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ANNUAL REPORT

Staying **Strong** & **Moving** Ahead

Just like all of you, the **Regional Growth Partnership** went through a year unlike any other in 2020. Despite the many challenges, our team remained committed to executing our mission of promoting business retention and expansion, as well as attracting new investments and businesses with high-quality jobs to Northwest Ohio. All while working collaboratively with our economic development partners.

Both the Regional Growth Partnership and businesses across the region received support from JobsOhio, which showed the true value of its unique economic development structure. As a private nonprofit, JobsOhio moved quickly to respond to business needs and implement new, creative programs which addressed the COVID pandemic. 2021 marks the 10-year anniversary of JobsOhio and we look forward to celebrating many more successes moving ahead.

The Regional Growth Partnership continued pushing its national marketing and sales efforts with aggressive campaigns and initiatives, highlighting Toledo and Northwest Ohio as a place where businesses could find a secure, stable supply chain, without the social unrest that was taking place elsewhere.

Like many companies, we became more resourceful and innovative in how we operated. The steps we have taken will ultimately make us better, more aware, and more productive in helping companies and communities grow and thrive moving forward.

I would like to thank our Board of Directors, investors, staff, JobsOhio and all of our economic development partners throughout the region.

Dean Mongske

**PRESIDENT & CEO
REGIONAL GROWTH PARTNERSHIP**



OVERVIEW

The Results Are In

The Regional Growth Partnership is the lead economic development organization representing 17 counties in Northwest Ohio. As a 100% privately funded corporation, the RGP is committed to attracting new investment, new business and new high-quality jobs to the region.

Those efforts are accomplished through:

- ✓ **Proactive Outreach/Engagement With Companies & Site Consultants**
- ✓ **Aggressive Lead Generation Marketing Programs**
- ✓ **Effective Business Retention & Expansion Programs**

The RGP also serves as Northwest Ohio's Regional Network Partner for JobsOhio to facilitate economic development efforts as well as manage the incentive process.

2020 METRICS

103

Projects

4,837

New Jobs

15,034

Retained Jobs

\$1.4 Bil

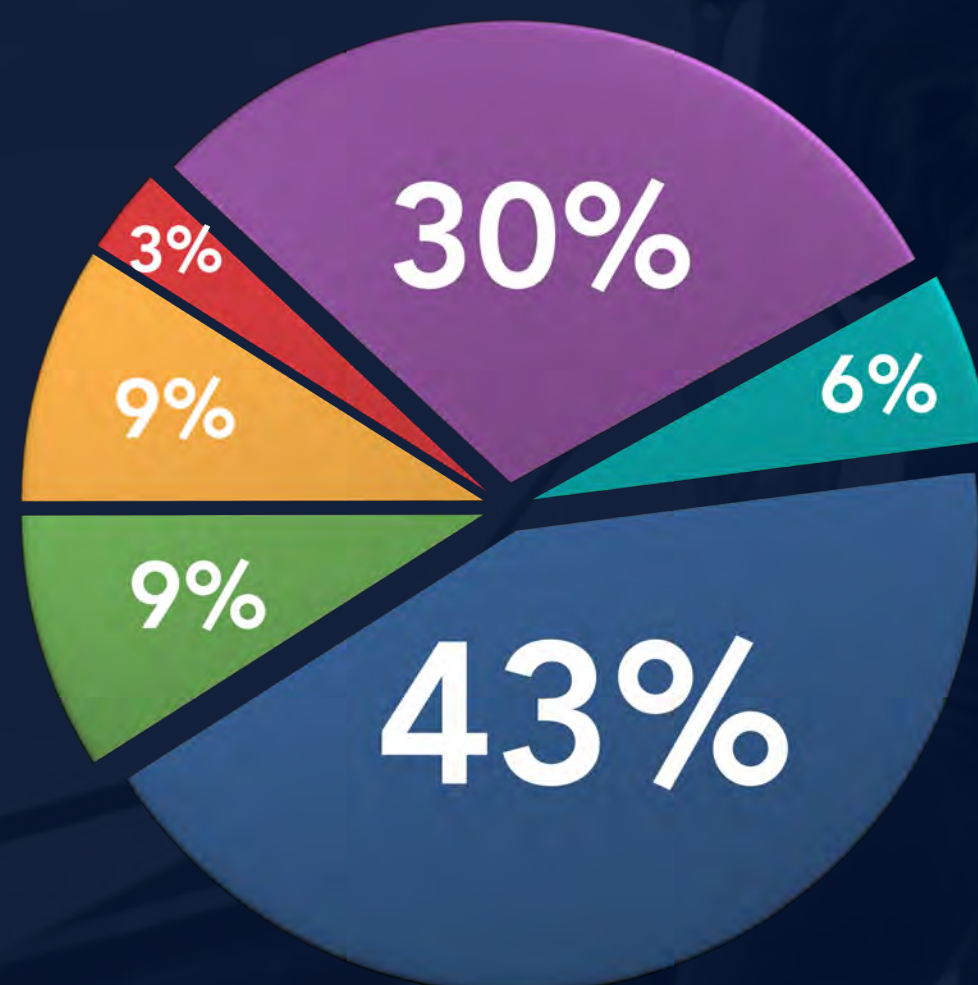
Capital Investment



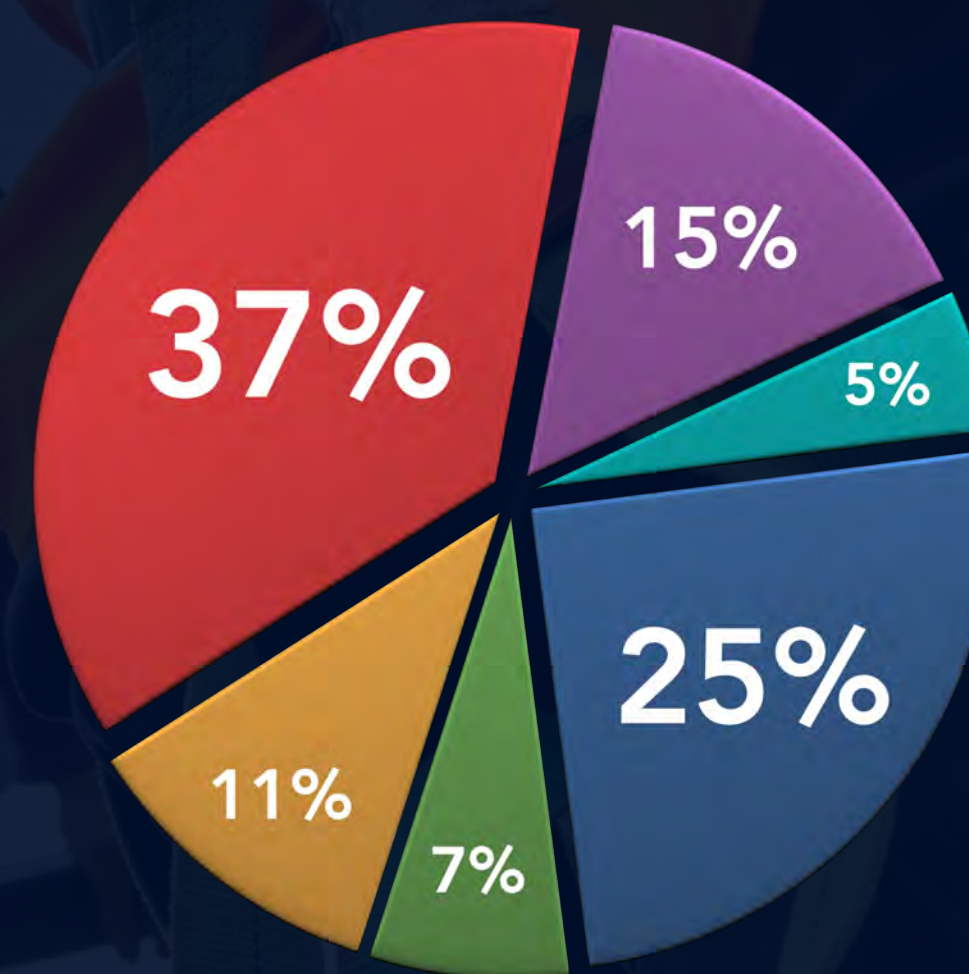
OVERVIEW

Dissecting the Numbers

PROJECT BREAKDOWN
by JOBS



PROJECT BREAKDOWN
by INVESTMENT



● Advanced Manufacturing ● Automotive ● Food Processing ● Energy ● Logistics ● Other

INSIDE THE NUMBERS | ENERGY

A POWERFUL FORCE

Northwest Ohio's abundance of natural resources and its comprehensive transportation infrastructure continue to serve as major factors in the region's ability to attract companies tied to the energy industry. Its heavy pipeline system mitigates risk for companies by saving valuable time and shipping costs. Throughout Northwest Ohio and the entire state, the industry spans the complete oil and gas supply chain, from drilling to production. Consistent high demand for energy producers and material suppliers is fueled by the polymer, chemical and manufacturing strength in the state.

2020 METRICS:

143

NEW JOBS

\$497 MIL

CAPITAL INVESTMENT

ENERGY STRIKES:

- Workforce of 13,000 in NW Ohio Energy Industry
- Nearly \$7 Million in New Payroll in 2020
- \$2 Billion+ Investment Over Last 3 Years
- Ohio a Top-10 State Nationally for Oil Refining

A worker wearing a white hard hat, a grey long-sleeved shirt, and a yellow safety vest is working on a large array of solar panels. The worker is using a tool to secure a panel. The background is a clear blue sky with some light clouds. The solar panels are arranged in rows, and the worker is positioned in the foreground, slightly to the right.

//

Our Northwest Ohio plant has always been one of our most productive facilities, and we attribute that to an incredible, dedicated workforce."

DAVID JOHNSTON, PLANT MANAGER,
CHURCH & DWIGHT

L



POET Biorefining

Located in Leipsic, POET Biorefining is a state-of-the-art ethanol production facility offering an environmentally friendly fuel and livestock feed. When the COVID pandemic hit, POET saw the critical need for hand sanitizer and modified its operations to meet the national demand.

The company attributed its productive workforce, access to three rail lines and proximity to customer base as key factors in choosing the Putnam County site to produce the product. POET has donated hand sanitizer to local schools, police and fire departments, and the area community center.

\$25 Mil

Capital Investment

- ▶ Environmentally friendly hand sanitizer product
- ▶ JobsOhio Grant for Machinery & Equipment
- ▶ Key partners: Putnam County E.D., Leipsic, RGP

INSIDE THE NUMBERS | ADVANCED MANUFACTURING

High Volume Production

Over the last several years, the Regional Growth Partnership has successfully worked with its economic development partners in building a more diverse industry base. Yet we still recognize and value our traditional manufacturing sector as a critical driver of our economy. In 2020, the RGP and its partners closed 43 projects under the advanced manufacturing umbrella. These projects produced more than 2,000 new jobs, which represented a 60% increase from the previous year.

2020 METRICS

2,079

NEW JOBS

\$344 MIL

CAPITAL INVESTMENT

ASSEMBLING THE DETAILS

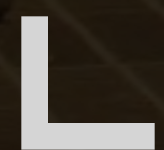
- More than \$2.8 billion manufacturing investment last three years
- Toledo Ranked #2 manufacturing region in U.S.
- Manufacturing workforce exceeding 130,000
- Lowest taxes in Midwest for capital-intensive manufacturing



“

Proximity to a recognized regional plastics cluster, a skilled workforce and business friendly partners made the decision of coming to Northwest Ohio easy.”

RUI ABELHO, CHIEF COMMERCIAL OFFICER,
LOGOPLASTE USA.



SALES & MARKETING | AUTONOMOUS TECHNOLOGY

Toledo Smart Technology Hub

Many automotive, mobility and tech companies have worked feverishly to create fully autonomous and connected vehicles and mobility solutions to address the pressing needs of congestion, fatalities and injuries, and access to transportation. There is a need for testing pilot technologies in urban and rural real-world settings.

The Regional Growth Partnership has initiated efforts to identify companies in the autonomous testing market as well as to position and sell the Toledo region as a viable location for such testing and deployment.

As part of this campaign, the RGP contracted with Automotive News, hosting a webinar for the publication’s thousands of subscribers about finding the right place and right partners to test and deploy autonomous technologies.

“The ultimate goal is to establish the Toledo Smart Technology Hub - a coalition focused on regional technology assets that can help and grow technology companies.” Gary Thompson, executive vice president, Regional Growth Partnership.



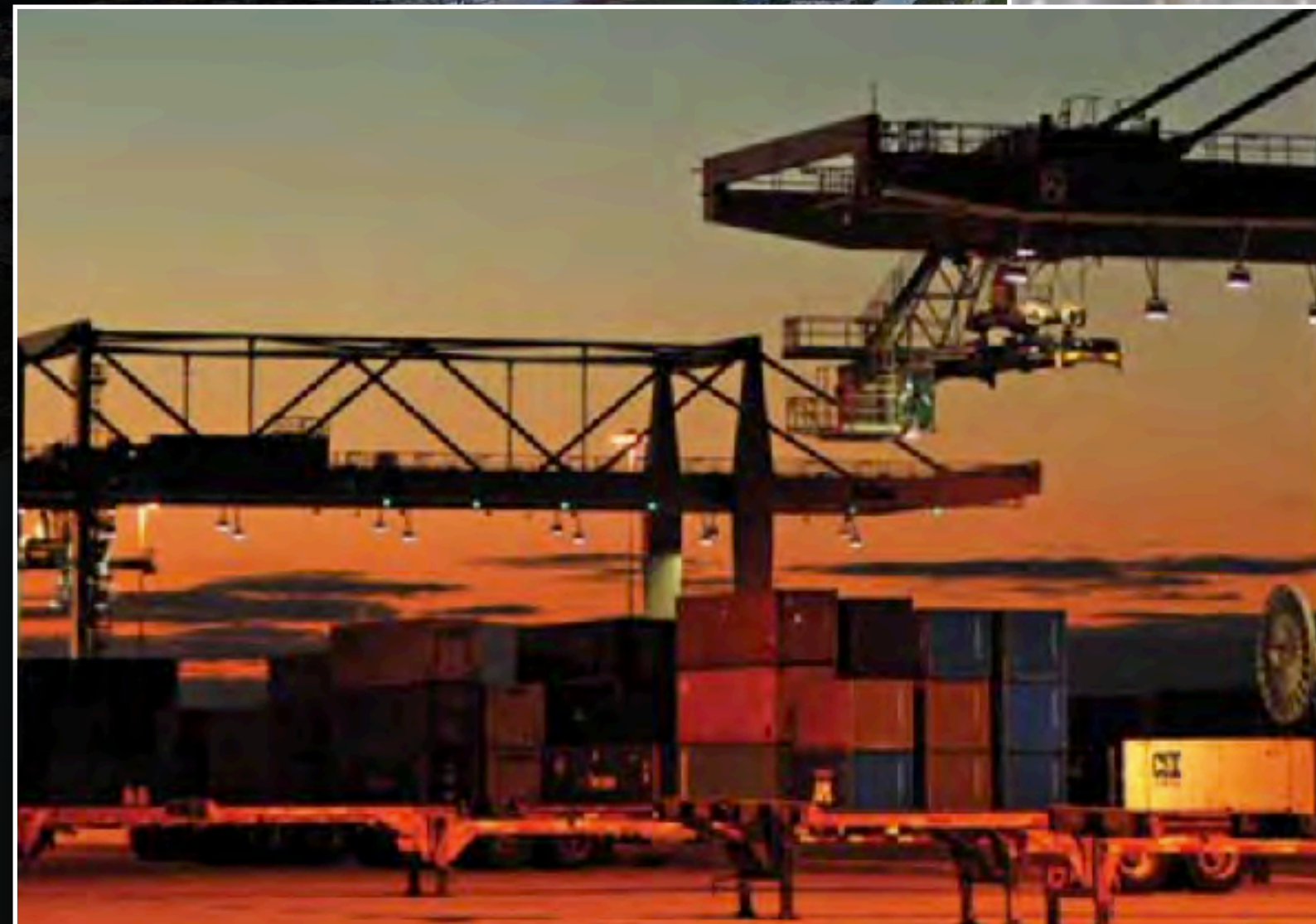
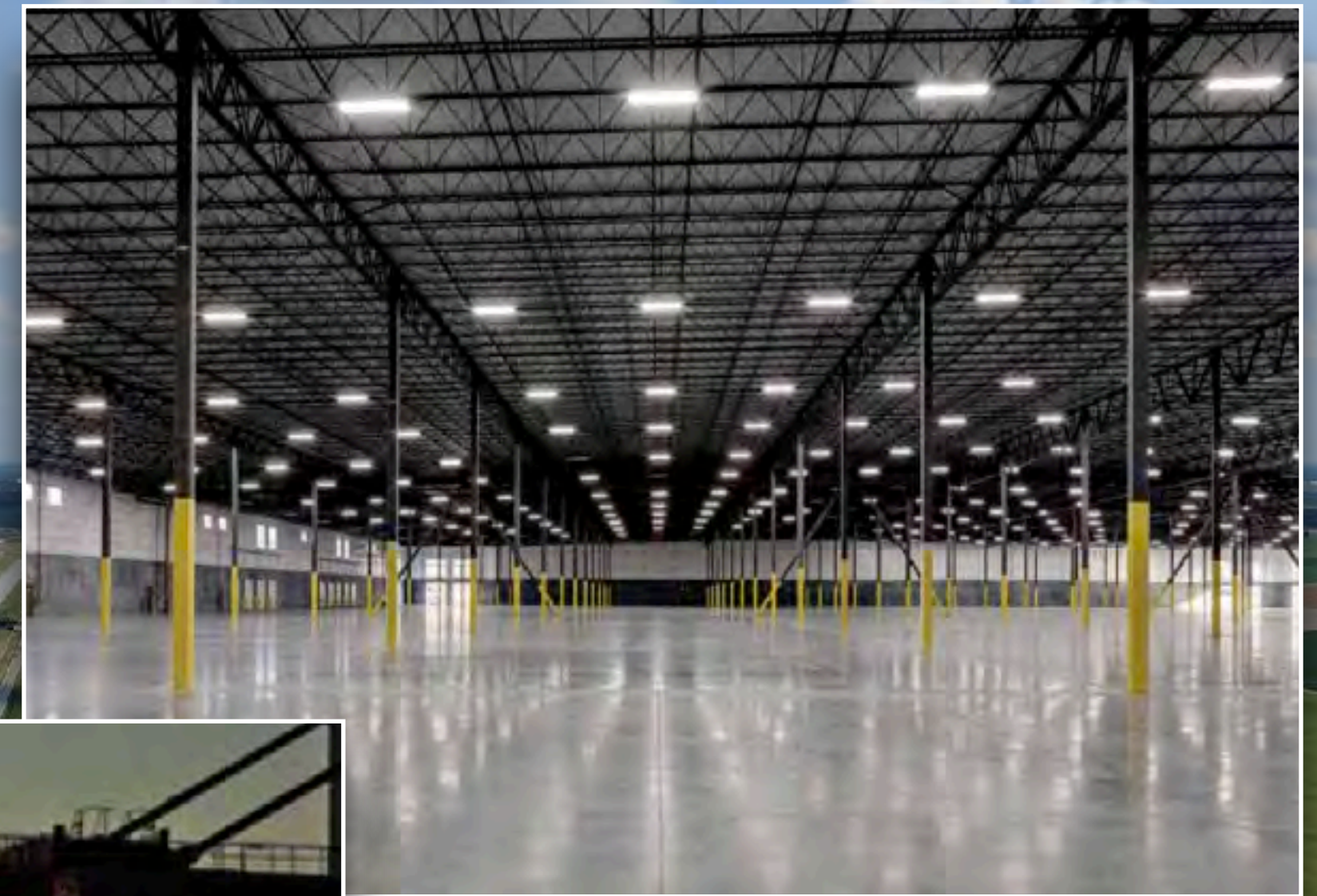
SALES & MARKETING | LOGISTICS PARK OHIO

An Industry Game-Changer

A recent partnership between CSX and BNSF allowing goods to come from the west coast directly into North Baltimore has been described as a 'game changer' for the industry. Bypassing Chicago saves enormous time and money, mitigating risk within the supply chain.

To capitalize on that, NorthPoint Development built a logistics park adjacent to the CSX Intermodal Terminal, which now offers a cost-effective and convenient solution for shippers to connect between truck and warehouse in a matter of minutes.

With this new incredible asset, the Regional Growth Partnership will market, promote and sell the opportunities nationwide for businesses to take advantage.





“

Anybody who is in the national or global transportation business for their products is looking at Northwest Ohio now as a critical place under consideration for their operations.”

DAN WENDORF, SENIOR MANAGING PARTNER, JLL



United Parcel Service

With facilities already near Toledo and Columbus, UPS needed additional sorting and delivery capacity and sought the most suitable location in Northwest Ohio. The company, with more than 500,000 employees worldwide, ultimately chose North Baltimore, becoming the first tenant in Logistics Park Ohio, adjacent to the CSX Intermodal Terminal.

UPS, the world's largest package delivery company, cited the infrastructure and proximity to the interstate as key factors in its site location decision, providing better efficiency and time-in-transit. The new facility will be fully automated.

606

NEW EMPLOYEES

\$153 Mil

CAPITAL INVESTMENT

400K

SQUARE-FOOT FACILITY

“

The Northwest Ohio location was important to us because from east coast to west coast, it gives us that middle ground where we can easily and efficiently help customers get those packages.”

CARI MONROE, PRESIDENT, GREAT LAKES DISTRICT, UPS



Filling the Pipeline

More and more businesses are taking advantage of Northwest Ohio's connection to the natural gas market by tapping into the region's vast pipeline network. Understanding the abundance of natural gas and the pipeline infrastructure to transport that asset, the Regional Growth Partnership has implemented several marketing campaigns highlighting opportunities within our region.

Last year, the RGP worked with [Site Selection magazine](#) promoting the competitive advantages for businesses in Northwest Ohio that utilize natural gas, noting that because supply is so great, industrial users can access the resource at a very low competitive price.

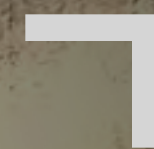




“

Low cost natural gas and a growing network of pipelines are factors that weighed in on the decision to build our new facility in Northwest Ohio.”

LOU RAZANNO, EXECUTIVE VICE PRESIDENT, ALPONT LLC



IT COMES *Natural*

The regional pipeline system links Northwest Ohio to traditional oil hotbeds near the Gulf of Mexico as well as the growing supply coming from the Dakotas, the oil fields in Canada and the Marcellus and Shale plays in Ohio, Pennsylvania and West Virginia.

Businesses attracted to Northwest Ohio since 2015 because of natural gas:

1,000

NEW JOBS

\$8.3 BIL

CAPITAL INVESTMENT



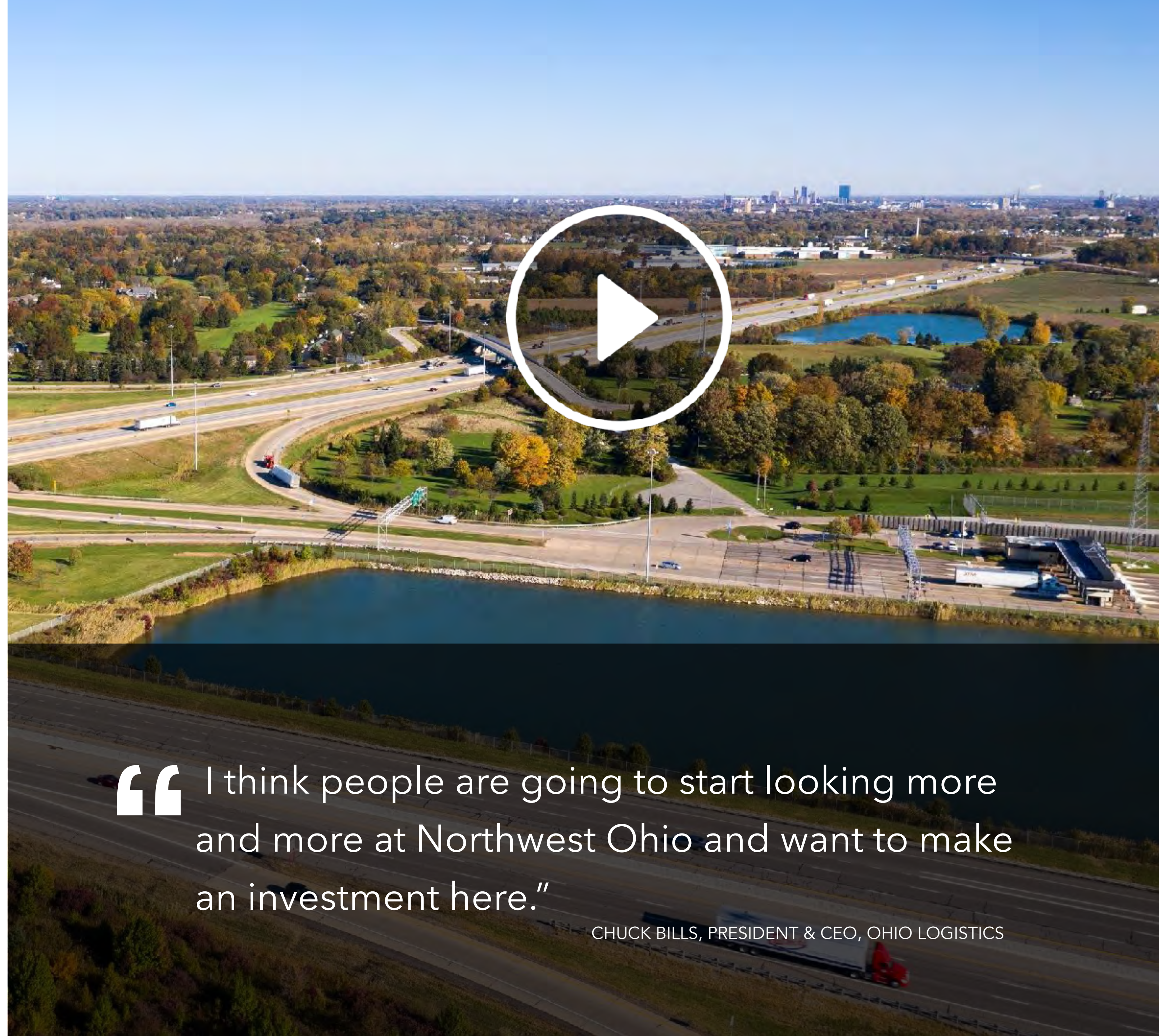
Supply Chain Stability

Throughout 2020, businesses across the U.S. battled through disruptions caused by the global pandemic and strived to become fully operational once again. Broken supply chains became exposed, and social unrest in major cities added even more unpredictability.

Understanding Northwest Ohio's offerings under those circumstances, the RGP initiated a campaign to businesses positioning this region as a solution to supply chain disruptions. The campaign focused on three major themes:

- 1. Secure Supply Chain**
- 2. Regional Stability**
- 3. JobsOhio & State Proactive Response to Pandemic**

Messaging emphasized that business was still coming to Northwest Ohio, and companies looking to improve their situations needed to consider this region right away.



“ I think people are going to start looking more and more at Northwest Ohio and want to make an investment here.”


CHUCK BILLS, PRESIDENT & CEO, OHIO LOGISTICS

Supply Chain Stability

As part of its campaign promoting Northwest Ohio as a solution to supply chain disruptions, the RGP [created a new web page](#) recognizing those attributes which focus on a secure, reliable and efficient supply chain, the ability to mitigate risk in Northwest Ohio, and a business-responsive government.

Added points to that communication included:

- **Comprehensive Transportation Network**
- **Greater Balance & Certainty in a Low-Risk Business Setting**
- **Added Attention to Business Needs During Disruption**



“ We don’t see as much of the social unrest issues as some of the rest of the country.”

DOUG LANGE, PRESIDENT, NORTH STAR BLUESCOPE STEEL

International Awareness

Despite a tumultuous year worldwide, the Regional Growth Partnership’s international efforts held steady in 2020. With analysts predicting a 30%-40% drop in foreign direct investment globally, the RGP saw no decline in the number of new jobs created.

Several major attraction projects of internationally owned companies contributed more than 300 new jobs to Northwest Ohio. Those new businesses to the region included Logoplaste (Portugal), Nova Tube and Steel (Canada), HP Pelzer (Germany) and Marelli (Italy).

Overall in 2020, the region brought in \$400 million of new foreign capital investment and nearly 900 new jobs.

A Global Game

200

FOREIGN-OWNED
COMPANIES OPERATING
IN NORTHWEST OHIO

30K

JOBS REPRESENTING
EUROPE, CANADA,
JAPAN

Export Success

The RGP continued in 2020 the Export Success program in conjunction with the Toledo Regional Chamber of Commerce. The purpose is to help companies develop an export plan or to improve efficiencies of their export process.

The now virtual 10-month program covers topics such as overseas markets, international sales process, logistics, finance/banking and marketing. Students of the program are expected to present their export plan at the end of the program.

Significant for this year, because of its enormous success, Export Success 2021 will now run as a statewide program supported by Ohio Development Services Agency's export office.

EXPORT TIPS

- **50+ Participants to Date**
- **Strong Support From Regional, State and Federal Agencies**
- **2021 Program Already Under Way**



RESOURCES & SERVICES

Site & Building Management

The Regional Growth Partnership takes a lead role in managing and promoting the 17-county region’s real estate inventory. Last year alone, the RGP performed more than 50 searches resulting in 15 company visits to more than 30 sites and buildings in Northwest Ohio.

In 2020, JobsOhio introduced the Ohio Site Inventory Program (OSIP), established to create inventory within the state that is not being organically developed but has proven demand and known-economic benefit. To date, JobsOhio has funded speculative buildings at Land-Air Industrial Park across from Toledo Express Airport and Harmon Business Park in Defiance. The continued need for modern buildings and shovel ready sites that meet the needs of today’s companies will continue to serve as a major focus in 2021.

SITE-SEEING

- Dozen+ Spec Buildings Under Construction or Already Occupied
- 5 SiteOhio Authenticated Sites
- OSIP Program Helping Fund More Spec Building Construction



RESOURCES & SERVICES

Talent Acquisition

To better support companies locating and expanding in Northwest Ohio with their hiring needs, the Regional Growth Partnership works through the JobsOhio Talent Acquisition Services (TAS) program to identify a company's talent challenges and build sustainable talent strategies. TAS provides direct support to companies over an 18-to-24 month period of time to fill the company talent pipeline. The services, including marketing, pre-screening and training, are customized for each company and match the project's specific goals.

In 2020, Virtual Career Fairs were created and implemented in Northwest Ohio as a direct response to companies' hiring needs impacted by COVID. A number of events are planned throughout the region in 2021.

A TALENT-RICH REGION

Impact on Northwest Ohio

- \$1.8 Million Program Investment
- 1,430 New Jobs to Region



RESOURCES & SERVICES

Northwest Ohio Workforce Initiative

There are many new and exciting workforce-related initiatives being implemented and proposed for our region. The success of these and many other related programs rely greatly on how efficiently and effectively they are introduced into the marketplace. The collaborative workforce structure created by the RGP and its partners over the last two years continued growing as stakeholders addressed the challenges in physically connecting employers and prospective employees.

The Initiative has identified a promising funding source, and more importantly, all members have bought into a path forward through the Results-Based-Accountability process.

WORK-RELATED

- 7 Regional Workforce Collaborations
- All 17 Counties Are Part of These Collaborations
- All Bring Business, Schools, Government & Nonprofit Programs Together



BECOME AN INVESTOR TODAY

For more information about supporting economic development in Northwest Ohio, contact Dean Monske:

monske@rgp.org | 419-252-2700

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INVESTORS

100%

PRIVATELY FUNDED

- ▶ Investors help drive Northwest Ohio's economic development strategy
- ▶ Investors are afforded greater opportunities for engagement in business development activity

RGP Investors

- AEP
- Associated General Contractors
- Bowling Green State University
- BP
- Buckeye Broadband
- Charter Communications
- Clark Schaefer Hackett
- Cleveland-Cliffs, Inc.
- Columbia Gas
- Crown Battery
- Dana Incorporated
- Defiance College
- DGL Consulting Engineers, LLC
- DTE Energy
- Eastman Smith
- Fifth Third Bank
- First Solar
- GBQ
- Gilmore, Jasion & Mahler
- Gulfstream Development
- Huntington
- Hylant Group
- Industrial Power Systems
- JDI Group
- Juniper Solutions
- Keller Logistic Group
- KeyBank & KeyBank Foundation
- Kokosing Industrial
- Lourdes University
- Magna International
- Mannik & Smith
- Marshall Melhorn
- Medical Mutual of Ohio
- Mercy Health Partners
- Miller Diversified
- Mosser
- NAI Harmon
- NECA OH/MI Chapter & IBEW Local 8
- North Star BlueScope Steel LLC
- NSG Group
- Ohio Logistics
- Ohio's Electric Cooperatives
- Owens Community College
- Owens Corning
- Penta Career Center
- Plante Moran
- Plastic Technologies
- PNC Bank
- Poggemeyer Design Group
- Premier Bank
- ProMedica
- Rehmann
- Reichle Klein Group
- RMF Nooter, Inc.
- Rudolph Libbe
- Shumaker Loop & Kendrick
- Signature Bank
- SSOE
- The Andersons
- Toledo Edison
- Toledo Refining Company
- Toledo-Lucas County Port Authority
- TTL Associates
- University of Toledo
- Vorys Sater Seymour & Pease
- Wessler Engineering
- William Vaughn Company

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