

Clermont County Economic Development Activity

Q2 2014

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

CED has received 35 inquiries for possible projects as of June 30, as compared to 36 leads at this point in 2013. We have been able to respond with potential sites or buildings for 7 of those projects (20%). We were unable to respond to 28 projects (80%) due to the lack of appropriate land or buildings. This is significantly lower than the typical 75% response ratio and seems to be due to continuing prospect interest in highly specific facility requests in 2014 and our low inventory of available buildings.

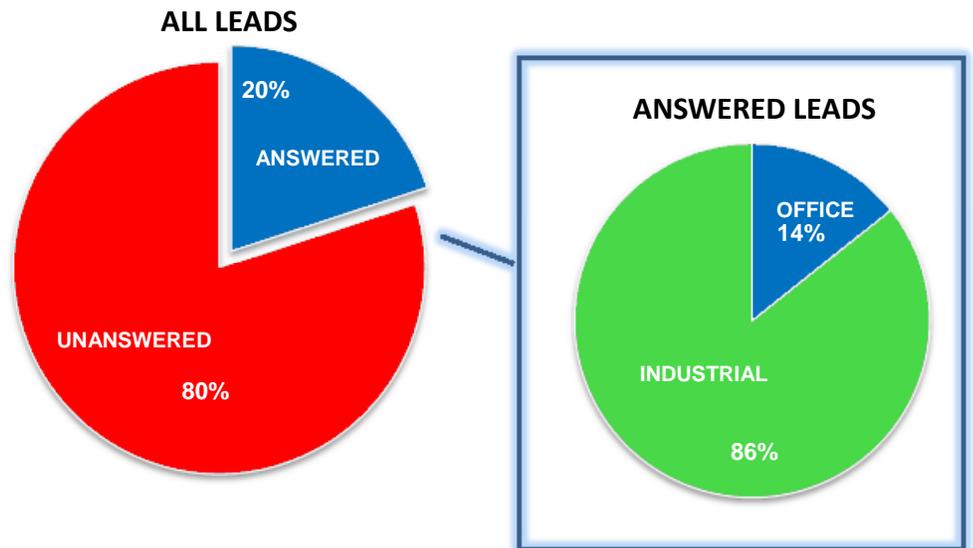
Six of the seven projects responded to were industrial project leads. This ratio is consistent with last year, as CED typically receives more industrial than office leads.

Of the 6 answered industrial (manufacturing and warehouse) projects, four were looking for an existing building, and two were looking for land for new construction. This make-up of needs is consistent with what we were seeing in 2013, as it appears prospects are continuing to show interest in existing buildings, but are more willing to consider new construction options as building inventory decreases.

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

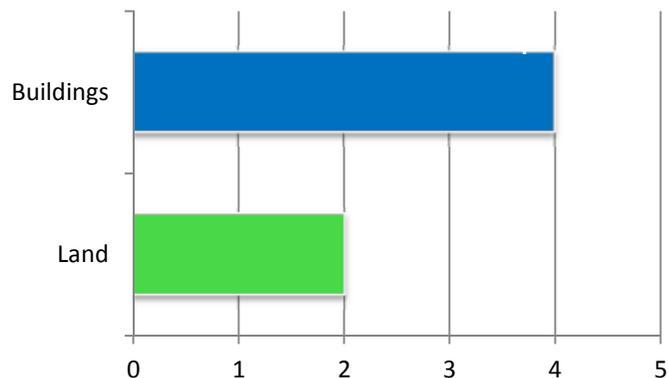
The average size request of answered leads was about 30,000 square feet, down significantly from the 105,000 square feet average in 2013's second quarter.

ECONOMIC DEVELOPMENT PIPELINE – through Q2 2014

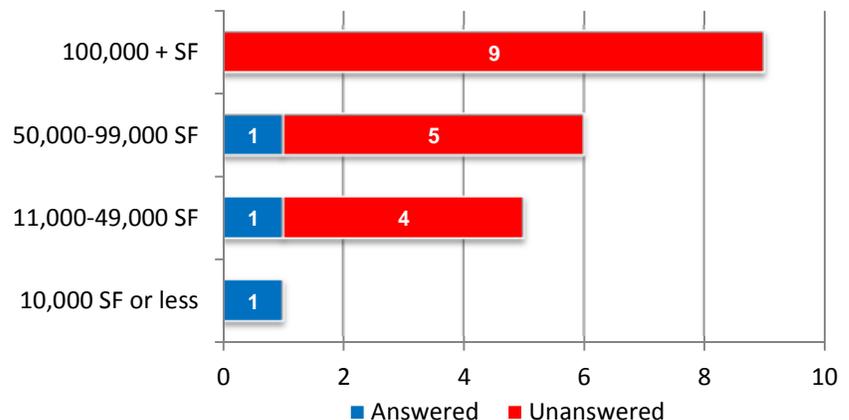


ANSWERED LEADS – through Q2 2014

INDUSTRIAL PROSPECT REQUIREMENTS



BUILDING REQUIREMENTS



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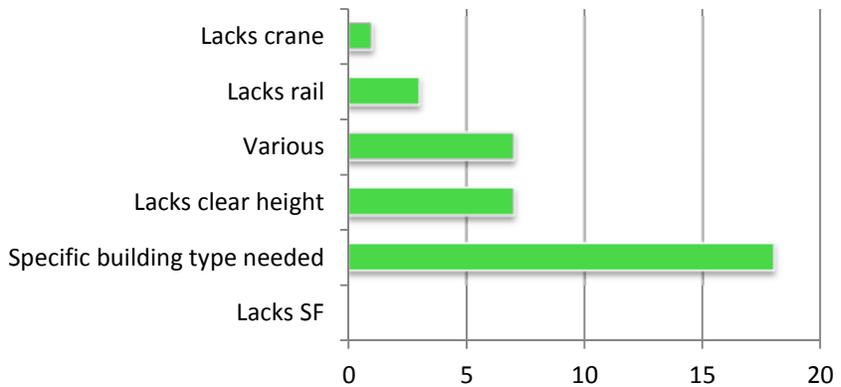
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CED had 28 leads (80%) that we could not respond to because of the lack of an appropriate facility, which is lower on a percentage basis compared to this point in 2013 when we had 18 unanswered leads (50% of total). Of the unanswered leads, twenty-four 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 about 120,000 square feet.

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

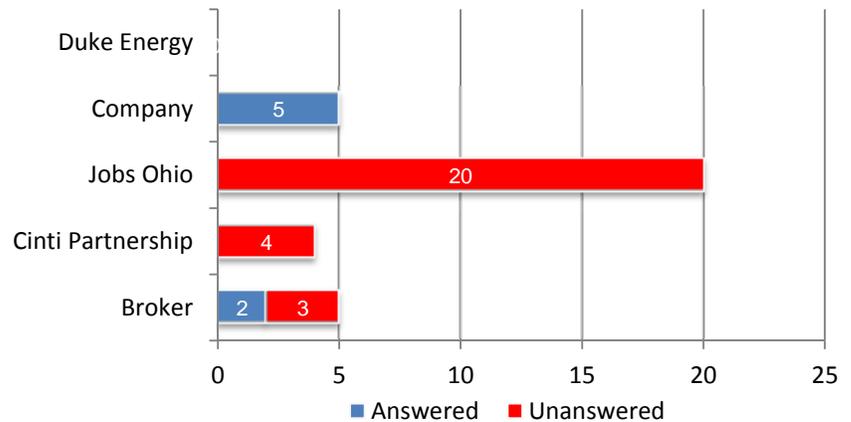
UNANSWERED LEADS – through Q2 2014

BUILDING REQUIREMENTS



LEAD SOURCES – through Q2 2014

LEAD SOURCES



ANNOUNCED PROJECTS – 2014

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