



**JobsOhio**  
**Q1•2017**  
**QUARTERLY REPORT**

During Q1 2017, JobsOhio and its statewide partners successfully worked with 60 companies that committed to create or retain 9,942 jobs for Ohioans and make \$1.6 billion 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 first quarter represent companies' job creation and capital investment commitments to be completed in Ohio over the next three years.










Q1 2017 RESULTS	
Total # of Projects	62
New Jobs	3,427
New Jobs Payroll	\$190 million
Retained Jobs	6,515
Retained Jobs Payroll	\$424 million
Total Jobs <sup>1</sup>	9,942
Total Jobs Payroll	\$614 million
Capital Investment by Companies	\$1.6 billion
% of Projects: Investments Break-even in Year One (45 out of 62)	73%

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
Total # of Projects	56	79	60	89	62
New Jobs	3,507	5,073	4,855	7,168	3,427
Total Jobs <sup>1</sup>	16,332	19,091	17,576	44,377	9,942
Total Jobs Payroll	\$808 M	\$916 M	\$849 M	\$2.7 B	\$614 M
Capital Investment	\$720 M	\$1.6 B	\$733 M	\$1.5 B	\$1.6 B

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

## Q1 METRICS BY TARGETED INDUSTRY

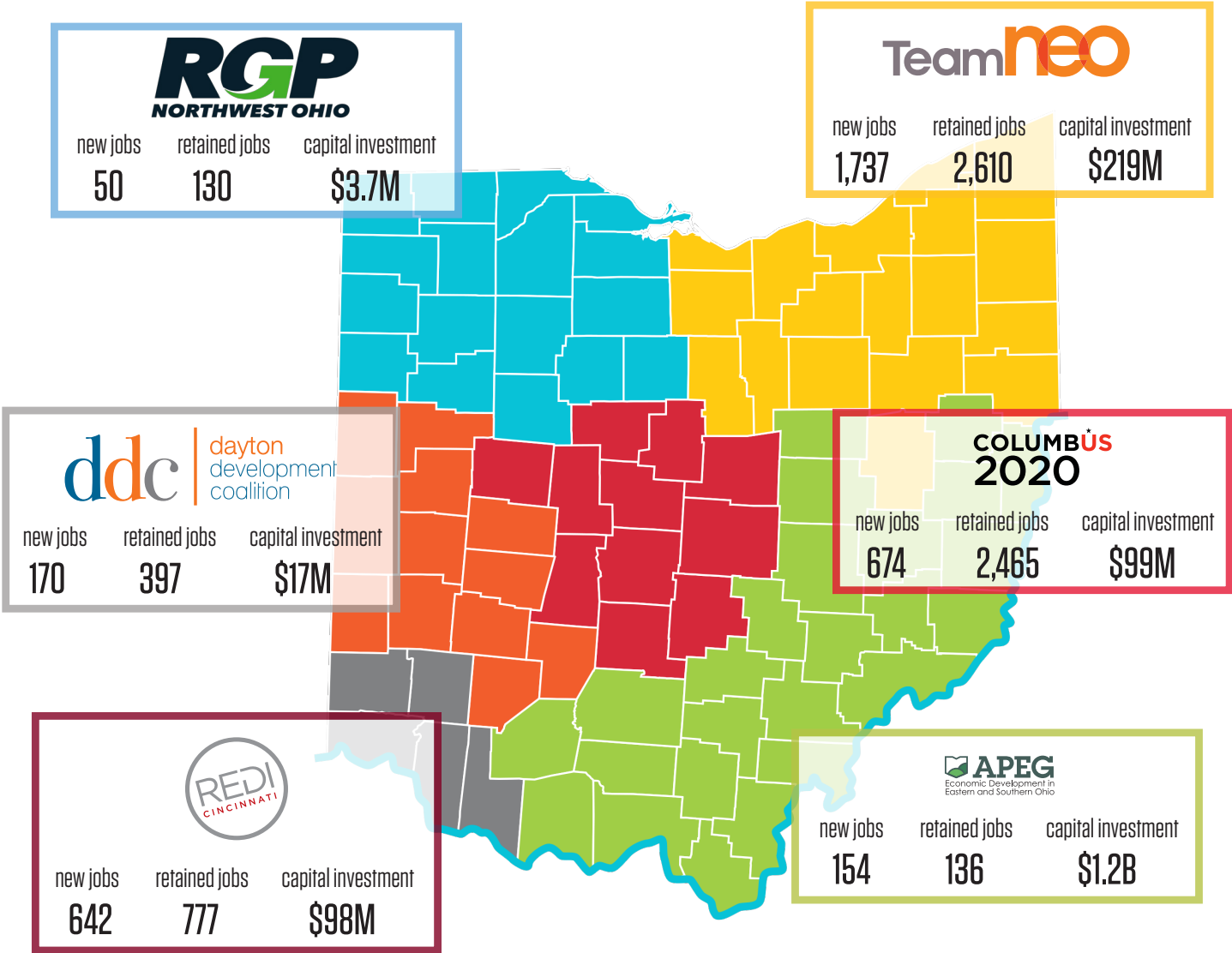
Of the 3,427 new job commitments from the first quarter of 2017, 59 percent came from existing Ohio companies while 41 percent came from attraction projects. Comparably, 91 percent of the total \$1.6 billion capital investment came from existing companies. These results reflect JobsOhio's effort to maintain strong relationships with our existing Ohio companies while attracting new companies.

INDUSTRIES	JOB'S CREATED	JOB'S RETAINED	CAPITAL INVESTMENT
 Advanced Manufacturing	921	1,401	\$225 Million
 Biohealth	846	1,710	\$120 Million
 Food and Agribusiness	491	1,293	\$52 Million
 Information Technology	368	692	\$171 Thousand
 Logistics and Distribution	186	136	\$15 Million
 Automotive	128	821	\$37 Million
 Financial Services	100	-	-
 Shale Energy and Petrochemicals	10	-	\$1.1 Billion
 Aerospace and Aviation	6	6	\$450 Thousand
Other <sup>1</sup>	371	456	\$17 Million

<sup>1</sup>Represents: Headquarters and Back Office

# JobsOhio Network Partners

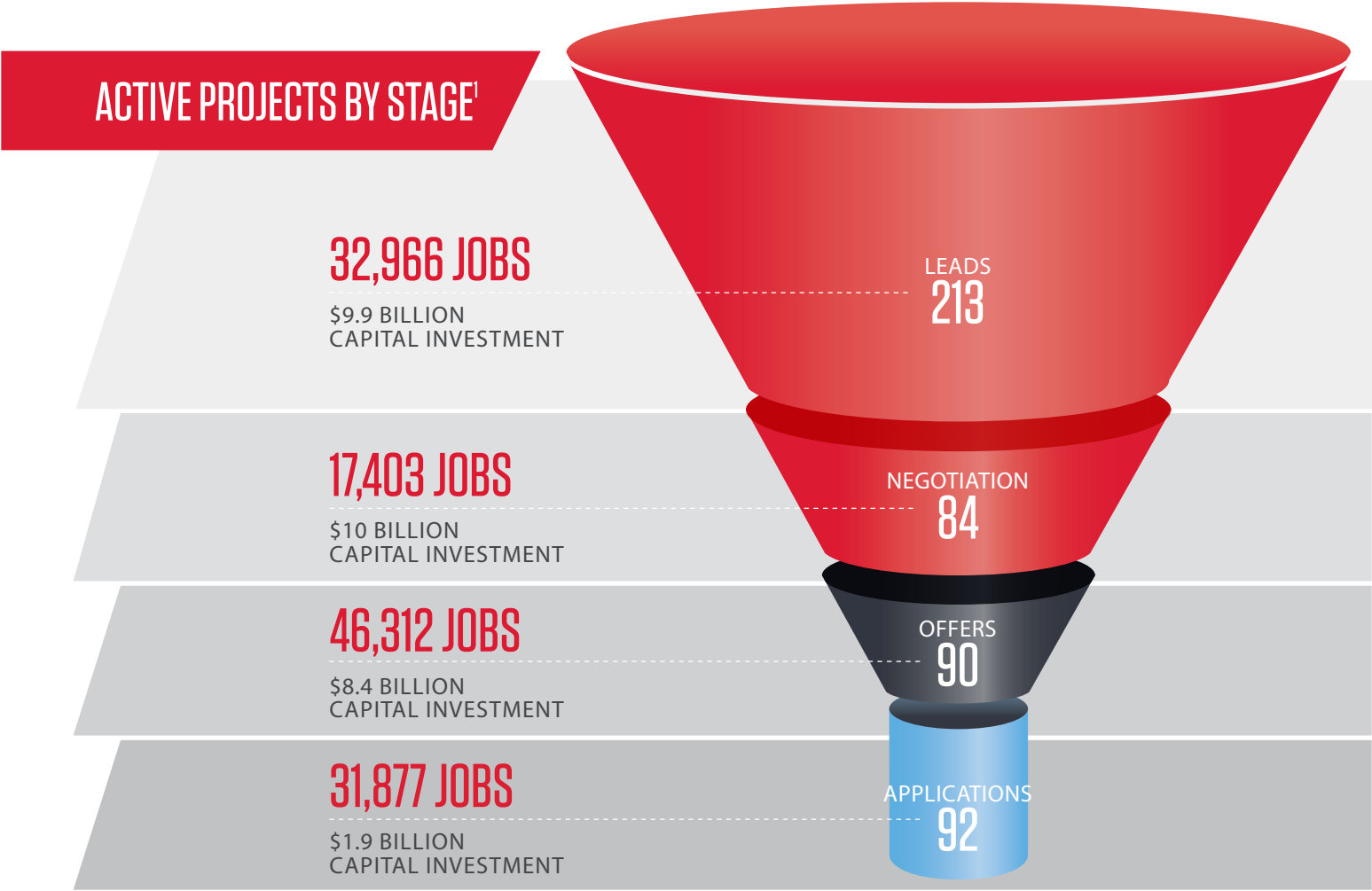
Ohio’s regional economic development partners, known collectively as the JobsOhio Network, help JobsOhio drive job creation and new capital investment throughout the state. With deep ties to local business communities, the six-region network provides the necessary connectivity to achieve a “One Firm, 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 April 30, 2017

<sup>1</sup>Potential 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 Q1 PROJECTS

Companies made significant job and capital investment commitments across multiple industries throughout Ohio during Q1 2017. 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	Project Type
Piping Rock Health Products, LLC	Northeast	346	\$19 M	Biohealth	New Location
Nestlé USA, Inc.	Northeast	320	\$16.8 M	Food and Agribusiness	New Location
Joseph Manufacturing Company, Inc.	Northeast	287	\$17.8 M	Advanced Manufacturing	New Location
Inogen, Inc.	Northeast	240	\$508 K	Biohealth	New Location
American Manpower Services, Inc.	Southwest	200	\$46 M	Advanced Manufacturing	New Location
Hayneedle, Inc.	Southwest	104	\$5.9 M	Logistics and Distribution	Expansion
Fast Switch, LTD	Central	100	\$50 K	Information Technology	Expansion
National Enterprise Systems, Inc.	Central	100	-	Financial Services	New Location
BrightEdge	Northeast	75	-	Information Technology	Expansion
Carlisle Brake & Friction, Inc.	Northeast	70	\$18 M	Automotive	Expansion
West-Ward Pharmaceutical Corp.	Central	65	\$78 M	Biohealth	Expansion
Pretzel Baron LLC	Southwest	49	\$17 M	Food and Agribusiness	Acquisition
Synergy Manufacturing, LLC	Southeast	49	\$1.3 M	Advanced Manufacturing	Expansion
Creative Plastic Concepts, LLC	Northwest	25	\$3.7 M	Advanced Manufacturing	Expansion
OHI Greenhouse, LLC	Western	25	\$10 M	Food and Agribusiness	New Location
Jefferson Industries Corporation	Central	20	\$16 M	Automotive	Expansion
TransCanada	Southeast	10	\$1.1 B	Shale Energy and Petrochemicals	Expansion
NanoSpense, LLC	Western	6	\$450 K	Aerospace and Aviation	Expansion

## JobsOhio Network Partners

