

REGIONAL GROWTH PARTNERSHIP

STRATEGIC PLAN

OUR MISSION

To promote business retention and expansion, as well as attract investments, new business, and high-quality jobs to the Northwest Ohio Region, while working collaboratively with our economic development partners.

OUR VALUES

**LEADERSHIP | INTEGRITY | INCLUSIVE |
QUALITY | INNOVATIVE | CARING**



EXCELLENCE IN OPERATIONS

- Lead innovative business-related marketing efforts.
- Deliver “best in class” project management services for attracting new companies and expanding operations of existing companies.
- Optimize JobsOhio services and incentives for our region as the network partner.
- Partner with local organizations to support a vibrant community that attracts and retains diverse talent.

FINANCIAL STEWARDSHIP

- Broaden our private investor base to consistently grow our financial support, while engaging JobsOhio resources to produce solid job creation and investment results.
- Increase financial support from investors that generates consistent growth in RGP resources through proactive private fundraising efforts.
- Achieve excellence in Investor Relations activities and results-oriented communications.
- Actively engage CEOs from regional businesses in Investment and Economic Development activity.
- Create broader awareness of Regional Growth Partnership and JobsOhio services through private networking events with local business leadership in areas outside of Toledo.

TALENT

- Align the supply of talent with the capabilities to meet business demand now and in the future.
- Connect Northwest Ohio businesses with training sources and services to address their talent gap.

INNOVATION

- Be home to nationally relevant innovation districts and lead the Midwest in entrepreneurship.
- Connect Northwest Ohio businesses to the Innovation Ecosystem.

SITES

- Create more communities where companies want to relocate and people want to live.
- Develop site-ready locations in Northwest Ohio for prospective companies.

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2021 GOALS



RGP/JobsOhio Metrics 2021

Projects	40
Jobs Created	2,500
Capital Investment	\$750 Million
Jobs Retained	4,500
Jobs Created Payroll	\$120 Million
Jobs Retained Payroll	\$225 Million

RGP GOAL PROCESS

1. Gather raw data from 2011-2020 for consistent comparison under JobsOhio role
2. Determine RGP project wins based on RGP win definitions
3. Calculate high, low, average for projects, jobs created, capital investment, etc.
4. Calculate adjusted average for categories by removing high and low (Olympic scoring)
5. Create line graph of data points and interpret
6. Coordinate with JobsOhio and their sector teams using JobsOhio's target-setting protocols
7. Use judgment, pipeline, rounding to determine 2021 goals

RGP GOAL TESTS AND COMPARISONS

1. JobsOhio will issue goals for 2021
2. Northwest Ohio historically accounts for 10%-15% of state activity
3. RGP Staff Man-Hour test
4. Pipeline of projects
5. Analyze RGP share of region in historic context