

# JobsOhio

## Overview

**ACEC – American Council of Engineering Companies**  
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# Our Team

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# JobsOhio Inception

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In 2011, Ohio was not doing well...

Lost over 400,000 jobs –  
4th highest loss among all states.

Ohio was ranked:



**47<sup>th</sup>**  
**IN ECONOMIC  
GROWTH**

**\$14B**  
**LOST IN  
PAYROLL**

**38<sup>th</sup>**  
**FORBES,  
BEST STATES  
FOR BUSINESS**

The State had an **\$8B budget deficit.**

# JobsOhio Inception

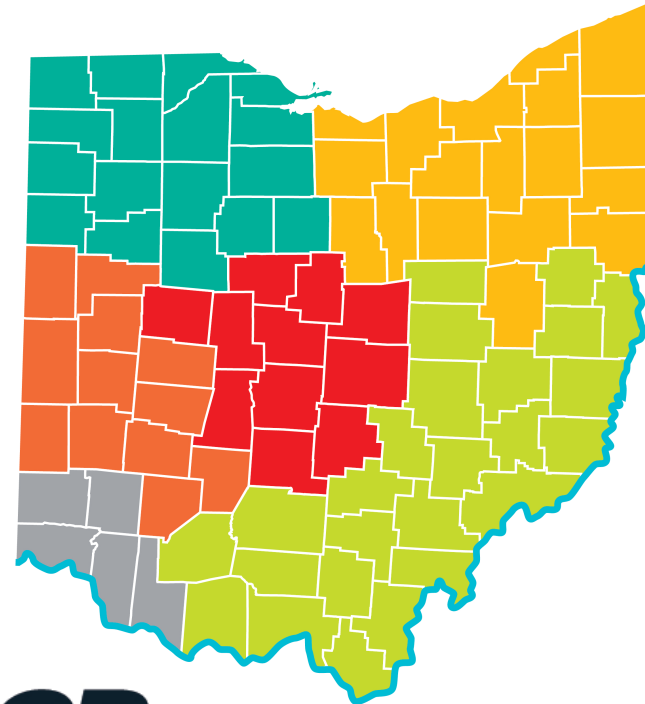
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State and local leaders recognized that private sector job creation is crucial to an economic recovery, and worked to develop a new model that would strengthen local, regional, and state partnerships.

# Working Together as One State

One of the most important decisions made when creating JobsOhio was to recognize the power of partnerships and the capacity across the state.

JobsOhio partners with six regional economic development organizations who work closely with their local partners to deliver economic development services.



# Board of Directors

JobsOhio is lead by corporate leadership from across the state of Ohio.



**James Boland**  
**JobsOhio**  
**Chairman**  
*Ret. Vice Chair,  
Ernst & Young*



**Gary Heminger**  
*President & CEO,  
Marathon  
Petroleum*



**John Minor**  
**JobsOhio**  
**President &  
Chief  
Investment  
Officer**



**Larry Kidd**  
**Treasurer**  
*Principal & CEO,  
Reliable Staffing  
Services*



**Tom Williams**  
*President & CEO,  
North American  
Properties (NAP)*



**John Bishop**  
*Chairman,  
Motorists  
Insurance*



**Barbara Snyder**  
*President, Case  
Western Reserve  
University*



**William G.  
Batchelder**  
*Chairman Emeritus  
of the Batchelder  
Company; Former  
Speaker of the  
Ohio House of  
Representatives*



**Stephen  
Markovich**  
*Senior VP, Ohio  
Health;  
Brigadier General,  
Ohio Air National  
Guard*

# JobsOhio – A Unique National Model

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**JobsOhio operates from a dedicated funding stream, providing stability and consistency, and a competitive edge to economic development.**

## JobsOhio is Unique...

- ☒ A dedicated funding stream through a 25-year franchise on the statewide spirituous liquor business allows for long-term strategic planning.
- ☒ JobsOhio utilizes those funds to fulfill a public purpose of attracting new capital investment and creating jobs to improve the economic well-being for Ohio's citizens.
- ☒ This provides Ohio a competitive advantage without being subject to fluctuating budgets.

# JobsOhio Services & Support

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JobsOhio provides **comprehensive** support to companies looking to invest in Ohio.

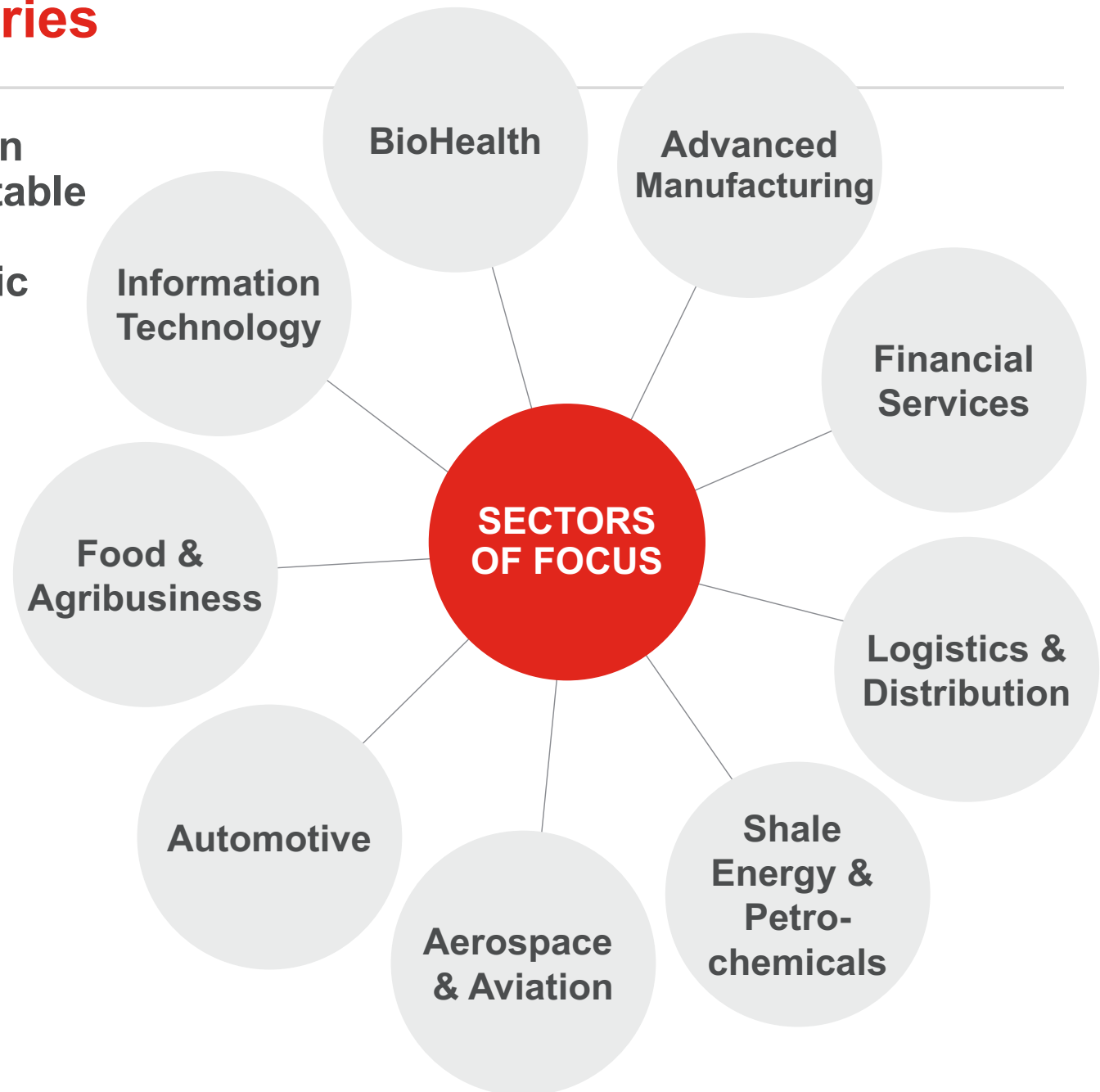
The outcome of the rationalization process is reflected in the services and support JobsOhio provides today:

- ✓ Site selection services
- ✓ Business development incentives
- ✓ Workforce recruitment and training support
- ✓ Streamline permitting process
- ✓ Introduction to service providers
- ✓ Long-term partnership for business success



# JobsOhio Industries

Industry diversification provides for a more stable economy capable of withstanding economic downturns.



# JobsOhio Programs

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**At JobsOhio we are focused on making Ohio more competitive by responding to the current and expected demands of businesses. New programs have been established that compliment the state offered programs.**

## JobsOhio Programs

Economic Development Grant

Growth Fund Loan Program

Research & Development

Revitalization Program

Talent Acquisition Services

Workforce Grant

SiteOhio Authentication Program

## State of Ohio Programs

Job Creation Tax Credit

Data Center Tax  
Abatement

Loan & Bond Funds

# Performance Overview



## Results

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**Success is measured by new jobs created, jobs retained, and new capital investment.**

*Since 2011, JobsOhio and our partners have assisted companies on over **1,800 projects** that committed to create over **133,000 new jobs**, **retain nearly 400,000 existing jobs** and invest over **\$32 billion** of capital in Ohio.*

# State of Ohio Rankings

Ohio's business climate and economic outlook have improved more than any other state.

	2010	2016	
Chief Executive	43rd	10th	#3 IN STATE BUSINESS CLIMATE (SITE SELECTION MAGAZINE, 2016)
Forbes	38th	11th	#7 IN ECONOMIC CLIMATE (FORBES MAGAZINE, 2016)
ALEC <small>AMERICAN LEGISLATIVE EXCHANGE COUNCIL LIMITED GOVERNMENT • FREE MARKETS • FEDERALISM</small>	42nd	18th	#8 IN SMALL BUSINESS TAX CLIMATE (SMALL BUSINESS AND ENTREPRENEURSHIP COUNCIL, 2016)
			#7 IN WORKFORCE QUALITY (CHIEF EXECUTIVE MAGAZINE, 2016)

*Third party rankings now indicate Ohio is a top ten state for business climate, economic outlook, regulatory environment, small business tax climate and workforce quality.*

# Top Issues to Improve Ohio's Competitiveness

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Over the previous year, JobsOhio identified some of the statutory and administrative barriers to successful economic development, business recruitment and job growth. The five areas most critical to economic development are:



## **Sites & Infrastructure**

- Natural Gas Infrastructure
- Support for Impacted Communities
- Utility Capacity



## **Workforce**

- Business Participation
- Coordinating Workforce Assets



## **Taxation & Quality of Life**

- Municipal Income Taxes
- Air Service



## **Energy Resources**

- Grid Modernization
- Access to Renewables
- Long-Term Market Perspective



## **Innovation & Entrepreneurship**

- Research & Development
- Early Stage Support

# Overview

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## A Resource to Regional, State, Local & Federal Elected & Non-Elected Officials

### **Build and Strengthen Stakeholder Relationships**

- Elected Officials
  - Ohio General Assembly
  - Ohio Congressional Delegation
  - Statewide Elected Officials
  - Local Elected Officials
- Unelected Officials
  - Economic Development Partners
  - Government Affairs Professionals
  - Trade Associations & Interest Groups
  - Business Leaders & Organizations

### **Monitor legislative and impactful policies**

### **Provide forums and pathways for new ideas and ways to improve economic development services and outcomes**

# Q&A

