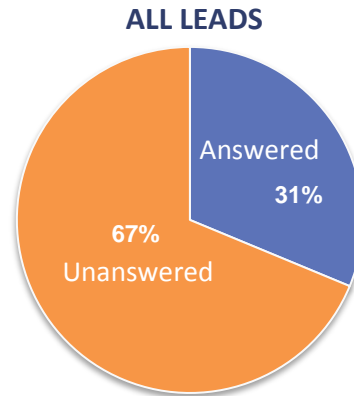
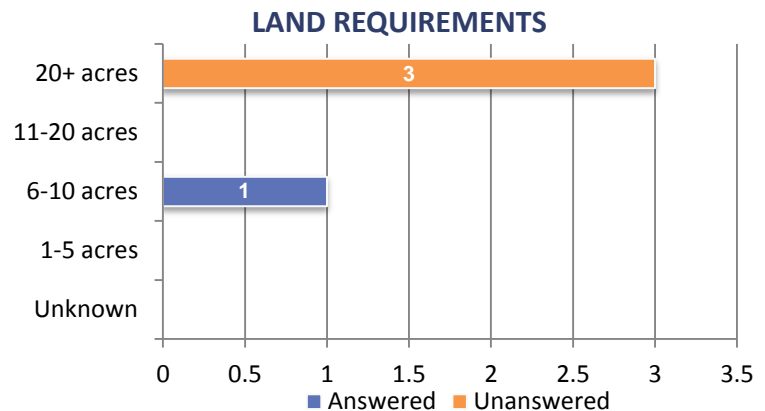
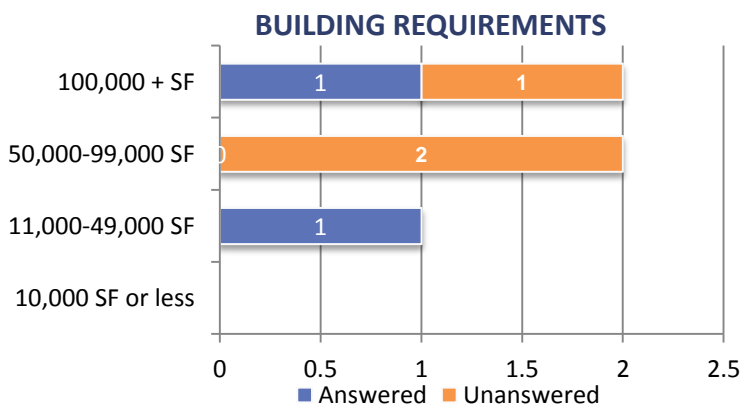


Economic Development Pipeline- through Q3 2018



The Clermont County Department of Community and Economic Development (CED) received 48 inquiries for possible projects through Q3 2018. We were able to respond with potential sites or buildings for 15 of those projects (31%), which is less than recent years. We were unable to respond to 33 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, however this seems to have slowed as we head toward the end of 2018. Of the leads we were able to respond to, the vast majority were for manufacturing/industrial projects, which is consistent with prior years.

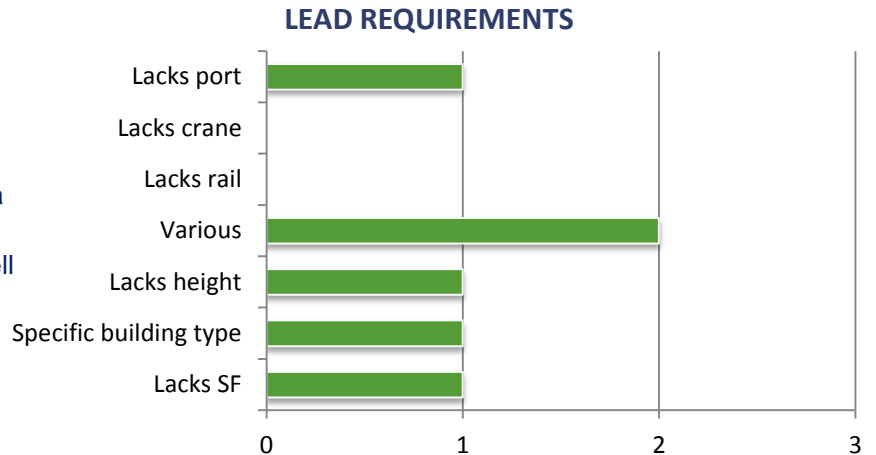
Industrial Leads- Q3 2018



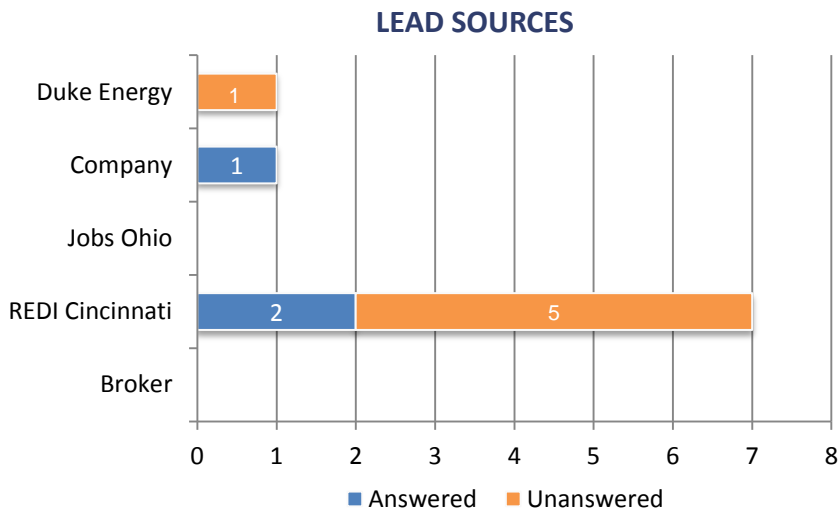
For both building requests and land requests we continue to see an increasing number of leads with larger space requirements. In Q3 2018, we received 2 industrial leads that needed over 100,000 SF in an existing building, and were only able to respond to 1. Existing large industrial spaces, particularly those with high ceilings continue to be in demand. We were not able to respond to the leads needing larger acreage in Q3 due to a lack of a shovel ready site with existing waterway access.

Unanswered Industrial Leads- Q3 2018

Of the leads that we were unable to respond to, the majority were for existing industrial spaces, with specific features. These spaces were desired in both single tenant and multi-tenant buildings, and the lack of high ceilings in existing buildings continues to be a concern County-wide. The chart to the right also emphasizes that large spaces are still desired, as well as facilities with river access. The “various” category consists of Heavy Industrial leads, which often have significant utility requirements.



Lead Sources- Q3 2018



We received leads primarily through Jobs Ohio's local economic development partner, REDI Cincinnati in Q3, 2018. One lead came from a company themselves. This lead emerged through our business retention and expansion efforts. One lead came through Duke Energy.