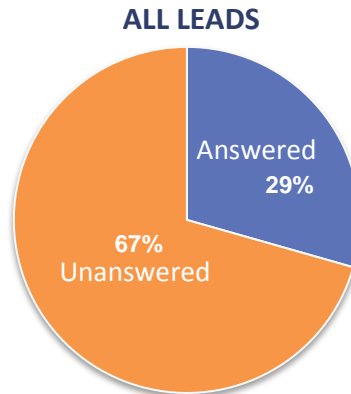
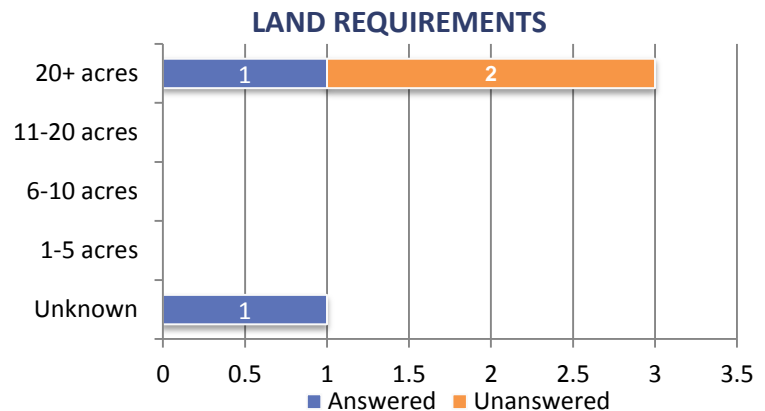
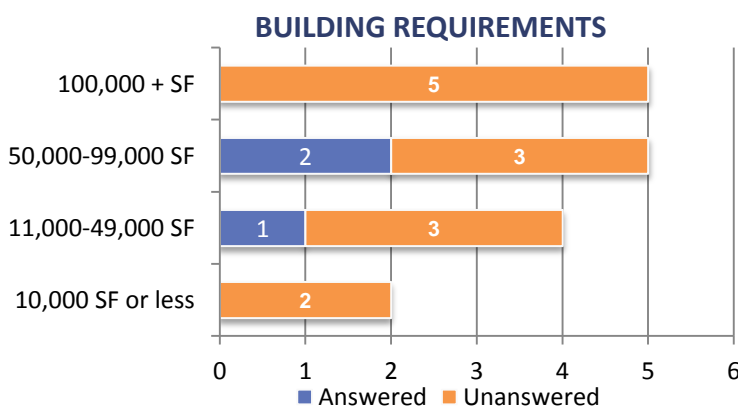


Economic Development Pipeline- through Q4 2018



The Clermont County Department of Community and Economic Development (CED) received 68 inquiries for possible projects throughout 2018. We were able to respond with potential sites or buildings for 20 of those projects (29%), which is less than recent years. We were unable to respond to 48 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 end 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- Q4 2018

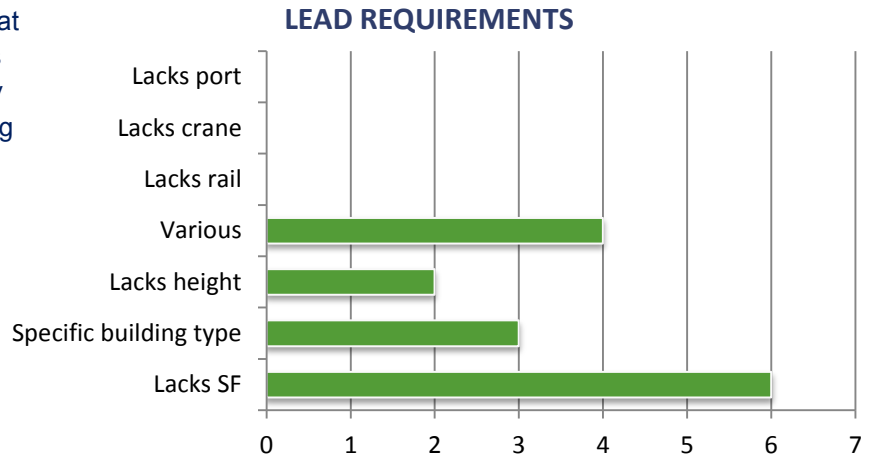


For both building requests and land requests we continue to see an increasing number of leads with larger space requirements. In Q4 2018, we received 5 industrial leads that needed 100,000 SF or greater in an existing building. Existing large industrial spaces, particularly those with high ceilings continue to be in demand. For leads that were only looking at land, we were able to respond to one REDI internal search with an unknown acreage need, and one additional request for 20-40 acres in Q4, 2018. Of the land requests that we were unable to respond to in Q4, one was for 1,000 acres.

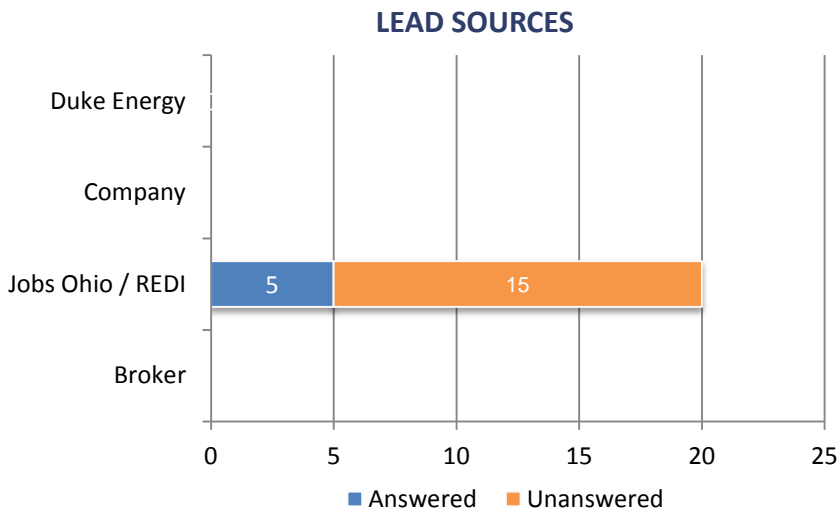
Unanswered Industrial Leads- Q4 2018

Of the industrial leads that we were unable to answer in Q4, we saw several with “various” requirements that we were unable to accommodate. These were things like a specific request for a building in an Opportunity Zone, or a request for a specific size of manufacturing space to be climate controlled. In one instance, the “various” need was a specific natural gas capacity requirement.

We continue to see requests for large spaces, and “lacks square footage” continues to be the most frequent reason we are unable to respond to a lead.



Lead Sources- Q4 2018



We received leads primarily through Jobs Ohio, with a few coming directly from their local economic development partner, REDI Cincinnati in Q4, 2018.