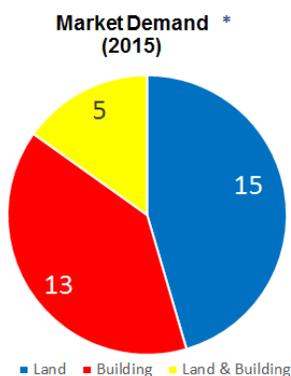


Updates: Incentives Research, Real Estate Demand, Pipeline Update & More April 29, 2016

Company Incentives Research: Ohio's Development Services Agency has a reporting tool that allows you to research which companies in your geography have received state assistance (in the form of Job Creation Tax Credit or DSA loans & grants). This may be a helpful tool for you to utilize as you prepare to meet with companies as it can inform you about a possible current state of growth. It may also inform your conversation around past growth activities with which Ohio may have been involved. This, in addition to the [JobsOhio metrics report](#) I shared last week, could be a valuable resource for you to leverage. Check out the DSA reporting tool here: <https://development.ohio.gov/reports/default.htm>

Real Estate Demand: We often are asked for information about what type of real estate is in demand. We took a look at searches that prospects asked us to conduct in 2015 and juxtaposed it to the inventory maintained in the OhioOne sites and buildings database. Interestingly, we're seeing a major lack of alignment between supply and demand as nearly half of the inventory maintained is comprised of smallish-sized real estate assets, while nearly two out of three requests are for larger, or super-size real estate properties. That's not to say small sites aren't in demand by local companies; this is simply a view from the attraction projects pipeline from 2015. We're going to continue to look at this, but thought you'd like to see it (to view as a larger image, please click on the chart below):



* Represents real estate searches requested of Team NEO in 2015

Size Categories	Demand	Inventory
Super (100+ acres or 250k+ sf) 86 sites 37 buildings	31%	5%
Large (30-100 acres or 100k - 250k sf) 197 sites 115 buildings	33%	14%
Medium (5-30 acres or 20k-100k sf) 275 sites 499 buildings	33%	33%
Small (<5 acres or <20k sf) 157 sites 948 buildings	3%	48%

Represents Green and Yellow inventory

Pipeline Update: As a region, we continue to see positive momentum building in terms of our project pipeline. With more than 7,600 potential new jobs in our pipeline (compared to 5,453 in 2015), we are tracking much better, which is an encouraging sign as we move through the year. In the last 30 days alone, we have had 16 new projects enter the system,

with an average of 84 new jobs per project; in 2015, we averaged just 33 jobs per project, further illustrating the strength of our current pipeline. As you engage with companies and identify opportunities, be sure to connect with the economic development system and leverage all of the resources available throughout the region and the state. Connect with one of our [county partners](#) to get started.

Growth and Prosperity is a Critical Success Factor for Economic Development: Amy Liu, VP and Director of the Metropolitan Policy Program at The Brookings Institution, penned a terrific white paper earlier this year entitled “Remaking Economic Development.” In the paper, Liu highlights the importance of inclusion for the entire population as a key aspect of long term economic prosperity. I would enjoy hearing about how these concepts align with the metrics and goals being tracked by your organizations. Check out the article by clicking [here](#).

LuK Announces Plans to Expand Wooster Plant: Congratulations to Rod Crider and all of my colleagues down in Wayne County. Earlier this week, LuK, Wooster’s largest employer, announced plans to expand its automotive facility, a move that will create 250 new jobs for the city. The Schaeffler Group, LuK’s parent company, made the announcement at Hannover Messe on Monday. In addition to creating 250 new jobs, the project will retain another 1,767 jobs. To learn more about the expansion, check out this [article](#) in *The Daily Record*.

I Bet You Didn’t Know This: With approximately 60,000 social media followers, Team NEO’s social channels serve as a prime outlet to tout many of the positive developments taking place in Northeast Ohio. We post updates on a daily basis and encourage you to follow us if you don’t already. Below are links to our various handles. If there is information you’d like us to share from your area or organization, please feel free to tag us in your post. Social Media Accounts:

- [Facebook](#) (ClevelandPlusBusiness)
- [Twitter](#) (@ClevelandPlus)
- [LinkedIn](#) (Team NEO)
- [Instagram](#) (@ClevelandPlus)
- [Pinterest](#) (@ClevelandPlus)

Beachwood's MakerGear Talks with President Obama at Hannover Messe: President Barack Obama and German Chancellor Angela Merkel paid a special visit to the JobsOhio booth while at Hannover Messe earlier this week. Hannover Messe represents the world's foremost trade fair for industrial technology. The two leaders spoke with Rick Pollack, Founder and CEO of Beachwood-based MakerGear. MakerGear designs, engineers and manufactures desktop 3D printers and accessories. Check out this [press release](#) to learn more.

Attend a Celebration Event on May 10 and Have a Chance for a Free Registration to this Fall's IEDC Annual Summit in Cleveland: As I noted in last week's update, we will be hosting a "Celebration Event" on Tuesday, May 10 to recognize Economic Development Week. During the event, we will walk attendees through our three-year Strategic Plan, highlighting how our work can be leveraged throughout the economic development system. Attendees will also hear from IEDC about its national conference taking place in Cleveland September 25-28. One lucky attendee will receive a free registration to IEDC's annual conference. For additional information about the event and to register, please click [here](#).