

Clermont County Economic Development Activity Q3 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 52 inquiries for possible projects as of September 30, as compared to 60 leads at this point in 2013. We have been able to respond with potential sites or buildings for 11 of those projects (21%). We were unable to respond to 41 projects (79%) 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 and shovel ready sites.

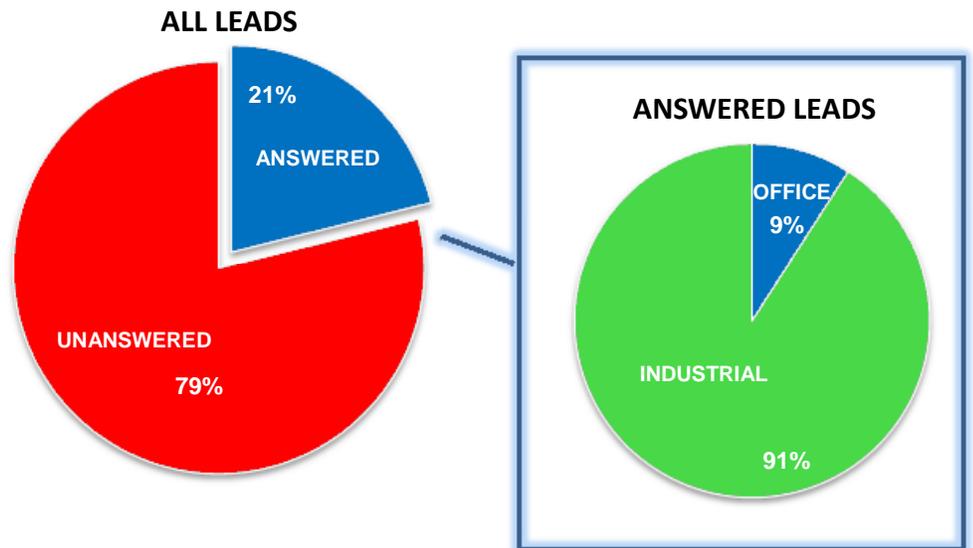
Ten of the 11 projects responded to were industrial project leads. This ratio is consistent with last year, as CED typically receives more industrial than office leads.

Of the 10 answered industrial (manufacturing and warehouse) projects, seven were looking for an existing building, and three were looking for land for new construction. This make-up of needs is consistent with the trends 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.

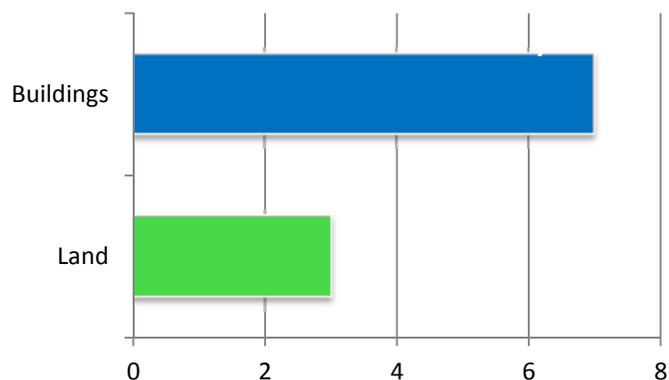
The average size request of answered leads was about 160,000 square feet, up significantly from the 84,000 square feet average in 2013's third quarter.

ECONOMIC DEVELOPMENT PIPELINE – through Q3 2014

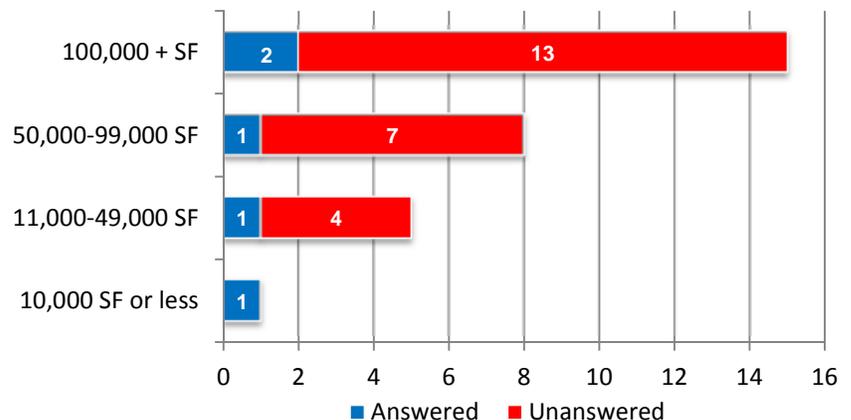


ANSWERED LEADS – through Q3 2014

INDUSTRIAL PROSPECT REQUIREMENTS



BUILDING REQUIREMENTS



Clermont County Economic Development Activity

Q3 2014

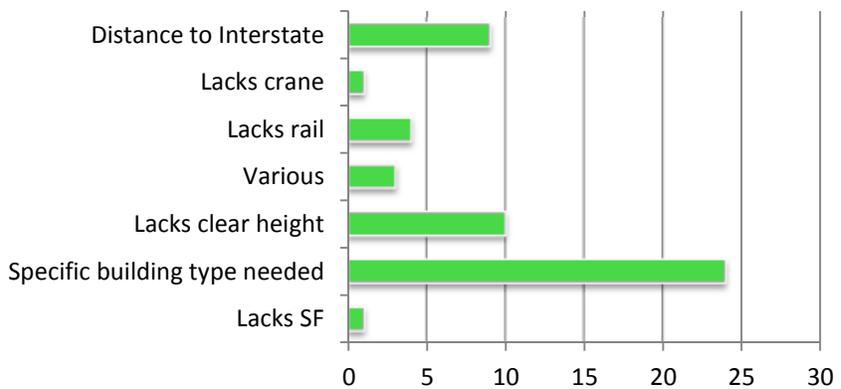
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CED had 41 leads (79%) that we could not respond to because of the lack of an appropriate facility, which is higher on a percentage basis compared to this point in 2013 when we had 29 unanswered leads (48% of total). Of the unanswered leads, 35 were manufacturing prospects and were highly specific, with requests for single tenant buildings, former chemical or food facilities, rail feasibility, existing cranes, high ceilings or proximity to interstates. The average unanswered industrial request was about 130,000 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.

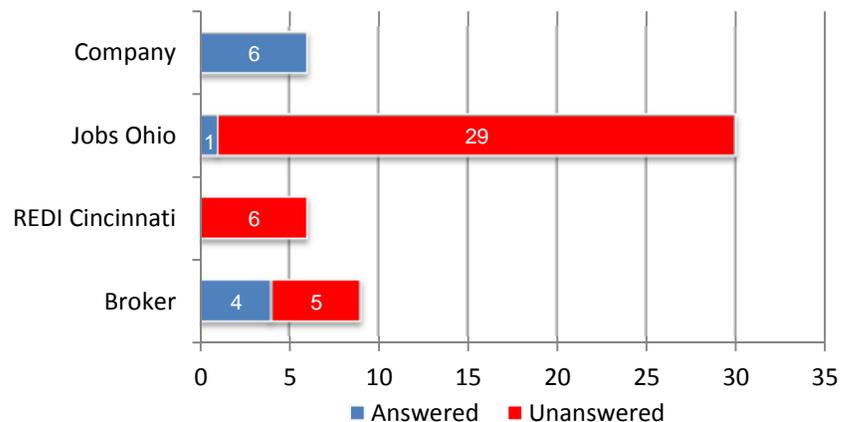
UNANSWERED LEADS – through Q3 2014

BUILDING REQUIREMENTS



LEAD SOURCES – through Q3 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	
General Data	Union Twp.	Mfg	59,000	60	\$3,500,000
TOTAL			59,000	266	\$3,500,000