

Clermont County Economic Development Activity

Q1 2014

This report provides an analysis the prospect activity seen for office and industrial space in Clermont County by the Department of Community & Economic Development (CED).

CED has received 15 inquiries for possible projects as of March 31st, as compared to 16 leads at this point in 2013. We have been able to respond with potential sites or buildings for 2 of those projects (13%). We were unable to respond to 13 projects (87%) due to the lack of appropriate land or buildings. This is much lower than the typical 75% response ratio and seems to be due to a number of highly specific facility requests in early 2014.

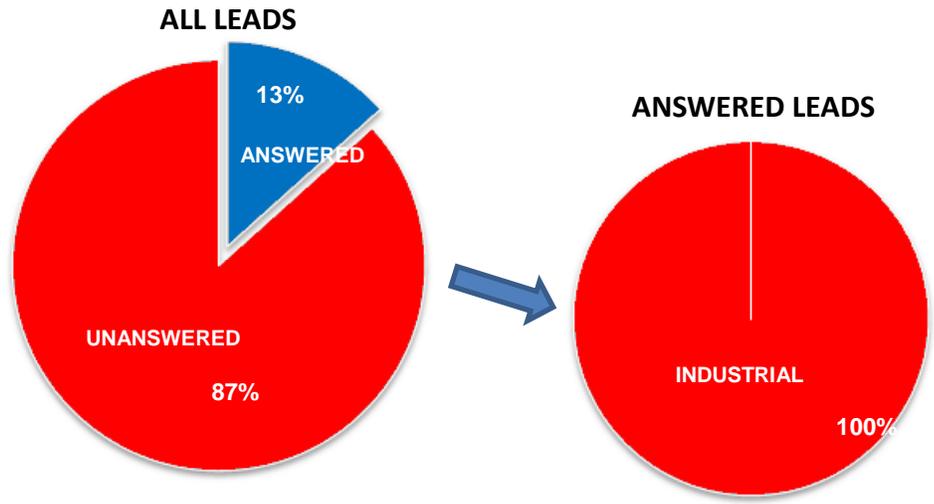
The projects responded to were industrial project leads. This ratio is consistent with last year, as CED typically receives more industrial than office leads.

Of the 2 answered industrial (manufacturing) projects, one was looking for an existing building, and one was looking for land for new construction. Companies are continuing to show interest in existing buildings, but appear to be researching new construction options as building inventory dwindles.

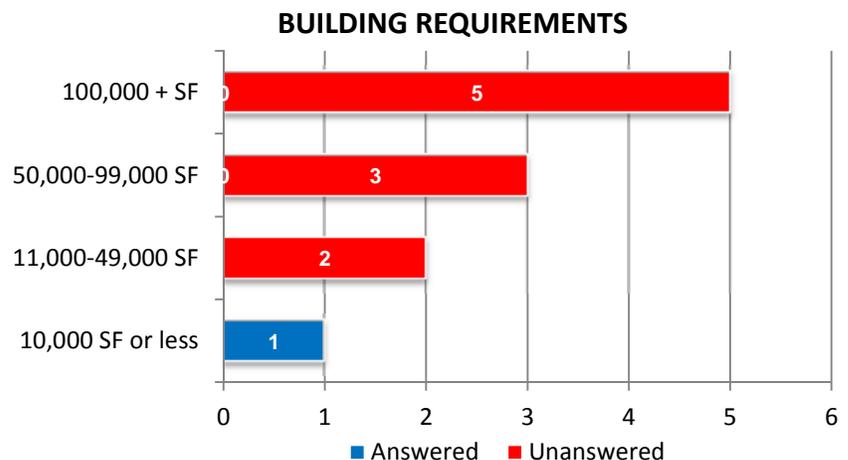
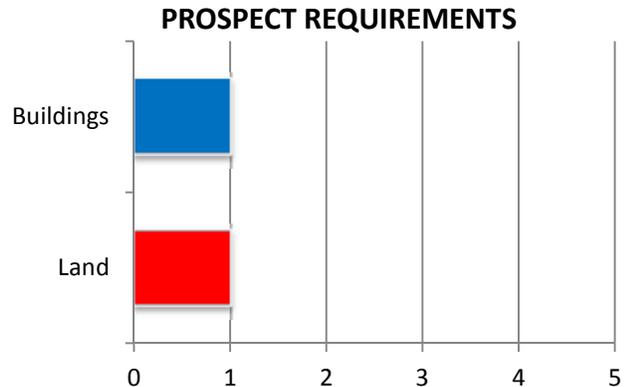
The most commonly requested industrial building size was greater than 100,000 square feet.

The average size request of answered leads was 12,000 square feet, down significantly from the 41,250 square feet average in 2013's first quarter.

ECONOMIC DEVELOPMENT PIPELINE – Q1 2014



ANSWERED LEADS – Q1 2014



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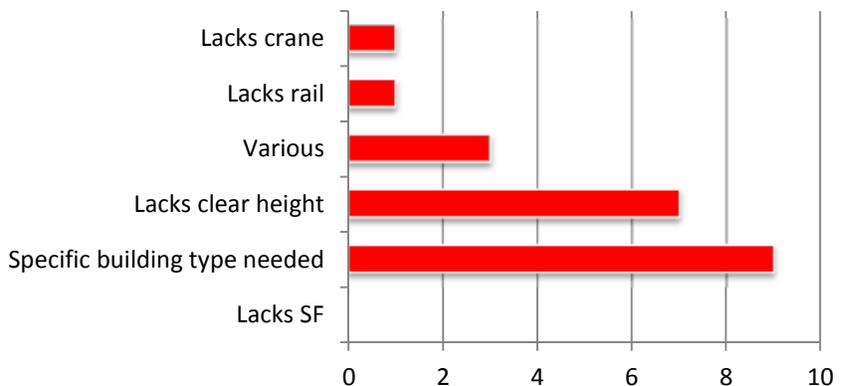
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CED had 13 leads (87%) that we could not respond to because of the lack of an appropriate facility, which is greater on a percentage basis compared to this point in 2013 when we had 10 unanswered leads (62% of total). Of the unanswered leads, 12 were manufacturing prospects and were highly specific, with requests for former chemical or food facilities, rail feasibility, existing cranes or high ceilings. The average unanswered industrial request was almost 130,000 SF.

CED receives leads from several sources. The Jobs Ohio and the Cincinnati USA Partnership have supplied a number of leads; however, we were unable to answer most of them due to specific building needs. The chart on the next right illustrates the sources of all leads, broken out by answered and unanswered projects.

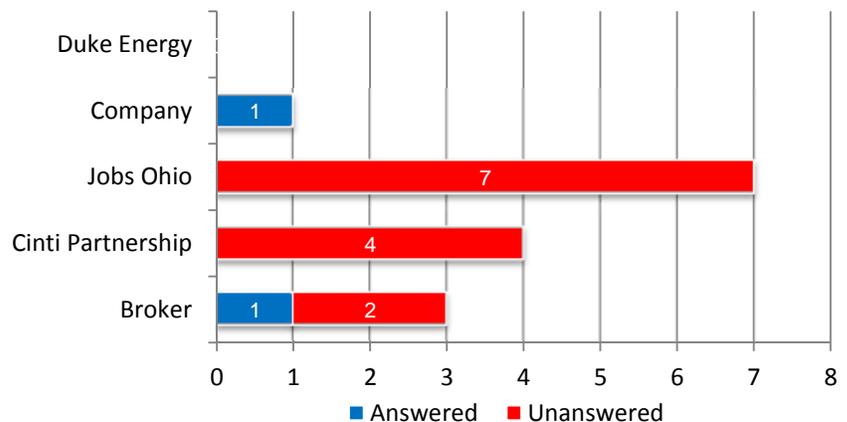
UNANSWERED LEADS – Q1 2014

BUILDING REQUIREMENTS



LEAD SOURCES – Q1 2013

LEAD SOURCES



ANNOUNCED PROJECTS – Q1 2014

Name	Community	Purpose	Square Feet	New Jobs	Capital Investment
A&P Tech	Union Twp.	Mfg		36	
L-3 Fuzing	Union Twp.	Mfg		84	
Multi-Color	Union Twp.	Mfg		86	
TOTAL				206	