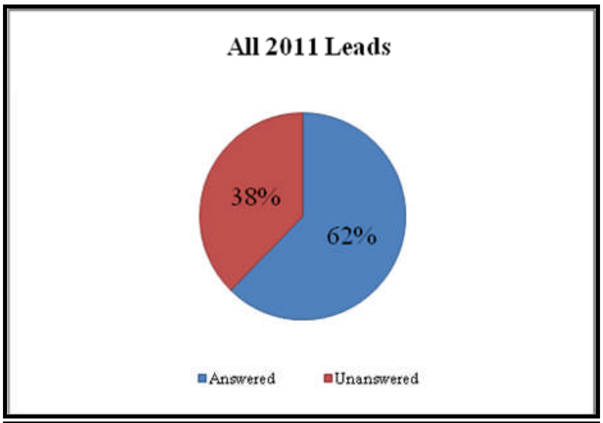
2011 Business Attraction and Expansion Announcements

Name	Community	Purpose	SF	New Jobs	New Payroll	Real Investment
Auto Temp, Inc.	Batavia Village	Mfg	38,000	20	$ -	$ 1,100,000
General Data	Union Township	Mfg	18,000	39	$ -	$ 3,100,000
TOTAL			**56,000**	**59**	**$ -**	**$ 4,200,000**

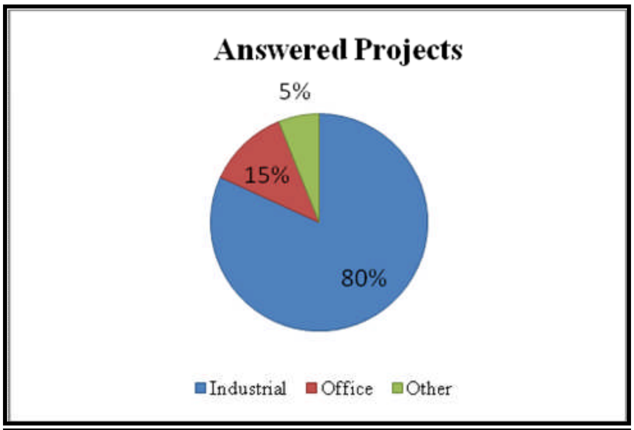
2011 Office and Industrial Demand Analysis (as of 06/30/2011)

The Department of Community & Economic Development (CED) analyzes the demand it sees for office and industrial space in Clermont County. CED has received 53 inquiries for possible projects as of June 30, as compared to 44 leads at this point in 2010. We have been able to respond with potential sites or buildings for 33 of those projects (62%). We were unable to respond to 20 projects (38%) due to the lack of appropriate land or buildings. This is somewhat lower than the typical 75% response ratio and seems to be due to the increased number of highly specific facility requests in 2011.

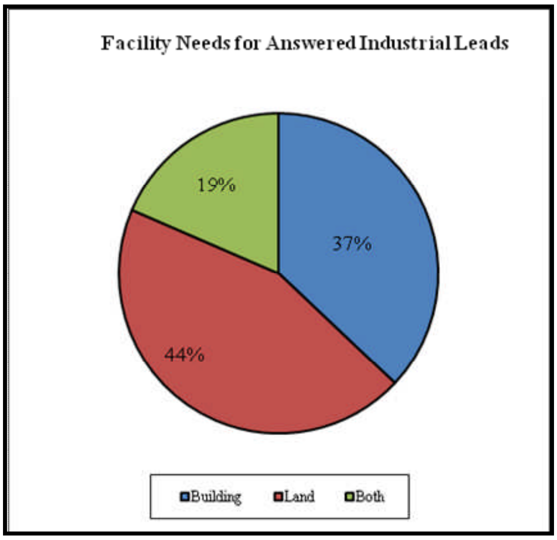


Answered Leads

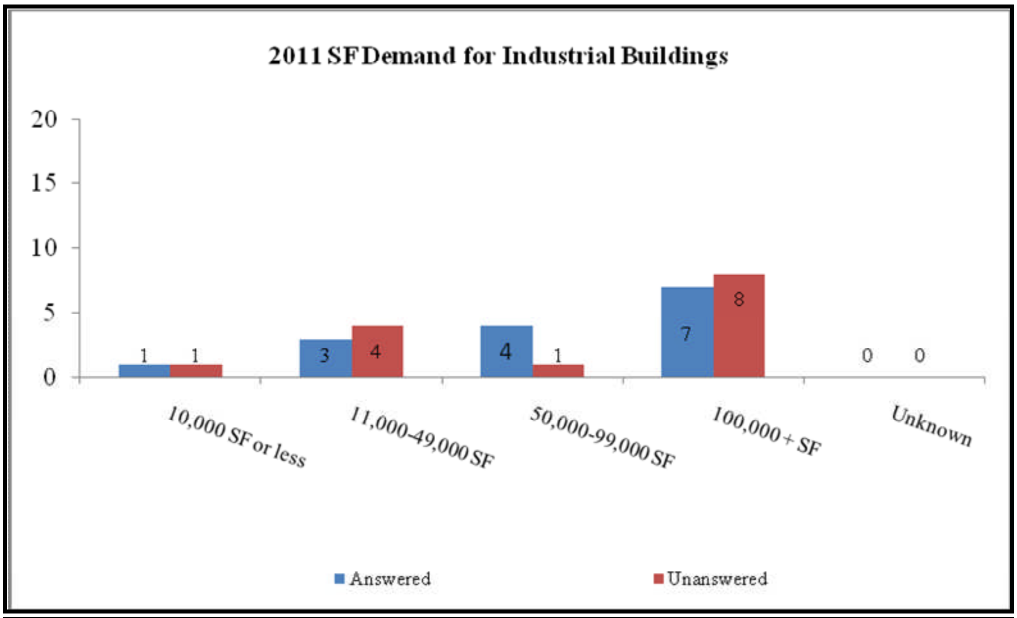
Twenty-seven of the 33 projects responded to were industrial project leads. This ratio is consistent with last year, as CED typically receives more industrial than office leads.



Of the 27 answered industrial (manufacturing and warehouse) projects we answered, ten were looking for an existing building, twelve were looking for land for new construction, and five were looking for an existing building with the potential for expansion. This make-up of needs is different from the previous couple of years, as it appears prospects are increasing their interest in new construction. Also, it could mean that prospects are finding the inventory of existing buildings to be low.

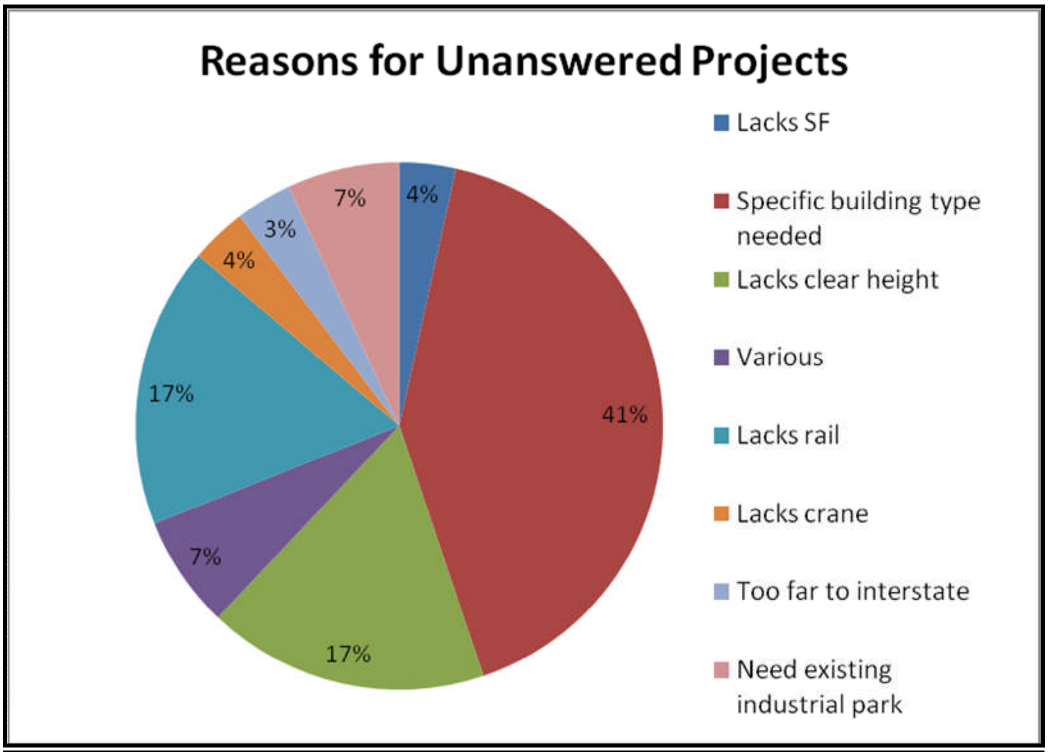


The most commonly requested industrial building size was the 100,000+ square feet range. The average size request of answered leads was 123,000 SF, which is about equal to the 2010's 2nd quarter average of 120,000 SF.



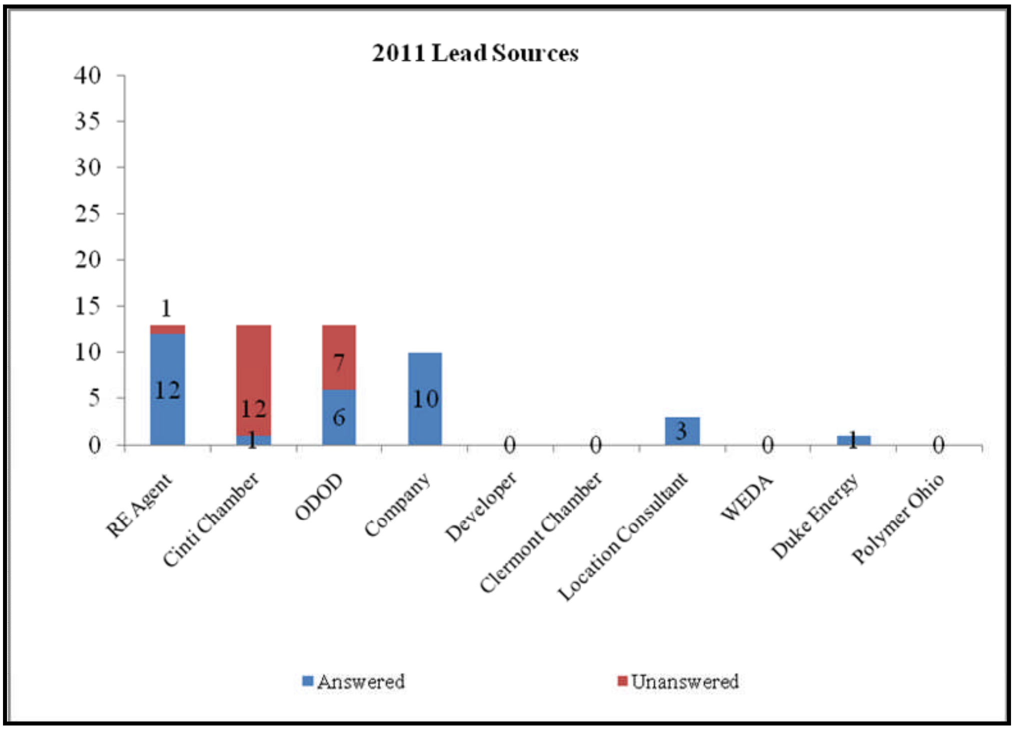
Unanswered Leads

CED had 20 projects (38%) that we could not respond to because of the lack of an appropriate facility, which is a decrease on a percentage basis compared to this point in 2010 when we had eighteen unanswered prospects (41% of total). Of the unanswered projects, most (16 of 20) were manufacturing projects and were highly specific, with requests for former chemical or food facilities, rail feasibility, crane capabilities, proximity to interstates, or high ceilings. The average unanswered industrial request was approximately 103,000 square feet.



Lead Generation

CED receives leads from several sources. Pre-2009 we saw that real estate agents and companies themselves had been some of the strongest sources of leads. We are seeing that trend return in 2011. The State of Ohio brought a number of projects during the 1st quarter this year, however, that number has drastically been reduced. Additionally, with the State leads, we continue to have difficulty in submitting available buildings due to highly specific building needs. This is also the case with the Cincinnati USA Partnership leads. The table on the next page illustrates the sources of all leads, broken out by answered and unanswered projects.



Lead Status

For the 2011 leads that CED has submitted sites for, over 90% have received site submissions and are reviewing county properties. These leads have the potential to turn into announced projects, but only one has conducted a site tour and six are considering sites in the County. Additionally, we expect other prospect announcements in the 3rd quarter.