



SIMPLIFYING SUCCESS



LICKING COUNTY

LOCATED IN THE HEART OF THE CENTRAL OHIO REGION, LICKING COUNTY OFFERS THE MOST COMPREHENSIVE COLLECTION OF BUSINESS GROWTH RESOURCES FOR NEW AND DEVELOPING BUSINESSES IN THE MIDWEST.

Licking County is a thriving community of 166,000. Offering a diverse workforce, cost-effective sites, cutting-edge training and workforce development programs, a highly accessible transportation network and an exceptional quality of life – it's easy to do business in Licking County.

We take a truly collaborative approach to economic development, bringing multiple organizations and individuals together to accelerate your success. The Grow Licking County CIC provides a single, comprehensive resource to help businesses expand or relocate to the area. We are the front door of the community—welcoming development, connecting resources and increasing opportunities.



LOCATION, ACCESSIBILITY AND INFRASTRUCTURE

Licking County is located just 25 minutes east of Columbus, Ohio, amidst more than 1 million regional workers, as well as world-class culture, sports, entertainment, transportation and shopping. Our county offers exceptional access and significant infrastructure to serve the needs of our business community, including:

- A location in the center of the Columbus region, with 10-hour truck access to nearly 50% of the U.S. population and markets, as well 33% of the Canadian market. Licking County's transportation network offers multiple points of direct access to the interstate system via improved multi-lane state routes, making transporting people and product simple and cost-effective.
- Facilities and development sites throughout the county that offer clients short line rail service with connecting service to CSX and NS, further enhancing and expanding logistics options.
- Commercial and freight air service is available within 30 minutes or less of the majority of the community. A regional airport, serving small corporate aircraft, is located in the center of the county.



- Municipal, cooperative, and investor-owned utility and telecommunications networks throughout the community. Licking County locations offer a variety of options for reliable, redundant, high-capacity electric, fiber, gas, water and wastewater services.



“We are very happy to announce that the City of Heath and Licking County will be our home in North America...let’s just say that they stood out. We believe we have found exactly the right place to start a success story here.

*Roland Schillo, Business Manager
xperion Energy & Environment*



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Licking County differentiates from other areas by successfully collaborating the efforts of local leaders, educators, economic and workforce development professionals to create a viable workforce through tailored training and recruitment services for current and future employers.

Windy Murphy, Supervisor,
Business Services at
OhioMeansJobs | Licking County

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WORKFORCE & TRAINING RESOURCES

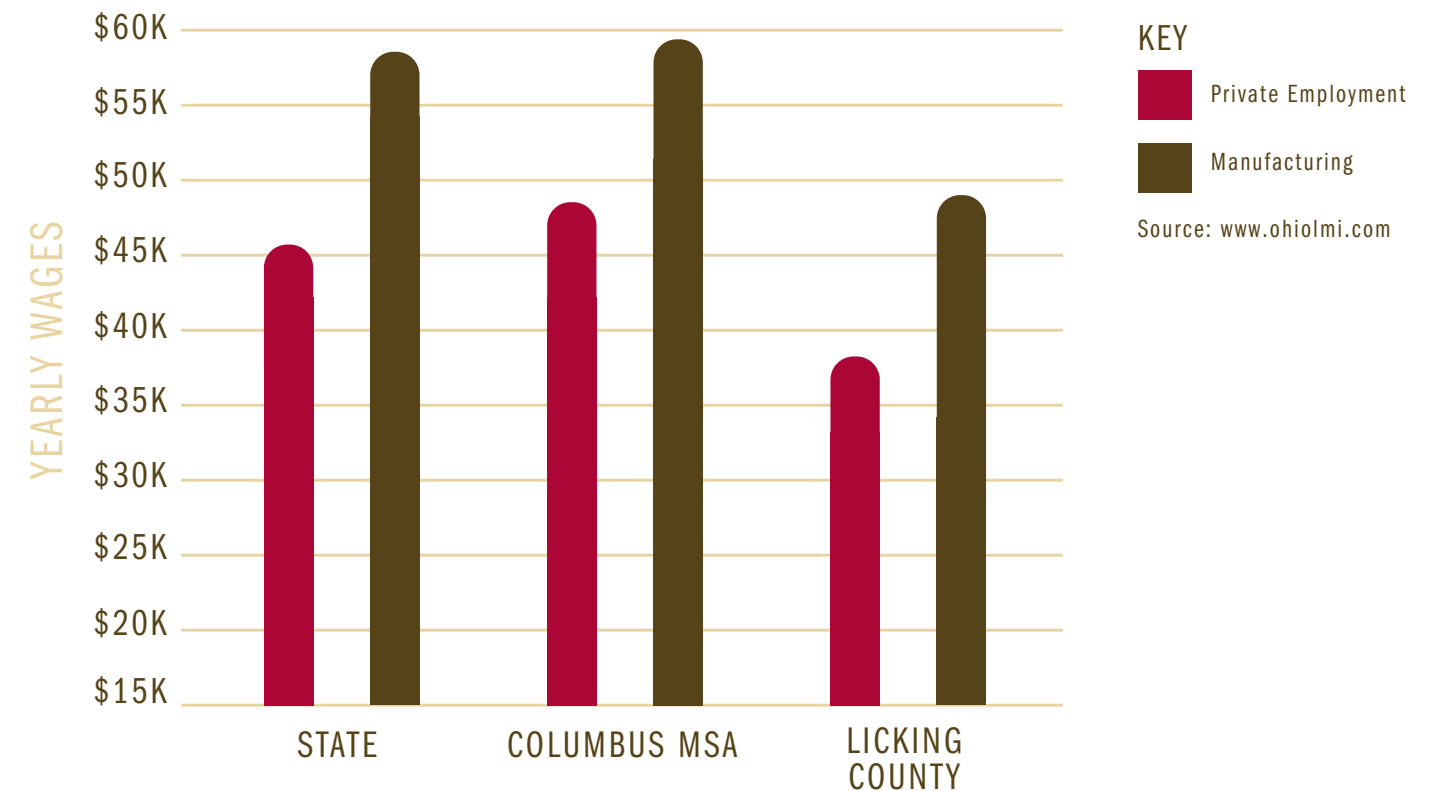
Licking County's workforce is stable, diverse, and highly motivated, representing a wide range of skills and backgrounds. Creating, sustaining and retaining a viable workforce are top priorities in Licking County. Only Licking County businesses can access Workenomics™, a multi-disciplinary team of professionals committed to supporting economic and workforce development efforts in Licking County. Workenomics develops and supports policies and programs explicitly directed at creating and improving our thriving business climate through the development and enhancement of a robust, highly trained workforce.

New and existing Licking County businesses consistently comment on the quality and work ethic of the community's employees, and the innovative, collaborative training and recruitment resources available. These resources include cutting-edge training and development programs offered through the Career and Technology Education Center of Licking County (C-TEC), Central Ohio Technical College (COTC), Ohio State University—Newark Campus (OSU-N) and Denison University. These workforce development partners are able to create unique, customized training partnerships serving companies' engineering and research, production, logistics, customer service, and professional operations needs. This locally-based training and development is supplemented by more than a dozen additional organizations in the Central Ohio region.

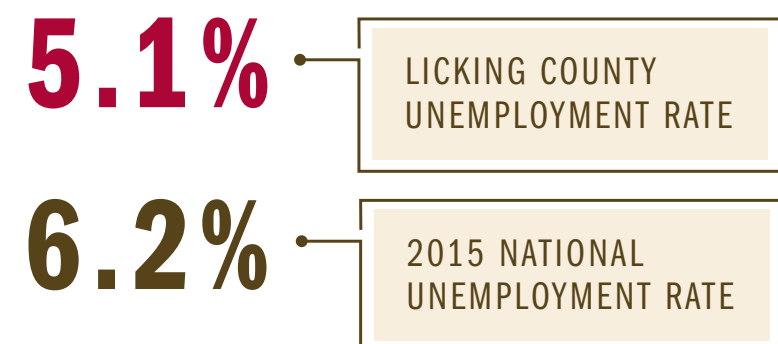
Access to this workforce, including no-cost recruitment, pre-employment screening, and assistance accessing potential training credits, is integrated into our workforce development partnerships through our local OhioMeansJobs | Licking County partners.

2015 WAGES

ANNUAL WAGE AVERAGES



WORKFORCE



COLLABORATIVE. RESOURCEFUL. PROACTIVE. RESPONSIVE.

Licking County is not your typical local government. Our elected officials—from the county level to our local communities—are business minded, approachable and highly supportive, making our county one of the easiest places in which to do business.

The Grow Licking County CIC provides an invaluable single reference point for connecting with each of the resources you'll need to grow your business. Our integrated team approach to economic development means your needs are met quickly and confidently by experienced professionals.

“

Licking County has been phenomenal. During our last expansion, over 20 different agencies worked together to make the expansion happen smoothly. I couldn't imagine picking a better location.

Steve Cohen, President of Screen Machine Industries – Etna, Ohio

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SUCCESS AT A GLANCE

BUSINESS ANNOUNCEMENTS AND EXPANSIONS

2015

HEATH

ARIEL CORPORATION

- Announced New Production Facility Expansion
- Joins COATC campus
 - Occupation of new 50,000 sq. ft. facility
 - 100 new job opportunities

HEATH

CHROMOCARE

- Expansion into Heath
- Joins COATC campus
 - 1,000 sq. ft. clean room space
 - 18 new job opportunities

UTICA

VELVET ICE CREAM

- Facility Expansion
- \$3MM investment
 - 21,000 sq. ft. new distribution space
 - 6 new job opportunities

NEW ALBANY

AXIUM PLASTICS INC.

- Facility Expansion
- \$10.4MM facility expansion
 - 185 new job opportunities



NEW ALBANY

VEE PAK OHIO, LLC

- Facility Expansion
- \$8MM investment
 - 140 new job opportunities

ETNA

AMAZON

- Joins Prologis Park 70
- One of the first fulfillment centers in Ohio
- 855,000 sq. ft. new construction
- Up to 1,500 new job opportunities

ETNA

GITI TIRE

- Joins Prologis Park 70
- 265,000 sq. ft. occupation
- 25 new job opportunities

HEBRON

MPW INDUSTRIAL SERVICES

- Facility Expansion
- \$8-10MM investment
 - 25 new job opportunities

JOHNSTOWN

APEKS SUPERCritical SYSTEMS

- Facility Expansion
- \$1.6MM investment in 2 phases
 - 15 new job opportunities

HEATH

MISTRAS GROUP

- \$5.3MM investment
- 130 job opportunities
- 60,000 sq. ft. new construction

HEBRON

MPW INDUSTRIAL SERVICES

- Facility Expansion
- \$4.4MM expansion into new 400,000 sq. ft. facility
 - 25 new job opportunities (approx. \$1MM annual payroll)

HEBRON

KDC

- Facility Expansion
- 60 new job opportunities
 - \$16MM investment

HEBRON

ARMORSOURCE LLC

- Facility Expansion
- 250 new job opportunities
 - 50 jobs retained

2014

NEW ALBANY

AMERICAN ELECTRIC POWER

- Facility Expansion
- \$36MM investment
 - 150 new job opportunities



NEW ALBANY

ANOMATIC

- Facility Expansion
- 70 new job opportunities
 - 70k sq. ft. expansion

NEW ALBANY

BOCCHI LABORATORIES

- Joins the New Albany Beauty Park
- 300 new job opportunities
 - \$20MM investment

NEW ALBANY

BATH & BODY WORKS

- Occupancy of a new facility
- 100 new job opportunities
 - \$175MM investment
 - 860k sq. ft. expansion



2013

NEWARK

OWENS CORNING

- Facility reinvestment and additional production capacity added
- 82 new job opportunities

ETNA

SPEED COMMERCE

- Facility Expansion
- New 766,633 sq. ft. facility
 - 250 new job opportunities (approx. \$6MM annual payroll)
 - 242 jobs retained (\$5.5MM annual payroll)

HEBRON

GOODYEAR

- Occupancy of a new facility
- New 50,000 sq. ft. development and research facility, employing engineering and engineering tech professionals, as well as production employees.
 - 35 initial employment opportunities

GRANVILLE TWP

REVLOCAL

- Facility Expansion and Relocation
- 150 new job opportunities (approx. \$5MM annual payroll)

HEATH

XPERION

- Occupancy of a new facility
- New 50,000 sq. ft. manufacturing facility
 - Xperion's first production facility in North America.
 - 98 new job opportunities (approx. \$11.3MM annual payroll)

2012

NEW ALBANY

ASCENA RETAIL GROUP

- Facility Expansion and Relocation
- 500,000 sq. ft. facility expansion
 - 250 new job opportunities (approx. \$7MM annual payroll)
 - 300 jobs retained (\$10MM annual payroll)

NEW ALBANY

KDC

- New Facility
- 200,000 sq. ft. facility
 - \$55MM Investment
 - 250 new job opportunities

ETNA

MENLO LOGISTICS

- Facility Expansion
- 318,000 sq. ft. facility expansion
 - 65+ new job opportunities (approx. \$2MM annual payroll)
 - 24 jobs retained (\$715K annual payroll)



“

The (New Albany International) beauty park is a very dynamic place to be. We felt it was important to stay in Ohio and remain close to our technical people in Newark.

Scott Rusch,
Anomatic, Inc. President
New Albany & Newark, Ohio

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Anomatic

INVESTMENT RESULTS

OVER
3,500

NEW JOB OPPORTUNITIES

OVER
1,500

EXISTING JOBS RETAINED
IN OUR COMMUNITY

**\$600
MILLION**

IN NEW INVESTMENTS

TOTAL IMPACT:

It is also estimated that additional projects within our community, where our CIC's involvement has not been as direct, will result in over \$300 million in new investment, and over 1,500 new job opportunities. We are gratified to have provided support for some of these exciting opportunities, and to be part of creating a climate that attracts this level of investment and activity.

These investments are being made throughout Licking County. This speaks to the attractiveness of the entire county community as a location of choice for industrial, technical, logistics, and professional development opportunities.

We are pleased, and proud, of these results and are grateful to the companies that have afforded us these impactful opportunities. We are thankful to have progressive, collaborative, local, regional, and statewide partners to help us “Simplify Success” for our business partners.



POSITIONED FOR SUCCESS

Published by: *Expansion Solutions Magazine*

Licking County, Ohio cannot help but grow, thanks to its central location, exceptional resources, and development-minded leadership. Located in the center of the Greater Columbus region, in the heart of the Midwest, the community offers accessibility, affordability, a strong work ethic among employees, and cutting-edge training and workforce development programs. Beyond just offering these assets, the community has committed to facilitating growth and investment through GROW Licking County Community Improvement Corporation. This public-private partnership is designed to provide firms a single point of contact for all development-related questions and assistance, simplifying the process and maximizing local and regional resources.

Licking County has a long history as a center of innovation and manufacturing, as well as a logistics and agribusiness hub, Licking County never wavered in its focus on these key economic sectors. As a result, the county has seen substantial investment activity over the past two years, as its resources remain poised to provide a competitive advantage to companies coming out of the recession.

A portion of these investments revolves around the speculative building activity that has been going strong with multiple developers building facilities, and companies taking advantage of them - sometimes before they are finished! Currently, there is approximately 800,000 square feet of speculative industrial space under construction or proposed. The space is being developed by multiple entities, speaking to the diversity of options, the strength of the Licking County market, and the strong support structure behind it

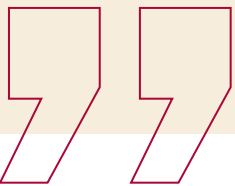
all. GROW Licking County board member and President of local development company Southgate Corporation, Robert O'Neill, speaks of the community's role in developmentand business attraction:

“As a private developer, Southgate is very fortunate to work in a community that supports our development and works with us to attract new companies to the area. It requires a collaborative effort between the public and private sectors to be successful in Spec Building development. Without a doubt, Licking County is one of the most supportive and business-friendly locations in all of Ohio. It has consistently proven to be a profitable and successful location for manufacturing year after year.”



Without a doubt, Licking County is one of the most supportive and business-friendly locations in all of Ohio.

Robert O'Neill,
Southgate Corporation
President



In addition to a long list of commissioned buildings, over their 62-year history Southgate Corporation has built and designed 32 speculative buildings across Licking County. These facilities now house approximately 3,000 workers, which Robert says, “makes the risk of developing Spec Buildings a very satisfying endeavor on many levels.”

Licking County also offers over 1,000 acres of shovel ready development sites, including a 300-acre location certified by the State of Ohio and Austin Consulting as a “Jobs Ready Site.” These sites are located within nine different industrial and business parks throughout the county, allowing potential users an authentic “luxury of choice” when evaluating shovel-ready options in, and near, these parks.

These extensive product options are enhanced by exceptional access to diverse markets and an integrated transportation network. Licking County is strategically located within a one day drive of 50 percent of U.S. markets and 33 percent of Canadian markets. Additionally, a fully-integrated state route system offers businesses and commuters direct access to I-70, a significant eastwest freight corridor, and other interstate routes, from multiple points throughout the county. Most sites and facilities are within 30 minutes of international commercial and freight airports, and all are within 20 minutes of the county's active regional airport. Many sites have access to short-line rail service, providing direct connection to both CSX and NS rail lines. These resources and the continued activity surrounding them is why Licking County is increasingly being recognized – by site selection professionals and business leaders – as a premier location for logistics operations, manufacturing and technology-enabled development.

PERSISTENCE PAID OFF IN ATTRACTING XPERION TO HEATH

Published by: *The Newark Advocate*

Developed sites, start-up costs and financial incentives are important, but it was persistence that paid off for Licking County in attracting Xperion to Heath. Mark Simmons, a site consultant with Parker Poe Consulting, provided that insight at Grow Licking County's annual breakfast Thursday morning at Moundbuilders Country Club.

The Germany-based automotive components manufacturer selected Heath to build its compressed natural gas tanks. The company also considered Detroit and Fort Wayne, Indiana, Simmons said.

“It was the team you have,” Simmons told local leaders. “You'll have success because of the team you have. You guys are doing a pretty good job.”

The company first settled on a Southgate Corporation speculative building on Ohio 79, in Hebron, but lost out to Goodyear Tire and Rubber Co., which now uses the 50,000-square-foot facility for research and development.

Instead of moving on to one of its other potential locations, xperion waited while Southgate built a similar building in Heath, where xperion will begin production late this year or early next year.

“It was the sheer tenacity and persistence that your team had to make them feel comfortable with that (new site),” Simmons said. “That’s the reason they’re here.” The costs were about the same in Fort Wayne, but xperion was already sold on the community, Southgate and the economic development people here.



It was the sheer tenacity and persistence that your team had to make them feel comfortable with that (new site). That’s the reason they’re here.

Mark Simmons, Site Consultant
with Parker Poe Consulting



“Once they get married to the community and prospects for growth in the area, you kind of get beyond ‘another building,’ ” Simmons said.

“We did pause and say, ‘Hey, let’s look back at other buildings we’d identified,’ but it wasn’t a long pause. It didn’t take long to make that decision.”

Dan Evers, director of Grow Licking County, a community improvement corporation in its third year, credited the leaders who help him recruit and retain local companies.

“It says an awful lot about this community we have such a diverse community and individuals working together every day to make our great community even better,” Evers said.

In August, Evers reported 69 potential outside investment opportunities active, with 31 making site or community visits. Simmons said companies first look at things such as the labor force, real estate costs, utility costs and highway accessibility. Then, when the process narrows down to a few sites, companies look at financial incentives, quality of life, housing costs and health care facilities.

“Top of the list is always the labor force,” Simmons said. “Workforce development, workforce access is something you just continue to do.”

“Incentives are a tiebreaker when you have it down to two or three sites. There’s no amount of incentives that make a bad site good. They don’t drive the process, and shouldn’t drive the process. Companies that have their hand out are a little suspect to me.”

Some communities are eliminated from competition before they even know they were considered, he said. An informative website and online materials can be critical, he said, adding that communities need to consider the company's perspective.

“I’m not looking to include communities in the process,” Simmons said. “I’m looking to knock them out.”

“You don’t win a project. What you do is, you don’t lose it. You win by acclamation because all of the other communities are knocked out.”

MANUFACTURING SITES ATTRACT NEWCOMERS

Published by: *The Newark Advocate*

Manufacturers come and go in every community, but they keep coming to Licking County in large numbers. Heath, Hebron, Newark, Pataskala, Etna Township and New Albany have land and buildings available, attracting new industry to the county. In fact, Licking County has available more industrial buildings of at least 50,000 square feet than Fairfield, Delaware, Knox, Logan, Madison, Marion, Morrow and Pickaway counties combined, according to Columbus 2020.

The industrial parks in Licking County bring in manufacturers to fill spec buildings, new demand builds and existing facilities. Newcomers have helped make up for manufacturers lost either years ago or during the recent recession.

“Licking County has a long, rich tradition of being a manufacturing hub for various items,” Heath Mayor Mark Johns said.

“As the years go by, the manufacturing businesses and what is produced may change, but the skill set and work ethic of people in Licking County doesn’t change.

“Manufacturers looking for a place to start up or expand are going to be drawn to be drawn to a community with those kind of attributes.”

So, although companies like Owens Corning, Holophane and Longaberger don’t employ what they once did, and others have long since left, newcomers like Goodyear, Ariel, L Brands, xperion, KDC and Prologis will help continue the county’s manufacturing tradition.

“I think industrial, we’re doing very well, with Southgate, the Port Authority, Prologis, Beech Road,” said Steve Layman, commercial real

estate agent with NAI Ohio Equities Anderson Layman Company. “I think our area is doing exceedingly well with industrial development.”

Southgate Corporation, which has built about 50 spec buildings through many years of developing the Newark Industrial Park in Hebron, plans its fourth spec building in Heath and Hebron in the last four years.

“We have an aggressive and progressive development community,” said Dan Evers, economic development director of Grow Licking County. “This is the only spot in the region spec buildings are being put up and filled.”We have highquality space and developers willing to be patient and find the right tenant for the space and the community.”

Sometimes, having space available means a previous occupant left, or there is a lack of interest. But a community needs available sites to show developers, particularly in manufacturing.

“You can have a glut of space and it can depress price,” Evers said. “We don’t, because part of what we have is a wide variety of space. “A segment of the market wants firstgeneration space. With international clients, it has great appeal.” How much available inventory is the right amount? It depends, Evers said, on the community, location, markets, economy and marketing.

“The critical question is not vacancy rate, but quality of the product,” Evers said. “Part of that is the market. “There’s always going to be space available. How ready for the market are they and how aggressive are they being marketed?”

Grow Licking County recently listed 49 industrial sites available for lease or sale, including 14 in

Newark and 10 each in Heath and Hebron. The largest in Newark were 125,000 square feet at 325 W. Main St., 95,000 square feet at 1984 Coffman Road, and 95,720 square feet at 100 Manning St.

The Heath-Newark-Licking County Port Authority has grown from 57 acres in 1996 to more than 350 acres today. It continues to add companies to the former Newark Air Force Base location.

Since Port Authority Executive Director Rick Platt was hired in 2002, the campus has added nine companies and five new buildings totaling 360,000 square feet. Two more buildings are planned or under construction. How has the Port Authority managed to keep bringing in new business?

“I like to say it’s opportunity meets preparedness,” Platt stated. “We rode through the recession, stayed bullish on manufacturing, and kept investing to be ready to accept industry growth. “The opportunities the Port Authority is realizing in the past year or so are the outcome of years of preparedness.” The Port Authority’s existing building space is 99.3 percent leased out, with only 6,500 square feet available. While manufacturing has been Licking County’s niche, there is plenty of office and retail space available.

The retail market, Layman said, suffered a significant downturn and has picked up. The market for office space is not strong, but improving, he said. “Retail, we think is in balance,” Layman said. “We’re not expecting to see any strip developments in the near future. More restaurants, possible. Speculative retail development is gone. We won’t see that for awhile. “The office market was absolutely dormant for a long while and is showing signs of life.”

GERMAN EMBASSY OFFICIAL VISITS, TOUTS TRAINING

Published by: *The Newark Advocate*

Licking County’s workforce training is a model for others to follow. That observation doesn’t come from a local official, an Ohioan, or even an American.

It comes from a German, a country known for its apprenticeship programs that help youth prepare for manufacturing jobs.

Hendrik Barkeling, the new head of the Economic and Commercial Section of the Embassy of the Federal Republic of Germany, visited Licking County educational facilities Wednesday and spoke to local leaders at the DoubleTree by Hilton.

“For me, it was the first time I got out and visited institutions of vocational training and apprenticeship, and came to a place that’s kind of a model of how vocational training can succeed,” Barkeling said.

“I have a little feeling I might be preaching to the choir. They know about the challenge and found ways to address it.”

Local officials invited Barkeling’s predecessor to visit Licking County during an annual visit to Washington, D.C., earlier this year. Barkeling visited Central Ohio Technical College and the Career and Technology Education Centers of Licking County.

The trip to Washington by Heath Mayor Mark Johns, Licking County Commissioner Tim Bubb, Port Authority Executive Director Rick Platt and Grow Licking County Director Dan Evers, along with an invitation to visit Licking County, paid off.

Barkeling visited the area schools Wednesday and will visit German company xperion, in Heath, today.

For me, it was the first time I got out and visited institutions of vocational training and apprenticeship, and came to a place that’s kind of a model of how vocational training can succeed.

Hendrik Barkeling,
Head of the Economic and
Commercial Section of the Embassy
of the Federal Republic of Germany

“They’re trying to help us,” Bubb said. “They have a great apprenticeship program, like we used to in this country. In the last few decades, we’ve sort of de-emphasized manufacturing. Let’s make things in this country again.”

A resurgence in manufacturing has left many companies with open jobs they cannot fill. The demand for training is overwhelming, said Kelly

Wallace, director of adult workforce education at C-TEC.

“Everybody needs skilled technicians,” Wallace said. “Everybody. I get 10 calls for every one (training program) I produce.”

C-TEC trains workers for two German companies in the area: skilled maintenance workers for Bayer Material Science in Hebron and machining apprenticeship for auto parts maker Hirschvogel in Columbus.

In Germany, 75 percent of the training costs are paid by the company, Barkeling said. There are 469,000 companies that provide training, or 22.5 percent of all companies.

“Most of our companies are small and medium size and can’t afford stand-alone solutions, so they form consortia to pool resources,” Barkeling said. “I think this is the model that can be replicated.”

Johns said it’s critical for U.S. communities to meet the training demand for manufacturers to attract more companies, foreign and domestic. “The availability of a skilled workforce in an area, and that workforce’s ability to be trained on new skills, will be the natural resource of the future,” Johns said.

“Communities that solve that will have business come to them, and communities that cannot will not.”



CONNECT WITH US

Licking County is a strong and growing community, an ideal place to start, expand or relocate your business. We are eager to provide the tools you need to simplify your success.

To explore the possibilities, please contact:

NATHAN STRUM, DIRECTOR OF ECONOMIC DEVELOPMENT

[GROW LICKING COUNTY CIC](#)

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