



JobsOhio
Q3 • 2017
QUARTERLY REPORT

During Q3 2017, JobsOhio and its statewide partners successfully worked with 58 companies that committed to create or retain 28,217 jobs for Ohioans and make \$2.2 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.

Q3 2017 RESULTS	
Total # of Projects	61
New Jobs	7,457
New Jobs Payroll	\$291 million
Retained Jobs	20,760
Retained Jobs Payroll	\$1.6 billion
Total Jobs ¹	28,217
Total Jobs Payroll	\$1.9 billion
Capital Investment by Companies	\$2.2 billion
% of Projects: Investments Break-even in Year One (34 out of 61)	56%

	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
Total # of Projects	60	89	62	67	61
New Jobs	4,855	7,168	3,427	4,909	7,457
Total Jobs ¹	17,576	44,377	9,942	22,920	28,217
Total Jobs Payroll	\$849 M	\$2.7 B	\$614 M	\$1.4 B	\$1.9 B
Capital Investment	\$733 M	\$1.5 B	\$1.6 B	\$836 M	\$2.2 B

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

Q3 METRICS BY TARGETED INDUSTRY

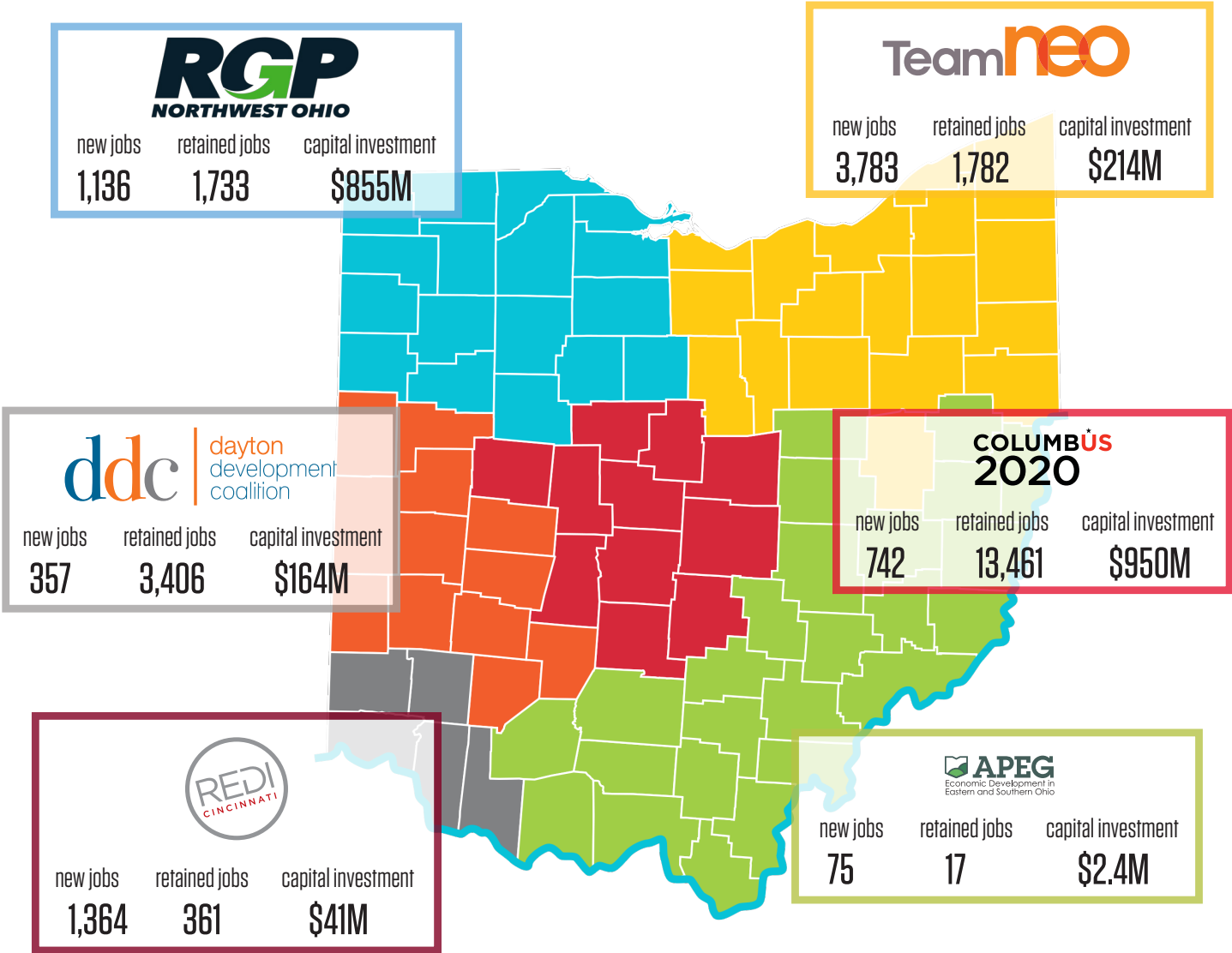
Of the 7,457 new job commitments from the third quarter of 2017, 82 percent came from existing Ohio companies while 18 percent came from attraction projects. Comparably, 66 percent of the total \$2.2 billion capital investment came from existing companies. These results reflect JobsOhio's effort to maintain strong relationships with our existing Ohio companies while attracting new companies.

INDUSTRIES	JOBS CREATED	JOBS RETAINED	CAPITAL INVESTMENT
Logistics and Distribution	4,120	330	\$213 Million
Information Technology	822	1,128	\$762 Million
Advanced Manufacturing	808	3,102	\$177 Million
Biohealth	441	1,356	\$64 Million
Food and Agribusiness	372	179	\$72 Million
Automotive	258	1,158	\$81 Million
Energy and Chemicals	120	386	\$103 Million
Financial Services	40	12,866	\$139 Million
Other ¹	476	456	\$612 Million

¹Represents: Headquarters and Back Office

JobsOhio Network Partners

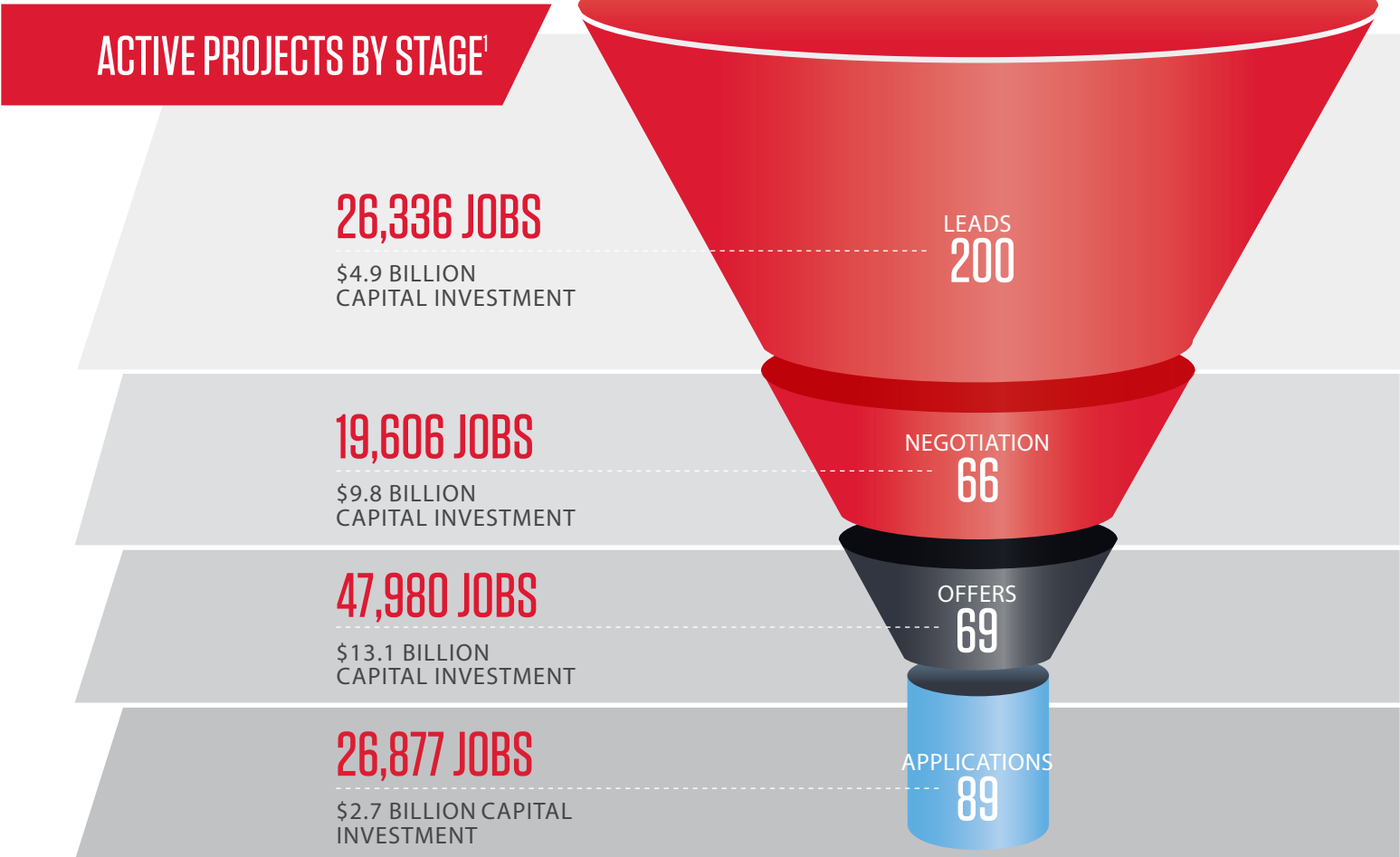
Ohio’s regional economic development partners, known collectively as the JobsOhio Network, help JobsOhio drive job creation and new capital investment throughout the state. With deep ties to local business communities, the six-region network provides the necessary connectivity to achieve a “One Firm, 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, 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 Q3 PROJECTS

Companies made significant job and capital investment commitments across multiple industries throughout Ohio during Q3 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
Amazon Fulfillment Services, Inc.	Northeast	2,000	\$100 M	Logistics and Distribution	New Location
Amazon Fulfillment Services, Inc.	Southwest	1,000	\$30 M	Logistics and Distribution	New Location
FacilitySource, LLC	Central	272	\$824 K	Information Technology	Expansion
Campbell Soup Supply Company, LLC	Northwest	220	\$44.3 M	Food and Agribusiness	New Location
Continental Structural Plastics, Inc.	Northwest	186	\$75.7 M	Automotive	Expansion
Relatecare, LLC	Northeast	150	\$300 K	Biohealth	Expansion
IronUnits, LLC	Northwest	130	\$567 M	Other	New Location
Midmark Corporation	Western	97	\$42.3 M	Biohealth	New Location
Q Labs, LLC	Southwest	90	\$4.5 M	Biohealth	Expansion
Marxent Labs, LLC	Western	88	\$18 M	Information Technology	Expansion
Fluvitex USA, Inc.	Central	80	\$8 M	Advanced Manufacturing	New Location
Johnson Electric	Western	76	\$3.5 M	Advanced Manufacturing	Consolidation
RXQ Compounding, LLC	Southeast	75	\$2.4 M	Biohealth	Expansion
Contitech USA, Inc.	Northeast	50	\$1.4 M	Energy and Chemicals	Expansion
Sidecat, LLC	Western	50	\$750 M	Information Technology	New Location
Alpont, LLC	Northwest	40	\$2.5 M	Energy and Chemicals	New Location
Autotool, Inc.	Central	35	\$1.1 B	Automotive	Expansion
Fund That Flip, Inc.	Northeast	25	-	Financial Services	New Location
Insight Catastrophe Group, LLC	Southwest	15	-	Financial Services	New Location

JobsOhio Network Partners

