



JobsOhio
Q3 • 2016
QUARTERLY REPORT

During Q3 2016, JobsOhio and its statewide partners successfully worked with 59 companies that committed to create or retain 17,576 jobs for Ohioans and make \$733 million in capital investments.

Metrics snapshot

JobsOhio focuses its economic development efforts on a diverse portfolio of targeted industries and business functions that drive the state's economy and have the greatest impact on job creation. Projects announced in the third quarter represent companies' job creation and capital investment commitments to be completed in Ohio over the next three years.







Q3 2016 RESULTS	
Total # of Projects	60
New Jobs	4,855
New Jobs Payroll	\$241 million
Retained Jobs	12,721
Retained Jobs Payroll	\$608 million
Total Jobs ¹	17,576
Total Jobs Payroll	\$849 million
Capital Investment by Companies	\$733 million
% of Projects: Investments Break-even in Year One (46 out of 60)	77%

	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
Total # of Projects	67	98	56	79	60
New Jobs	5,064	9,152	3,507	5,073	4,855
Total Jobs ¹	16,102	31,646	16,332	19,091	17,576
Total Jobs Payroll	\$779 M	\$1.8 B	\$808 M	\$916 M	\$849 M
Capital Investment	\$533 M	\$2 B	\$720 M	\$1.6 B	\$733 M

¹Total jobs numbers can vary from quarter-to-quarter based on how many projects involved large employers.

Q3 METRICS BY TARGETED INDUSTRY

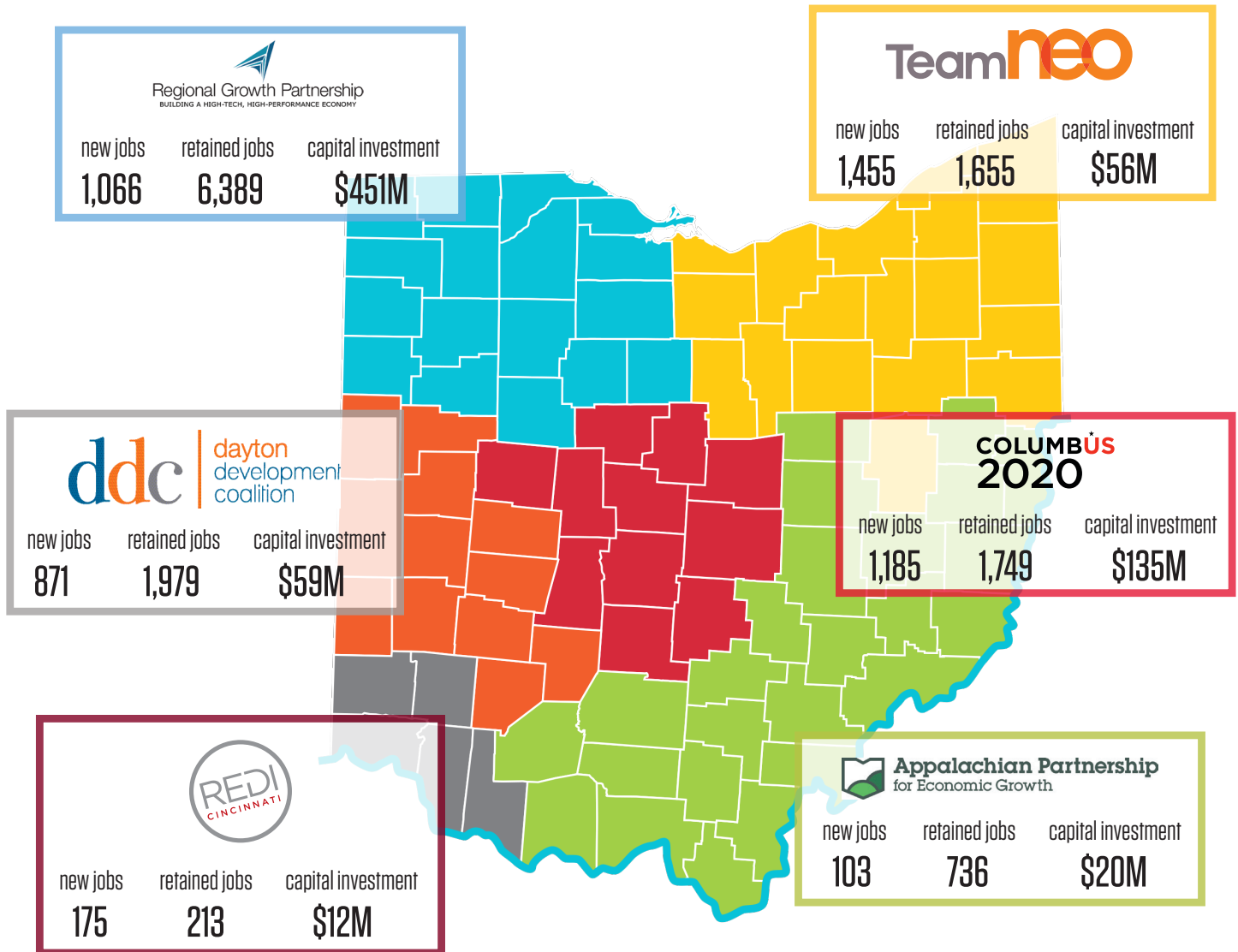
Of the 4,855 new job commitments from the third quarter of 2016, 78 percent came from existing Ohio companies while 22 percent came from attraction projects. Comparably, 84 percent of the total \$733 million capital investment came from existing companies. These results reflect JobsOhio's effort to maintain strong relationships with our existing Ohio companies while attracting new companies.

INDUSTRIES	JOBBS CREATED	JOBBS RETAINED	CAPITAL INVESTMENT
 Automotive	1,355	6,802	\$496 Million
 Biohealth	835	290	\$13 Million
 Financial Services	825	863	\$31 Million
 Information Technology	565	946	\$107 Million
 Advanced Manufacturing	493	2,922	\$49 Million
 Logistics & Distribution	480	578	\$28 Million
 Food Processing & Agribusiness	115	221	\$6 Million
Other ¹	187	99	\$3 Million

¹Represents: Headquarters and Back Office

JobsOhio Network Partners

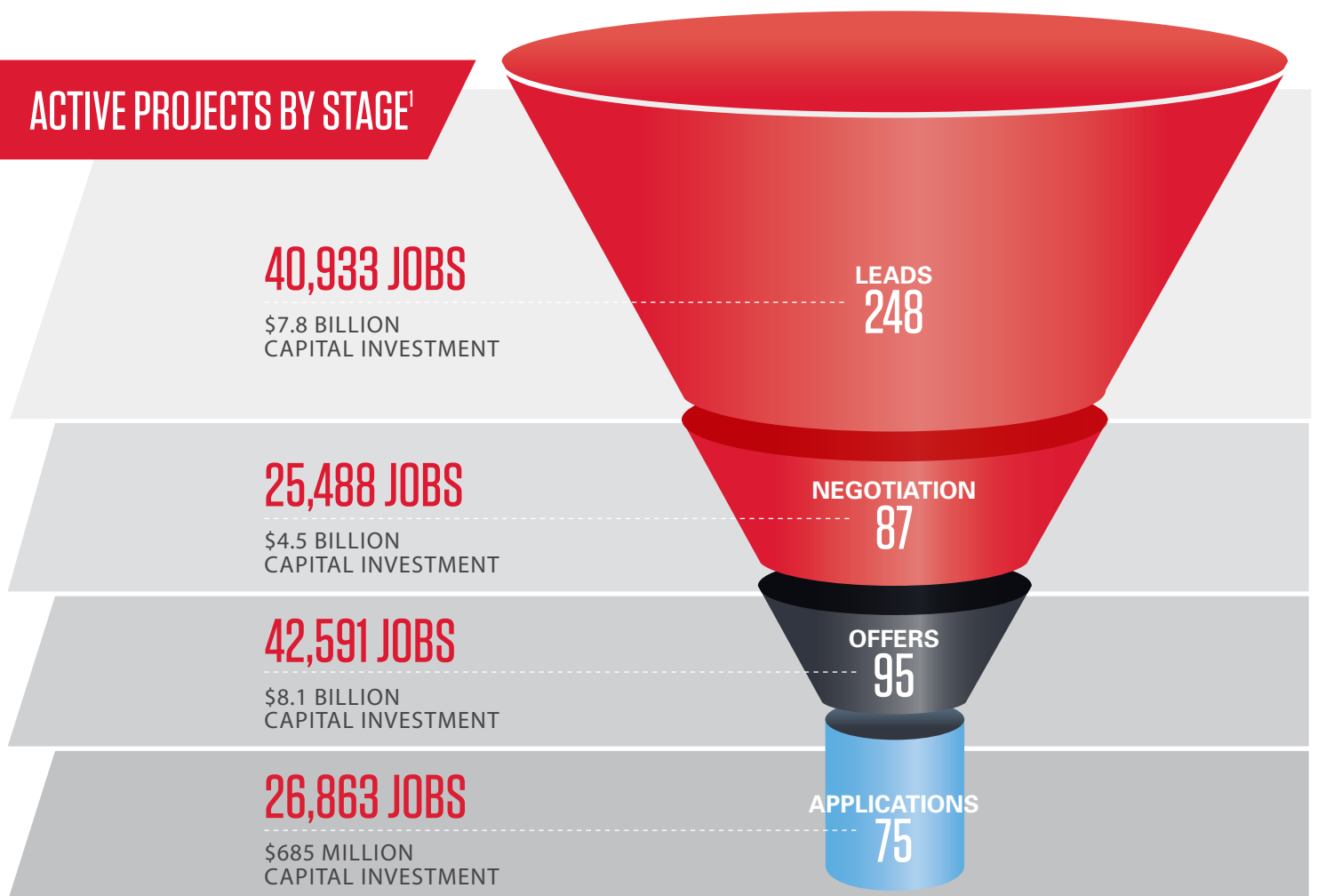
Ohio's regional economic development partners, known collectively as the JobsOhio Network, help JobsOhio drive job creation and new capital investment throughout the state. With deep ties to local business communities, the six-region network provides the necessary connectivity to achieve a "One Firm, One State" collaborative approach to selling Ohio.



*Totals do not reflect possible post-report modifications.

Project pipeline

The pipeline represents the potential deals that JobsOhio and its state and regional partners are working on to create job opportunities and capital investment in Ohio. This tool allows us to analyze data, view trends, and develop strategies.



Data as of October 31, 2016

¹Potential results if all projects are realized
Includes new and retained jobs

- Lead** JobsOhio engages with companies on projects that were previously prospects
- Negotiation** JobsOhio begins structuring a proposal for the project
- Offer** Company receives commitment letter outlining the project details
- Application** Company begins the formal process to finalize the project

SELECTED Q3 PROJECTS

Companies made significant job and capital investment commitments across multiple industries throughout Ohio during Q3 2016. These examples reflect the kinds of economic development successes Ohio is experiencing because of the collaborative efforts of JobsOhio, its regional network, and many partners at the local level.

Company	Region	Jobs Created	Capital Investment	Industry or Business Function	Project Type
Exact Care Pharmacy, LLC	Northeast	690	\$1.93 M	Biohealth	Expansion
FCA US LLC	Northwest	679	\$429 M	Automotive	Expansion
Tenneco Automotive Operating Company Inc.	Western	483	\$42.5 M	Automotive	Expansion
Exel, Inc.	Central	400	\$10 M	Logistics & Distribution	New Location
National Interstate Insurance Company	Northeast	217	\$25 M	Financial Services	Expansion
CardinalCommerce Corp.	Northeast	204	\$1.7 M	Financial Services	Redevelopment
U.S. Bank National Association	Central	160	\$265 K	Financial Services	Expansion
Krush Technologies, LLC	Western	150	\$500 K	Information Technology	New Location
Silfex, Inc.	Western	109	\$5.4 M	Advanced Manufacturing	Expansion
Alex Products, Inc.	Northwest	100	\$2.2 M	Automotive	Expansion
New Horizons Baking Company, Inc.	Northwest	50	\$3.5 M	Food Processing & Agribusiness	Expansion
MTK, Inc	Southwest	35	\$9.3 M	Biohealth	Expansion
ElectroCraft Ohio, Inc.	Southeast	30	\$291 K	Advanced Manufacturing	Consolidation
Nexen Tire America, Inc.	Northeast	23	\$14 M	Automotive	Expansion
Provia Stone LLC	Southeast	15	\$12 M	Advanced Manufacturing	Expansion
Cologix, Inc.	Central	10	\$100 M	Information Technology	New Location

JobsOhio Network Partners

