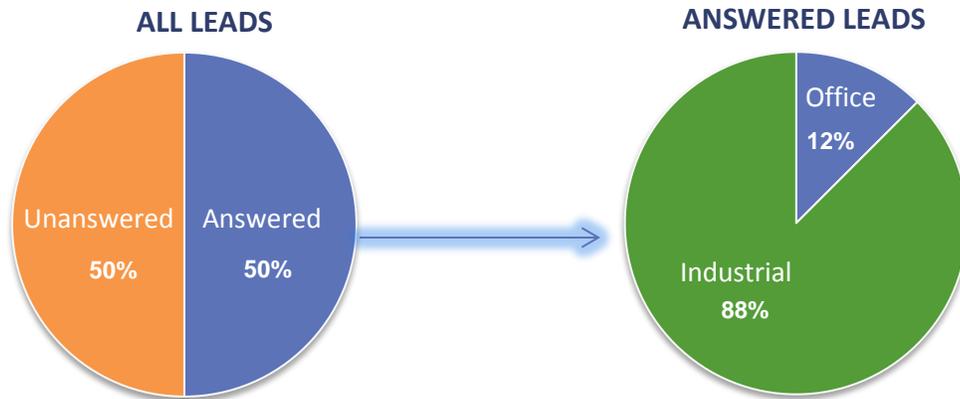


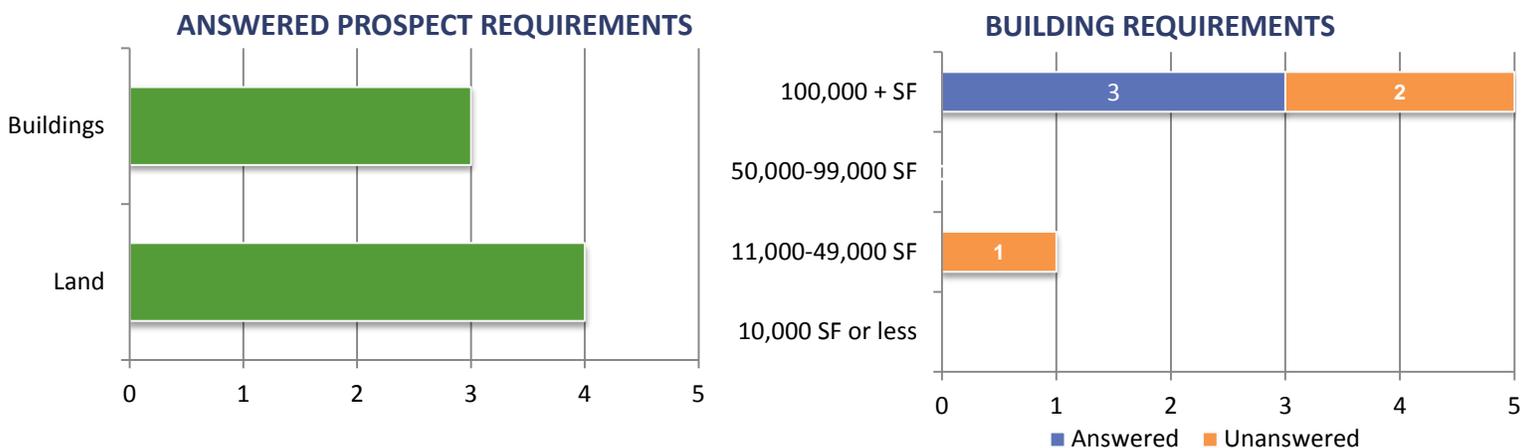
## Economic Development Pipeline- through Q1 2016



CED has received 16 inquiries for possible projects as of March 31, as compared to 10 leads at this point in 2015. We were able to respond with potential sites or buildings for eight of those projects (50%). We were unable to respond to eight projects (50%) due to the lack of appropriate land or buildings. This represents an ongoing issue: our inability to respond to most leads due to continuing prospect interest in highly specific facility requests and our lack of inventory of available buildings and shovel-ready sites. However, for new construction prospects, we expect this trend to change based on the development of South Afton Commerce Park (SACP).

Seven of the eight projects responded to were industrial project leads. This ratio is consistent with last year, as CED typically receives more industrial than office leads.

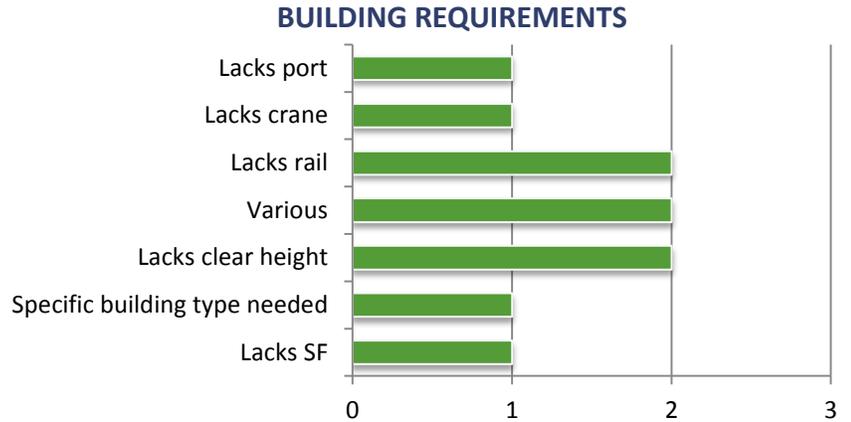
## Industrial Leads- through Q1 2016



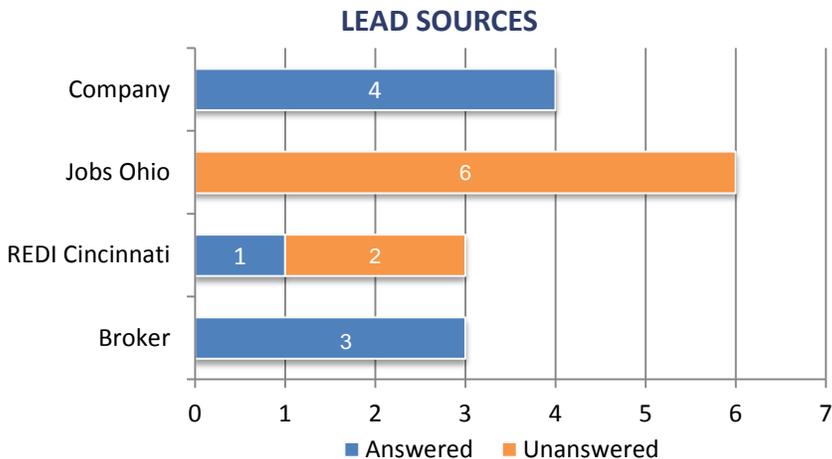
Of the seven answered industrial projects, four were looking for land for new construction, and three were looking for an existing building. This trend has reversed compared to recent years, where CED typically saw more leads looking for existing buildings. For the unanswered industrial leads, the ratio was the same – 4 buildings, 3 land requests. The most commonly requested industrial building size was greater than 100,000 square feet, with the average size answered request of approximately 120,000 square feet.

# Unanswered Industrial Leads- through Q1 2016

CED had eight leads (50%) that we could not respond to because of the lack of an appropriate facility, which is less than Q1 2015 when we had nine unanswered leads (90% of total). Of the unanswered leads, seven were manufacturing prospects that were extremely specific, with requests for single tenant buildings, former chemical or food facilities, existing cranes, high ceilings, rail, or port access. The average unanswered industrial request was about 450,000 square feet.



## Lead Sources- through Q1 2016



CED receives leads from several sources. Jobs Ohio and REDI Cincinnati have supplied a number of leads; however, we were unable to answer most of them due to specific building needs. The chart below illustrates the sources of all leads, broken out by answered and unanswered projects.

## Announced Projects 2016

### SPECIAL INVENTORY UPDATE

Since the Clermont County CIC, Inc. acquired SACP in February, through May 31<sup>st</sup>, the site has been submitted for eight leads. Three of those are existing Clermont County companies looking to expand. More information on SACP can be found at [www.SouthAfton.com](http://www.SouthAfton.com).

Additionally, nearly 200,000 square feet of Class A office space recently came on the market in Miami Township. In May, this property was submitted for three leads.

With available shovel-ready sites and buildings to market, CED staff expects previous demand trends to positively change for 2016 compared to 2015.