



HAMILTON COUNTY ECONOMIC DEVELOPMENT PARTNERSHIP

REDI, The Port & HCDC // NOVEMBER 22, 2019

Business Development

- Business retention, expansion, attraction strategies
- Target key industries
- Cultivate commercial real estate & site selection professionals
- Site Selection Market meetings
 - Det., Atl., Chi., Indy.
- Relevant trade show presence
- Travel calendar – domestically 20+ trips



FOREIGN DIRECT INVESTMENT

- Target key industries
- Cultivate relationships FDI companies/consultants
- Emphasis on FDI
- Several International Missions



YOU CAN AFFORD MORE HERE

Talent can afford to live and thrive here

EX: A software developer would experience an increase in disposable income after accounting for the differences in cost of living within these cities.



A NIGHT OUT ON THE TOWN

Region	Number of draft beers per hour of work	
New York		9.0
Boston		9.5
San Francisco		10.5
Seattle		11.0
Atlanta		12.0
Greater Cincinnati		14.0

**Using average salary for a software developer in each region*



PROVEN PROCESS



ENGAGEMENT

Engage and conduct discovery to find the right resources that meet a company's needs.



PARTNERSHIP

Examine and share market research, labor data, and other information to assist with decision-making.



PROGRESS

Finalize all project details, including incentive and financing programs, and mitigate risks in support of a company's business.



CLOSE AND PROMOTE

Execute on the project plan, including the announcements and marketing, and deliver on all commitments.



SUPPORT AND INTEGRATION

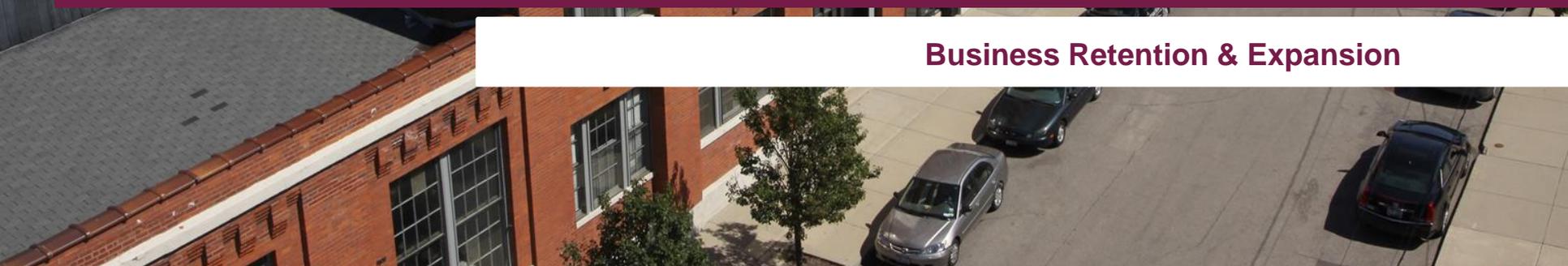
Provide support and aftercare after the close of the project and help integrate newcomers in the Cincinnati region.





ECONOMIC DEVELOPMENT SERVICES

Business Retention & Expansion



Business Retention & Expansion

- HCDC & REDI partner with local communities to meet with existing local companies in an effort to retain and help grow these companies
- Each entity and level of government have different tools that they can bring to the table
- HCDC hosts the Business Retention Council for Hamilton County. All communities are invited to participate in the quarterly meetings along with REDI and other entities
- The process of how we work together is laid out on HCDC's website as well as the meeting and process protocols, etc.
- The Port Authority will be brought into the process if their tools can help with a proposed project

THE PORT

Strategic Platform: Impact to Date



INDUSTRIAL REVITALIZATION

75

Development-Ready
Acres

\$10.8MM

In Patient Capital
Raised

975

Job Creation
Anticipated for first 75
Acres



NEIGHBORHOOD REVITALIZATION

500

Landbanked Properties
Put Back to Productive
Use

7

Neighborhoods of
Focus Investment

\$31.1MM

In Surrounding Home
Values Preserved
through Demolition



PUBLIC FINANCE

Over

\$740MM

In Bond Financing
Projects (2012-2018)

Investing Over

\$1.64B

In Southwest Ohio

Industrial Revitalization Strategy



Neighborhood Revitalization Strategy



Jobs

A range of housing

Local production

Vibrant, attractive
business districts



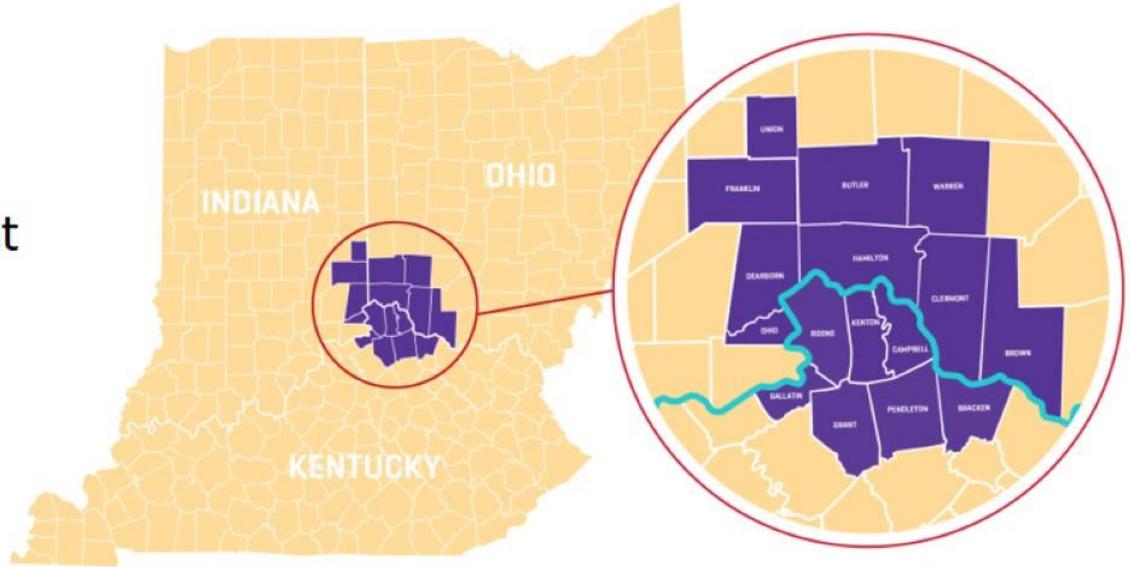
WHO IS REDI CINCINNATI?

The Regional Economic Development Initiative (REDI) Cincinnati is the first point-of-contact for companies locating or growing in the 16-county region at the heart of Southwest Ohio, Northern Kentucky, and Southeast Indiana.



WHO IS REDI CINCINNATI?

- 16-county, three-state footprint
- Created in 2014
- Supported by 170+ partners



THE JOBSOHIO NETWORK



TARGET CLUSTERS



Advanced manufacturing



Shared services



Biohealth



Food & flavoring



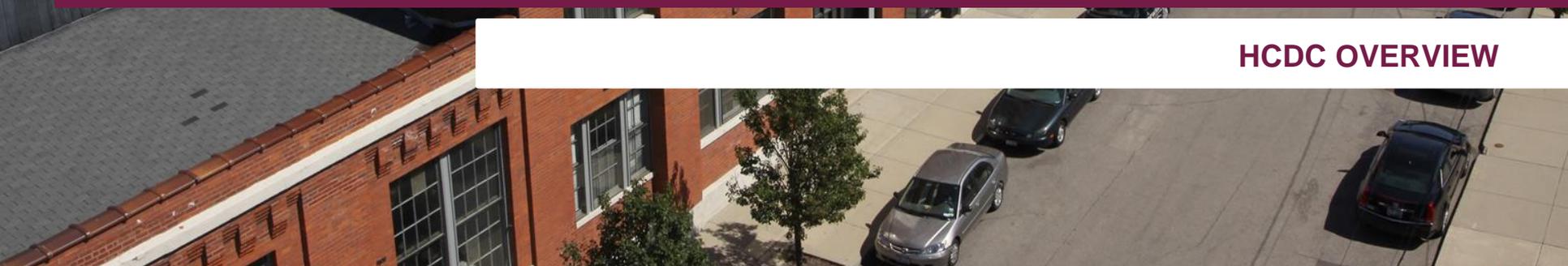
Information technology





HCDC - ECONOMIC DEVELOPMENT SERVICES

HCDC OVERVIEW



HCDC, INC

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graph TD; HCDC[HCDC, INC] --> ED[ECONOMIC DEVELOPMENT]; HCDC --> SBL[SMALL BUSINESS LENDING]; HCDC --> BC[BUSINESS CENTER];
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ECONOMIC DEVELOPMENT

- + Business retention + expansion + attraction
- + Community support + assistance
- + Incentive administration (EZ, CRA, & OZ)
- + Workforce Assistance
- + Site location assistance + development
- + Small Business Assistance (Uptown/Duke)
- + Office of Innovation + Creativity
- + Community Improvement Corporation
- + Comprehensive Economic Development Strategy (CEDS)
- + Community & Economic Development Assistance Program (CEDAP)

SMALL BUSINESS LENDING

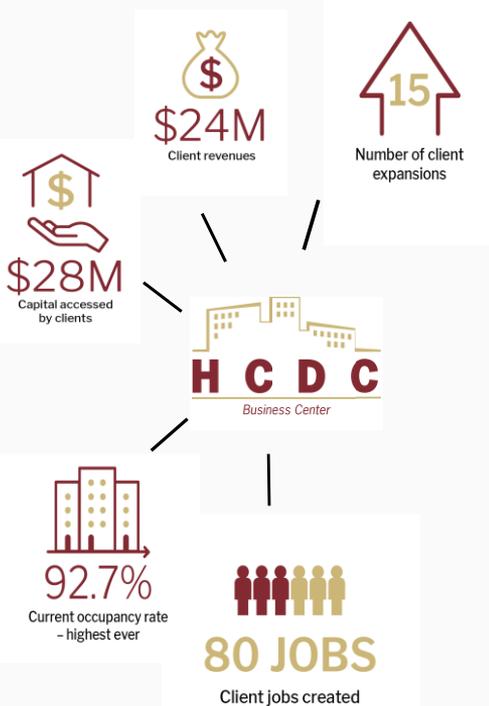
- + SBA 504 Program
- + SBA 504 Debt Refinance Program
- + SBA Intermediary Lending Pilot (ILP) Program
- + Ohio Regional 166 Loan Program

BUSINESS CENTER

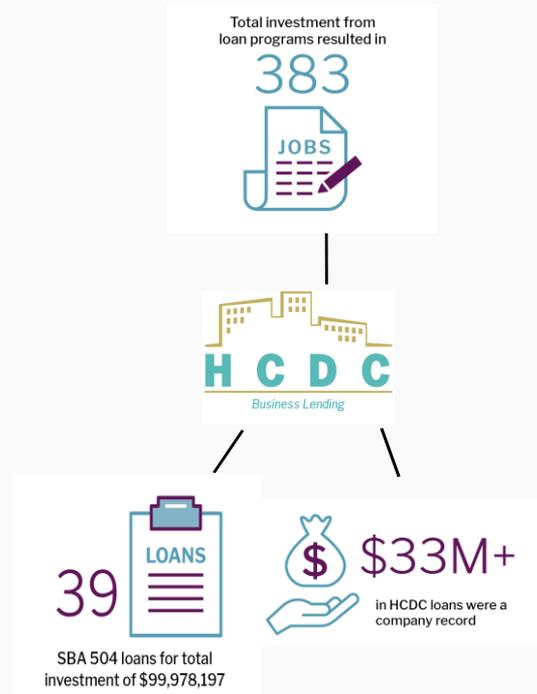
- + Business creation/incubation
- + 70,000 SF of rentable space
- + Co-working space
- + 65 start-up businesses
- + Individual business coaching
- + eKickstart
- + Morning Mentoring

ABOUT HCDC, INC.

Business Center 2018 Results



Lending Department 2018 Results



Economic Development 2018 Results



TOOLS OF THE LANDBANK

ACQUIRE PROPERTY

- Donation
- Forfeited Land
- Expedited Tax Foreclosure
- Code Violation
- Foreclose Demolition/ Stabilization Lien

DISPOSE PROPERTY

- Landbank Programs
- Single Family Demolition
- Develop Reuse/ Redevelopment Strategies

HOLD PROPERTY

- Hold Properties Tax Free
- Expedition of Clear Title
- Stabilize and Secure
- Economies of Scale (Maintenance/Insurance)

LEVERAGE PARTNERSHIPS

- City and County
- Private, Non-Profit
- CDC Network
- Development Community

Local Government Program by the numbers



180

Properties Acquired for
Local Government
Partners

128

Properties Sold to Local
Government Partners

48

Properties Demolished
for Local Government
Partners through the
Neighborhood Initiative
Program

\$2.1MM

Spent on demolitions in
jurisdictions outside of
the City of Cincinnati

\$7.1MM

Surrounding home
values preserved through
demolishing blighted
buildings



Stabilized, awaiting redevelopment

1914

YEAR BUILT

\$40K

INVESTMENT IN STABILIZATION
BY THE PORT

THE PORT

**7428
Hamilton**

Stabilized in 2014

Acquired in 2015 BOR
Expedited Tax Foreclosure

Sold to Mt. Healthy in 2016



THE PORT

Springfield Pike



- City of Wyoming acquired blighted structures adjacent to their recreation center
- Buildings donated to the Landbank, demolished under NIP and given back to Wyoming
- The now vacant land was used to expand their recreation uses



THE PORT

8476 Cottonwood Dr

Springfield Township



Acquired by the Landbank at Springfield Township's request, the property was sold to the Housing Network of Hamilton County for demolition and development of four one-bedroom units for persons with developmental disabilities

Our Industrial Investment Thesis:

500

ACRES OF DEVELOPABLE SITES
WILL YIELD

8,000

JOBS REPRESENTING

\$565MM

IN ANNUAL PAYROLL



THE PORT

2100 Section Road

56-acre development-ready site



THE PORT

2250 Seymour Ave.



Acres: **19.4**

Acquisition: **\$1,200,000**

Financing Tools: **Patient Capital Notes; Grants**

Total Project Cost: **\$4,200,000**

Strategic Partners: **JobsOhio, REDI Cincinnati, The Port**

Activity: **Site preparation and marketing; For sale**





THE PORT

U.S. EPA Brownfield Assessment Grants





THE PORT

Third-Party Project Management



THE PORT

Public Finance Tools

COMMUNITIES FIRST

State-wide Down Payment
Assistance Program

LEGACY TOOLS

Structured Lease
Bond Fund
EB-5
Tax Increment Financing
Special Assessment Bonds
PACE Financing
501 (c)3 Bonds
Industrial Revenue Bonds
Exempt Facility Bonds

REVOLVING LOAN FUNDS

Commercial Real Estate
Revolving Loan Fund
(Neighborhood Business
Districts)
Housing Loan Fund



Structured Lease



Involves The Port owning and leasing a project to a company.

Benefit: Sales tax exemption on building materials.

Example: \$25MM project yields potential savings of \$700K.

THE PORT

Structured Lease:

JTM Food Group



\$57MM

Total Project Cost

484

Jobs Created / Retained

New production and
freezer facilities for
fast-growing food
manufacturer

THE PORT

Southwest Ohio Regional Bond Fund



Company lending for capital improvements or small TIF deals. Can be combined with other Ohio Bond Funds for larger deals.

Rated: A- by S&P

Benefit: Access to low cost of capital for long-term, fixed-rate financing

THE PORT

Municipal Partnerships:

Springdale Commerce Park



\$6.6MM TIF from Bond Fund

135-Acre Former Golf Course

2 Spec Warehouses

Roadway Related Infrastructure

THANK YOU.

QUESTIONS?