



ECONOMIC DEVELOPMENT SERVICES

HAMILTON COUNTY SHARED SERVICES SUMMIT // NOVEMBER 22, 2019

HCDC, INC



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graph TD; HCDC[HCDC, INC] --> ED[ECONOMIC DEVELOPMENT]; HCDC --> SBL[SMALL BUSINESS LENDING]; HCDC --> BC[BUSINESS CENTER]; ED --> ED_L["+ Incentive administration<br>+ Community support<br>+ Business retention + expansion + attraction<br>+ Site location support<br>+ Opportunity Zones<br>+ Community Improvement Corporation<br>+ Office of Innovation + Creativity<br>+ Comprehensive Economic Development Strategy (CEDS)<br>+ Community & Economic Development Assistance Program (CEDAP)"]; SBL --> SBL_L["+ SBA 504 Program<br>+ SBA 504 Debt Refinance Program<br>+ SBA Intermediary Lending Pilot (ILP) Program<br>+ Ohio Regional 166 Loan Program"]; BC --> BC_L["+ Business creation<br>+ 70,000 SF of rentable space<br>+ Co-working space<br>+ Individual business coaching<br>+ eKickstart<br>+ Morning Mentoring"];
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ECONOMIC DEVELOPMENT

- + Incentive administration
- + Community support
- + Business retention + expansion + attraction
- + Site location support
- + Opportunity Zones
- + Community Improvement Corporation
- + Office of Innovation + Creativity
- + Comprehensive Economic Development Strategy (CEDS)
- + Community & Economic Development Assistance Program (CEDAP)

SMALL BUSINESS LENDING

- + SBA 504 Program
- + SBA 504 Debt Refinance Program
- + SBA Intermediary Lending Pilot (ILP) Program
- + Ohio Regional 166 Loan Program

BUSINESS CENTER

- + Business creation
- + 70,000 SF of rentable space
- + Co-working space
- + Individual business coaching
- + eKickstart
- + Morning Mentoring

BUSINESS RETENTION

- + Approximately 80% of net new job growth comes from exiting businesses
- + Prompt responses to business assistance requests
- + Support business associations

BUSINESS

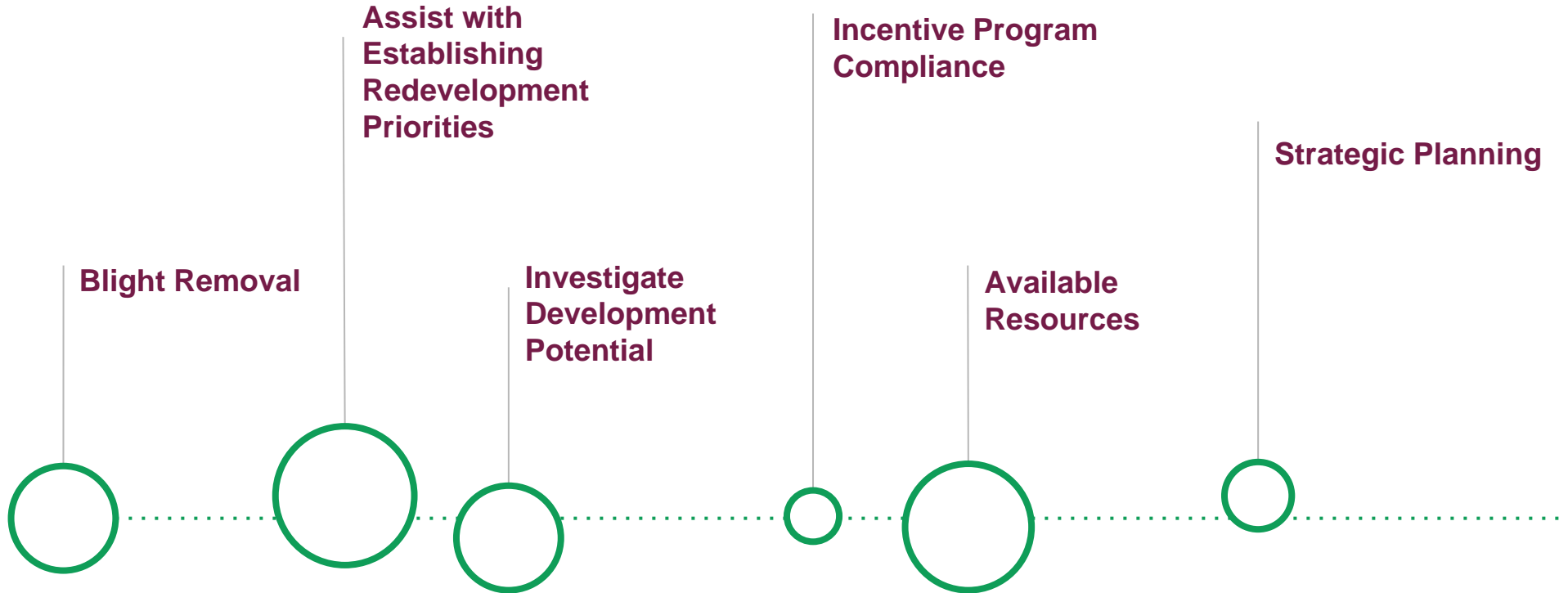
ATTRACTION

- + Strategically employ economic development tools
- + Review current incentives and assist with annual compliance
- + Assist with proactive attraction of new businesses
- + Prepare Site Inventory

MARKETING & PROMOTION

- + Earned media
- + HCDC's newsletter
- + Promote economic development opportunities with developers and realtors
- + Community web page suggestions - Business Section

OTHER ASSISTANCE



THANK YOU.

QUESTIONS?

39% of small & mid-sized businesses are concerned about revenue growth

4 of the top 5 revenue concerns are:

- Improving customer retention
- Investing in new customer acquisition activities
- Expanding into new markets
- Launching new products

Big companies and Startups in Hamilton County have many resources to help them

Source: <http://www.waspbarcode.com/small-business-report>

About Us

**We help proven
companies grow**

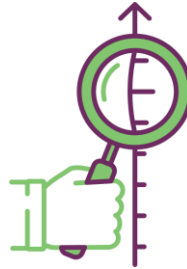
We Help Proven Companies Grow

HCDC's OIC benefits companies in a few ways



Technical Assistance

No-cost access to world class resources that help identify qualified sales leads



Strategic Information

Practical case studies and strategic information focused on mid-sized businesses



Connectivity

Impactful support network connecting proven companies to resources and each other.

The OIC Helps

The program is being received well with proven, Hamilton County based companies.

“Callibrity just completed an OIC project to research a universe of potential new markets to enter. The data gained from this project will be used in determining the growth strategy for Callibrity in the future”

Rylan Peters
Chief Operating Officer



In 2018, we partnered with 10 companies



batterii InfoTrust



kolar



STANDARD BARIATRICS





SMALL BUSINESS ASSISTANCE PROGRAM

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- + Growth needs
- + Feedback on business climate
- + Support business associations

BUSINESS COACHING



EDUCATION & OUTREACH

- + Attraction and Retention of Businesses in Business Districts
- + Low Cost Design Tips
- + Using Pinterest to Grow Business
- + Shop Local Campaign



Community & Economic Development Assistance Program

SHARED SERVICES SUMMIT – 11.22.2019

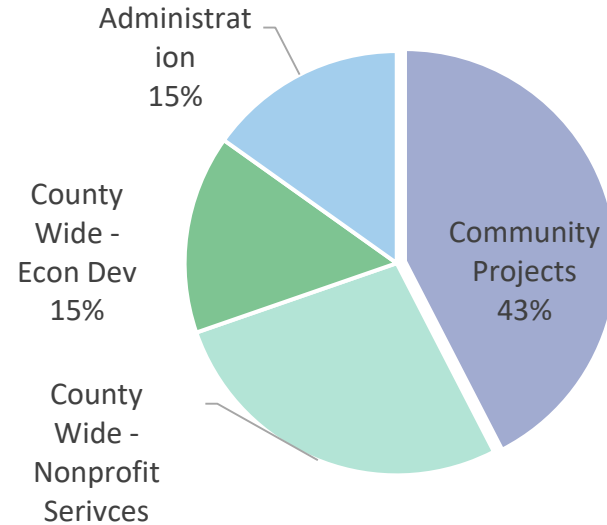
Joy Pierson, Community Development Administrator

Catherine Fitzgerald, Senior Director

CDBG Budget Allocations

Total 2019 Grant - \$3.3 million

- Community Projects - \$1,425,600
- County Wide Programs - \$1,314,500
- Planning + Administration - \$550,000



Community and Economic Development Assistance Program (CEDAP)

- CEDAP was created in 2017 to leverage funds for large-scale strategic projects for impactful development
- Up to \$300K in grant and/or loans (terms 0% up to 5 years)
- Projects should revitalize community assets, spur other development, remove blighted properties, and promote economic development

CEDAP Review Process

- Only Participating Jurisdictions can apply
- HCDC and Community Development staff meet with local governments as requested in Spring and early Summer
- CEDAP Pre-Applications due in July
- CEDAP Full Applications due in August
- Advisory Committee includes members of HCDC Economic Development Committee and Community Development Advisory Committee (CDAC)

CEDAP Review Process ...continued

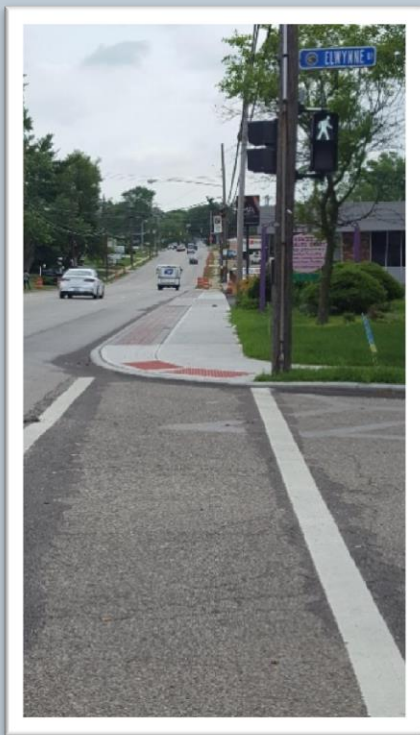
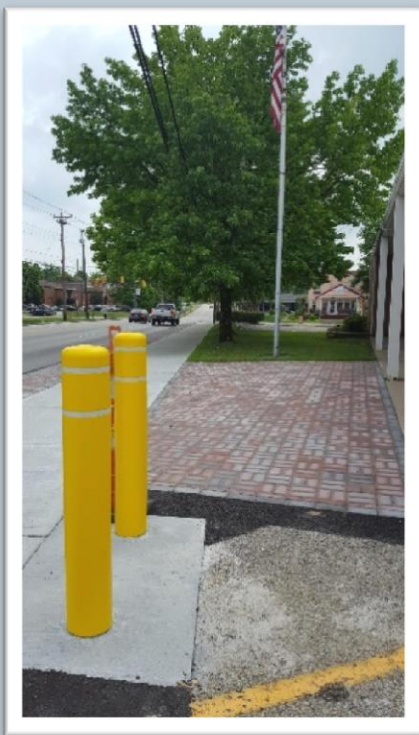
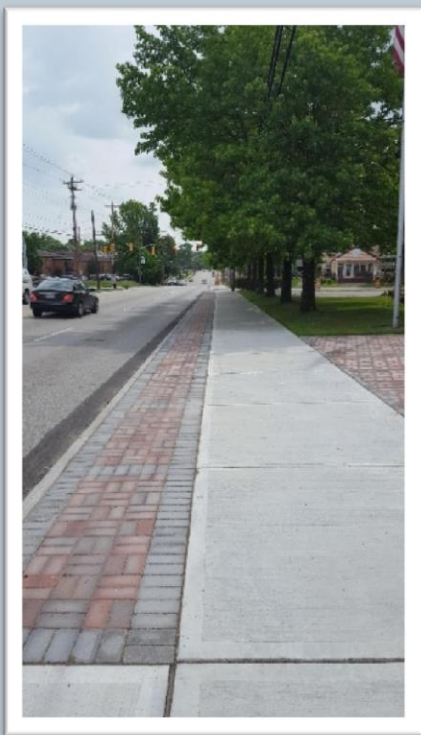
- Advisory Committee meets in September for initial review
- Preliminary scores used to select finalists
- Finalists invited to make presentations
- Advisory Committee makes final scores and recommends projects
- Staff present recommendations to BOCC
- Award letters sent

2017 – Leverage \$6.05 Private per \$1

Community	Project	Grant	Loan	Total CDBG	Project Total
Reading	Riesenberg Ave Improvements	\$0	\$300,000	\$300,000	\$900,000
Silverton	Montgomery Rd Streetscape Improvements	\$99,900	\$0	\$99,900	\$143,000
Springfield Township	Mural & Pedestrian Plaza	\$85,000	\$0	\$85,000	\$130,000
Forest Park	Demo for Magna Machine Expansion	\$150,000	\$0	\$150,000	\$3,300,000
Total		\$334,900	\$300,000	\$634,900	\$4,473,000



Reading – Reisenberg Ave Improvements



Silverton – Streetscape Improvements



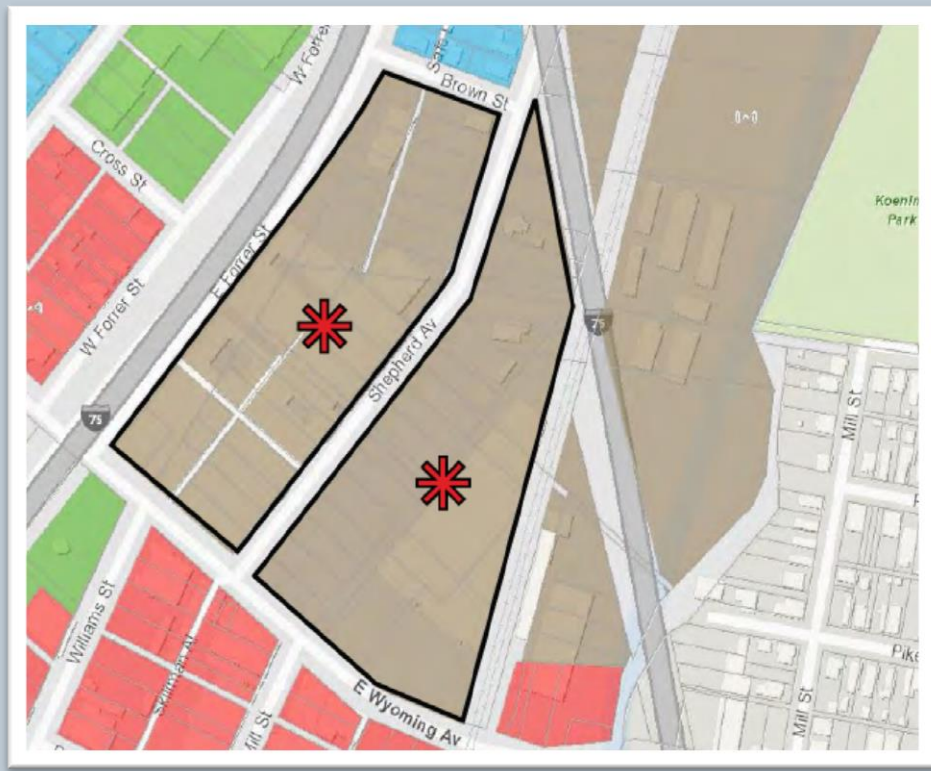
Springfield Township – Mural & Pedestrian Plaza



Forest Park – North Pointe Shopping Center Demo

2018 – Leverage \$4.10 Private per \$1

Community	Project	Grant	Loan	Total CDBG	Project Total
Lockland	Stearns Foster Acquisition & Remediation	\$125,000	\$0	\$125,000	\$2,333,770
North Bend	Nuisance Property Demo	\$0	\$25,000	\$25,000	\$50,000
Lincoln Heights	ULI-TAP and Former High School Demo	\$220,000	\$0	\$220,000	unknown
Golf Manor	ULI-TAP and Environmental Reviews	\$50,000	\$0	\$50,000	unknown
Total		\$350,000	\$225,000	\$575,000	\$2,383,770



Lockland – Former Stearns & Foster Acquisition



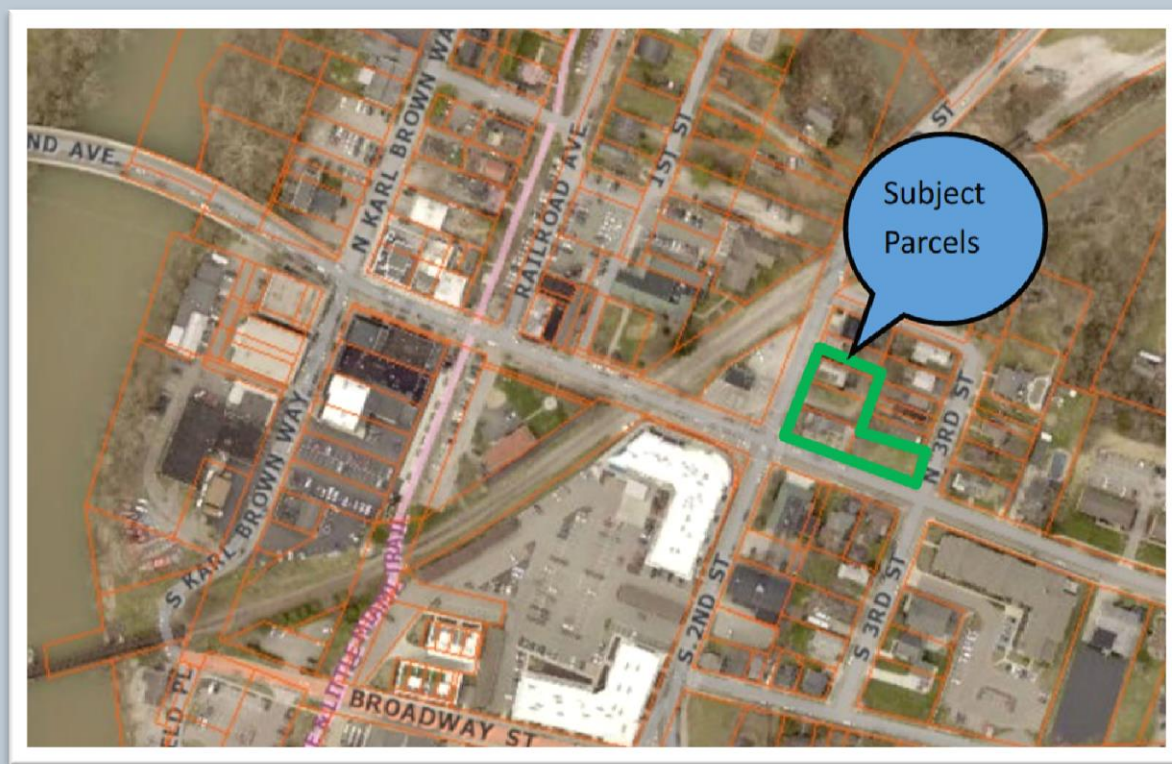
North Bend – Nuisance Property Demo

2019 – Leverage \$23 Private per \$1

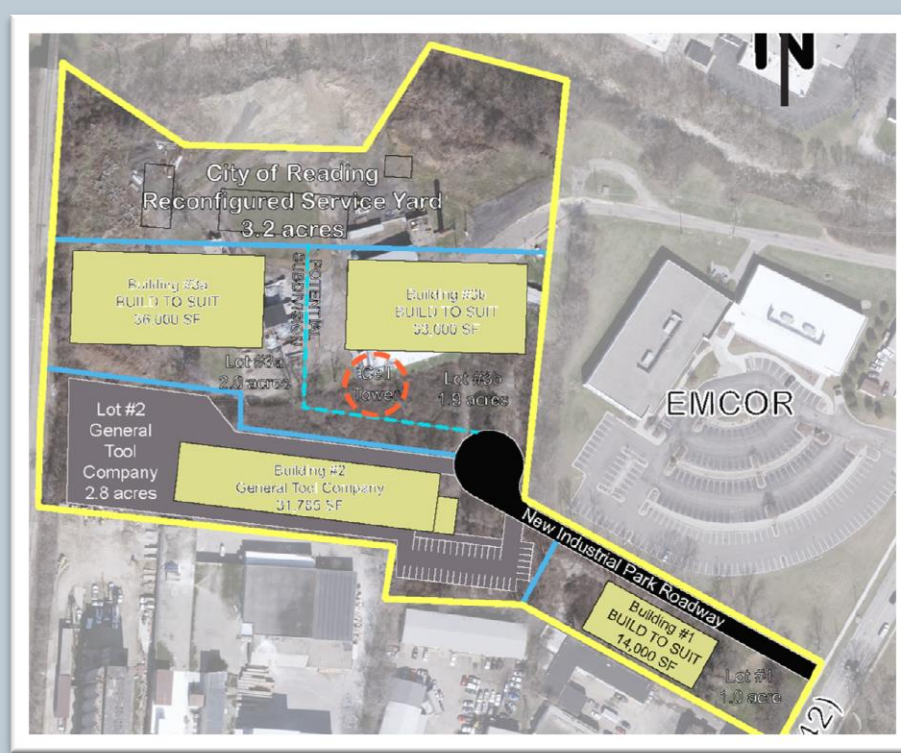
Community	Project	Grant	Loan	Total CDBG	Project Total
Delhi Township	REMKE Property Demo	\$125,000	\$0	\$125,000	\$4,477,925
Loveland	Jordan Demo for Parking Facility	\$35,000	\$0	\$35,000	\$7,421,000
Loveland	Ross Demo for New Street	\$0	\$60,000	\$60,000	\$300,000
Reading	North Reading Road Extension	\$200,000	\$90,000	\$290,000	\$669,000
Springfield Township	Galbraith Road Improvements	\$90,000	\$0	\$90,000	\$1,055,000
Total		\$450,000	\$150,000	\$600,000	\$13,922,925



Delhi - Former Remke Property Demo



Loveland – Demolition for Parking Facility



Reading – North Reading Road Extension



Springfield Township – Galbraith Road Improvements