One lead would consider either a building or land. For the unanswered industrial leads, the ratio was 7 buildings, and 3 land requests. The average size of requests that were not able to be answered is approximately 136,750 SF, while the average size of answered requests was 147,000 SF. We have seen the average size of needs become larger over the years.

## Unanswered Industrial Leads- through Q1 2017

CED had 10 leads that we could not respond to because of the lack of an appropriate facility. Of the unanswered leads, 9 were manufacturing prospects that were extremely specific, with requests for 5-6 existing cranes on site, or buildings with existing coolers and building temperatures below 40 degrees. These requests mirror trends that we have observed over the last 1-2 years: clients need larger and more specific buildings.



## Lead Sources- through Q1 2017



CED receives leads from several sources. Jobs Ohio and REDI Cincinnati typically supply the majority of leads. The chart to the left illustrates the sources of all leads, broken out by answered and unanswered projects.

## SACP Update

Construction continues at South Afton Commerce Park. The first phase of access road has really started to take shape, and will be paved before the end of Q2 of 2017. All utilities have been brought into the property along this roadway, and the final phases of construction will be wrapping up as we move into the spring and summer weather. A second "for sale" sign has been approved and will be installed along Half Acre Road this spring. The property continues to be our most frequently submitted product for land prospects, and we hope to see development activity there soon!