

ECONOMIC
DEVELOPMENT

2020
REPORT CARD

*Economic Investment
and Activity Recap*

YOUNGSTOWN-WARREN, OHIO

2020

Agency-Assisted Economic Investment Project and Activity Recap

In 2020, economic development agencies assisted with 78 projects in the Valley that resulted in nearly \$3 billion dollars of new investment, 4,191 new jobs and the retention of 1,965 existing jobs.

The combined resources of these entities supported and assisted with infrastructure investment, tax incentives, loans, project coordination, grants oversight, technical advisement, property development and other services. Notable activity is highlighted.

2020 Agency-Assisted Project Totals

Number of Projects	78
Total Investment	\$2,956,016,640
New Jobs Created	4,191
Existing Jobs Retained	1,965

Direct Business Development

- Posted 562 staff-assisted job orders totaling \$134,880.
- Held 30 onsite recruitment events that were valued at \$15,400.
- Serviced 142 individuals with on-the-job training valued at \$636,687.
- Managed 105 Individual Training Accounts worth \$647,194.
- Helped 438 companies raise \$36.2 million in capital investment that resulted in 2,060 new and retained jobs.
- Assisted 12 companies as new business startups, including two startups with acquisition by investors.
- Issued bonds totaling \$30.6 million for two companies.
- Assisted 110 contract actions for companies to secure more than \$21.4 million in local, state and federal government contracts.
- Worked with 127 active clients to identify government funding opportunities.
- Attended 538 one-on-one business retention meetings.
- Held 52 business networking events and opportunities that reached 3,265 attendees.
- Responded to 55 business inquiries and requests for data or regulatory information.
- Increased new client intake five-fold and secured more than \$100 million in investment for clients.
- Provided 182 clients counseling totaling 715 hours in 727 sessions.
- Assisted minority, women and veteran-owned businesses in receiving 23 Ohio Minority Microenterprise Grants amounting to \$230,000 of direct capital infusion and creating a total impact of \$320,000.
- Helped eight businesses receive MBE certification and 10 businesses receive EDGE certification.

Attraction/ Marketing Efforts

Continued to work with leaders around the state and nation to build research, development and operations capacity at YARS and Camp James A. Garfield in Ravenna.

Successfully advocated to protect four C-130J aircraft in the federal budget and positioned YARS as one of only two installations to receive the aircraft.

Implemented marketing efforts that generated 43 leads from non-local entities and 13 visits to the area from companies.

Attended the Consumer Electronics Showcase.

International Exports & Investment

- Facilitated \$10.21 million in export sales growth throughout Ashtabula, Mahoning, Trumbull, Columbiana, Carroll, Stark, Holmes, Portage, Tuscarawas and Geauga counties.
- Enrolled 15 students in the Ohio Export Internship Program to complete summer internships with Ohio companies.
- Assisted export clients with shipments to more than 86 countries.
- Continued collaboration with OH-PA Export Initiative (OPEI), which leverages the region's export resources and supply chains to take advantage of international business opportunities.

Real Estate Development

- Approved 24 design/sign/demo applications.
- Received 23 inquiries regarding downtown buildings.
- Received three city properties to be redeveloped.
- Entered into leases with Ultium Cells for construction of new manufacturing facility in Lordstown and Washington Prime Group for redevelopment of former Sears retail store in Boardman.
- Received a \$1.7 million Federal Aviation Administration AIP grant for the Youngstown-Warren Regional Airport for a snow removal equipment facility and acquisition of snow removal equipment.
- Completed renovations on the 2nd floor of the former Harshman Building in Youngstown for Eastern Gateway Community College.
- Managed and completed contracts for environmental studies, engineering, demolition and new construction at the former Chemical Bank property in Boardman.
- Received \$10,000 Federal Highway Administration grant for CASTLO redevelopment project.
- Managed three construction projects totaling \$2,455,000 at the Youngstown-Warren Regional Airport.
- Assisted Mahoning County Board of Health with building acquisition.
- Maintained available building/site inventory with nearly 200 properties online.
- Created a pipeline of development projects aiming to utilize the Ohio Site Inventory Program.
- Completed more than \$2 million of necessary capital improvements at the Mahoning Valley Campus of Care, which will house special-needs residents.

Transportation & Infrastructure Development

Between July 1, 2019 and June 30, 2020, approximately \$67.9 million in federal funds were obligated for 45 highway, transit and non-motorized projects in the Valley.

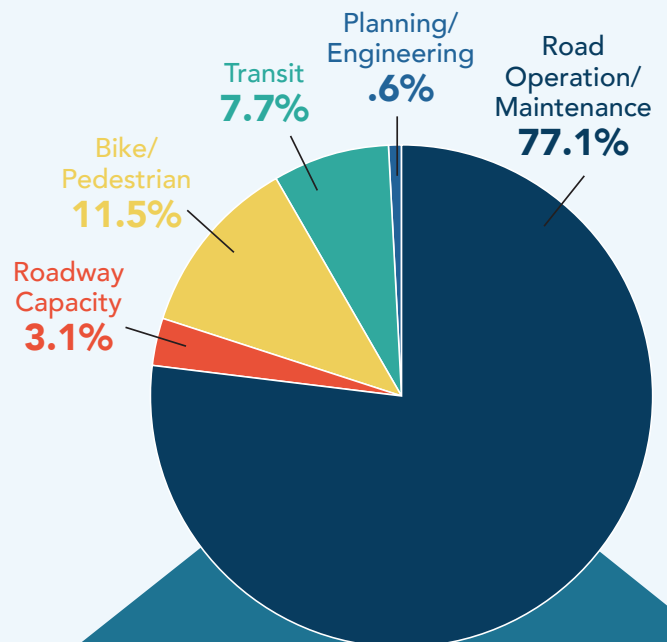
Road Operation/Maintenance	\$52,415,691
Roadway Capacity	\$2,130,750
Bike/Pedestrian	\$7,802,947
Transit	\$5,226,800
Planning/Engineering	\$410,000
Total	\$67,986,188

This amount does not include the local share, which could be as much as 25 percent of the individual project total. The local share was not included as to eliminate duplication with other program investment within this report card.

Source: General Policy Board/Eastgate Regional Council of Governments

Federal Highway Expenditures

(July 1, 2019 - June 30, 2020)



STATE OF OHIO-DISTRICT 6 PUBLIC WORKS COMMISSION (D6PWIC)

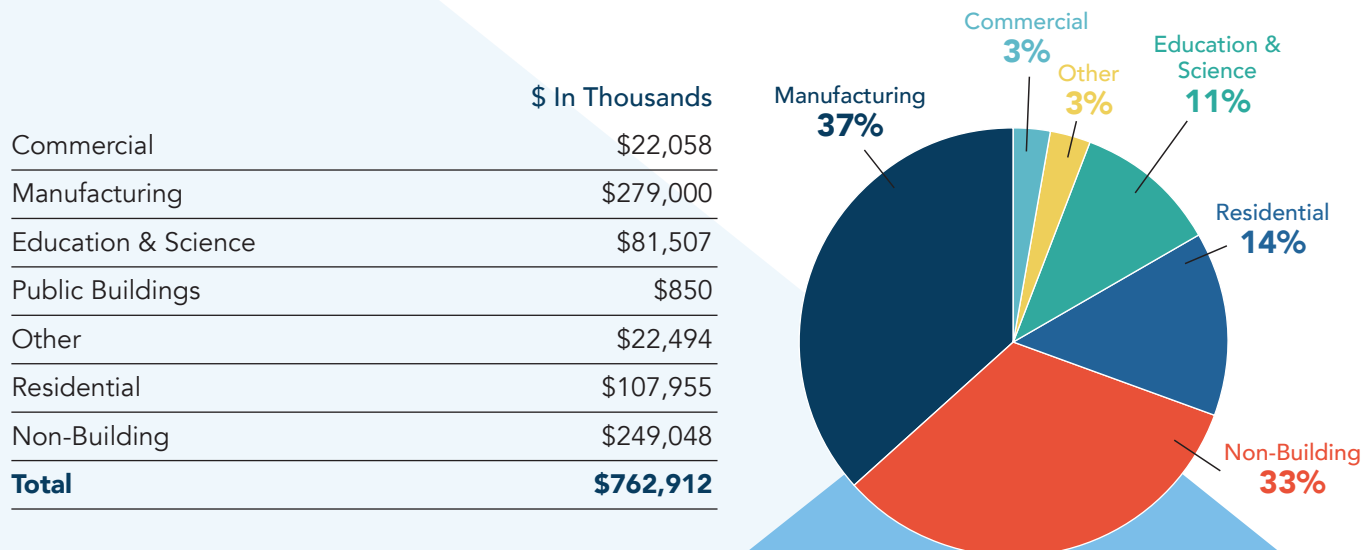
Funding Program	Number of Projects	Total Allocation (loans and grants)	Total Project Amount
State Capital Improvement Program	34	\$ 8,345,661	\$ 26,902,528
Local Transportation Improvement Program	11	\$ 3,329,418	\$ 12,489,888
Revolving Loan Fund	7	\$ 2,905,182	\$ 3,918,512
Small Government Projects	5	\$ 808,187	\$ 1,135,739
Total	57	\$15,388,448	\$44,446,667

Source: D6 Board/Eastgate Regional Council of Governments

Collaborations, Partnerships & Planning Development

- Attended 163 meetings involving development issues.
- Advocated for more than \$5 million of Valley projects to receive funding in the state capital budget and capital re-appropriations bill.
- Highlighted 52 in-demand occupations to assist jobseekers and employers.
- Published the Construction and Procurement Guide as a single source of information to spur business and real estate development in Mahoning and Trumbull counties.
- Promoted additive manufacturing supply chain deployment in the Valley.
- Received grants for two critical infrastructure projects totaling \$1 million in Trumbull County.
- Established a Community Reinvestment Area in the Village of Newton Falls.
- Received \$444,150 in grant funds for the Youngstown Air Reserve Station (YARS) Joint Land Use Study (JLUS) implementation.
- Utilized a \$750,000 Neighborhood Revitalization Grant for street and sidewalk improvements, flood and drainage upgrades and park enhancements in Masury.
- Led local cohort in the Forward Cities Learning Collaborative, focused on strengthening our local equitable entrepreneurial ecosystem.
- Conducted citywide U.S. EPA petroleum brownfield assessment, including 12 Phase I and Phase II environmental assessments, two universal waste surveys and two remedial/clean-up plans.

Area Construction



Source: Dodge Local Construction Potentials Bulletin

COVID-19 Response

The entire world was disrupted by the COVID-19 pandemic in 2020. In an effort to contain the rapidly spreading virus, a near-total shutdown of all businesses began in March, followed by residential movement restrictions. Only specific businesses, deemed by the government to be essential, were allowed to remain open to the public. The list included hospitals, primary medical care providers, manufacturers that produced personal protective equipment and those businesses that supported healthcare, first responders and other services.

Companies transitioned to a remote workforce, laid off employees or completely shut down, depending on their circumstances. Ohio-based companies gradually reopened to the public in late summer, provided they followed tiered guideline and social distancing requirements. At the start of the worldwide pandemic, information was sporadic and difficult for businesses to navigate. Local economic development providers in Mahoning and Trumbull counties united in communication, developed a strategy and provided direct assistance to our local employers. The following list shows the combined efforts of our local agencies to assist businesses with the COVID-19 crisis.

- Continued to provide workforce services by phone and internet.
- Processed 39 forgivable COVID-19 business support loans for Warren businesses, distributing \$118,463 to help with PPE and other related expenses.
- Partnered with the U.S. Small Business Administration (SBA) and hosted Facebook Live event assisting small businesses on how to apply for SBA programs.
- Conducted citywide restaurant and bar focus groups.
- Created and distributed a curated resource guide for businesses.
- Conducted an outreach campaign by surveying for business challenges and communicating available resources.
- Received \$69,000 CARES Act grant for assistance to offset loss in airport operating revenue.
- Held one safety webinar—COVID and the Workplace—reaching 57 attendees.
- Launched the EMERGE program to help Valley businesses successfully emerge from the COVID crisis, as well as the EMERGE Safely pledge, with more than 60 companies signing on to reopen safely by following state guidelines and protocols.
- Provided one-on-one assistance to local businesses to help navigate the opportunities and regulations resulting from the COVID crisis.
- Distributed more than 600 personal protective equipment tool kits.
- Maintained a clearinghouse of COVID information online, with links to appropriate local, state and federal resources.
- Continued outreach to businesses through virtual meetings/events, newsletters and social media.
- Received \$560,000 in CARES Act funds to support Economic Development Districts and commission a regional broadband feasibility study to support rural and urban centers with access and increased speed.
- Administered 120 loans in Paycheck Protection Program, Round 1, totaling \$2.3 million.
- Processed 474 CARES Act loans in Mahoning and Trumbull counties for nearly \$4.4 million, which resulted in the retention of 3,040 employees.
- Contracted with technology firm to create a “buy local” app in support of small businesses.
- Created and hosted COVID-19 Economic Development Task Force.
- Formed partnerships with Technical Assistance Providers and secured \$20,000 from KeyBank Business Boost & Build for the COVID-19 Business Stabilization Program.
- Advocated for passage of legislation that made it easier for businesses to receive Paycheck Protection Program loans, loan forgiveness, COVID-related grants and safeguards against frivolous COVID-related lawsuits.
- Created 50 new jobs and retained 65 jobs through direct outreach.

Participating Development Entities

- BRITE Energy Innovators
- CASTLO Community Improvement Corporation
- City of Warren
- City of Youngstown
- Eastern Ohio Military Affairs Commission
- Eastgate Regional Council of Governments
- Ohio Development Services Agency Minority Business Assistance Center (MBAC)
- OhioMeansJobs - Mahoning County & Trumbull County
- Ohio Small Business Development Center (SBDC) and Export Assistance Network (EAN) of Youngstown State University
- Trumbull County Planning Commission
- Valley Economic Development Partners
- Warren Redevelopment and Planning Corporation
- Western Reserve Port Authority/ Northeast Ohio Development and Finance Authority
- Youngstown Business Incubator*
- Youngstown State University Office of Community and Economic Development*
- Youngstown/Warren Regional Chamber

*Agency did not provide data for the ED Report Card.

Programs & Operations

- Received \$1.34 million in Appalachian Regional Commission federal and state funding for seven projects with a total cost of \$13.6 million in our tri-county district. Projects included infrastructure, workforce training/education and business development, all of which created 34 new jobs while retaining 275 existing jobs.
- Employed nine undergraduate students and one graduate assistant in business and export projects.
- Hosted the annual D.C. Fly-In virtually to create awareness of area issues for state and federal government leaders.
- Brought on inaugural Venture for America Fellow.

Private Projects without Agency Assistance

In 2020, companies invested \$14.4 million without receiving any agency assistance. Information based on publicly released project details includes:

Number of Projects	9
Total Investment	\$14,410,000
New Jobs Created	420
Existing Jobs Retained	0

Accolades

- Received the "Excellence in Marketing and Communications" Award from the Ohio Economic Development Association for the YWRC's coordination of two supplier procurement events on behalf of Lordstown Motors Corporation (LMC). The event attracted more than 600 companies across Ohio, 19 other states and three countries that looked to explore opportunities to become part of LMC's supply chain for the Endurance electric truck.

Total Area Company Investment

In 2020, the Youngstown-Warren region realized a total of more than \$2.97 billion in company investment through expansion and attraction projects.

2020 marks the 14th consecutive year the Youngstown/Warren Regional Chamber has compiled data for and produced the Economic Development Report Card.