



THE PERFECT LOCATION FOR YOUR GROWING COMPANY

GROW @ ASHLAND

ECONOMIC DEVELOPMENT OFFICE



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WELCOME / BOARD & STAFF



BOARD MEMBERS

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ASHLAND IS JUST THE RIGHT SIZE TO LIVE, WORK, PLAY, AND LEARN; FROM ENTREPRENEURS TO LARGE CORPORATIONS, THERE IS SOMETHING HERE FOR EVERYONE.

While the community and location are key components to consider when looking to start, expand, or relocate your company, customer service is also a major one to contemplate. Our economic development office is top-notch when it comes to excellent customer service. We are the business advocates for any and all industry. Our philosophy is to use a tailored team approach to each project. When a company shows interest in Ashland, we strategically bring together the "Ashland Team" or the "Mohican Team" to get the project done. Oftentimes the team will consist of local elected officials, engineers, bankers, insurance agents, real estate agents, and construction companies. Each person at the table is part of our "Circle of Friends" who bring expertise from their respective areas.

STAFF MEMBERS

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After you review the following pages, call or email Ashland Area Economic Development and let us put together your winning team.

LOCATION



ASHLAND'S CENTRAL LOCATION IS THE PERFECT FIT FOR YOUR GROWING BUSINESS

Located in the heart of Ohio, Ashland is midway between Cleveland & Columbus and Pittsburgh & Detroit. Over 60% of the U.S. population and 50% of Canada's population is within 600 miles of the county.

Ohio has the 4th largest interstate highway system and 10th largest highway network in the nation. Ashland County sits right off of I-71 and has several other main U.S. highways running through it including: U.S. 42, U.S. 250, U.S. 224, and U.S. 30 (The Lincoln Highway).



TRANSPORTATION



Ashland County Airport

A public-use airport situated on forty-five acres in Ashland County. It is located five miles northeast of the Ashland Business Park and four miles northeast of Downtown Ashland. Its 3500' X 75' runway can handle most single-engine aircraft and a substantial number of twin-engine aircraft, including turbines and small jets.

The airport's fixed-base operator, Aircraft Charter, offers aircraft charter and rental and both 100LL and Jet "A" fuel.



Cleveland Hopkins International and Akron-Canton Regional Airports are each within sixty miles of Ashland. Port Columbus International is within ninety miles of Ashland.

Ashland Railway

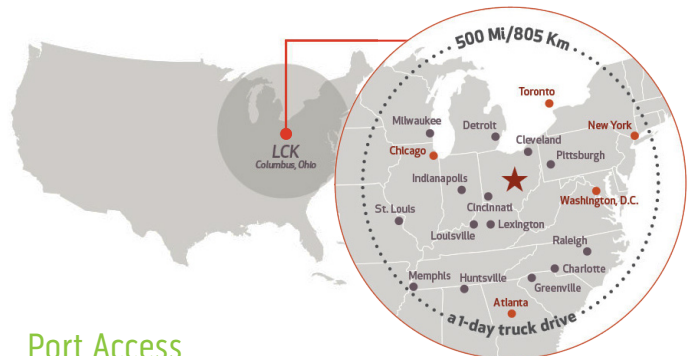
A 56-mile rail service encompassing four counties, including Ashland County, with proximity to properties that can be developed into rail-served sites.

Considered mid-Ohio's connection to the North American Rail Network, it offers access to Class 1 interchanges Norfolk Southern and CSX Transportation and regional short line Wheeling and Lake Erie Railway.

Rail-served properties and storage are also available through partners of Ashland Railway.

Rickenbacker Inland Port

A high-speed international, multimodal logistics hub with an unparalleled, centralized location in Columbus, Ohio. Rickenbacker Inland Port has a tremendous mix of air, sea, rail and ground transport companies supported by premier freight forwarders, consolidators, customs brokers and third-party logistics providers.



Port Access

Water access can be obtained at the Port of Cleveland and Toledo Port Authority.

ASHLAND BUSINESS PARK



ROOM FOR GROWTH

Located at the northwest corner of Ashland, Ohio, the business park is in an Enterprise Zone with the potential for tax incentives on property taxes. The park is owned by the City of Ashland and is operated in a partnership with Ashland Area Economic Development. The park has easy access to major highways, and also features a rail spur to connect with major rail services. The park contains over one hundred available acres, with new water and sewer lines.



ASHLAND BUSINESS PARK

GREAT COMPANIES THAT ALREADY CALL ASHLAND BUSINESS PARK HOME

- | | | |
|--------------------------------------|---------------------------------|--|
| 1. <i>Liqui-Box</i> | 5. <i>Lawgix International</i> | 9. <i>Ashland Conveyor Products</i> |
| 2. <i>Moritz Materials</i> | 6. <i>Lippert Enterprises</i> | 10. <i>Ohio Electric Control, Inc.</i> |
| 3. <i>Packaging Corp. of America</i> | 7. <i>Barbasol, LLC</i> | 11. <i>Origo</i> |
| 4. <i>Kar-Del Plastics</i> | 8. <i>Novatex North America</i> | |

WITH EASY ACCESS TO:

- | | |
|---------------------------|--------------------------------------|
| A. <i>Ashland Railway</i> | B. <i>US Rt. 250 (5 mi. to I-71)</i> |
|---------------------------|--------------------------------------|

INCENTIVES



ASSISTING BUSINESSES THAT REINVEST IN THE COMMUNITY

Ohio Community Reinvestment Area (CRA) Program

Ashland's city-wide community reinvestment area provides real property tax exemptions to property owners who either renovate a current building or chose new construction.

CRA Basics

- Not dependent upon Job Creation.
- Capital investment of real estate in the form of new construction or significant renovations to an existing structure.
- State maximum is 50% for 10 years on the increased value of the real estate. However, the Negotiating Committee will determine the appropriate percentage and years.
- Geared toward non-manufacturing such as hotels, restaurants, office buildings, warehouses, renovations of existing commercial buildings, etc.
- Rule of Thumb: The incentive must be in place before a shovel goes into the ground or prior to renovation otherwise the incentive goes away.
- The process takes a minimum of 30 days to get in place.



Community Entertainment District (CED) & Revitalization District (RD)

In an effort to attract and retain restaurants, Ashland has created both a Community Entertainment District along the 250 East Corridor and a Downtown Revitalization District. Each district offers fifteen D5-J liquor licenses at a fixed cost of \$2,344. The applicant must also obtain a restaurant license and maintain 75% or more of food sales with the establishment.

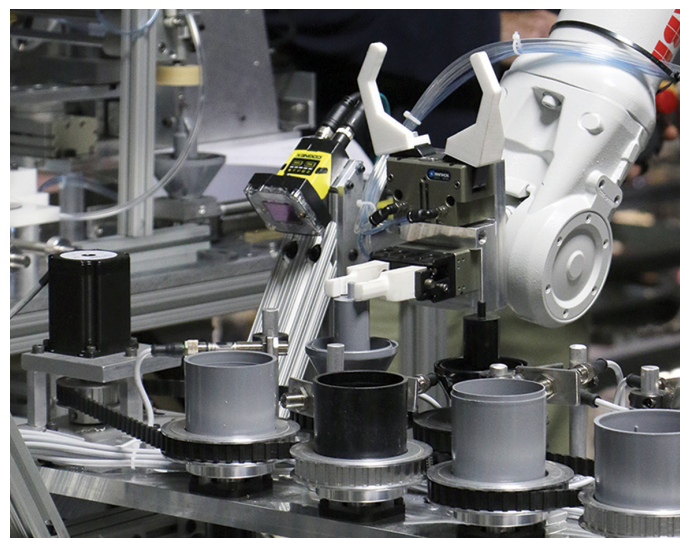


Ohio Enterprise Zone (EZ) Program

Ashland offers two enterprise zones (EZ); designated areas of land in which businesses can receive tax exemptions on eligible new investment.

EZ Basics

- Dependent upon Job Creation or Job Retention.
- Capital investment of real estate in the form of new construction.
- State maximum is 75% for ten years on the increased value of the real estate. However, the Negotiating Committee will determine the appropriate percentage and years.
- Geared toward manufacturing and distribution centers.
- Rule of Thumb: The incentive must be in place prior to the shovel going into the ground otherwise the incentive goes away.
- The process takes a minimum of 30 days to get in place.
- This economic development tool is used in our community to encourage capital investment and growth.



“WORKING WITH THE AAED TEAM HAS BEEN A KEY FACTOR IN MOVING OUR PROJECT FORWARD. THEIR WELCOMING & FRIENDLY APPROACH, COUPLED WITH A STRONG COMMUNITY COMMITMENT ENSURED US THAT WE WERE WORKING WITH THE RIGHT TEAM. WE ARE EXCITED TO BE INVESTING IN THE ASHLAND COMMUNITY AND LOOK FORWARD TO A LONG, LASTING PARTNERSHIP.”

- SJE-Rhombus



RESOURCES



Community Improvement Corporation (CIC)

The Community Improvement Corporation (CIC) of Ashland is a local, non-profit economic development corporation, assisting government entities and private businesses. CIC of Ashland partners with Ashland Area Economic Development, the City of Ashland, Ashland County and MAGF, as well as private businesses to promote county-wide economic projects. For approved projects, CIC of Ashland can purchase, resell, own or lease real estate properties and business equipment, as well as facilitate projects by participating in outside funding, direct lending or investing in private companies. Projects normally involve new business start-ups or existing company expansions that affect employment or provide other community benefits.

Mohican Area Growth Foundation (MAGF)

Mohican Area Growth Foundation (MAGF) is a non-profit development corporation serving the Loudonville-Perrysville area in southern Ashland County, and the corners of four surrounding counties that share the area's heritage of industry, agriculture, and tourism surrounding Mohican and Malabar Farm State Parks.

Erie Basin Resource Conservation & Development (Erie Basin RC&D)

Erie Basin Resource Conservation and Development (Erie Basin RC&D) is a unique non-profit organization that helps people care for and protect their natural resources in a way that improves north central Ohio's economy, environment and living standards. Prior projects include revolving loan funds for natural resource-based businesses, and loan programs for downtown revitalization and renewable energy.



BUSINESS ASSISTANCE

BUY IN ASHLAND COUNTY

Ashland Area Economic Development partnered with five local organizations in 2016 to create Buy In Ashland County. The initiative organizes “Cash Mobs” and business spotlights to promote public support of local businesses in their freshman or sophomore years of operation.

Monthly events are hosted by a local retailer in hopes of bringing awareness and an influx of cash to the business. Buy In Ashland County

showcases the retailer via social media, local news outlets and distributed flyers; encouraging area shoppers to patronize the business on a given date and spend at least \$10.

Business Spotlight is an alternative for those that can't host a large number of people at once or don't have conducive hours for customers. Marketing tools showcase the business without dedicating a specific date for support.



MAGNET
Manufacturing Advocacy & Growth Network

Manufacturing Advocacy & Growth Network

MAGNET is a regional non-profit organization dedicated to helping manufacturers grow, improve and compete in Northeast Ohio. As part of the Ohio Manufacturing Extension Partnership (Ohio MEP), it also supports, educates, and champions Northeast Ohio manufacturing with the goal of transforming our regional economy into a powerful, global player.



Small Business Development Center (SBDC)

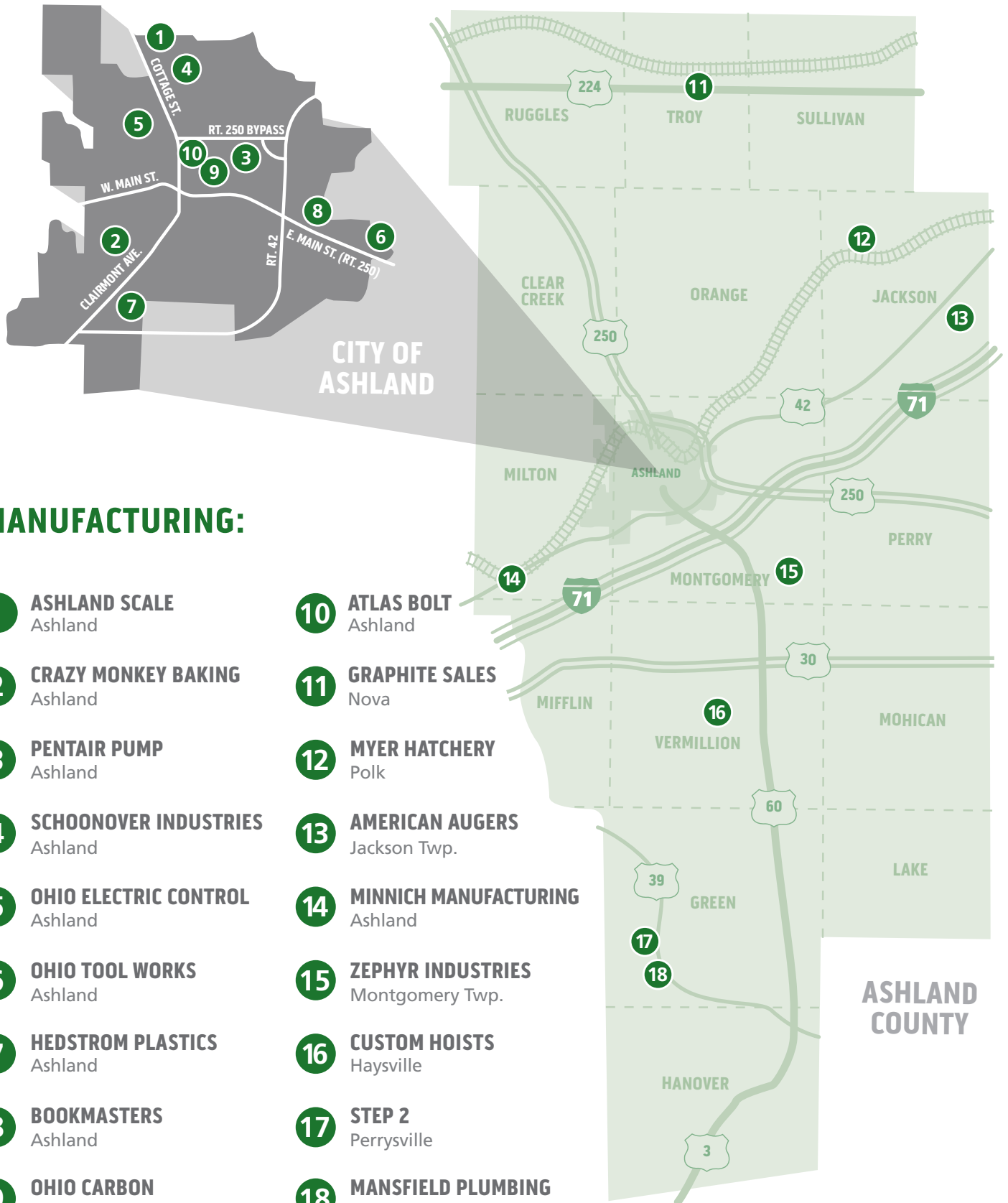
The SBDC is a free, statewide program that works with entrepreneurs in all industries, at all stages of business growth, including pre-ventures. The SBDC utilizes a one-on-one coaching process to assess the business situation and work with the entrepreneurs to think through problems, identify need, find options and pinpoint solutions. It also develops customized training for businesses, groups, and communities.

Some of the areas the SBDC at AU has helped include business planning, marketing planning, financial analysis, employer requirements/HR, online marketing strategies, access to capital, pricing strategies, start-up considerations, and strategic planning.

The region's SBDC is housed in Ashland University's Dauch College of Business and serves Ashland, Richland, Crawford, Huron, Marion, Knox, Morrow, and Wyandotte counties. The collaboration with AU incorporates SBDC clients into special class projects. This is a win for everyone as local clients obtain valuable information and feedback from innovative business students and professors, while the students involved in the projects gain valuable real-world experience.



MANUFACTURING



MANUFACTURING:

- 1 ASHLAND SCALE**
Ashland
- 2 CRAZY MONKEY BAKING**
Ashland
- 3 PENTAIR PUMP**
Ashland
- 4 SCHOONOVER INDUSTRIES**
Ashland
- 5 OHIO ELECTRIC CONTROL**
Ashland
- 6 OHIO TOOL WORKS**
Ashland
- 7 HEDSTROM PLASTICS**
Ashland
- 8 BOOKMASTERS**
Ashland
- 9 OHIO CARBON**
Ashland
- 10 ATLAS BOLT**
Ashland
- 11 GRAPHITE SALES**
Nova
- 12 MYER HATCHERY**
Polk
- 13 AMERICAN AUGERS**
Jackson Twp.
- 14 MINNICH MANUFACTURING**
Ashland
- 15 ZEPHYR INDUSTRIES**
Montgomery Twp.
- 16 CUSTOM HOISTS**
Haysville
- 17 STEP 2**
Perrysville
- 18 MANSFIELD PLUMBING**
Perrysville



Crazy Monkey Baking

2



Ashland Scale

1



Bookmasters Publishing

8



Ohio Carbon

9



Minnich Manufacturing

14



Mansfield Plumbing Products

18



Myer Hatchery

12



American Augers

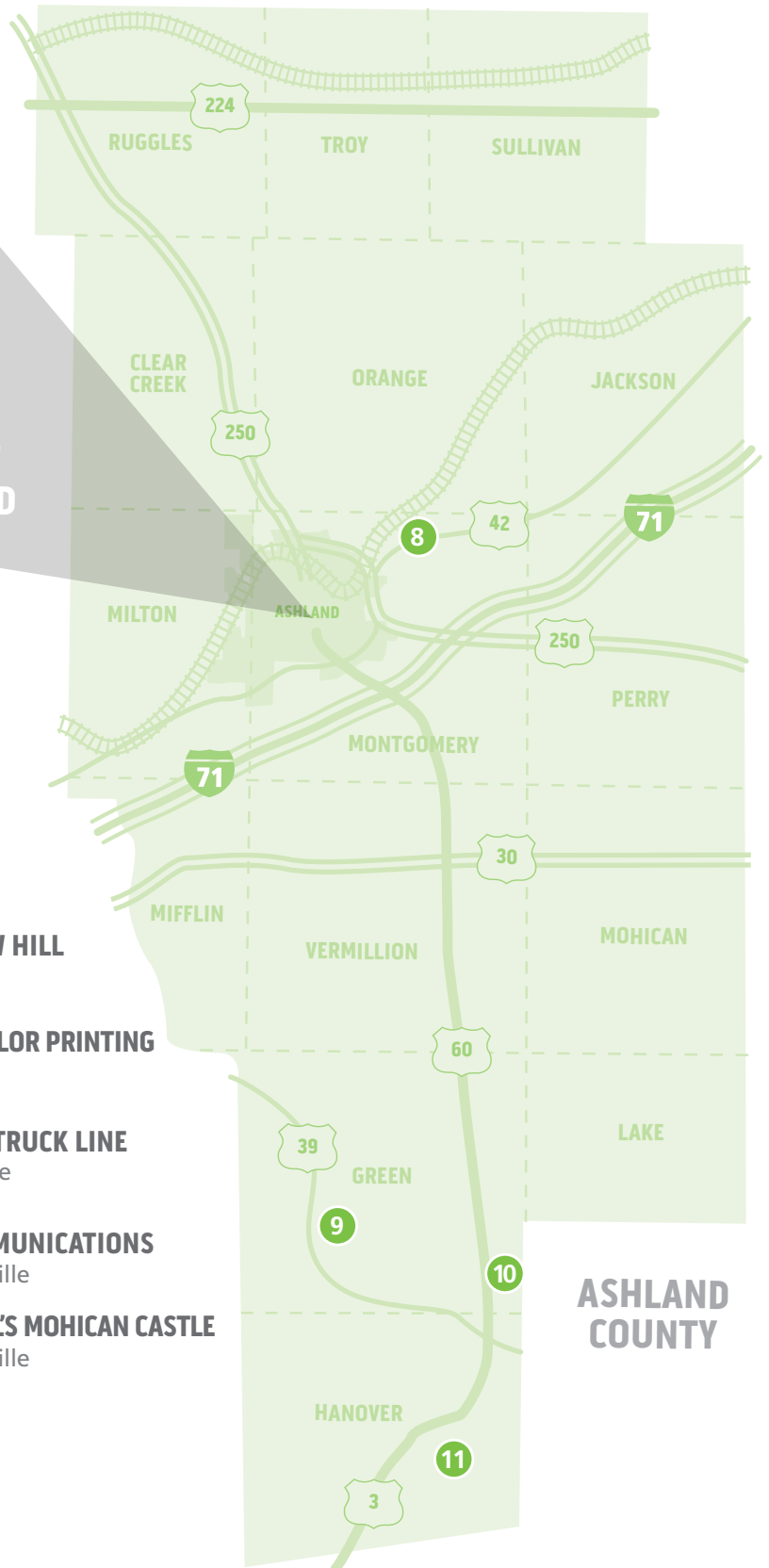
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Schoonover Industries

4

SERVICE INDUSTRY



SERVICE BUSINESSES:

- | | |
|---|--|
| 1 ADVANTAGE MARKETING
Ashland | 7 MCGRAW HILL
Ashland |
| 2 JONES RENTAL
Ashland | 8 KEHL KOLOR PRINTING
Ashland |
| 3 SIMONSON CONSTRUCTION SERVICES
Ashland | 9 COWEN TRUCK LINE
Perrysville |
| 4 HAMPTON INN & SUITES
Ashland | 10 PV COMMUNICATIONS
Loudonville |
| 5 ROSSI MACHINERY SERVICES
Ashland | 11 LANDOLL'S MOHICAN CASTLE
Loudonville |
| 6 CHARLES RIVER LABORATORIES
Ashland | |



Simonson Construction Services

3



Jones Rental

2



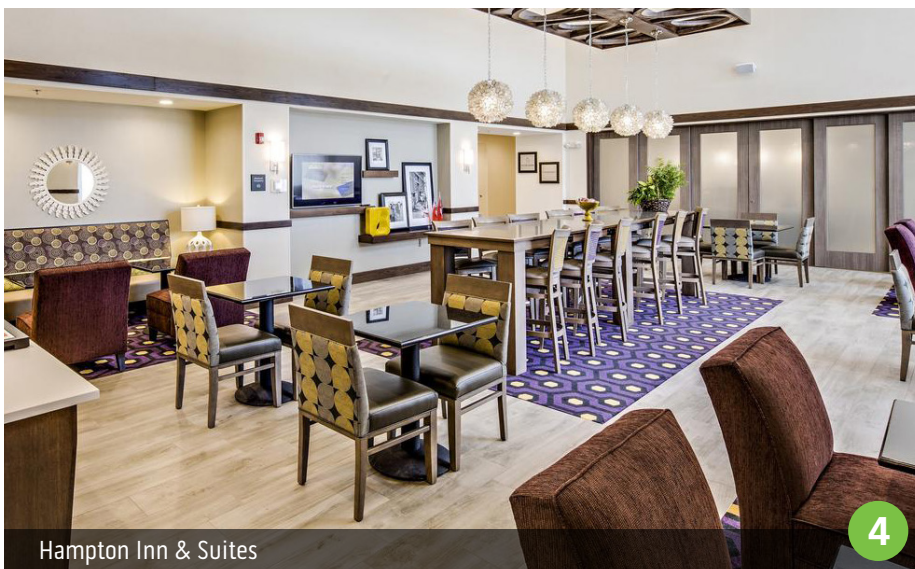
Advantage Marketing

1



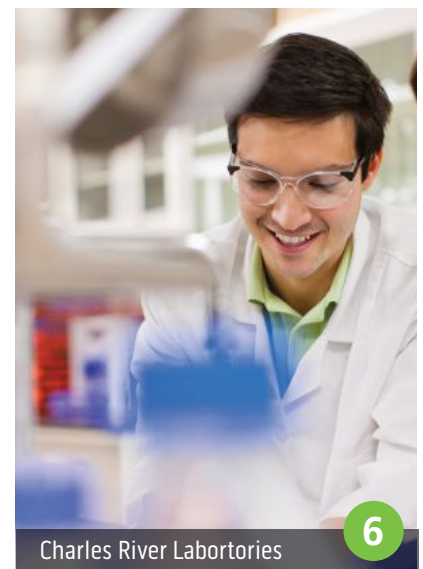
Landoll's Mohican Castle

11



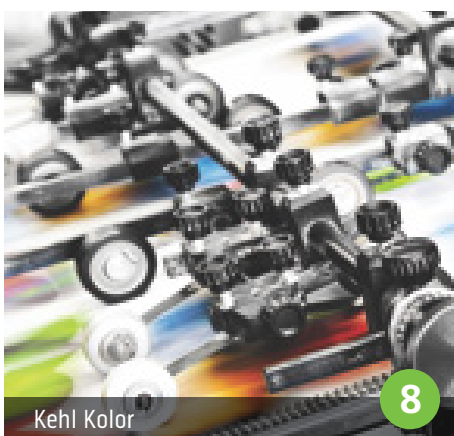
Hampton Inn & Suites

4



Charles River Laboratories

6



Kehl Kolor

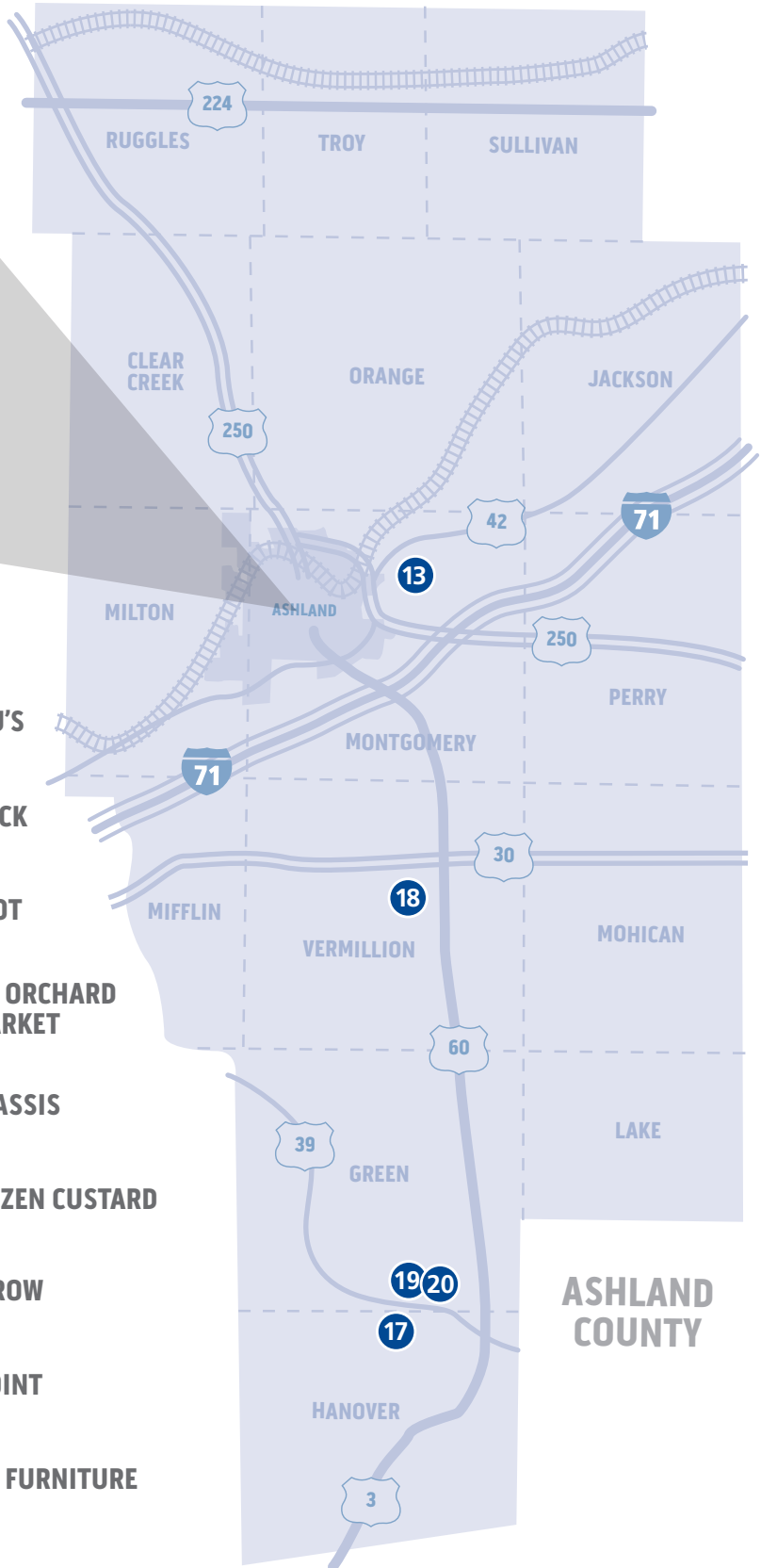
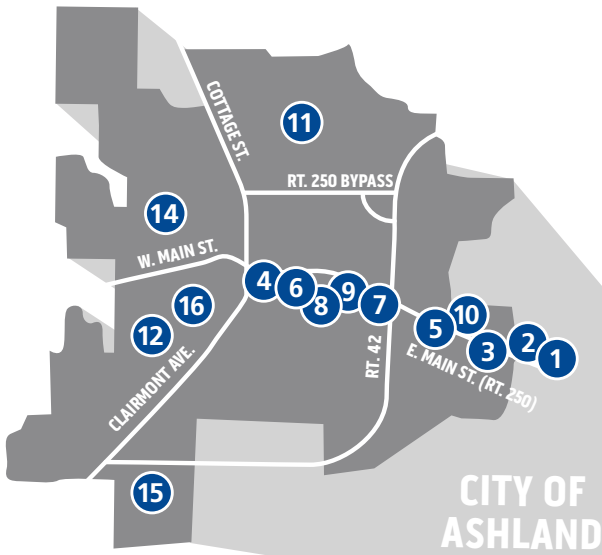
8



Cowen Truck Line

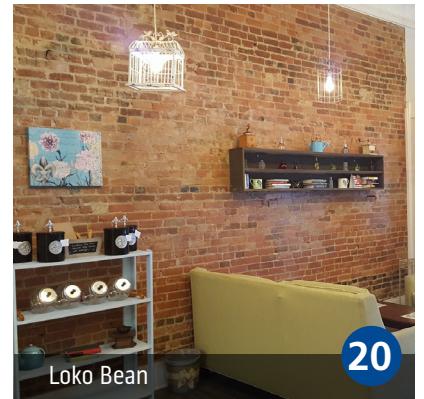
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RETAIL BUSINESSES



RETAIL BUSINESSES:

- | | |
|---|--|
| 1 FIN FEATHER FUR
OUTFITTERS
Ashland | 11 BELLA BLEU'S
Ashland |
| 2 GRANDPA'S CHEESEBARN
Ashland | 12 CADDY SHACK
Ashland |
| 3 GOASIS
Ashland | 13 PARSLEY POT
Ashland |
| 4 KIMBERLY'S CLOSET
Ashland | 14 MITCHELL'S ORCHARD
& FARM MARKET
Ashland |
| 5 BUFFALO WILD WINGS
Ashland | 15 CLASSY CHASSIS
Ashland |
| 6 DOWNTOWN PERK
Ashland | 16 WHIT'S FROZEN CUSTARD
Ashland |
| 7 BELLY BUSTERS BBQ
Ashland | 17 GILDED ARROW
Loudonville |
| 8 UNIONTOWN BREWING CO.
Ashland | 18 VILLAGE POINT
Hayesville |
| 9 TIM HORTONS
Ashland | 19 AMISH OAK FURNITURE
Loudonville |
| 10 CHIPOTLE
Ashland | 20 LOKO BEAN
Loudonville |



EDUCATION & WORKFORCE



Ashland County is home to six public school districts, two private schools and Ashland County-West Holmes Career Center (ACWH). The career center is a technical school of choice for high school students and training/retraining education facility for adults.

Ashland University

Ashland County is home to Ashland University, a mid-sized private institution offering graduate and undergraduate programs to nearly 6,000 students.

Entrepreneur Program:

Ashland University's entrepreneurship program is an excellent opportunity for area businesses to grow while giving AU students real-world experience. Students meet with the owners for at least twelve hours during the semester. Business owners gain assistance and a fresh perspective from the students while the students are mentored by successful entrepreneurs.

Internship MBA Program:

Dauch College of Business and Economics prides itself in being among the select business schools nationally who require all its BSBA students, regardless of their majors, to complete an internship or work experience as a graduation requirement.

International Marketing:

Ashland University's international business program is an exciting opportunity for those



interested in diversity and relationships between professional fields and worldly cultures. The program combines the best of management, foreign language, finance, economics, geography and political science.



North Central Workforce Alliance

The North Central Workforce Alliance of Ohio (NCWA) is a business-driven partnership consisting of employers from North Central Ohio whose focus is to share resources and ideas to solve common problems in attracting, training and retaining the qualified and dedicated employees needed to grow area businesses.

Attracting the Next Generation

- Community Education & Awareness
- Educator & School Counselor Awareness
- Company & Plant Tours

Training New & Existing Employees

- Skills Validation Pre-Testing
- Industry Consortium Training
- New Employee On-the-Job Training



Developing Relevant Training Programs

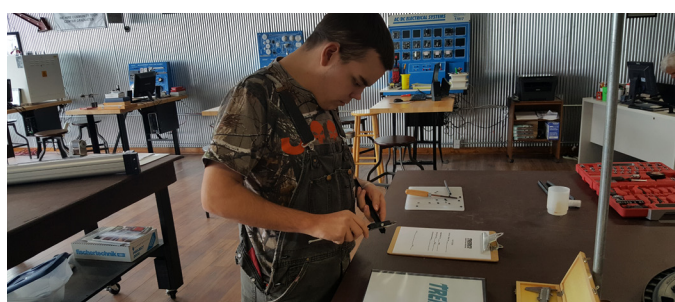
- Curriculum Development
- Industry Common Standards Among Providers
- Internship & Apprenticeship Opportunities

Business Sectors:

- Agriculture
- Bio-Tech
- Construction
- Heavy Equipment
- Information Technology
- Manufacturing
- Medical
- Service/Retail
- Welding

Transformation Network

Innovation is the name of the game. You can't rely on yesterday's techniques and practices to produce the results you need today. It takes more than offering a training program to recruit and retain good employees. The Transformation Network focuses its attention on innovative methods for retaining workers especially



in the manufacturing sector. We partner with companies to develop and design recruitment and retention strategies specific to each company's needs. For example, a manufacturer of rubber extrusions needs a quality machine operator who can use calipers, read blueprints, change and clean dyes properly in order to produce a quality product for their customers.

We developed an industry simulation station called, "Practice Preview". This "Practice Preview" simulates each manufacturer's on-site workstation. This allows us to determine the individual candidate's attitude, aptitude and desire to do that kind of work well before the manufacturer invests any time in the recruiting and interviewing process. By implementing this kind of innovation, each manufacturer saves money and reduces employee turnover.

GROW  ASHLAND

ECONOMIC DEVELOPMENT OFFICE

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