



THE PERFECT LOCATION FOR YOUR GROWING COMPANY

# GROW ASHLAND

ECONOMIC DEVELOPMENT OFFICE



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# WELCOME / BOARD & STAFF



## STAFF MEMBERS

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## BOARD MEMBERS

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<b>Keith Boales</b> <i>Secretary</i>	<b>B.J. Harvey</b> <i>At-Large</i>
<b>Mike Kelly</b> <i>Treasurer</i>	

## ASHLAND COUNTY ECONOMY WAS FOUNDED BY ENTREPRENEURS OF LATEX BALLOONS, PUMPS, PRINTING, & CARBON BRUSHES.

Through the decades, the heart of Ashland industry has grown to include electric control panels, roto-molding, shaving cream, baby bottle products, corrugated boxes, conveyor systems and bathware. These industries have spawned competitors and ancillaries that also choose to call Ashland “home”.

The commitment of multi-generational families and a grassroots mentality in the Ashland community are the solid foundation for Ashland industry and the upward trend of national recognition.

Among our most recent awards, Site Selection’s Governor’s Cup is the most prestigious and our biggest honor. Ashland County’s 2018 projects, including start-ups, expansions and relocations, earned Ashland the #5 Top Micropolitan ranking, up from #7 in 2017. The annual award recognizes the top states and communities in the nation, based on new and expanded facilities over the past twelve months, as well as the top micropolitans and top industries. We consider this the “Heisman Trophy” of economic development and a measure of success for our community.

***After you review the following pages, call or email Grow Ashland 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.

# I-71 / US 250 BUSINESS CORRIDOR



## GROWING OPPORTUNITIES AND...

*Aber's Towing*

*Akron Children's Primary Care*

*Buffalo Wild Wings*

*Charles River Laboratories*

*Chipotle*

*Conery Manufacturing*

*Eco Flo Products*

*Hampton Inn & Suites*

*McGraw Hill*

*Ohio Tool Works*

*Primal Fitness*

*Primary Colors*

## ROOM FOR DEVELOPMENT

Over the last 3 years, we have seen significant development and growth along the I-71/US Rte 250 Corridor, with the average daily traffic count of 25,000 vehicles continuing to increase. Buffalo Wild Wings relocated from the college area to the corridor while Hampton Inn & Suites and Chipotle chose to open nearby.

In 2018, Aber's Towing & Crane Center, Primal Fitness, and Akron Children's Primary Care each chose the area to construct new facilities. We see Ashland becoming not only a medical corridor, but with the technology filtering down from Youngstown and being located off of I-71 a 3-D printer corridor as well.

# ASHLAND BUSINESS PARK



## ...GREAT COMPANIES THAT ALREADY CALL ASHLAND HOME

*Ashland Conveyor*

*Atlas Bolt*

*Barbasol*

*Lawgix*

*Lippert Enterprises*

*Liqui Box Ashland*

*Moritz Materials*

*Novatex*

*Ohio Electric Control*

*Origo*

*Packaging Corporation of America*

*SJE*

## 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.

# 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



# BUSINESS SUCCESS & SUPPORT



## UNIONTOWN BREWING CO.

In less than three years, Doug and Anna Reynolds have taken a hobby that started in their home's basement and made it the heart of a Downtown Ashland destination spot.

The Reynolds purchased the historic McNulty House in 2016 after they realized that a combination craft brewery and restaurant could do well

## 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.



AAED Executive Director Kathy Goon with Ashland Whit's Frozen Custard owner Melissa Young



in downtown. With the help of family and friends, the next twelve months were spent upscaling the 1850 building's main level; dedicating their energy to bringing it to modern day code while preserving its history and showcasing its character. Simultaneously, the cellar was custom-tubed to support three fermenters for brewing craft beers.

The much-anticipated Uniontown Brewing Company opened on Christmas Eve 2017, with seven flagship beers and a staff of twenty-two employees. Since then, 15,500 gallons of beer have been



manufactured, representing over thirty flavors, each aptly named to reflect the history of Ashland. An outdoor patio, expanded menu including weekly specials and a thirty percent increase in staff are all indicative of hard work, passion and perseverance paying off for the Reynolds.



### 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)

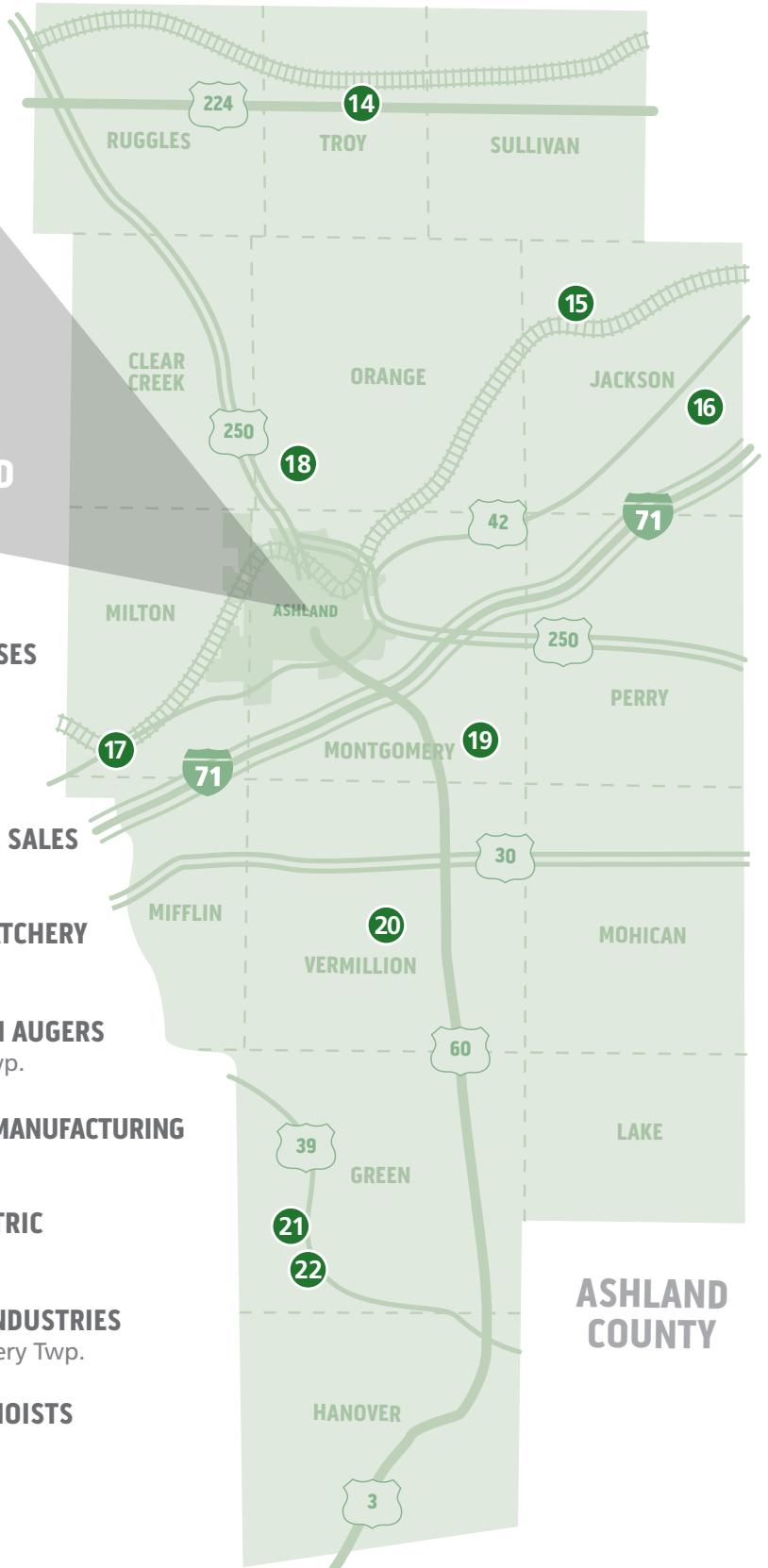
The SBDC is a free, statewide program that works with entrepreneurs in all industries, at all stages of business growth, including pre-ventures. The SBDC utilizes a one-on-one coaching process to assess the business situation and work with the entrepreneurs to think through problems, identify need, find 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** **MORITZ MATERIALS**  
Ashland
- 12** **LIPPERT ENTERPRISES**  
Ashland
- 13** **ASHLAND CONVEYER**  
Ashland
- 14** **GRAPHITE SALES**  
Nova
- 15** **MEYER HATCHERY**  
Polk
- 16** **AMERICAN AUGERS**  
Jackson Twp.
- 17** **MINNICH MANUFACTURING**  
Ashland
- 18** **BCU ELECTRIC**  
Ashland
- 19** **ZEPHYR INDUSTRIES**  
Montgomery Twp.
- 20** **CUSTOM HOISTS**  
Haysville
- 21** **STEP2**  
Perrysville
- 22** **MANSFIELD PLUMBING**  
Perrysville



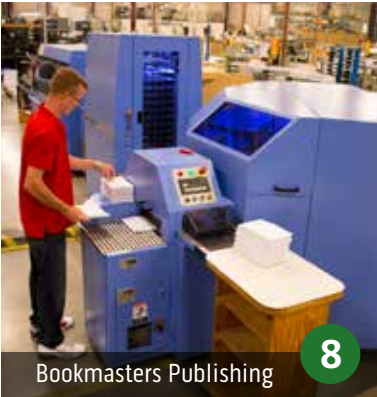
Crazy Monkey Baking

2



Ashland Scale

1



Bookmasters Publishing

8



Ohio Carbon

9



Minnich Manufacturing

17



Mansfield Plumbing Products

22



Meyer Hatchery

15



American Augers

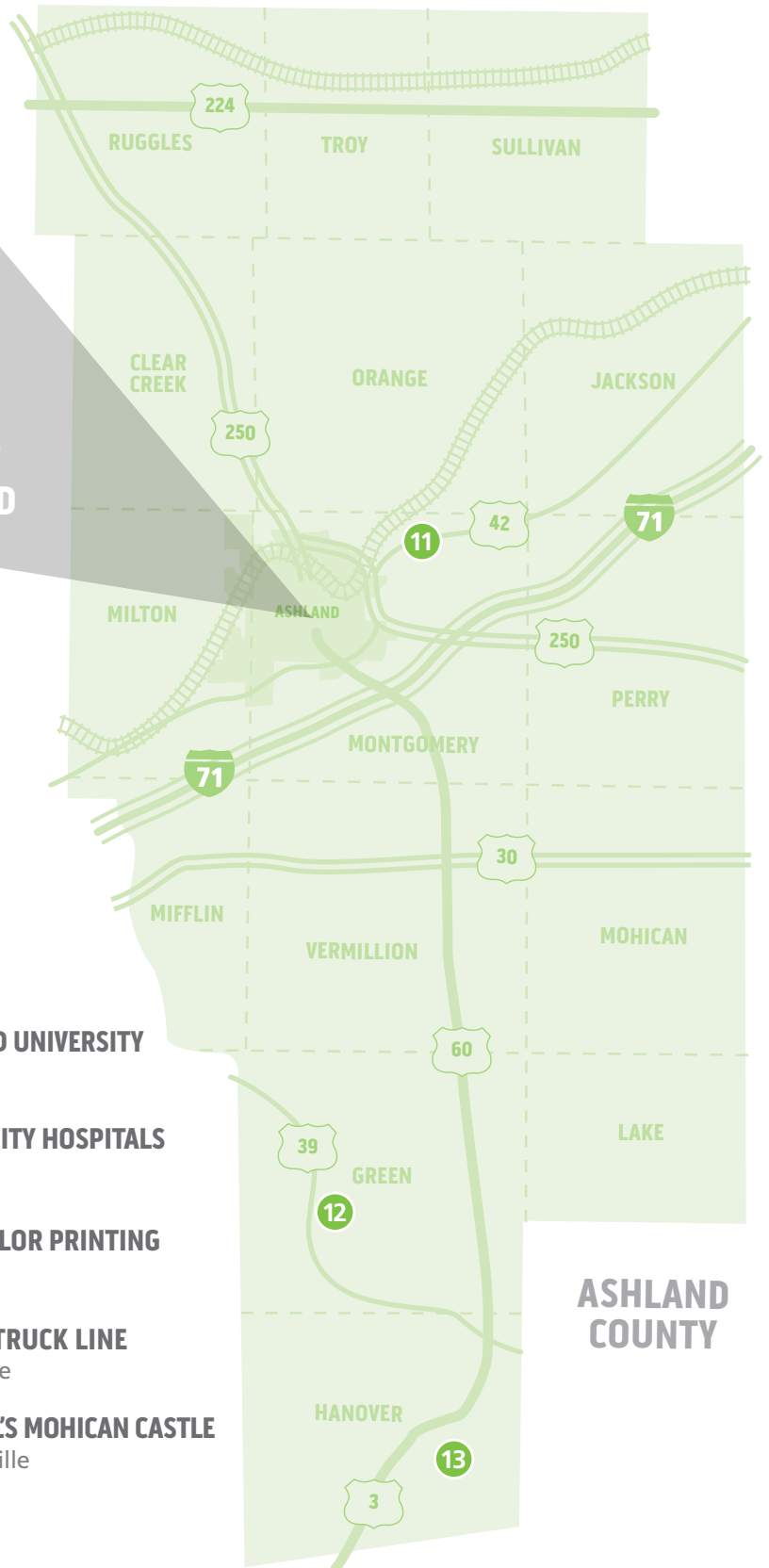
16



Schoonover Industries

4

# SERVICE INDUSTRY



## SERVICE BUSINESSES:

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li><b>1</b> <b>ADVANTAGE MARKETING</b><br/>Ashland</li> <li><b>2</b> <b>JONES RENTAL</b><br/>Ashland</li> <li><b>3</b> <b>SIMONSON CONSTRUCTION SERVICES</b><br/>Ashland</li> <li><b>4</b> <b>HAMPTON INN &amp; SUITES</b><br/>Ashland</li> <li><b>5</b> <b>ROSSI MACHINERY SERVICES</b><br/>Ashland</li> <li><b>6</b> <b>CHARLES RIVER LABORATORIES</b><br/>Ashland</li> <li><b>7</b> <b>MCGRAW HILL</b><br/>Ashland</li> <li><b>8</b> <b>A&amp;M FIRE EQUIPMENT</b><br/>Ashland</li> </ul> | <ul style="list-style-type: none"> <li><b>9</b> <b>ASHLAND UNIVERSITY</b><br/>Ashland</li> <li><b>10</b> <b>UNIVERSITY HOSPITALS</b><br/>Ashland</li> <li><b>11</b> <b>KEHL KOLOR PRINTING</b><br/>Ashland</li> <li><b>12</b> <b>COWEN TRUCK LINE</b><br/>Perrysville</li> <li><b>13</b> <b>LANDOLL'S MOHICAN CASTLE</b><br/>Loudonville</li> </ul> |
|--|---|



Simonson Construction Services

3



Jones Rental

2



Advantage Marketing

1



Landoll's Mohican Castle

13



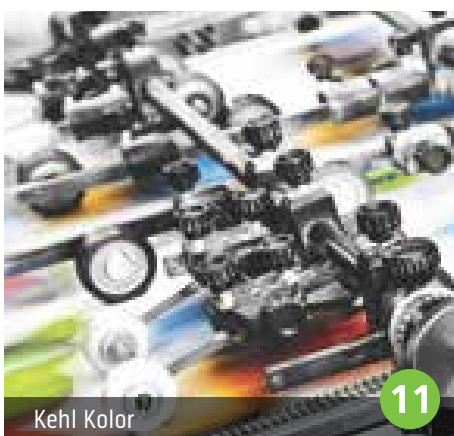
Hampton Inn & Suites

4



Charles River Laboratories

6



Kehl Kolor

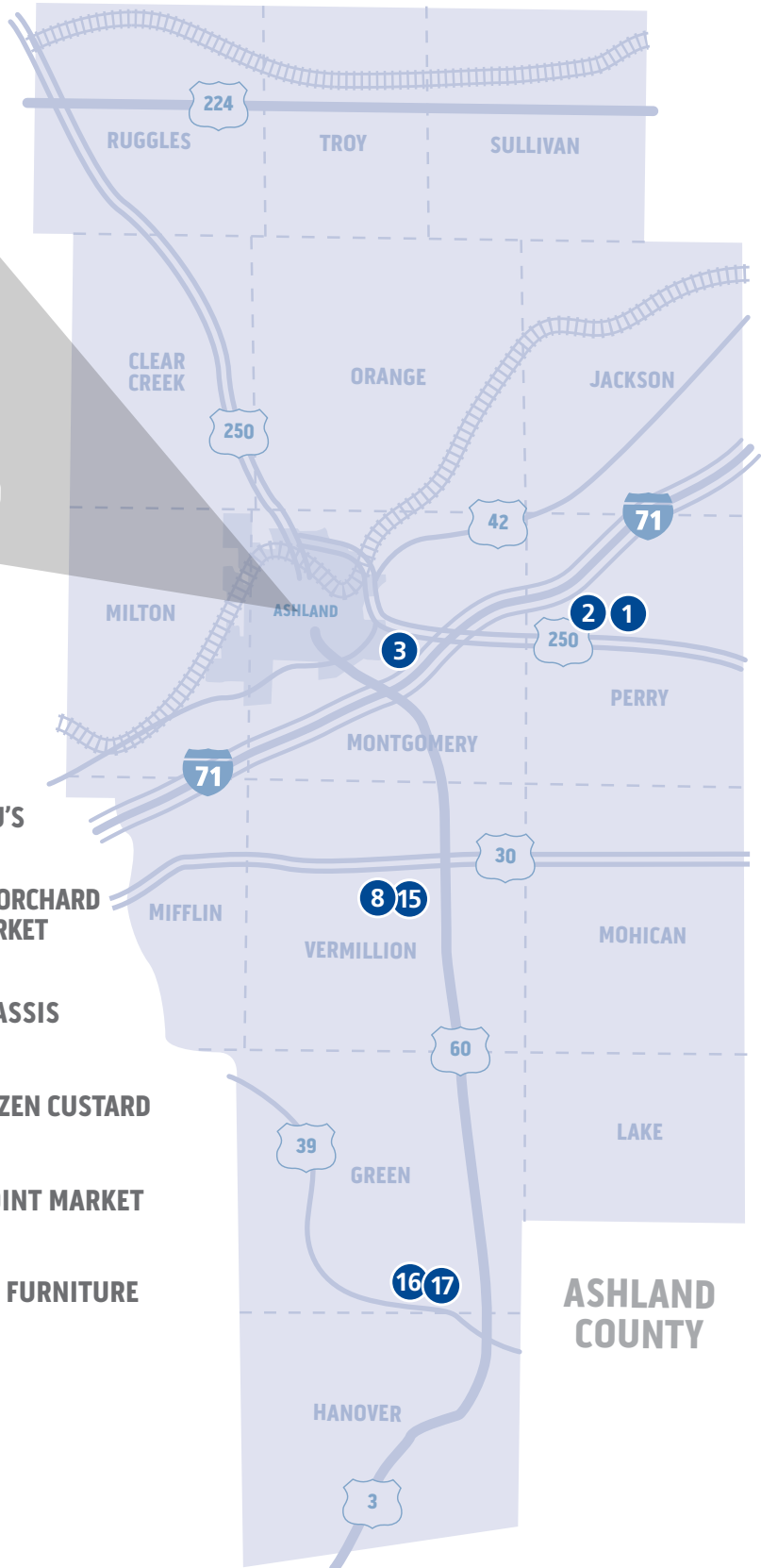
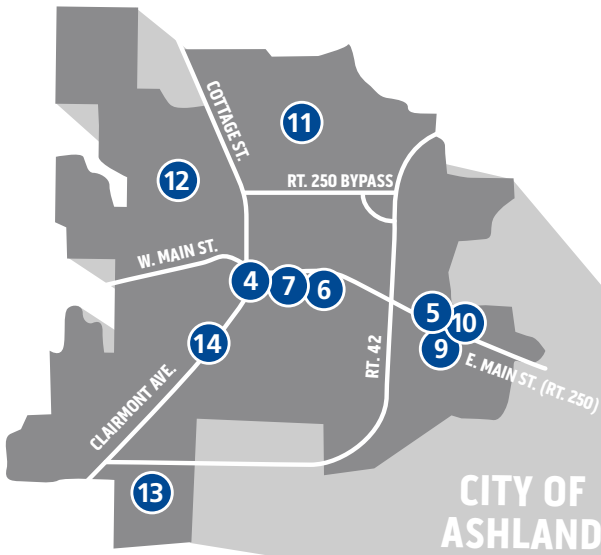
11



Cowen Truck Line

12

# RETAIL BUSINESSES



## RETAIL BUSINESSES:

- |  |   |
|--|---|
| <b>1</b> FIN FEATHER FUR OUTFITTERS<br>Ashland | <b>10</b> CHIPOTLE<br>Ashland                         |
| <b>2</b> GRANDPA'S CHEESEBARN<br>Ashland       | <b>11</b> BELLA BLEU'S<br>Ashland                     |
| <b>3</b> GOASIS<br>Ashland                     | <b>12</b> MITCHELL'S ORCHARD & FARM MARKET<br>Ashland |
| <b>4</b> CLOTHES MINDED BOUTIQUE<br>Ashland    | <b>13</b> CLASSY CHASSIS<br>Ashland                   |
| <b>5</b> BUFFALO WILD WINGS<br>Ashland         | <b>14</b> WHIT'S FROZEN CUSTARD<br>Ashland            |
| <b>6</b> THE TAPROOM ON MAIN<br>Ashland        | <b>15</b> VILLAGE POINT MARKET<br>Hayesville          |
| <b>7</b> THE CANDY & NUT SHOPPE<br>Ashland     | <b>16</b> AMISH OAK FURNITURE<br>Loudonville          |
| <b>8</b> VILLAGE POINT PARLOR<br>Hayesville    | <b>17</b> LOKO BEAN<br>Loudonville                    |
| <b>9</b> TIM HORTONS<br>Ashland                |   |





Buffalo Wild Wings

5



Chipotle

10



Classy Chassis

13



Whit's Frozen Custard

14



The TapRoom On Main

6



Village Point

15



The Candy & Nut Shoppe

7



Goasis

3



Tim Hortons

9

# EDUCATION & WORKFORCE



## Ashland University

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

## Ashland County Schools

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 County West Holmes Career Center:

The Ashland County West Holmes Career Center is not only a place for potential employees but a workshop for employers to try new innovations and a resource for workforce development and talent management.

Bill Mellick, Assistant Director for Adult Education, is also a provider of Leadership Training to organizations; enabling them to look at their hiring, retention, training and overall culture differently and become more efficient. The ability

of organizations to create new ways to do old jobs is imperative and that is what the Ashland County-West Holmes Career Center help them do.





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

## Transformation Network

Innovation is key. 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. We focus 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 the 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.



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