



**JobsOhio**  
**Q2 • 2017**  
**QUARTERLY REPORT**

During Q2 2017, JobsOhio and its statewide partners successfully worked with 63 companies that committed to create or retain 22,920 jobs for Ohioans and make \$836 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 second quarter represent companies' job creation and capital investment commitments to be completed in Ohio over the next three years.










Q2 2017 RESULTS	
Total # of Projects	67
New Jobs	4,909
New Jobs Payroll	\$228 million
Retained Jobs	18,011
Retained Jobs Payroll	\$1.1 billion
Total Jobs <sup>1</sup>	22,920
Total Jobs Payroll	\$1.4 billion
Capital Investment by Companies	\$836 million
% of Projects: Investments Break-even in Year One (47 out of 67)	70%

	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
Total # of Projects	79	60	89	62	67
New Jobs	5,073	4,855	7,168	3,427	4,909
Total Jobs <sup>1</sup>	19,091	17,576	44,377	9,942	22,920
Total Jobs Payroll	\$916 M	\$849 M	\$2.7 B	\$614 M	\$1.4 B
Capital Investment	\$1.6 B	\$733 M	\$1.5 B	\$1.6 B	\$836 M

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

## Q2 METRICS BY TARGETED INDUSTRY

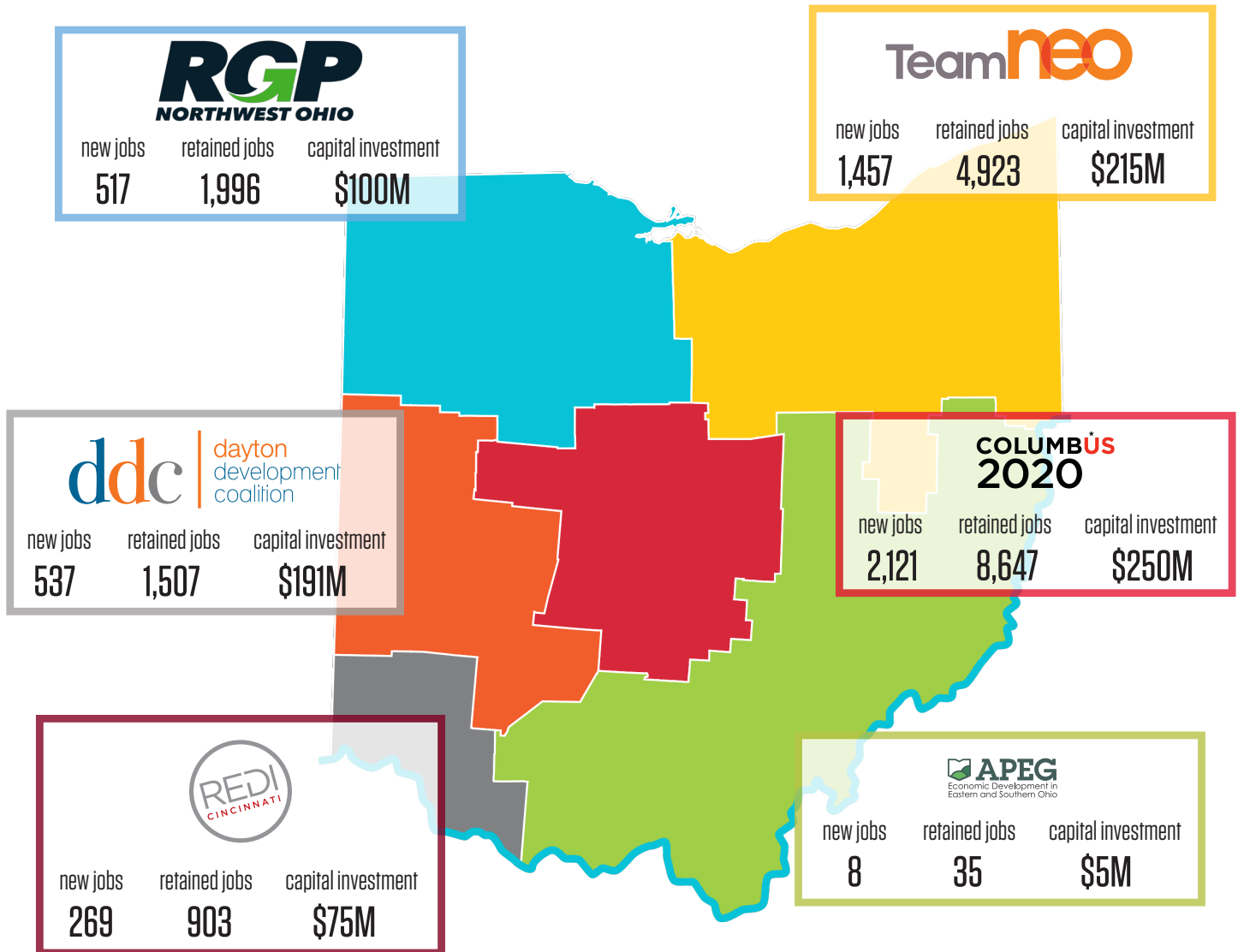
Of the 4,909 new job commitments from the second quarter of 2017, 85 percent came from existing Ohio companies while 15 percent came from attraction projects. Comparably, 85 percent of the total \$836 million capital investment came from existing companies. These results reflect JobsOhio's effort to maintain strong relationships with our existing Ohio companies while attracting new companies.

INDUSTRIES	JOBS CREATED	JOBS RETAINED	CAPITAL INVESTMENT
 Financial Services	1157	7,730	\$44 Million
 Biohealth	892	435	\$71 Million
 Advanced Manufacturing	849	4,535	\$225 Million
 Automotive	431	618	\$95 Million
 Logistics and Distribution	379	1,652	\$43 Million
 Food Processing and Agribusiness	370	1,971	\$208 Million
 Information Technology	327	104	\$4 Million
 Aerospace and Aviation	110	104	\$10 Million
 Shale Energy and Petrochemical	51	504	\$110 Million
Other <sup>1</sup>	343	358	\$26 Million

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

## JobsOhio Network Partners

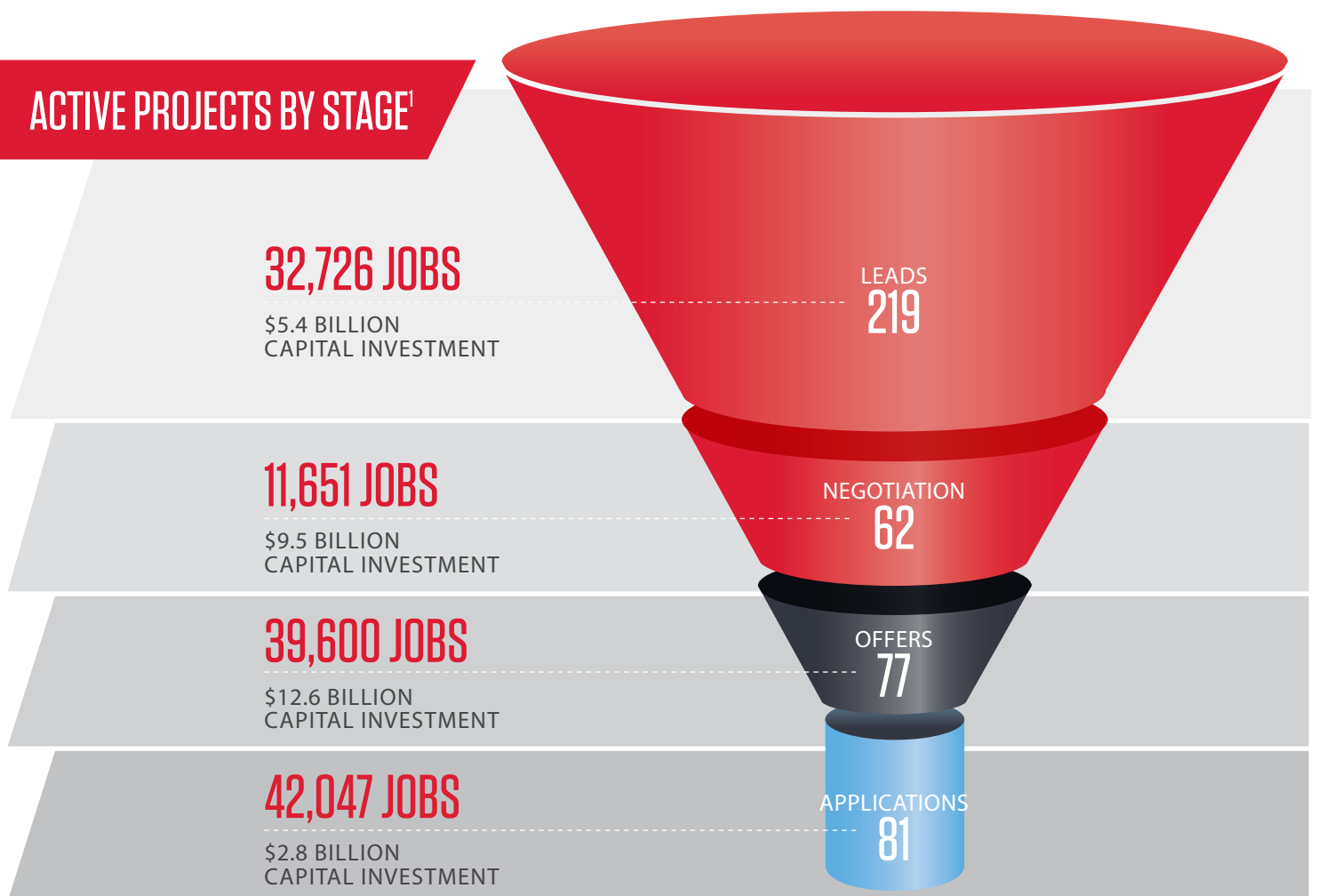
Ohio's regional economic development partners, known collectively as the JobsOhio Network, help JobsOhio drive job creation and new capital investment throughout the state. With deep ties to local business communities, the six-region network provides the necessary connectivity to achieve a "One Firm, 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 July 31, 2017

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 Q2 PROJECTS

Companies made significant job and capital investment commitments across multiple industries throughout Ohio during Q2 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
United Healthcare Services, Inc.	Central	700	\$5 M	Biohealth	New Location
The Huntington National Bank	Central	386	\$11.6 M	Financial Services	Acquisition
Camaco, LLC	Northeast	200	\$10.9 M	Automotive	Expansion
Georgia TSS, Inc.	Central	145	\$21 M	Financial Services	New Location
Tronair, Inc.	Northwest	110	\$9.5 M	Aerospace and Aviation	Expansion
Menard, Inc.	Northwest	100	\$23.7 M	Advanced Manufacturing	Expansion
Hematite, Inc.	Western	100	\$18.4 M	Automotive	New Location
Alkermes, Inc.	Western	92	\$66 M	Biohealth	Expansion
Topre America Corp.	Western	85	\$46.6 M	Automotive	Expansion
Next Generation Films, Inc.	Northeast	78	\$31.6 M	Advanced Manufacturing	Expansion
Aero Fulfillment Services Corp.	Southwest	65	\$2.8 M	Logistics and Distribution	Expansion
Robots and Pencils L.P.	Northeast	54	\$75 K	Information Technology	Expansion
Information Control Company LLC	Southwest	50	-	Information Technology	New Location
Ferguson Enterprises, Inc.	Western	36	\$14.3 M	Logistics and Distribution	Expansion
JTM Provisions Company, Inc.	Southwest	24	\$67.5 M	Food and Agribusiness	Expansion
POET Biorefining - Marion, LLC	Central	18	\$105 M	Shale Energy and Petrochemicals	Expansion
The Mennel Milling Company	Northwest	16	\$34.7 M	Food and Agribusiness	Expansion
Rocia Concrete Tie, Inc.	Southeast	8	\$5 M	Advanced Manufacturing	Expansion

## JobsOhio Network Partners

