INTENSIFYING THE EFFORT

SUCCESS REPORT

SENECA INDUSTRIAL AND ECONOMIC DEVELOPMENT CORPORATION

Annual report on economic, community and downtown development for Tiffin and Seneca County, Ohio

2015

APRIL 2015
On behalf of the entire SIEDC Team,
DAVID R. ZAK, PRESIDENT & CEO

Intensifying the effort...

Last year’s Success Report celebrated Tiffin and Seneca County’s economic activity of 2012 and 2013, and we rejoiced in the 550 new jobs and $60 million in new investment. We justifiably moved into 2014 with optimism and began to implement a plan-based strategy for economic, community, and downtown development.

We built relationships and cultivated partnerships. We facilitated studies, launched programs, and expanded our team. We worked projects, removed obstacles and helped bring more than $4 million in federal, state and local support to the table. And we aggressively communicated each new success, reaching more than 250,000 people with our efforts.

The results are striking. Last year, more than 50 companies were hiring, growing, or investing. More than 350 new jobs. More than $75 million in investment. More than 20 new companies. A national ranking (top 10%) in economic development for the fourth year in a row. A three-year total of more than 900 new jobs and $130 million.

But we’re not done. Our Board of Trustees and members want more. Together we have developed an even more aggressive and ambitious agenda for 2015, and our public and private partners have given us the resources to pursue it. For that, all of us at SIEDC are truly grateful, and we will do everything we can to intensify the effort and kick it up a notch.

On behalf of the entire SIEDC Team,
DAVID R. ZAK, PRESIDENT & CEO

[Signature]
>>FOCUS FOR 2015

RETENTION & EXPANSION

- Helping existing companies grow is our number one priority. We do that through our INSIGHT program where we help companies access the 200+ grants, tax credits, capital, consulting and other programs that are available.

ATTRACTION

- We are also focusing on attracting and assisting new and start-up businesses locate here. We are targeting new markets and clusters, working on incentives, and beginning our international marketing.

INFRASTRUCTURE

- We will focus on planning for new industrial sites and buildings this year. We will also work on redevelopment and advocating for major roadway improvement projects.

DOWNTOWN

- We will continue to follow and implement a Main Street approach to revitalizing Tiffin’s downtown and begin the process of applying for official Main Street status.

The estimated percentage of new jobs created by existing business ranges from 60% to 80%.
Project Report

- **Industrial** development in Seneca County made up more than $42 million (56%) of the total investment for 2014. American Fine Sinter, Webster Industries, National Machinery, and Irving Equipment all had major expansions, and the 529 Warehouse & Distribution project in Fostoria led real estate investments.

- **Healthcare** contributed $13 million (17%), including the Tiffin Rehabilitation Center project on Mercy Tiffin Hospital’s campus as well as the Good Shepherd Home and ProMedica projects in Fostoria.

- **Education** added another $9 million (12%) to the tally, with Heidelberg’s Hoernemann Stadium and Fox Den Alumni Center, Tiffin University’s new Murphy Academic Support Center, and the renovated Frost-Kilnow Stadium to serve Tiffin City Schools, Calvert Catholic Schools, and Tiffin University.

- **Retail** is noteworthy not only for the more than $3 million in investment, but also for the number of new shopping and dining options it provides.

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### 20 Largest Projects (by investment)

<table>
<thead>
<tr>
<th>Project</th>
<th>New Jobs</th>
<th>Retained Jobs</th>
<th>Investment</th>
<th>Industry</th>
<th>Square Footage</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Fine Sinter</td>
<td>24</td>
<td>140</td>
<td>$16 million</td>
<td>Manufacturing</td>
<td>100K</td>
</tr>
<tr>
<td>529 Warehouse &amp; Distribution</td>
<td>16</td>
<td></td>
<td>$10 million</td>
<td>Distribution</td>
<td>558K</td>
</tr>
<tr>
<td>Tiffin Rehab Ctr/Sojourn at Seneca</td>
<td>55</td>
<td>294</td>
<td>$8.3 million</td>
<td>Manufacturing</td>
<td>44K</td>
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<tr>
<td>Webster Industries</td>
<td>65</td>
<td>447</td>
<td>$6.8 million</td>
<td>Manufacturing</td>
<td></td>
</tr>
<tr>
<td>National Machinery</td>
<td>30</td>
<td>405</td>
<td>$5.1 million</td>
<td>Education</td>
<td>12K</td>
</tr>
<tr>
<td>Heidelberg University</td>
<td>30</td>
<td>298</td>
<td>$2.9 million</td>
<td>Recreation</td>
<td>80K</td>
</tr>
<tr>
<td>Tiffin YMCA</td>
<td></td>
<td>120</td>
<td>$2.6 million</td>
<td>Education</td>
<td>6K</td>
</tr>
<tr>
<td>Tiffin University</td>
<td></td>
<td>180</td>
<td>$2.0 million</td>
<td>Healthcare</td>
<td>12K</td>
</tr>
<tr>
<td>Good Shepherd Home</td>
<td></td>
<td>300</td>
<td>$1.6 million</td>
<td>Healthcare</td>
<td>8K</td>
</tr>
<tr>
<td>ProMedica Orth/Rehab Ctr</td>
<td></td>
<td></td>
<td>$1.4 million</td>
<td>Education</td>
<td></td>
</tr>
<tr>
<td>Buffalo Wild Wings</td>
<td>65</td>
<td></td>
<td>$1.2 million</td>
<td>Retail</td>
<td>5K</td>
</tr>
<tr>
<td>Irving Equipment</td>
<td>15</td>
<td>8</td>
<td>$1.1 million</td>
<td>Manufacturing</td>
<td>40K</td>
</tr>
<tr>
<td>Vicek Orthodontics</td>
<td>3</td>
<td>8</td>
<td>$1.0 million</td>
<td>Healthcare</td>
<td>7K</td>
</tr>
<tr>
<td>Perry-Market Streetscape</td>
<td>3</td>
<td>8</td>
<td>$1.0 million</td>
<td>Infrastructure</td>
<td></td>
</tr>
<tr>
<td>Huston Insurance &amp; Financial</td>
<td>3</td>
<td>8</td>
<td>$700K</td>
<td>Service</td>
<td>5K</td>
</tr>
<tr>
<td>Dunkin’ Donuts/Mickey Mart</td>
<td>50</td>
<td>6</td>
<td>$650K</td>
<td>Retail</td>
<td>3K</td>
</tr>
<tr>
<td>Attica Fair</td>
<td>3</td>
<td></td>
<td>$430K</td>
<td>Parks &amp; Recreation</td>
<td></td>
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<tr>
<td>O’Reilly Auto Parts</td>
<td>6</td>
<td></td>
<td>$350K</td>
<td>Retail</td>
<td></td>
</tr>
<tr>
<td>Superior Auto</td>
<td>8</td>
<td></td>
<td>$300K</td>
<td>Retail</td>
<td></td>
</tr>
<tr>
<td><strong>Total (incl. other projects)</strong></td>
<td>351</td>
<td>2240</td>
<td>$75 million</td>
<td>Various</td>
<td>820K</td>
</tr>
</tbody>
</table>
The Northwest Ohio Region is strong and growing, and Seneca County is a key reason why. The economy there is booming, and its business climate and economic development are getting some well-deserved national attention.

Dean Monske, President & CEO, Regional Growth Partnership

**NEW AND RETAINED**

2600 JOBS

More than 350 new jobs were created and almost 2250 retained.

**CAPITAL EXPENDITURES**

$75 MILLION

More than $70 million invested in real estate and equipment in 2014.

**REAL ESTATE**

800K SQ FT

Construction, renovation, and purchase exceeded 800,000 square feet.

**NATIONALLY RANKED...4 YEARS IN A ROW**

▶ Site Selection Magazine has annually ranked states and cities for private economic development projects since 1978. In order to count, projects must involve $1+ million capital investment, create 20+ new jobs, or have 20K+ square feet in new construction.

▶ In March 2015, Tiffin and Seneca County ranked in the top 10% of all micropolitans (tied for 42nd), receiving an award from Site Selection Managing Editor Aaron Bruns at a recent ceremony.

▶ This is the fourth year in a row this community has been nationally ranked (top 20%), and the eighth time out of the last 11 years. In 2014, the community received a top ten ranking out of all micropolitans nationally.

▶ There are 576 micropolitans like Tiffin and Seneca County in the US. Micropolitans are counties with a central city between 10,000 and 50,000 in population that are not part of a metropolitan area (MSA).
EDUCATION

STRENGTH IN EDUCATION

Seneca County has almost three times as many education workers (7% of workforce) as the US average, totalling more than 3,500 employees in 2014.

“2014 was another banner year for education. It will continue to be an economic driver and competitive advantage for us to attract and retain people and companies.”

Tiffin Mayor, Aaron D. Montz

TIFFIN UNIVERSITY

- Tiffin University just opened the new $2.6 million Murphy Academic Support Center and also dedicated a new Italian-American memorial on campus.

HEIDELBERG UNIVERSITY

- Heidelberg University’s new $5.1 million Hoernemann Stadium and Fox Den Alumni Center opened in the fall.

FROST-KALNOW STADIUM

- Tiffin City Schools, Calvert Catholic Schools, and Tiffin University partnered on a $1.4 million renovation of Frost-Kalnow Stadium, a 4,500 seat facility with state-of-the-art astroturf.

LEVIES PASS

- Tiffin City Schools, Clyde-Green Springs, Hopewell-Loudon, and Mohawk School Local Districts passed levies to support local K12 education.

CORPORATE TRAINING

- Terra State Community College had a record year for corporate training, providing customized solutions for more than 90 area companies. Sentinel Career Center was also strong.

CHOICE & ACCESS

- There are an amazing 36 public and private institutions of higher learning within a one-hour drive for Seneca County residents, and there are almost 60 public, private, and online K12 institutions available.
Communication and marketing strategy penetrates the region

We issued 13 press releases in 2014, resulting in 85+ articles and 5 TV news stories. Our Seneca Success blog attracted 16,000 visitors, and our Facebook page garnered 1,000 fans, reached 260,000 people and made 500,000 impressions.

Downtown Tiffin continues exciting momentum

In 2014, Tiffin Tomorrow merged with SIEDC, a Downtown Coordinator was hired, committees were established, ten new businesses opened, and a new Facade Enhancement Grant Program launched, resulting in $150,000 in new investment.

Key community redevelopment projects move forward

We assisted in facilitating four brownfield projects last year: the former Nye Gas property at 447 Wall St., the former Glasshouse property, the Livery and Stallsworth property downtown, and the Wall Street Redevelopment Plan.
2015 BOARD OF TRUSTEES

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Vice Chair - Andrew Felter, President & CEO, Webster Industries
Past Chair - John Arnold, President, Arnold Vending Co.
Treasurer - John Kerschner, Vice President, Croghan Colonial Bank
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City - Aaron Montz, Mayor, City of Tiffin
County - Fred Zoeller, Commissioner, Seneca County

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