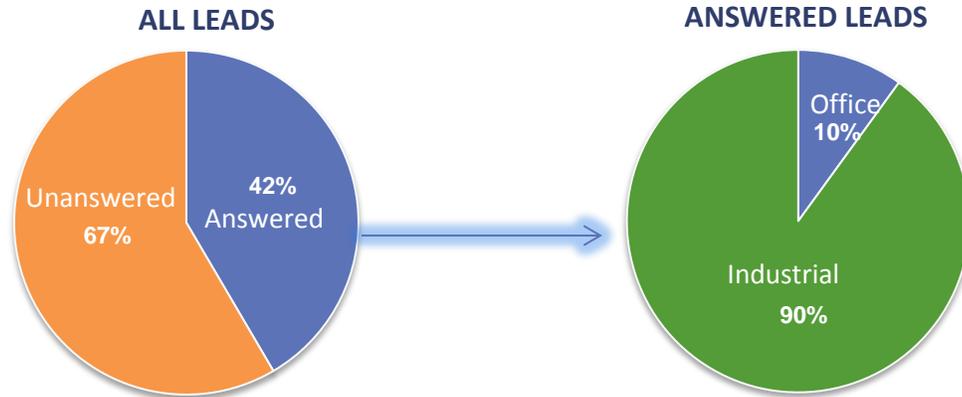
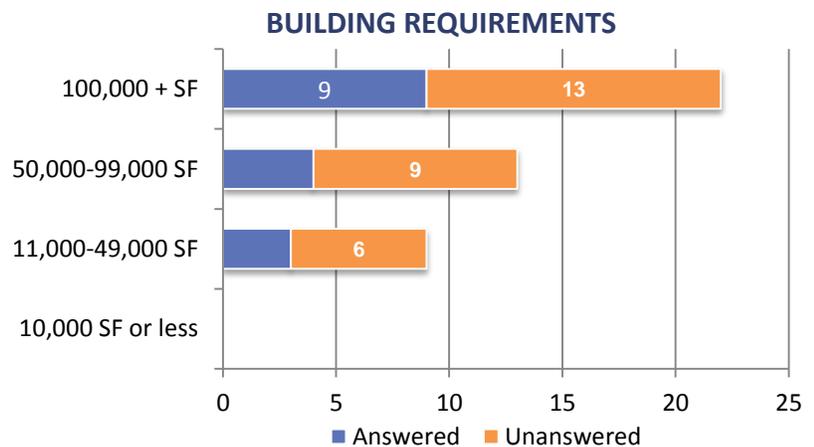
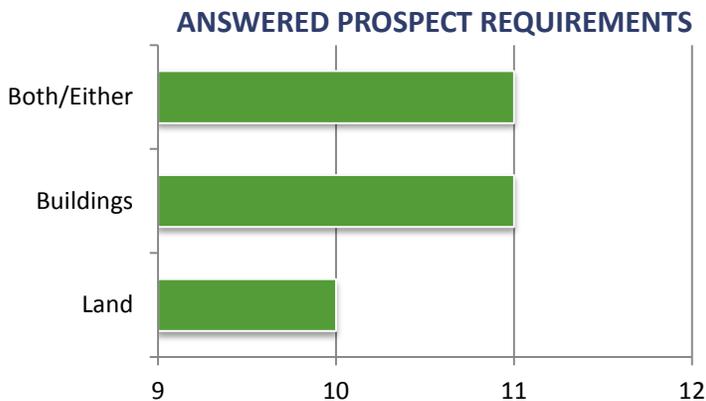


Economic Development Pipeline- through Q4 2017



The Clermont County Department of Community and Economic Development (CED) received 77 inquiries for possible projects through 2017, which is 6 more than in 2016. We were able to respond with potential sites or buildings for 32 of those projects (42%), which is similar to 2016. We were unable to respond to 45 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. 90% of the leads we were able to respond to were for manufacturing/industrial projects, which is consistent with prior years.

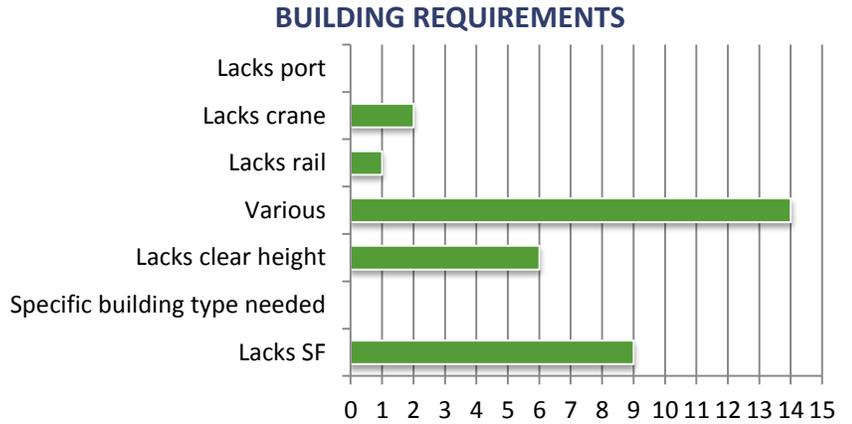
Industrial Leads- through Q4 2017



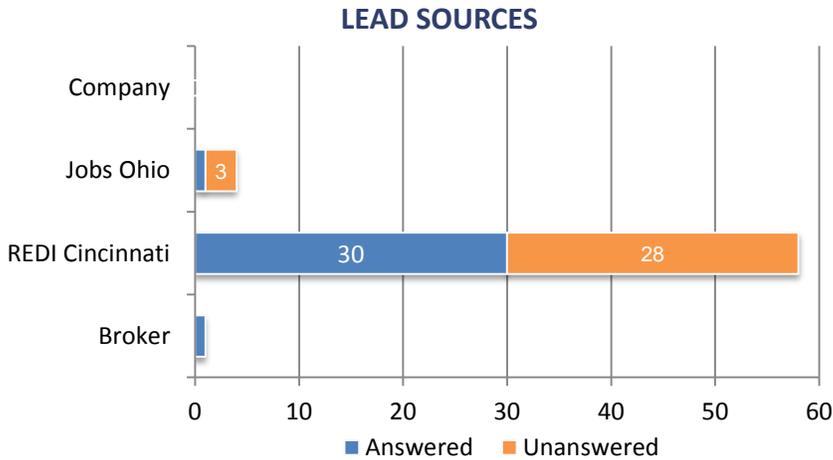
One of the changing trends that we have started to see in 2017 is an increase in the number of projects that are flexible in their search and would consider either land to build new, or an existing building. Traditionally we have seen more specific requests for either land, or an existing building. For requests that were interested in existing buildings, we continued to see high demand for large spaces, 100,000 SF and larger, which is consistent with previous trends, and an increase in the need for high ceilings.

Unanswered Industrial Leads- through Q4 2017

Of the leads that we were unable to respond to, the majority were manufacturing leads with large space needs and high ceiling requirements, which we did not have the inventory to meet. The chart to the right illustrates that large spaces are still desired, as well as spaces with “various” requirements. This category mainly consists of large utility requirements or more than one requirement listed. On many of these leads, Duke Energy has worked with the prospective company to forecast the availability of utilities and the estimated costs associated with them.



Lead Sources- through Q4 2017



Community and Economic Development receive leads from several sources. Jobs Ohio and REDI Cincinnati typically supply the majority of leads. The chart to the left illustrates the source of all leads, broken out by answered and unanswered projects. As JobsOhio and REDI Cincinnati continue to grow their partnership, we almost exclusively receive leads through REDI, even when the lead is a statewide search.

Project Announcements

The Clermont County CIC, Inc. is excited to announce a partnership with Miller-Valentine Group, who will be the preferred development partner for SACP. Any company considering South Afton Commerce Park can still “bring their own builder,” but Miller-Valentine Group is available to discuss project needs for prospects that do not have a builder selected, and can complete cost estimates, comparisons of ownership options, and preliminary site layout plans.

Dedienne Aerospace signed a lease for space at the former Ford Transmission Plant and will start business in Ohio in 2018. The 30,000 SF facility is their first in Ohio, and second location in North America. Dedienne supplies aerospace tooling, maintenance and support services for the growing American market.