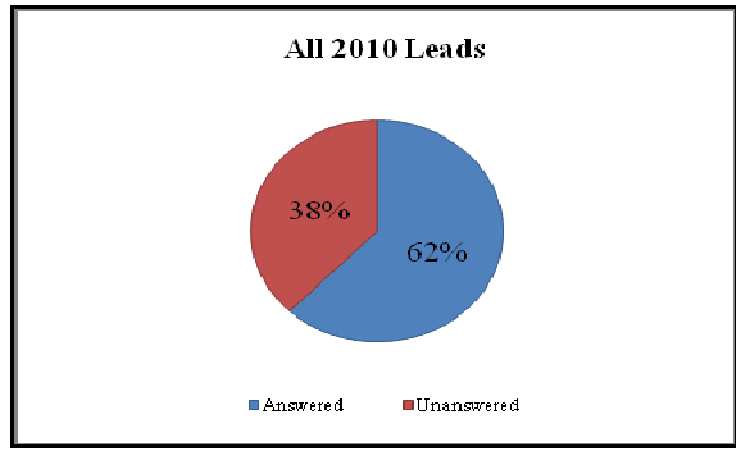


**2010 Business Attraction and Expansion Announcements**

Name	Community	Purpose	SF	New Jobs	New Payroll	Real Investment
Cintas Corp	Miami Township	Office	0	85	\$ -	\$ -
University of Cincinnati	Batavia Township	Office	81,000	40	\$ -	\$ 2,000,000
Eagle Coach	Pierce Township	Manufacturing	0	40	\$-	\$500,000
Utility Trailer Manufacturing	Batavia Township	Manufacturing / Warehouse	253,000	35		\$3,050,000
<b>TOTAL</b>			<b>334,000</b>	<b>200</b>	<b>\$ -</b>	<b>\$ 5,550,000</b>

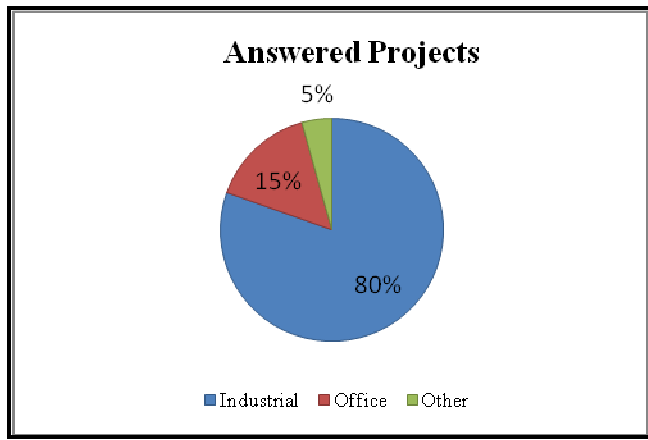
**2010 Office and Industrial Demand Analysis (as of 09/30/2010)**

The Office of Economic Development (OED) analyzes the demand it sees for office and industrial space in Clermont County. OED has received 74 inquiries for possible projects as of September 30, as compared to 71 leads at this point in 2009. We have been able to respond with potential sites or buildings for 46 of those projects (62%). We were unable to respond to 28 projects (38%) due to the lack of appropriate land or buildings. This is lower than the typical 75% response ratio and seems to be due to a number of highly specific facility and high minimum ceiling height requests.

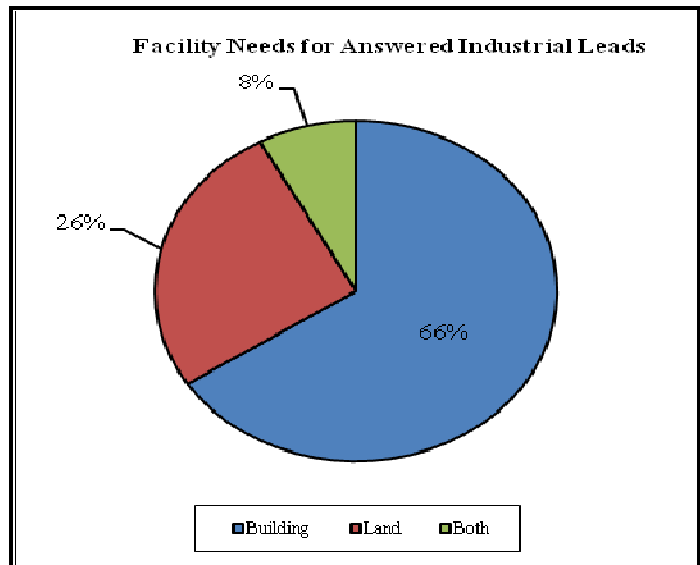


**Answered Leads**

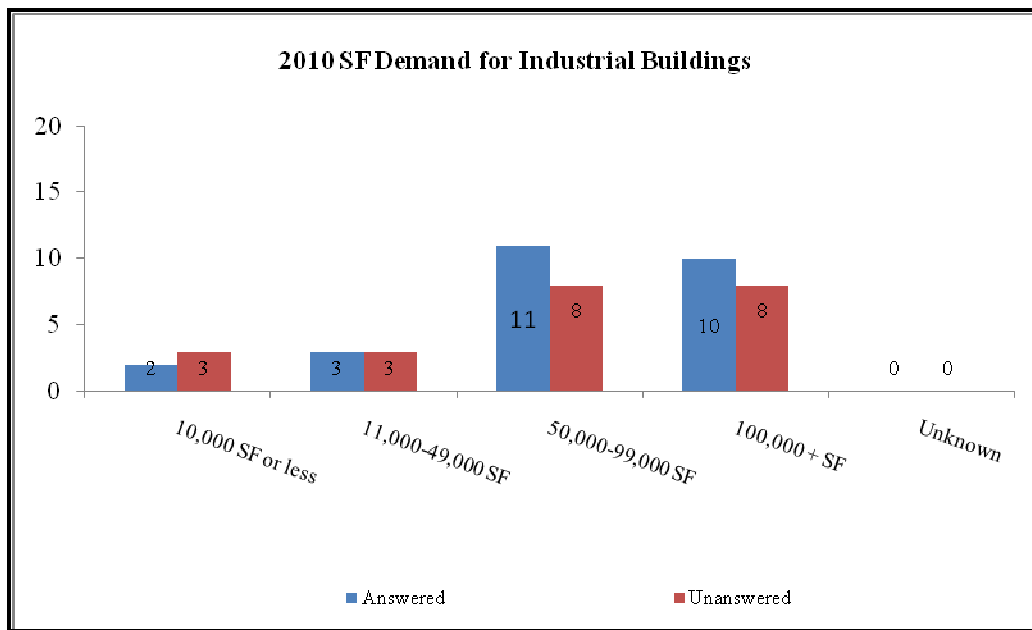
Of the 46 projects responded to, there were 37 industrial projects (80%), seven office projects (15%) and two nursing home projects (5%). This ratio is consistent with last year, as OED typically receives more industrial leads.



Of the 37 answered industrial (manufacturing and warehouse) projects we answered, 25 were looking for an existing building, ten were looking for land for new construction, and three were interested in an existing building with the potential for expansion.

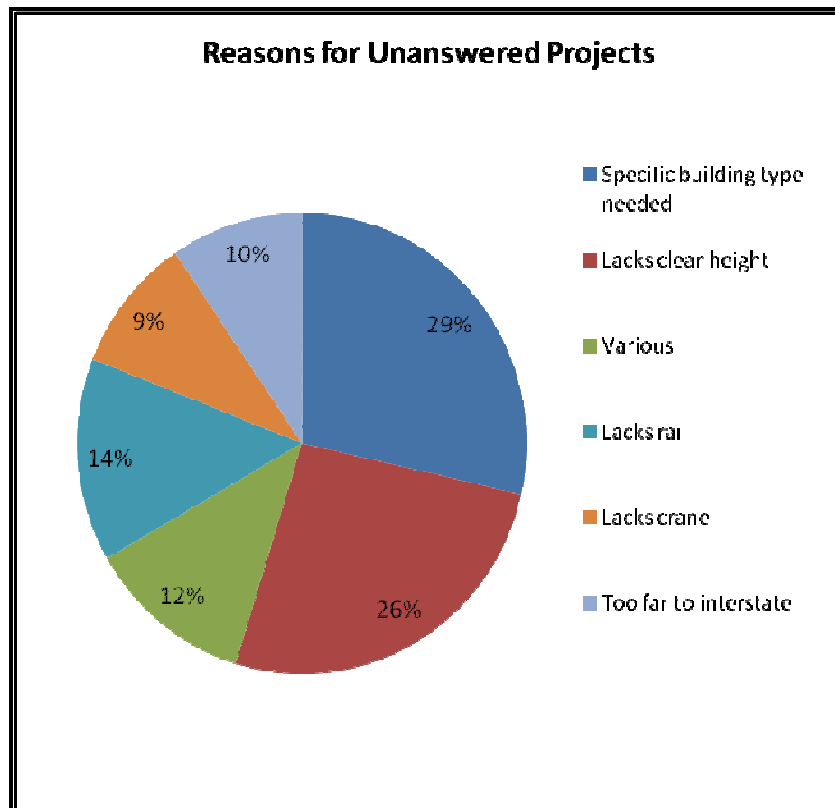


The most commonly requested industrial building size was in the 50,000 to 99,000 square feet range, with 40% of the responses. This percentage is higher than last year's requests (26%) for the same square footage range. We are still seeing a relatively high percentage of requests for greater than 100,000 square feet (37%), but this is less than last year's requests (55%). The average size request of answered leads was approximately 130,000 square feet down about 42,000 square feet from 2009's third quarter average of 172,000 square feet.



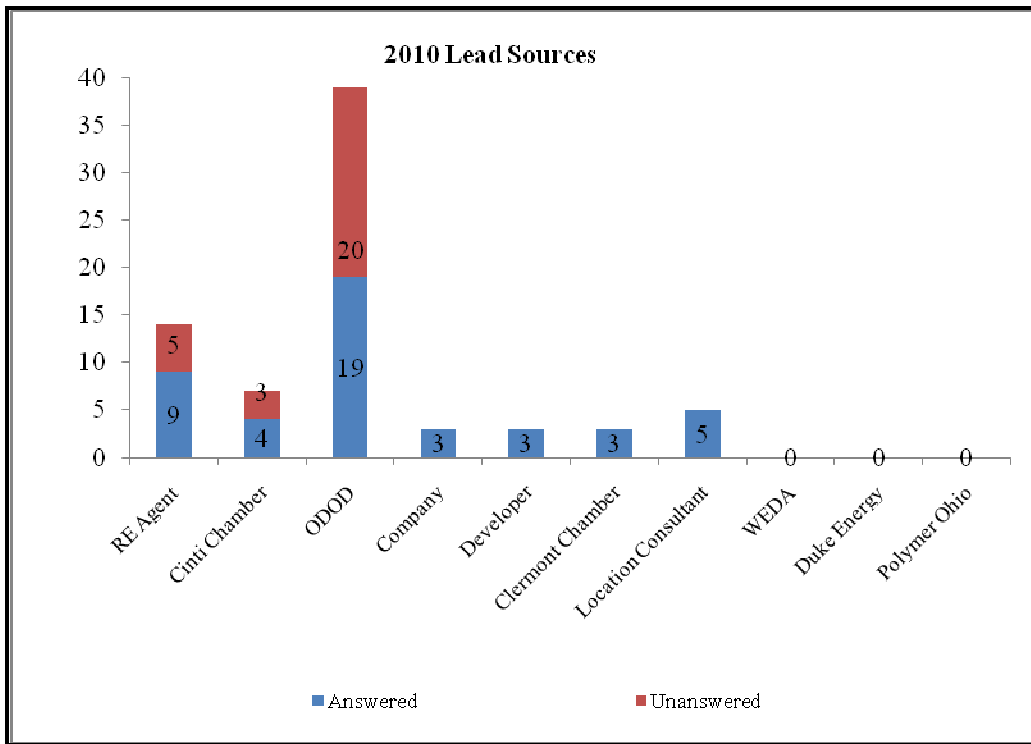
## Unanswered Leads

There were 28 projects (38%) that OED could not respond to because of the lack of an appropriate facility, which is a six percentage point increase compared to this point in 2009 when we had 23 unanswered prospects (32%). Of these unanswered projects, all were manufacturing projects, except for a call center and an existing data center. These requests were highly specific, with requests for former chemical facilities, rail feasibility, interstate access, cranes, and/or high ceilings. The average unanswered industrial request was about 100,000 square feet.



## Lead Generation

OED receives leads from several sources. Past years show that real estate agents and companies themselves had been some of the strongest sources of leads. However, continuing the trend from 2009, the State of Ohio has brought a great number of projects that we answered. At the same time though, there were a number of leads from the State we were unable to answer due to specific building needs. Additionally, OED's contract with 310 Marketing (labeled as Location Consultant) has been an additional lead source in the 3<sup>rd</sup> quarter. The table on the next page illustrates the sources of all leads, broken out by answered and unanswered projects.



**Lead Status**

For the 2010 leads that OED has submitted sites for, more than 85% have received site submissions to the prospects. Some of the prospects have either cancelled the projects or announced locations outside of Clermont County and/or the State of Ohio. There are six prospects that are seriously considering sites in Clermont County and we expect the majority of these prospects to make a decision by the end of the year. In 2010, it appears prospects are actually making relocation and expansion decisions, compared to 2009 where prospect were “just looking” to see what locations and facilities were available.

