

Q2 2018 UPDATE

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.

Q2 2018 RESULTS

68 TOTAL #
OF PROJECTS

7,115 NEW JOBS

NEW JOBS PAYROLL \$305M 20,054 TOTAL JOBS¹

\$1.1B TOTAL JOB PAYROLL







60% OF PROJECT
INVESTMENTS BREAK EVEN IN YEAR ONE
(41 OUT OF 68)

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

METRICS BY TARGETED INDUSTRY: Of the 7,115 new job commitments from the second quarter of 2018, 83 percent came from existing Ohio companies while 17 percent came from attraction projects. Comparably, 72 percent of the total \$1.1 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	JOBS Created	RETAINED Jobs	CAPITAL Investment	
(7)	Advanced Manufacturing	1,262	3,756	\$289.5M	
X	Aerospace and Aviation	47	243	\$4M	
	Automotive	642	2,092	\$108.9M	
	Energy and Chemicals	77	302	\$171.2M	
<u>Ľ</u>	Financial Services	863	2,298	\$15.5M	
	Food and Agribusiness	319	2,003	\$78.8M	
	Healthcare	728	1,031	\$86.5M	
0	Information Technology	335	483	\$6.5M	
	Logistics and Distribution	2,592	170	\$317.5M	
	Other ²	250	561	\$42.7M	

²Represents headquarters and back office.



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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.

ACTIVE PROJECTS BY STAGE³

36,115 Total Jobs	227
\$7.1 Billion Capital Investment	LEADS
12,807 Total Jobs	62
\$2.4 Billion Capital Investment	NEGOTIATIONS
67,209 Total Jobs	93
\$16.6 Billion Capital Investment	OFFERS
29,450 Total Jobs \$3.1 Billion Capital Investment	APPLICATIONS

75,181 New Jobs, +35% over July 2017

\$29.1 Billion Capital Investment, -4% down from July 2017

Data as of July 31, 2018

³Potential results if all projects are realized; includes new and retained jobs

SELECTED Q2 PROJECTS: Companies made significant job and capital investment commitments across multiple industries throughout Ohio during Q2 2018. 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
Amazon.com Services, Inc.	Central	1,500	\$150M	Logistics and Distribution	New Location
IBOD Company, Inc.	Central	463	\$1M	Financial Services	Expansion
Dollar Tree Distribution, Inc.	Central	400	\$132.1M	Logistics and Distribution	New Location
U.S. Bank National Association	Southwest	400	\$14.5M	Financial Services	Expansion
Walgreen Co.	Northwest	350	\$80M	Healthcare	Expansion
Festo Corporation	Southwest	250	\$90M	Advanced Manufacturing	Expansion
Hanon Systems USA, LLC	Northwest	242	\$12.2M	Automotive	Expansion
S&P Data Ohio, LLC	Northeast	180	-	Information Technology	Expansion
Acero Junction, Inc. ⁴	Southeast	120	\$63M	Advanced Manufacturing	Redevelopment
UGN, Inc.	Southwest	111	\$40.3M	Automotive	Expansion
Hardy Diagnostics	Southwest	56	\$2.4M	Healthcare	Expansion
ALPLA Inc.	Western	50	\$21M	Advanced Manufacturing	New Location
Mercer Landmark, Inc.	Western	43	\$21.7M	Food and Agribusiness	Expansion
Aerocontrolex Group, Inc.	Northeast	40	\$3.8M	Aerospace and Aviation	Expansion
Itm Marketing, Inc.	Southeast	25	\$829K	Information Technology	Redevelopment
American Electric Power Service Corporation	Central	17	\$130.4M	Energy and Chemicals	New Location

⁴Acero Junction was recently acquired by JSW Steel. JSW will maintain Acero Junction job creation metrics and is considering further growth.