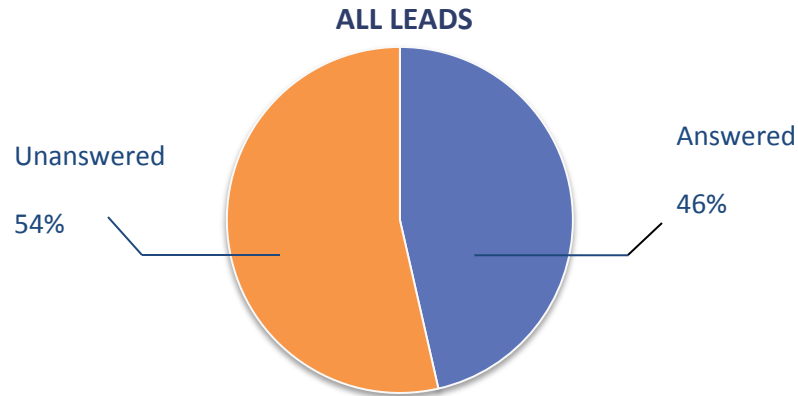
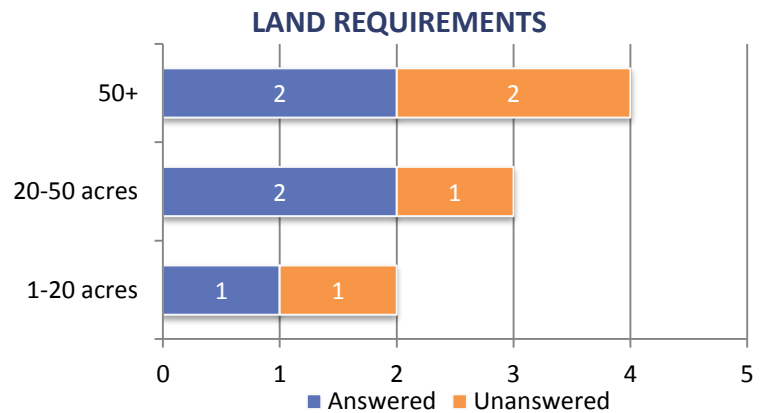
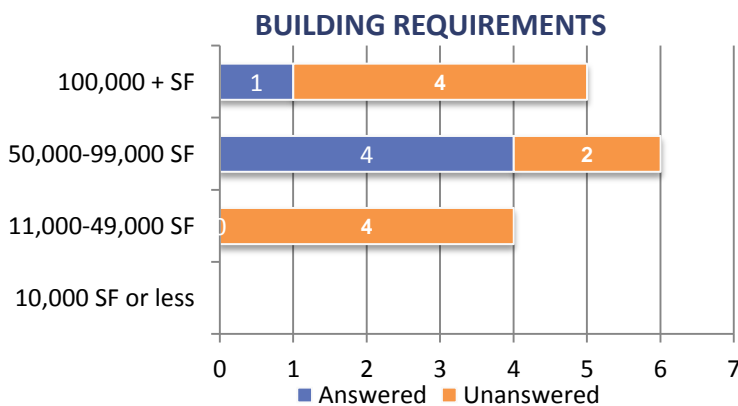


Economic Development Pipeline- through Q2 2019



The Clermont County Department of Community and Economic Development (CED) received 28 inquiries for possible projects through Q2 2019, less than what we saw through Q2 2018. We were able to respond with potential sites or buildings for 13 of those projects (46%), which is a higher percentage than we have seen in prior years. We were unable to respond to 15 projects due to the lack of appropriate buildings or sites. All of the leads we were able to respond to were for manufacturing/industrial projects, which is consistent with prior years.

Leads- through Q2 2019



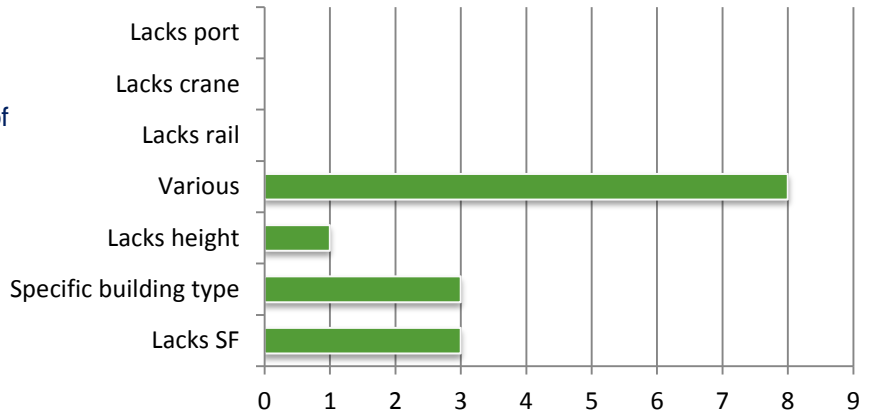
Most of the leads we received through Q2 were for existing buildings. Of those leads, we were able to respond to 5, the majority of which were for buildings between 50,000 SF and 99,000 SF. We were able to respond to one lead for a building over 100,000 SF. 10 of the leads received through Q2 were for land requests, of which we were able to respond to 6. Not all of these requests have specific acreage requirements. Those that do are represented above.

Unanswered Industrial Leads- through Q2 2019

Of the leads that we were unable to respond to, most had multiple reasons for the inability to respond. The “various” category shown to the right includes leads that we were not eligible for, for reasons such as requiring heavy industrial zoning as well as a crane of a specific size to be in place, or requiring rail access, while also requiring specific utilities that are not available at our rail served sites.

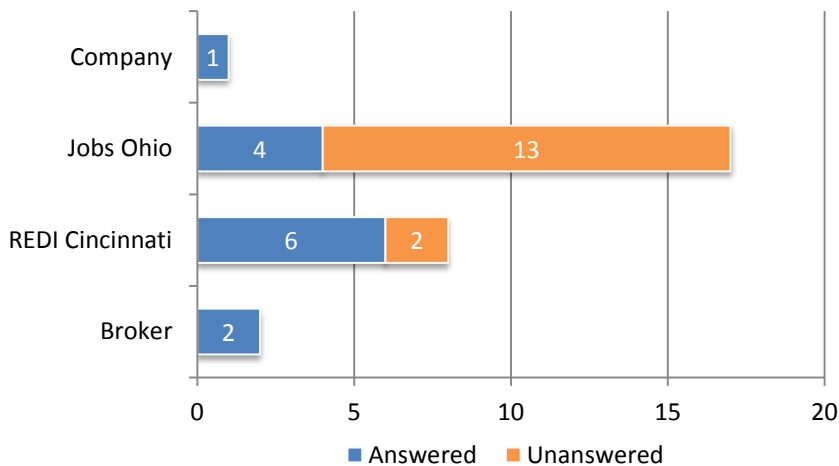
Many leads that are looking for an existing building have very specific requirements for things that the company wants to already be in place on site.

BUILDING REQUIREMENTS



Lead Sources- through Q2 2019

LEAD SOURCES



We receive leads from several sources. The chart to the left illustrates the source of all leads, broken out by answered and unanswered projects. The majority of the leads we receive come through the JobsOhio network.