

## Economic Development Pipeline- through Q2 2017



The Clermont County Department of Community and Economic Development (CED) received 45 inquiries for possible projects through Q2, which is 5 more than in 2016. We were able to respond with potential sites or buildings for 15 of those projects (33%), compared with 21 answered projects in 2016. We were unable to respond to 30 projects due to the lack of appropriate land or buildings. This represents an ongoing issue: our inability to respond to many leads due to highly specific facility requests and large utility requirements. 87% of the leads we were able to respond to were for manufacturing/industrial projects, which is consistent with prior years.

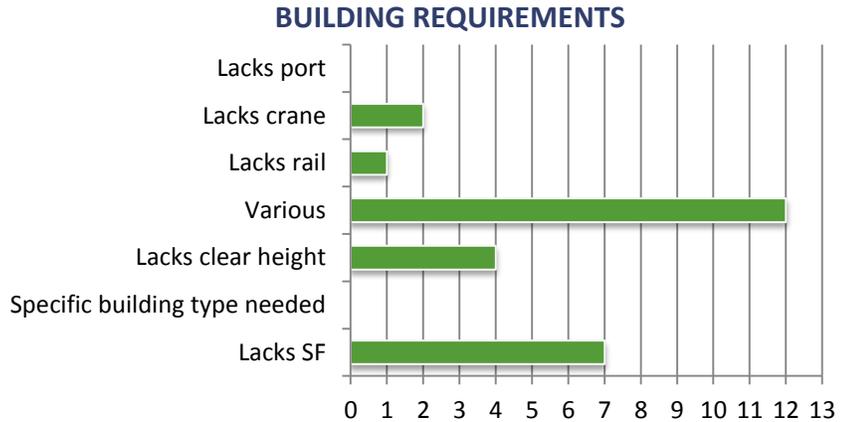
## Industrial Leads- through Q2 2017



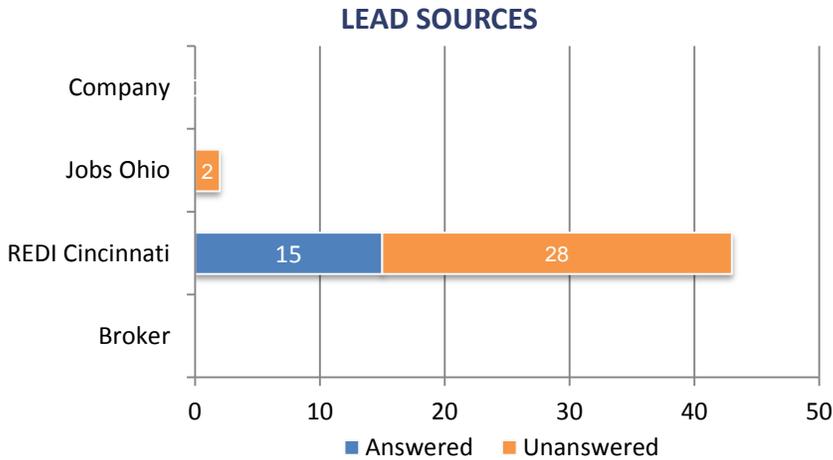
One of the changing trends that we have started to see in 2017 is an increase in the number of projects looking exclusively for land opportunities. We are hopeful that this will lead to the rapid development of South Afton Commerce Park as more and more companies would like to build their own custom spaces. For requests that were interested in existing buildings, we continued to see high demand for large spaces, 100,000 SF and larger, which is consistent with previous trends.

# Unanswered Industrial Leads- through Q2 2017

Of the leads that we were unable to respond to, the majority were manufacturing leads with very specific requirements. The chart to the right illustrates that large spaces are still desired, as well as spaces with “various” requirements. This category mainly consists of large utility requirements or more than one requirement listed. On many of these leads, Duke Energy has worked with the prospective company to forecast the availability of utilities and the estimated costs associated with them.



# Lead Sources- through Q2 2017



Community and Economic Development receives leads from several sources. Jobs Ohio and REDI Cincinnati typically supply the majority of leads. The chart to the left illustrates the source of all leads, broken out by answered and unanswered projects. As JobsOhio and REDI Cincinnati continue to grow their partnership, we are seeing more leads sent by REDI Cincinnati.

# SACP Update

As we enter the summer months, Phase I of the South Afton Commerce Park road and utility construction has been completed. Along the new access road, utilities were brought into the park. In addition to the road work construction included a lift station and the first stormwater retention pond at the site. The property continues to be our most frequently submitted product for land prospects, and we hope to see development activity there soon!