



2021

ECONOMIC DEVELOPMENT

REPORT

CARD

ECONOMIC
INVESTMENT AND
ACTIVITY RECAP

In 2021, economic development agencies assisted with 117 projects in the Valley that resulted in nearly \$154 million of investment, 903 new jobs and the retention of 1,119 existing jobs.

The combined resources of these entities supported and assisted with infrastructure investment, tax incentives, loans, project coordination, grants oversight, technical advisement, property development and other services.

Notable activity is highlighted.

2021

AGENCY-ASSISTED ECONOMIC INVESTMENT PROJECT AND ACTIVITY RECAP

2021 Agency-Assisted Project Totals

| | |
|------------------------|---------------|
| Number of Projects | 117 |
| Total Investment | \$153,618,060 |
| New Jobs Created | 903 |
| Existing Jobs Retained | 1,119 |

Direct Business Development

- Counseled 90 active clients to find government funding opportunities, which supported 353 jobs and assisted clients with bid and contract opportunities valued over \$725,000.
- Attended 248 one-on-one business retention meetings and 37 site visits at local businesses for development.
- Responded to 35 business inquiries and requests for data or regulatory information.
- Posted 1,616 staff-assisted job orders valued at \$387,840.
- Held 15 virtual and onsite recruitment events that were valued at \$7,140.
- Serviced 99 individuals with on-the-job training valued at \$487,571.
- Managed 71 Individual Training Accounts with a value of \$472,783.
- Counseled 34 clients who were awarded microenterprise grants.
- Held 48 business networking events and opportunities that reached 3,372 attendees.
- Assisted 3 out-of-state companies in locating to Trumbull County.
- Assisted 171 contract actions for companies to secure more than \$17.6 million in local, state and federal government contracts, with more than 80% from federal agencies.
- Increased the number of women-led technology startups.
- Helped 280 companies, including 6 new business starts, raise \$19 million in capital investment that resulted in 1,161 new and retained jobs.
- Co-sponsored the SBA Emerging Leaders Program for the 11th year.
- Approved an Enterprise Zone Agreement for a \$7.5 million investment for a 42,000 square-foot facility creating 90 new jobs in Warren Township.
- Approved Community Reinvestment Agreement for \$1 million investment for a 12,000 square-foot facility and the creation of 8 new jobs.
- Processed over 900 funding applications, including 748 PPP Round 2 asks totaling \$35 million.
- Logged more than 1,000 hours in direct assistance to businesses focusing on state and federal loans and grants, job stability and business growth.
- Enrolled 25 students in the Entrepreneurship Program, more than half of whom registered their business with the Ohio Secretary of State, obtained Employer Identification Numbers and learned about financial literacy and the cost of doing business.
- Helped local businesses secure more than \$400,000 in Paycheck Protection Program and Emergency Injury Disaster Loans.
- Partnered with Redex Industries to distribute 200 PPP kits to essential workers and safety service personnel in CASTLO communities.
- Made more than 15,000 calls to 5,000 businesses in Youngstown, Warren and Mahoning County to present business resources.

Real Estate Development

- Approved 17 design/sign/demo applications.
- Received \$250,000 in grant funds for repair and rehabilitation of housing in Trumbull County, outside the cities of Cortland, Girard, Hubbard, Niles and Warren.
- Awarded \$500,000 Environmental Protection Clean-up Grant in partnership with the City of Girard to clean the former Leatherworks property brownfield site.
- Received \$150,000 in grant funds to aid in sanitary lateral connections and replace and repair home sewage treatment (septic) systems.
- Received 27 inquiries/meetings regarding downtown buildings.
- Purchased two-acre site at Summit and Mahoning in Warren to facilitate removal of Summit Street dam and future development along the Mahoning River.
- Secured a new 10-year lease from the General Services Administration and a \$300,000 grant to retain and improve the Social Security office in downtown Warren.
- Received \$550,000 Federal Aviation Administration AIP grant for runway rehabilitation at the Youngstown-Warren Regional Airport and managed additional improvements totaling \$1.2 million.
- Closed on more than 1,000 acres of property at the former RG Steel site, one of the largest shovel-ready sites available for job creation in northeast Ohio, and applied for \$316,000 brownfield assistance grant to start remediation of 200 acres on the BDM West property.
- Acquired 42.35 acres in Vienna Township for the Youngstown Air Reserve Station to relocate the main gate to a higher security area and construct a visitor's center.
- Received a \$91,000 Ohio Rail Development Commission grant for rail bridge painting project at CASTLO.
- Managed \$2.2 million of improvements at the Mahoning Valley Campus of Care, which gained 5 new agency operations.
- Maintained available building/site inventory, with nearly 130 properties online.
- Leveraged the Ohio Site Inventory Program to support development projects.

Accolades

- Received three State of Ohio/Ohio Department of Development awards in 2021 that honored Small Business Development Center & EAN personnel.
- Won the SBA Regional Exporter of the Year award for the Chicago SBA District for EAN client Kirila Fire.
- Received recognition for the Youth Entrepreneurship Program being named to the Inc. 2021 Best in Business list.
- Won the Silver Award for Partnerships with Educational Institutions from the International Economic Development Council (IEDC) for partnering with the Eastern Gateway Community College to retrofit a historic 15,000 square-foot office building into a 21st-century medical workforce training center.
- Received Economic Impact Deal of the Year 2021 from the Mid-America Economic Development Council (MAEDC) for the Ultium Cells project.
- Received a Commercial Revitalization Award from the Mahoning Valley Historical Society for the preservation and renovation of the Eastern Gateway Community College building at 101 E. Boardman Street, also known as the former Harshman Building.

International Exports & Investment

- Facilitated \$35.22 million in export sales growth within the EAN service area of 13 Ohio counties.
- Assisted Export Assistance Network (EAN) clients with shipments to over 86 countries.
- Continued collaboration with the OH-PA Export Initiative (OPEI), which leverages the region's export resources and supply chains to take advantage of international business opportunities.
- Enrolled 12 Youngstown State University students in the Ohio Export Internship Program who completed summer internships with Ohio companies.

Programs & Operations

- Employed 22 interns from various colleges to assist with operational and client needs.
- Received \$23,000 CRRSA grant for assistance to offset loss in airport operating revenue.
- Started City of Warren Exterior Improvement Grant Program for city businesses and received 112 letters of interest.
- Improved new opportunities for at-risk businesses by creating the Director of Supply Chain Diversity position to assist companies, government agencies and anchor institutions in diversifying their supply chains.
- Began developing a program, The Xperience, to provide positive enrichment experiences in STEM fields to disadvantaged students by using virtual reality devices.
- Completed and distributed 2021 Starting Wage and Benefits Survey in order to assist employers in setting competitive compensation packages.
- Received \$1.7 million in ARC federal and state funding for 8 projects with a total project cost of \$5.3 million in our 3-county district. Projects included public infrastructure, workforce training/education and business development, all of which created 41 new jobs while retaining 28 existing jobs.
- Hosted the Columbus Drive-In as well as the virtual Fly-In to promote awareness of area issues to state and federal government leaders.
- Continued offering Economic Impact Analysis service to provide information on how projects and events impact our local economy.
- Received 15 Target of Opportunity Cares Act Program funds totaling \$597,500 for various projects throughout Trumbull County.
- Completed a grant-funded Regional Broadband Feasibility Study in partnership with local agencies.

Collaborations, Partnerships & Planning Development

- Worked with public-private partnership that assisted 102 organizations in obtaining 171 federal research awards totaling \$24 million.
- Attended 168 meetings involving development issues.
- Worked with the Mahoning River Corridor Mayors Association to complete a two-county Mahoning River revitalization plan.
- Highlighted 52 in-demand occupations to assist jobseekers and employers.
- Collaborations with local universities on research involving geometrically complex 3D-printed antennas for Unmanned Aerial Vehicles.
- Served as a partner of the AMNOW Supplier Development Team, an America Makes project that is designed to diversify the additive manufacturing supply chain for the U.S. Army.
- Selected as a subcontracted partner for employer engagement in the JobsOhio Workforce Initiative, Ohio To Work.
- Supported a variety of partner organizations by creating, managing and compiling results for business surveys.
- Collaborated with several northeast Ohio organizations to secure a \$500,000 Build Back Better Regional Challenge Phase 1 Planning Grant—one of only 60 national finalists and the single award in Ohio.
- Worked with partners and stakeholders to structure a redevelopment strategy for the Youngstown-Warren Regional Airport.

Private Projects without Agency Assistance

In 2021, companies invested \$15 million without receiving any agency assistance. Information based on publicly released project details includes:

| | |
|------------------------|--------------|
| Number of Projects | 10 |
| Total Investment | \$15,380,000 |
| New Jobs Created | 314 |
| Existing Jobs Retained | 0 |

Attraction/Marketing Efforts

- Continued to work with leaders around the state and nation to build research, development and operations capacity at Youngstown Air Reserve Station and Camp James A. Garfield in Ravenna, through the Eastern Ohio Military Affairs Council.

- Implemented marketing efforts that generated 59 leads from companies or consultants interested in exploring opportunities for investments throughout Mahoning and Trumbull counties.

- Received \$570,000 in EDA funding to promote e-mobility and energy storage startups.

Transportation & Infrastructure Development

Between July 1, 2020 and June 30, 2021, approximately \$43.3 million in federal funds were obligated for 48 highway, transit and non-motorized projects in the Valley.



This amount does not include the local share, which could be as much as 25 percent of the individual project total. The local share was not included as to eliminate duplication with other program investment within this report card.

Source: General Policy Board/Eastgate Regional Council of Governments

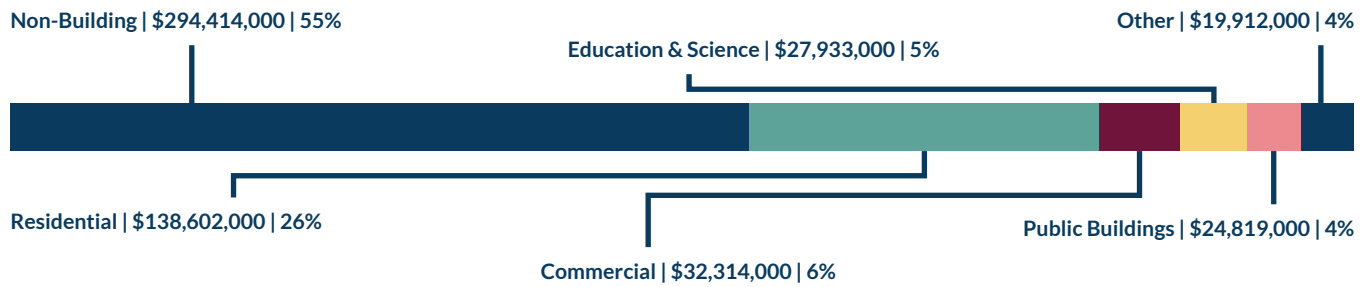
State of Ohio, District 6 Public Works Commission (D6PWIC)

| Funding Program | Number of Projects | Total \$ Allocation (Loans & Grants) | Total Project Amount |
|--|--------------------|--------------------------------------|----------------------|
| State Capital Improvement Program | 31 | \$6,973,965 | \$24,780,333 |
| Local Transportation Improvement Program | 12 | \$2,478,045 | \$5,419,978 |
| Revolving Loan Fund | 4 | \$2,068,270 | \$2,068,270 |
| Small Government Projects | 2 | \$230,005 | \$390,383 |
| Total | 49 | \$11,750,285 | \$32,658,964 |

Source: D6 Board/Eastgate Regional Council of Governments

Area Construction

Total Construction : \$537,994



Source: Dodge Local Construction Potentials Bulletin

Total Area Company Investment

In 2021, the Youngstown-Warren region realized a total of more than \$169 million in company investment through expansion and attraction projects.

2021 marks the 15th consecutive year the Youngstown/Warren Regional Chamber has compiled data for and produced the Economic Development Report Card.

Participating Development Entities

- BRITE Energy Innovators
- CASTLO Community Improvement Corporation
- City of Warren
- City of Youngstown
- Eastern Ohio Military Affairs Commission
- Eastgate Regional Council of Governments
- Economic Action Group
- Ohio Development Services Agency Minority Business Assistance Center (MBAC)
- OhioMeansJobs - Mahoning County & Trumbull County
- Ohio Small Business Development Center (SBDC) and Export Assistance Network (EAN) of Youngstown State University
- Trumbull County Planning Commission
- Valley Economic Development Partners
- Warren Redevelopment and Planning Corporation
- Western Reserve Port Authority/Northeast Ohio Development and Finance Authority
- Youngstown Business Incubator
- Youngstown State University Office of Community and Economic Development*
- Youngstown/Warren Regional Chamber

*Agency did not provide data for the ED Report Card.