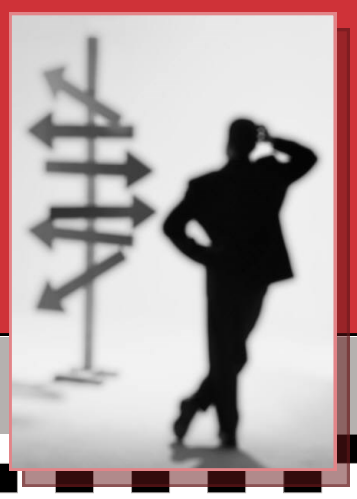
December 2014 Issue 30

Wyandot County Economic Development

Building a Stronger Community

WCOED Bi-Monthy Economic Development Newsletter



www.wyandotcountyeconomicdevelopment.com

Dates & Events

December 25th **Christmas Day**
WCOED Office Closed

January 1st **New Years Day**
WCOED Office Closed

January 12th **WCOED Board Meeting**
4:00 p.m. **Vaughn Industries Training Room**

WCOED Dashboard	
State Procured Leads	128
WCOED Leads	37
Website Visits - 1st time only	7793
New Prospect Site Visits	23
Grant Dollars Submitted	$11,767,500
Grant Dollars Approved	$2,953,909
Outside Investment Brought into the Community	$46,181,000
Assisted with Expansion / Investment Projects	$34,790,000
Jobs Created	291
Jobs Retained	1,283
Business Retention & Expansion (BR&E) Visits	154

Note - numbers are cumulative estimates from the organization's inception intended to give board members a snapshot of the overall impact.

2015 Executive Officer Nominations

As we enter the month of December, we want to stress the importance of nominating your top choices to hold Executive Officer positions for the 2015 calendar year. The Executive Officers are responsible for many individual functions, but also serve the important role of providing guidance to the Executive Director. This group of individuals along with the WCOED Platinum Level members also update and inform the organization's strategic plan.

Each January our Strategic Planning Committee convenes to update the general language and focus of the WCOED Strategic Plan as well as set new annual goals that the Executive Director works to achieve throughout the year. Our organizational bylaws state that officer elections must be completed during the month of December each year. Our current Vice President, Lenny Clouse, will serve as President in 2015, and our current President, Kurt Kimmel, will automatically serve as Past President in 2015.

We are now accepting nominations for the offices of Vice President (who will in turn serve as the 2016 President and 2017 Past President), Secretary, and Treasurer. Please email me your nominations directly by Friday, December 12th. A link to an online ballot will be sent to our voting members the following week, and will remain open until December 31st.

What is the WCOED Private/Public Partnership?

The Wyandot County Office of Economic Development Inc. (WCOED) operates as a 501(c)(6) non-profit organization. The organization is structured as a private/public partnership with support from the Board of Wyandot County Commissioners, Village of Carey, Village of Sycamore, City of Upper Sandusky, Wyandot Memorial Hospital, and 26 private sector businesses. The WCOED commits funding to OSU Extension to support a portion of the Community Development Extension Educator's time in Wyandot County. As a result of this funding commitment, OSU Extension provides leadership that serves as the Executive Director for the Wyandot County Office of Economic Development.

THE OHIO STATE UNIVERSITY
COLLEGE OF FOOD, AGRICULTURAL, AND ENVIRONMENTAL SCIENCES

Bi-Monthly Member Spotlight



Vaughn Industries

This month the Wyandot County Office of Economic Development features platinum member Vaughn Industries as its Spotlight Member. Vaughn Industries started over 50 years ago in 1963, when Ron Vaughn began operations as a residential electrical contractor that quickly evolved to industrial and commercial contracting. Ron realized the need for high voltage contractors and started a high voltage division that completed work for electrical co-ops and investor owned utility companies. In the years to follow, Vaughn Industries developed the HVAC division (heating and cooling), including installation and servicing of equipment.

Today, Vaughn Industries LLC is a full-service specialty contractor with over $120 million in annual revenue. As a power transmission and distribution specialist, Vaughn Industries serves the needs of electrical utilities and businesses specializing in high voltage work, providing installation and maintenance of overhead power lines on both wooden and steel poles. The underground and substation division technicians install and maintain substations, airport lighting, as well as convert overhead electrical systems to underground. Vaughn Industries is a full-service electrical contractor, specializing in telecommunications installations, such as fiber optics and wireless networks, as well as electrical wiring, and commercial lighting systems. The mechanical and HVAC services range from heating and cooling, to piping and ductwork, to fabrication and installation. Vaughn Industries is proud to be a renewable energy contractor with vast experience in solar power, wind power, gasification, and other alternative energy projects.



Vaughn Industries Headquarters - Carey, OH

Vaughn Industries, LLC continues to complete electrical and mechanical projects nationwide with a primary focus east of the Mississippi River. With over 51 years of experience and over 550 employees Vaughn Industries can plan, design, build or assist in a one day project or a multi-year project. The company is headquartered in Carey, OH and also operates a satellite office in Columbus.

Among the 1,000 projects Vaughn Industries completes annually, one current notable project is the construction of an American Electric Power 765 kV / 345kV electrical substation. This is one of the largest substations AEP has ever built and is nearing completion. Other significant and recent projects of Vaughn Industries includes its High Voltage Transmission and Distribution Division upgrading the electrical infrastructure that supports the Utica Shale natural gas operations in Harrison County, and the Commercial/ Industrial Mechanical and Electrical Divisions that were recently awarded the contract for the new Marathon Petroleum parking garage in Findlay, Ohio.



Don Marquis Substation Project - Replacement of 345,000 and 765,000 volt transformers

Bi-Monthly Member Spotlight



Vaughn Industries (cont.)



Granville Solar Project - 3.3mW Tracker Solar Field Oxford, NC

Some of Vaughn Industries' other current projects include Carey's new K-12 school; multiple projects at the Honda plant in Marysville; the Marathon Performing Arts Center in Findlay; International Paper in Kenton; Marathon Petroleum corporate office expansion in Findlay; multiple projects for the Ohio State University in Columbus; Nationwide Children's Hospital in Columbus; 7 solar fields in North Carolina; and multiple American Electric projects east of the Mississippi River.

Much closer to home, Vaughn Industries completed a 100,000 sq. ft. speculative building project on the east side of Carey at the new roughly 30-acre Arrowhead Commerce Park; also created by Vaughn Industries. This 29' clear height building is ready for a tenant. "It's about creating jobs here in Wyandot County" Tim Vaughn said, "We are looking for a good company to fill our building and put people to work." The Arrowhead Commerce Park has additional parcels of land available with all utilities and is located on the east side of Carey off State Route 199 and less than 1-mile from US-23.

Vaughn Industries was a founding member of WCOED in 2008, and has strongly supported the organization since; including hosting the WCOED bi-monthly board meetings in its training room. The company's CEO, Tim Vaughn, has served the offices of President and Vice President, and also supporting the WCOED on behalf of the company is John Barnes who manages Vaughn's business development.

Vaughn Industries is also considered a top employer due to its State and Federally accredited 4-year In-House Apprenticeship Program, which it partners with OSHA to provide. The company is ranked the 152nd specialty contractor in the United States by ENR (Engineered News-Record). Vaughn's also serves as members of the Associated Builders and Contactors, Hardin County Economic Development, and Hancock-Findlay Economic Development.





Arrowhead Commerce Park and the newly constructed 100,000 sq. ft. speculative building

WCOED News

2014 Manufacturing Day Sees Increased Participation

The second offering of what is now the annual 'Wyandot County Manufacturing Day' was completed on Tuesday, December 2nd. This year two additional local manufacturers were added to the program; bringing the total number of participating worksites up to seven. The participating employers included: Bridgestone APM Company, Custom Glass Solutions by Guardian, Engineered Wire Products, Ithaca Gun Company, Kalmbach Feeds, M-Tek, and Uni-Grip Inc.



USHS students learn about processes and personnel functions from Engineered Wire Products general manager, Ryan Pelter

The WCOED worked again in conjunction with Upper Sandusky High School and this year also partnered with Mohawk High School to offer the program to their sophomore classes. The 2014 Wyandot County Manufacturing Day program included roughly 200 students who each had the opportunity to each visit two of the participating worksites. The WCOED engaged the USHS 9th and 10th grade guidance counselor, John Boyd, and MHS American history and economics teacher, Henry Stobbs, to help carry out the program. With the increasing need for a skilled and educated workforce among local manufacturers, and the lack of a substantial talent pool, the primary goals of the program were to introduce students to the modern-day manufacturing industry and make these 10th grade students aware of the abundance of opportunities available in the manufacturing industry, and moreover in Wyandot County. The majority of students had never been exposed to a modern manufacturing environment or the various functions located therein.

Students were provided a brief overview of the Manufacturing Day goals and objectives at their respective high schools, and then broken into groups of 30 students or less. Each group was bussed to the seven participating facilities where the local employers gave students a brief overview of their respective organizations and the products they manufacture. At the majority of locations, the students were also provided a tour to show them not only production processes, but to introduce them to the various positions found within each facility. Students had an opportunity to meet personnel from various departments located in each facility, what those jobs entailed, and the types of skills and education required for each. This provided the students with a better understanding of each position's role in the larger organization and how they could try to pursue those types of opportunities if they were of interest.



MHS students see Kalmbach Feeds' new automated palletizing system & warehouse facility

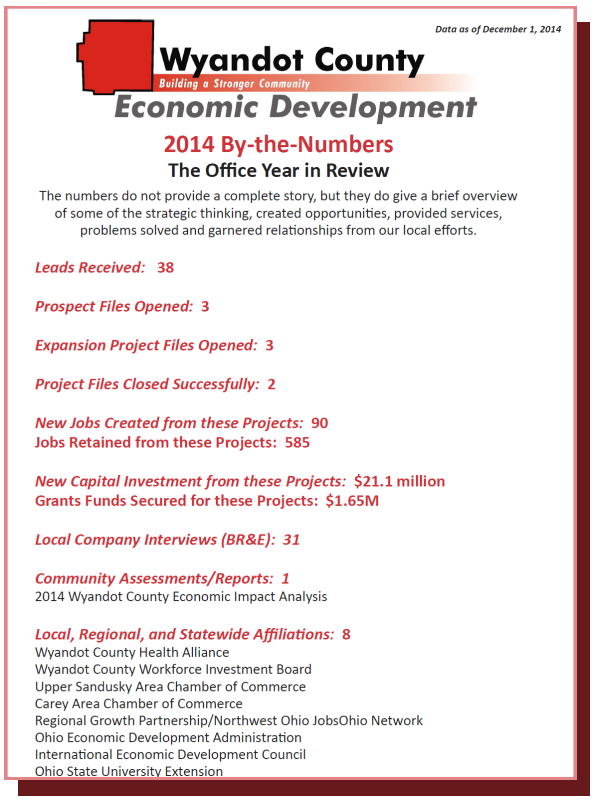
Each student was asked to complete a pre- and post-test to evaluate their prior knowledge and document changes in awareness and perceptions regarding the local manufacturing industry as well as their overall experience. From the initial data collected, these evaluations indicate the program was well received by the participating students and there is a much better awareness of both the products manufactured locally and various positions in the industry. The WCOED will use feedback from the students and participating employers to strengthen future program offerings as well as aid in expanding the reach of the program to the other Wyandot County school districts.

WCOED News

2014 Year By-the-Numbers Report

The 2014 WCOED Year-by-the-Numbers report is now available on the WCOED website (click the image to the right to access). This initial draft incorporates data as of December 1, 2014, and will be updated with end-of-year financials and local unemployment rates in late-January. Although it does not capture all the data from 2014, this report is a good reflection of the primary result metrics for the organization from this year.

This report, while not a comprehensive reflection of the total annual efforts of our organization, provides a simple overview of some of the primary accomplishments and time-consuming efforts during the past year. The metrics contained in the report are core components of the economic development organization's primary programming. The figures reflecting projects metrics in this 2014 report outweighed those found in the both the 2013 and 2012 reports, which you can see below. The WCOED will strive to keep that trend moving upward in 2015.



Data as of December 1, 2014

Wyandot County
Building a Stronger Community
Economic Development

2014 By-the-Numbers
The Office Year in Review

The numbers do not provide a complete story, but they do give a brief overview of some of the strategic thinking, created opportunities, provided services, problems solved and garnered relationships from our local efforts.

Leads Received: 38

Prospect Files Opened: 3

Expansion Project Files Opened: 3

Project Files Closed Successfully: 2

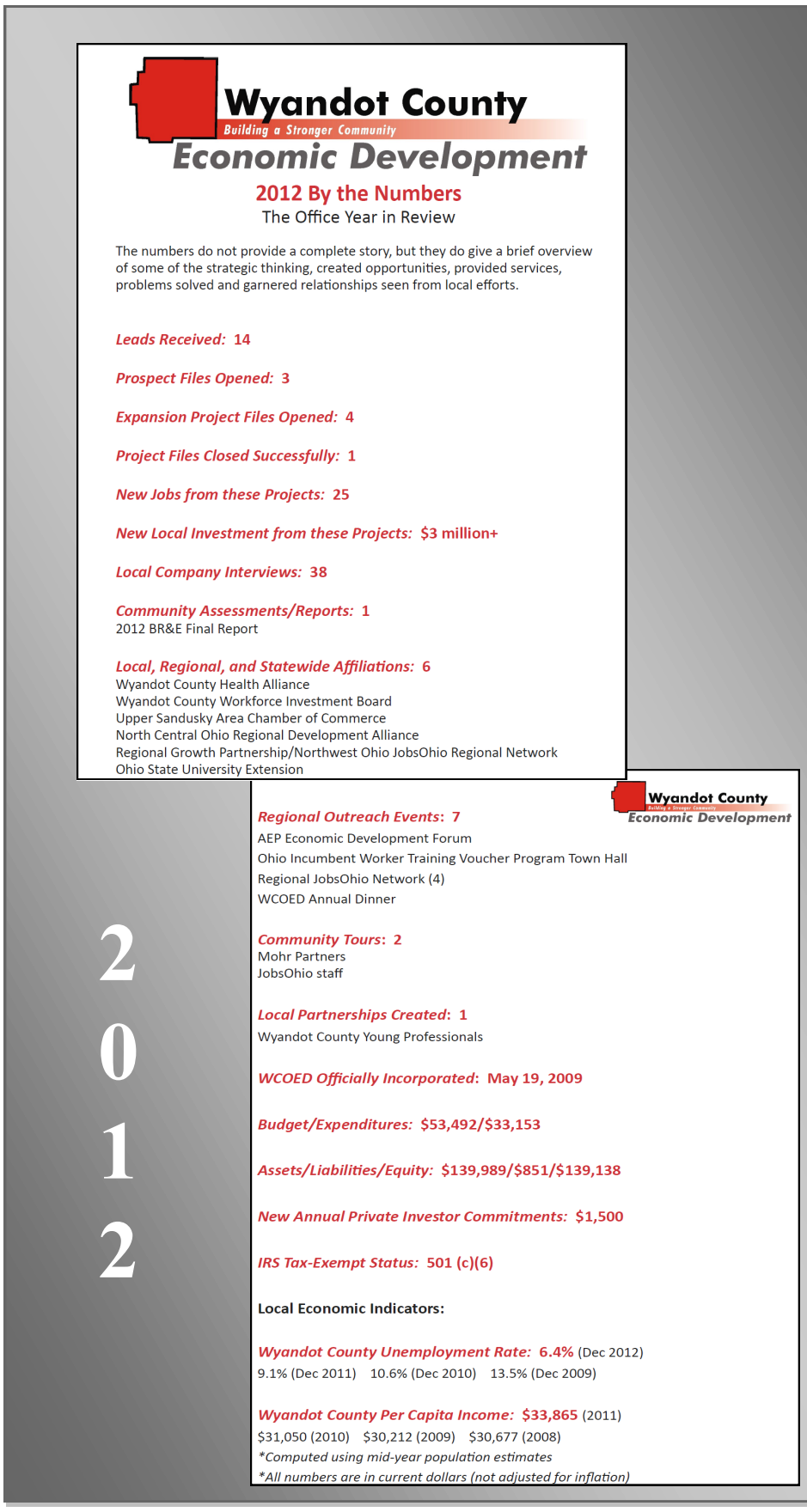
New Jobs Created from these Projects: 90
Jobs Retained from these Projects: 585

New Capital Investment from these Projects: $21.1 million
Grants Funds Secured for these Projects: $1.65M

Local Company Interviews (BR&E): 31

Community Assessments/Reports: 1
2014 Wyandot County Economic Impact Analysis

Local, Regional, and Statewide Affiliations: 8
Wyandot County Health Alliance
Wyandot County Workforce Investment Board
Upper Sandusky Area Chamber of Commerce
Carey Area Chamber of Commerce
Regional Growth Partnership/Northwest Ohio JobsOhio Network
Ohio Economic Development Administration
International Economic Development Council
Ohio State University Extension



Wyandot County
Building a Stronger Community
Economic Development

2012 By the Numbers
The Office Year in Review

The numbers do not provide a complete story, but they do give a brief overview of some of the strategic thinking, created opportunities, provided services, problems solved and garnered relationships seen from local efforts.

Leads Received: 14

Prospect Files Opened: 3

Expansion Project Files Opened: 4

Project Files Closed Successfully: 1

New Jobs from these Projects: 25

New Local Investment from these Projects: $3 million+

Local Company Interviews: 38

Community Assessments/Reports: 1
2012 BR&E Final Report

Local, Regional, and Statewide Affiliations: 6
Wyandot County Health Alliance
Wyandot County Workforce Investment Board
Upper Sandusky Area Chamber of Commerce
North Central Ohio Regional Development Alliance
Regional Growth Partnership/Northwest Ohio JobsOhio Regional Network
Ohio State University Extension

Wyandot County
Economic Development

Regional Outreach Events: 7
AEP Economic Development Forum
Ohio Incumbent Worker Training Voucher Program Town Hall
Regional JobsOhio Network (4)
WCOED Annual Dinner

Community Tours: 2
Mohr Partners
JobsOhio staff

Local Partnerships Created: 1
Wyandot County Young Professionals

WCOED Officially Incorporated: May 19, 2009

Budget/Expenditures: $53,492/$33,153

Assets/Liabilities/Equity: $139,989/$851/$139,138

New Annual Private Investor Commitments: $1,500

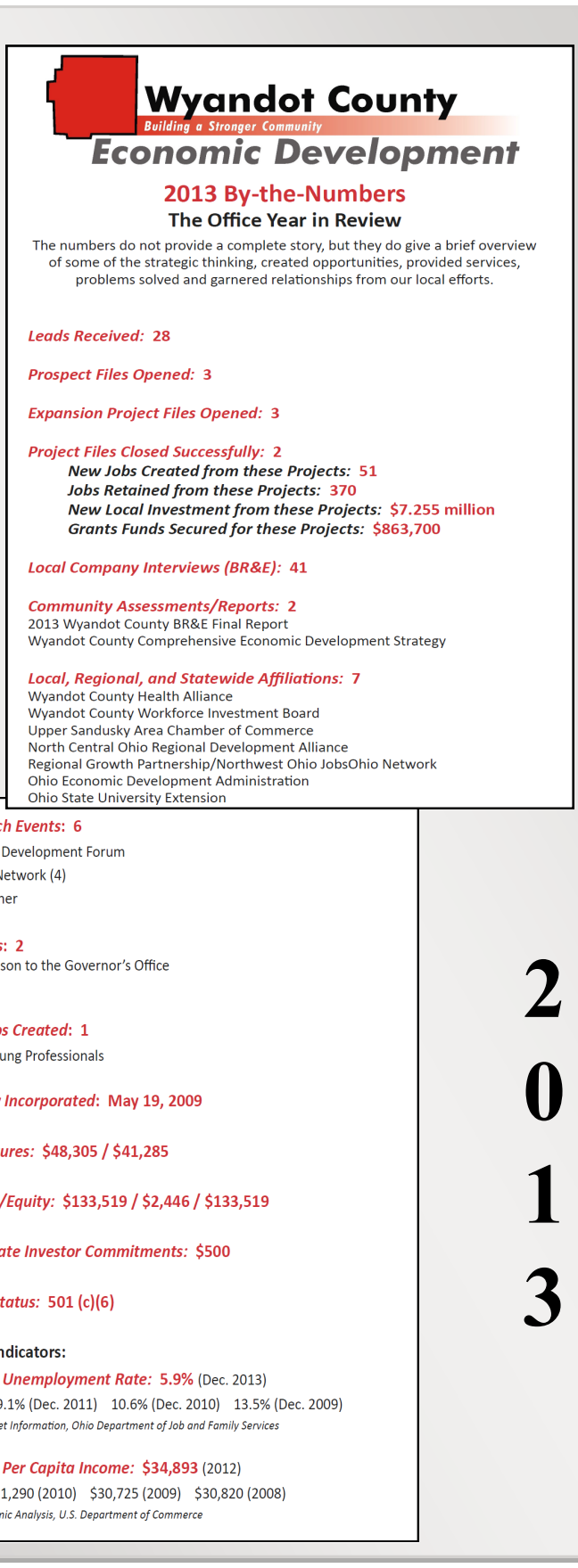
IRS Tax-Exempt Status: 501 (c)(6)

Local Economic Indicators:

Wyandot County Unemployment Rate: 6.4% (Dec 2012)
9.1% (Dec 2011) 10.6% (Dec 2010) 13.5% (Dec 2009)

Wyandot County Per Capita Income: $33,865 (2011)
$31,050 (2010) $30,212 (2009) $30,677 (2008)
**Computed using mid-year population estimates*
**All numbers are in current dollars (not adjusted for inflation)*

2012



Wyandot County
Building a Stronger Community
Economic Development

2013 By-the-Numbers
The Office Year in Review

The numbers do not provide a complete story, but they do give a brief overview of some of the strategic thinking, created opportunities, provided services, problems solved and garnered relationships from our local efforts.

Leads Received: 28

Prospect Files Opened: 3

Expansion Project Files Opened: 3

Project Files Closed Successfully: 2
New Jobs Created from these Projects: 51
Jobs Retained from these Projects: 370
New Local Investment from these Projects: $7.255 million
Grants Funds Secured for these Projects: $863,700

Local Company Interviews (BR&E): 41

Community Assessments/Reports: 2
2013 Wyandot County BR&E Final Report
Wyandot County Comprehensive Economic Development Strategy

Local, Regional, and Statewide Affiliations: 7
Wyandot County Health Alliance
Wyandot County Workforce Investment Board
Upper Sandusky Area Chamber of Commerce
North Central Ohio Regional Development Alliance
Regional Growth Partnership/Northwest Ohio JobsOhio Network
Ohio Economic Development Administration
Ohio State University Extension

Regional Outreach Events: 6
AEP Ohio Economic Development Forum
Regional JobsOhio Network (4)
WCOED Annual Dinner

Community Tours: 2
Northwest Ohio Liaison to the Governor's Office
JobsOhio staff

Local Partnerships Created: 1
Wyandot County Young Professionals

WCOED Officially Incorporated: May 19, 2009

Budget/Expenditures: $48,305 / $41,285

Assets/Liabilities/Equity: $133,519 / $2,446 / $133,519

New Annual Private Investor Commitments: $500

IRS Tax-Exempt Status: 501 (c)(6)

Local Economic Indicators:

Wyandot County Unemployment Rate: 5.9% (Dec. 2013)
6.4% (Dec. 2012) 9.1% (Dec. 2011) 10.6% (Dec. 2010) 13.5% (Dec. 2009)
Source: Ohio Labor Market Information, Ohio Department of Job and Family Services

Wyandot County Per Capita Income: $34,893 (2012)
$34,367 (2011) $31,290 (2010) $30,725 (2009) $30,820 (2008)
Source: Bureau of Economic Analysis, U.S. Department of Commerce

2013

WCOED Website Statistics



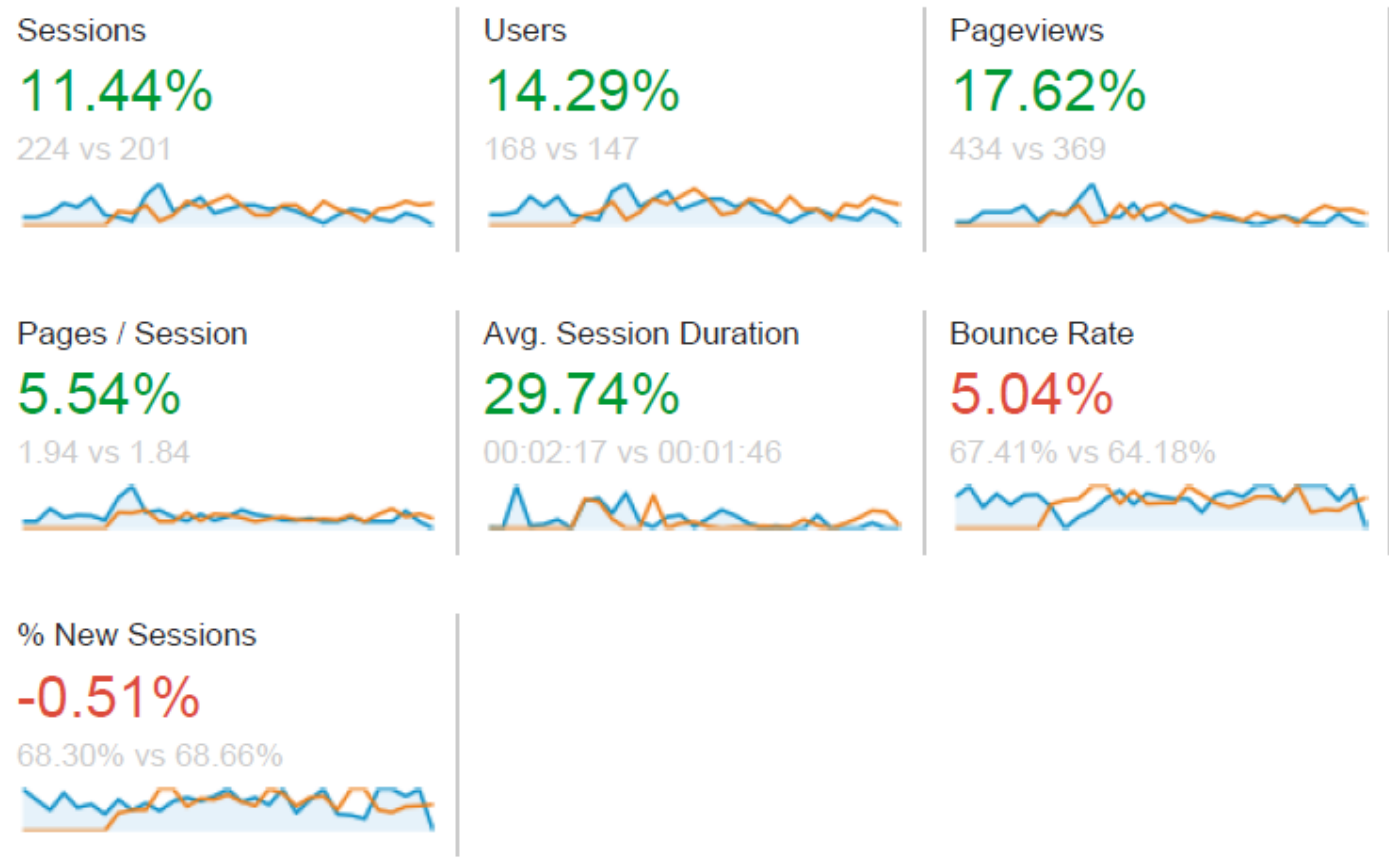
The graphs and figures to the right show that the WCOED website had **23 more total visits** in the month of November when compared to October, but **the number of new visitors decreased slightly by 0.5%.** The **average visit duration increased by 29.7%**.

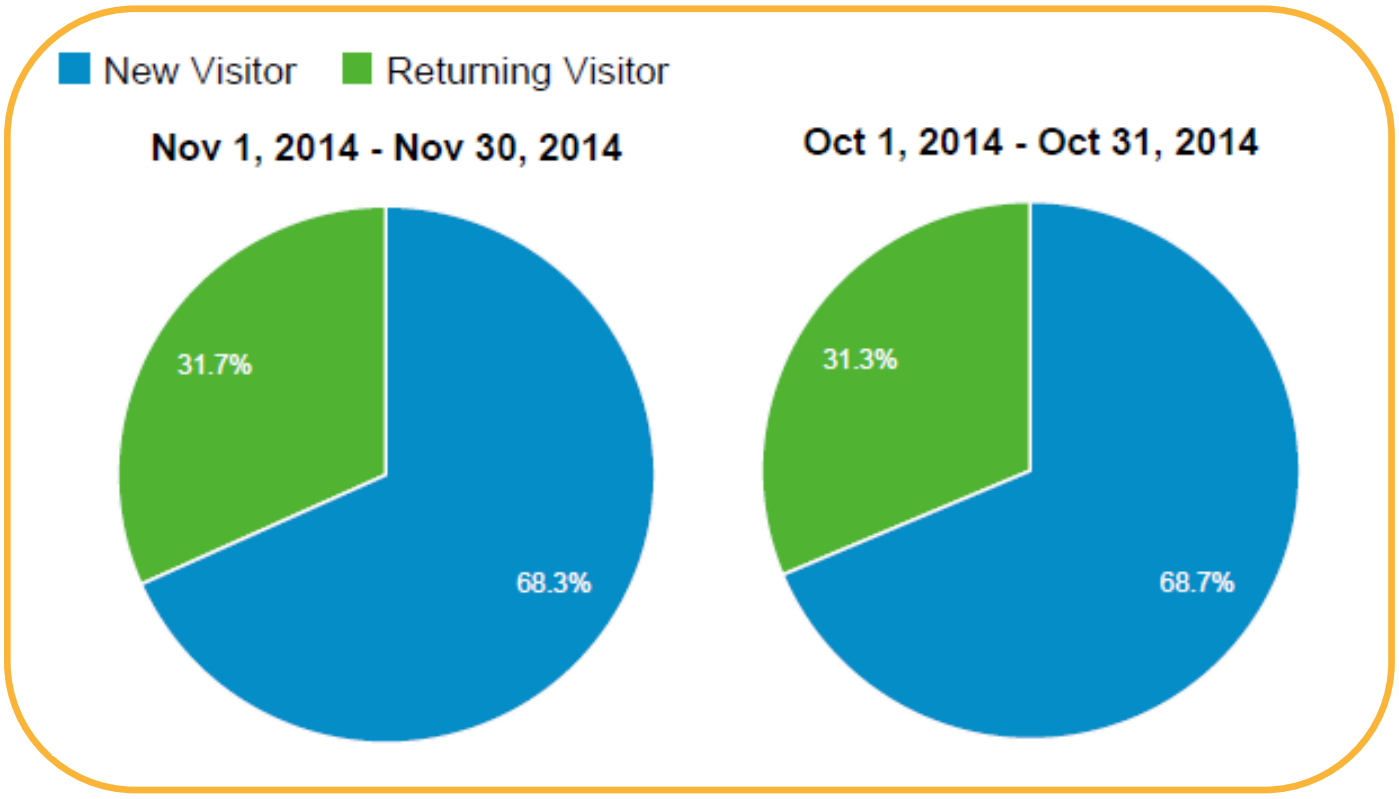
Important items to note for the months of Oct. & Nov.:

- 425 total visits
- 291 new visitors
- 00:02:02 ave. visit duration
- 1.89 pages viewed on average per visit
- Total of 803 pages were viewed by the 425 visitors
- At least 38 of the visits were from mobile devices
- Top 10 cities where visits originated & number of:
  1. Upper Sandusky - 110
  2. Columbus - 25
  3. Sycamore - 14
  4. Findlay - 13
  5. (unspecified) - 9
  6. Tiffin - 9
  7. Carey - 8
  8. Cincinnati - 6
  9. Oak Brook - 5
  10. Curitiba - 4

New Website Activity Comparison

Below is a comparison of the previous two months of activity (October & November) for the new WCOED website. Although due to the bi-monthly frequency of our newsletter, we usually compare the previous two months with the prior two month period, the new WCOED website tacking information became active in October. When looking at the comparisons, it is important to note that tracking activity did not become available until October 7th.





Source: Google Analytics

Ohio E.D. News



Liqui-Box Investing in Ashland, OH Facility

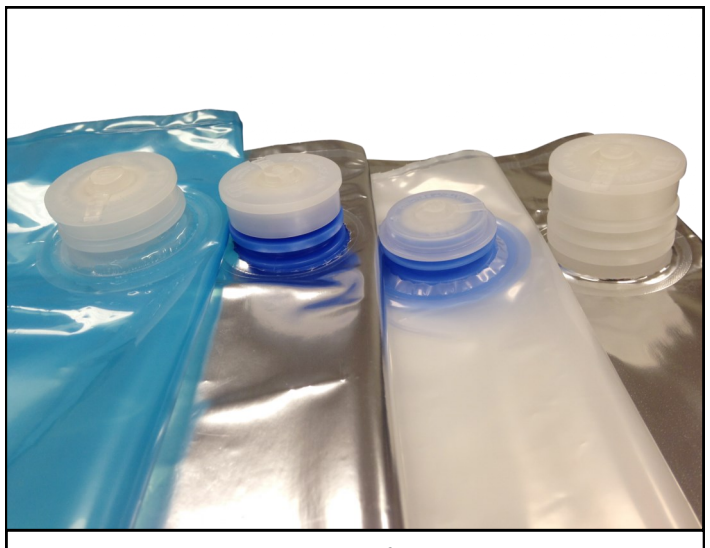
Liqui-Box, a manufacturer of bag-in-box packaging and pouches products, has announced plans to invest at its manufacturing facility in Ashland, OH. This will not be the first recent influx of capital investment into the Ashland facility. In early 2014, the company added new state-of-the-art equipment as well as constructed a Global Technical Center in Ashland. The newly announced project will include the addition of 3 more bag lines and 4 bottle lines. Although the project is an expansion of their Ohio facility, the company is consolidating manufacturing operations from its Elkton, Maryland facility in Ashland. The Ohio expansion will add 40 jobs at the site, and the expected completion is sometime in 2015.



Liqui-Box bag-in-box product

The Liqui-Box organization has been busy this year in terms of operation relocations. The most recent announcement comes after the company sold its manufacturing plant in and relocated its headquarters from Worthington, OH to Richmond, Virginia. Company CEO Ken Swanson stated that move supported "Liqui-Box's plan to enhance capabilities and accommodate the strong growth the company is experiencing for its products and services around the world." The company still maintains "an administrative presence" in Worthington, and also announced plans earlier this year to open a manufacturing plant in Taizhou, China. Liqui-Box is owned by a Houston-based private equity firm, the Sterling Group, and was previously operated as a division of DuPont and Co.

Liqui-Box also has Ohio operations in Upper Sandusky. The local plant is unique as it is the only in the company that produces the vales and fitments that are attached to the bag-in-box products; whereas other locations produce the actual packaging and pouches. Liqui-Box products are abundant in a variety of industries such as the global dairy, beverage, and bulk food markets. They also span a number of applications including fountain beverage syrup, milkshake mix, coffee drinks, pump-able liquid foods, and non-food products such as oils and paints.



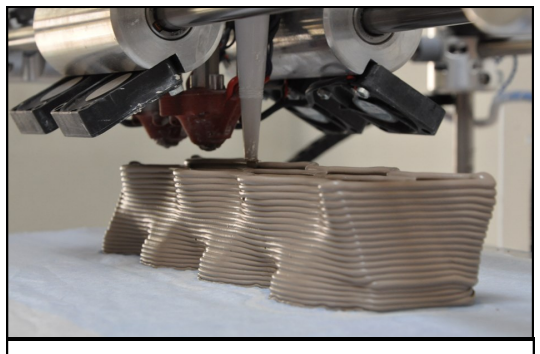
Liqui-Box fitments

Sources: Area Development Online News Desk. (2014, December 4). Liqui-Box expands its Ashland, Ohio, Manufacturing plant. *Area Development Online.* Retrieved December 5, 2014, from website: http://www.areadevelopment.com/newsItems/12-4-2014/liqui-box-manufacturing-facility-expansion-ashland-ohio898123.shtml

Weese, E. (2014, August 6). Liqui-Box sells Worthington plant, moves to Virginia. *Columbus Business First.* Retrieved December 5, 2014, from website: http://www.bizjournals.com/columbus/news/2014/08/06/liqui-box-sells-worthington-plant-moves-to.html

3D Printing to Impact Manufacturing in a Many Ways

There are many stories about the increasingly less expensive 3D printing technology, its different applications, and how it is being used to produce different types of products from automotive components to human organs. There are many other implications of 3D printing to consider other than product applications. For the Ohio economy in particular, one important prediction for near-future impacts from 3D printing will be a large adjustment in manufacturing supply chains, and in particular where customized products can be produced. In a recent article from *The Guardian*, "How 3D printing is set to shake up manufacturing supply chains", the author provides insight into how the projected $16.2 billion market (by 2018) will have an impact on manufacturing and particularly logistics service providers.



3D Printing with concrete

Source: Kaltenbrunner, **H**. (2014, November 25). How 3D printing is set to shake up manufacturing supply chains. *The Guardian*. Retrieved December 5, 2014, from website: *http://www.theguardian.com/sustainable-business/2014/nov/25/how-3d-printing-is-set-to-shake-up-manufacturing-supply-chains*





Mission Statement:

The Wyandot County Office of Economic Development has been established to assist existing local businesses in economic development projects enabling them to remain profitable and competitive. In addition, we strategically research existing supply chains and regional industries to target and recruit new businesses development into the community. Ultimately, it is our intent to help improve the overall economic viability and quality of life in Wyandot County and the various municipalities located therein.

Wyandot County Office of Economic Development

Wyandot County Office of Economic Development

Greg Moon - Executive Director

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www.wyandotcountyeconomicdevelopment.com

A Continued Thanks to Our Supporting Members:

PLATINUM MEMBERS

CLOUSE CONSTRUCTION

CSI CONSTRUCTION

FIRST NATIONAL BANK OF SYCAMORE

VAUGHN INDUSTRIES

VILLAGE OF CAREY

WYANDOT COUNTY COMMISSIONERS

WYANDOT MEMORIAL HOSPITAL

GOLD MEMBERS

AEP OHIO

CITY OF UPPER SANDUSKY

COMMERCIAL SAVINGS BANK

FIRST CITIZENS NATIONAL BANK

CUSTOM GLASS SOLUTIONS BY GUARDIAN

KIMMEL CORPORATION

M.C. DIVERSIFIED

NATIONAL LIME & STONE CO.

NORTH CENTRAL ELECTRIC COOPERATIVE

OHIO POWER SYSTEMS, LLC

REINEKE MOTORS, INC.

ROYNON ELECTRICAL PRODUCTS COMPANY

S&P ALLIANCE, INC.

SCHILLING PROPANE CO.

SYCAMORE TELEPHONE CO.

UNITED COUNTRY WALTON REALTY & AUCTION CO.

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