



2013 Annual Report of the

Lawrence County Chamber of Commerce and Lawrence Economic Development Corporation



Greater
Lawrence County
Chamber of Commerce



Message From Your Executive Director



Bill Dingus, Executive Director

The longer I am involved in economic development, the more I realize that it must be viewed from a distance and in a multi-year time. In Lawrence County, both the business and governmental leadership appreciates the amount of time it takes for all aspects of a project to come together and the importance of constant movement toward a goal. That understanding has forged a great public-private partnership - The Lawrence Economic Development Corporation, (LEDC). I am privileged to be Executive Director of LEDC, and in that position realize the success of Lawrence County belongs to the many partners including County Commissioners, Mayors, Trustees, Councilmen, corporate and business leaders including manufacturing and banking industries, and hundreds of volunteers, some directly helping LEDC

and others making their community event and the community as a whole a success.

2013 was a great year and many projects that had been in planning for nearly a decade came together. The new bridge connecting Ironton to US 23 near Russell made great strides including, through Ohio H.B. 36, the official naming as the Oakley C. Collins Memorial Bridge as it moves toward its 2015 completion. Ground was broken for a new 79 room Holiday Inn Express in Ironton to be accompanied by a Frisch's Big Boy. At the Point Industrial Park, Orica opened their 87,000 sf. building which was first planned 9 years ago, Intermountain Electronics moved into their new 60,000 sf. building after nearly a decade of looking around the Tri-State to plant permanent roots, and FedEx Ground completed their new 75,000 sf. facility ending a multiyear search for a permanent home to house their expansion. These new buildings were accompanied by massive infrastructure improvements at the Point including the installation of great rail support with Southern Ohio's only public rail scales and the beginning of a new \$4.5 million public port to serve the region.

Travel and Tourism is on the growth as thousands of visitors

participated in events in all parts of Lawrence County. The new Holiday Inn Express in Ironton will provide better support for these events as well as providing an opportunity for the expansion of activities in the Wayne National Forest and Vesuvius Recreation Area.

As 2013 closes, the Proctorville – Rome area is watching the construction of a new Cabell Huntington Hospital outpatient clinic and a Wyngate Senior facility by Chancellor Health Corporation. Also during the year, the Family Medical Center in conjunction with St. Mary's Hospital opened a new medical clinic with dental near Fairland East Elementary to serve residents in Eastern Lawrence County.

The year opened with the closing of The Point's Chatham Steel in January furloughing 23 employees; however, this opened their 50,000 sf. building with two cranes to be marketed for a new company. In September the announcement of McSweeney's Inc. purchasing the building and merging with Jenn-Mar Corporation to offer opportunities for their expansion which provided growth beyond their regular employment that superseded the number of jobs lost with the former building's tenant leaving.

As we embrace 2014, we see additional industrial expansions and believe that growth will occur in all parts of Lawrence County. We find one of the greatest challenges being the identifying of land suitable for industry; however, efforts will be made to maximize jobs on the available lands in Haverhill, Ironton, and South Point while we pursue level land that will work for industry in other parts of the County. Plans are being made to continue the partnership with Ironton building owners to maximize the utilization of existing buildings while exploring opportunities for community expansions in all of

our County. Efforts are underway to position the Point Industrial Park as the Tri-States leader in support of occupational health, business development, and research. A research and development park at the Point is in planning stages and an occupational health center will be similarly pursued. These installations should serve as a catalyst for corporate recruitment to the region. In the area of travel and tourism, LEDC will attempt to lead the way in developing more lodging rooms in both the Wayne National Forrest and the Proctorville Community.

All the LEDC team, the LEDC Board, and all the employees appreciate the tremendous support received during 2013 from both the public and private sectors and look forward to a fruitful 2014.

Sincerely,



Bill Dingus,
Executive Director

Financial Status from our CFO

Economic development growth in the past few years has been a major catalyst for the financial success of The Lawrence Economic Development Corporation and the Greater Lawrence County Area Chamber of Commerce. Both agencies reported continued growth in 2013, showing assets at the end of the year of over \$41,000,000, a 37% increase over last year! The agencies began operations in 1983 with a few thousand dollars and a goal for economic recovery in our region...thanks to dedicated leadership and teamwork those expectations have been realized!

Rapid financial growth along with a multi-million dollar cash flow for numerous construction projects presented many challenges for effective and accurate accounting. To ensure that our agencies are meeting these challenges, the state of Ohio requires that we undergo annual audits from outside auditing firms. We have completed audits for the last four years with no findings... the public can rest assured that we are using these entrusted funds for the benefit of all!



Phil Ramsey,



Jennifer
Evans,

Lawrence County Chamber of Commerce Board of Directors

Board of Directors

2012-2013

Executive Board

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Larry Anderson,

Internal Vice President

Rachel Sargent Bess,

External Vice President

Casey Baker,

Treasurer

Massie Schemmel,

Secretary

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Stephanie Burcham

Sandy Carroll

Mark Compston

Ron Eastham

Bret Hensley

Ralph Kline

Doug Korstanje

Tony Payne

Julie Terry

Tyler Walters

Bryan Gilpin

Board of Directors

2013-2014

Executive Board Members

Larry Anderson,

President

Rachel Sargent Bess,

Internal Vice President

Casey Baker,

External Vice President

Massie Schemmel,

Treasurer

Julie Terry,

Secretary

Board Members

Mark Compston

Bret Hensley

Ralph Kline

Tony Payne

Tyler Walters

Bryan Gilpin

Joe Jenkins

Sandra Blackburn

Tim Parnell

Ted Edwards

Lawrence County Chamber of Commerce

YEAR IN PHOTOS



Swearing in of 2014 Board of Directors



2013 Awards Banquet



Bill Dickens accepts Advocate of the Year Award



Karen Fabiano, ODSA at Legislative Day



Bill Dingus leads a group tour of the Statehouse at Legislative Day



WSAZ's Tony Cavalier speaks Safety Council



Ralph Kline at the Gateway Center Groundbreaking



Rep. Ryan Smith speaking to Lawrence County Students



Mary Oakley, ODSA at Legislative Day



Bill Dingus at Legislative Day



D.R. Gossett at the Chamber Christmas Lunch



Sen. Bob Peterson speaks at a Chamber Lunch



Business After Hours at Hospice of Ironton



Rep. Terry Johnson at Legislative Day

CHAMBER EVENTS

- ◆ February 22, 2013 4th Friday Luncheon at Ohio University Proctorville Center, Speaker Sen. Bob Peterson
- ◆ March 22, 2013 4th Friday Luncheon at Ohio University Southern, Speaker Rep. Terry Johnson
- ◆ April 26, 2013 4th Friday Luncheon at South Point High School, Speaker Sen. Joe Uecker
- ◆ May 9, 2013 Legislative Day in Columbus, Guest speaker David Goodman
- ◆ September 27, 2013 4th Friday Luncheon at Ohio University Southern, Speaker Rep. Ryan Smith
- ◆ October 25, 2013 4th Friday Luncheon at Ohio University Proctorville, Speaker Rich Hernandez with Marathon
- ◆ November 12, 2013 Annual Awards Dinner at Ohio University Southern, Award Winners: Small Business Advocate Bill Dickens, George Patterson Community Servant Dave Milem, Entrepreneur of the Year Ron Lyons, Business Person of the Year Jim Earl, Business of the Year Orica, and Young Professional of the Year Jessica Cornett
- ◆ December 17, 2013 Chamber's Board of Directors Christmas Luncheon at Ohio University Southern
- ◆ Business after hours held at Community Hospice in Ironton

The Chamber Welcomes Shirley Dyer as new Director



Shirley Dyer joined the Chamber staff in October of 2013. With a background in academia and community service, Dyer has been a wonderful addition to the agency. Dyer retired from Marshall University in 2007 and also worked for Senator Bob Plymale of West Virginia. As the new director, Dyer plans to continue promoting businesses in the Tri-State and grow the Chamber membership.

Chamber Membership List-2013

AAA	Bragg's Paint & Body Inc	Dow Chemical Co.
AAA Fire & Water Restoration	Bob Evans Restaurant-South Point	Dr. Candace Duty
Aaron's Products	Briggs Lawrence County Library	Dr. Robert Barnett
Abbott Home Care, Inc.	Buckeye Rural Electric	Dress for Success River Cities, Inc.
Abbott Home Care, Inc.	Burton Payne, M.D.	Duke Energy
Action COACH	Cabell Huntington Hospital	DVR Inc.
Advantage Toyota	Cardiovascular Imaging Services	Early Construction
Akers Paving, Inc	Casa Grande, Inc.	Eastham & Associates
Allman Giovanni's Inc	Catering With Joy	Edward Jones Investments
Allyn's Jewelers	Charlie's Tires	Edwards, Klein, Anderson & Shope
Alpha Control	Chatham Steel Corporation	E.L. Robinson Engineering
America's Styrenics	Chesapeake Lions Club	Elkins Creek Horse Camp & Tack Shop LLC
American Electric Power	Chesapeake Schools BOE	Engines, Inc. of Ohio
American Health Centers	Chick-fil-A	Fairland Local School District
America Red Cross	Cintas Corporation	Fibernet LLC
AT&T	Citizens Deposit Bank	First Sentry Bank
Anderson & Anderson	City National Bank	Flower Shop
Appalachian Family & Children	CJT'S Customer Apparel	Fluid Component Services
First	Close to Home III	Foodfair Markets
Armstrong Utilities	Collection Services, Inc.	Forth's Foodfair Markets
Ashland Alliance	Collins Career Center	Foodfair Markets
Ashland Community & Technical College	Community Action Organization	Foundation for the Tri-State Community
Ashland Office Supply	Community Home Health Care, Inc.	Freedom Choice Benefits
Ashland Physical Therapy/Tri State Rehab	Community Hospice of Southern Ohio Inc	Freeman Roofing & Const.
Attitude Aviation Inc.	Robert H. Compton	Frontier Communications
Barcus Pool Supplies	Conley Painting	Fruth Pharmacy
Bailey, Raymond	Convention and Visitors Bureau	Gilpin's Creative Trophies & Awards
Balestra, Harr & Scherer, CPAs, Inc.	Creative Financial Solutions	Glockner Auto Credit of Chesapeake
B W C Trucking C., Inc.	Curry & Johnson Heating & Air Conditioning	Goodwin Family Foods, dba Little Caesar's
Bellefonte Country Club	DC Tree Service	Great Lakes Minerals
Bentley Associates	D. J. Manufacturing	Gregory Prater, DDS, Inc.
Big Brothers Big Sisters of the Tri-State Inc.	D & R Metal and AG Supply	Guy's Floor Covering
Big Sandy Superstore Arena	Dawson-Bryant LSC	H & R Block
Bob Blankenship	Development Enterprises-Ceredo LLC	Haley Equipment Co.
Bel Resources, Inc	Desco Federal Credit Union	Hall Funeral Home
Russell Inn Investors dba BEST	Dianne Clement	Hansen Tacker Company
WESTERN River Cities	Donald Capper, Judge	
Bob Clyde Chevrolet, Buick, GMC		

Chamber Membership List-2013 (continued)

Hatcher's Greenhouse Inc	Lawrence Co. Auditor	MSC Industrial Supply Inc
Health Management Solutions, Inc.	Lawrence County Board of DD	Mullins Construction Company Inc.
Heartland of Riverview	Lawrence Co. Clerk of Courts	Muth Lumber Company
Hecla Water	Lawrence County Commissioners	NECCO
Heffner Excavating	Lawrence County Coroner	Netranom Communications
Heiner's Bakery	Lawrence County Engineer	ODJFS
Herald Dispatch	Lawrence County Recorder	Ohio American Water Company
Holzer Clinic	Lawrence County Senior Services	Ohio Rehabilitation Services Commission
Hood Realty	Lawrence County Treasurer	Ohio State University South Centers
Horizon Telecom	Lawrence County Transit	Ohio University Southern
Hospice of Huntington	Lawrence Co. Historical Society	Ohio University Proctorville
Huddleston Bolen LLC	LEDC Treasurer	Ohio Valley Bank
Huntington Regional Chamber of Commerce	Lawrence-Scioto Solid Waste Management	Old Colony Company, Realtors
Huntington Symphony Orchestra	Leadership Tri-State	Old Colony Company, Realtors
Huntington WV Area Habitat for Humanity	Daniel Lester	Operation TLC
Hurley Insurance Agency	Liberty Federal Savings Bank	Our Lady of Bellefonte Hospital
Industrial Sanitation	Liebert Corporation	Paris Inc dba Paris Signs
Information Technologies	Liebert Corporation	Patriot Emergency Medical Services
Ireland Lawrence, Ltd.	M & K Maytag Home Appliances	Pauley's Construction
Ironton Associates	M & M Inflatables	Peake Office Solutions
Ironton Artist Association	M & M Mailing Co., Inc.	Phillip's Funeral Home
Ironton City School District	M & M Realty Services Inc	Pickett Concrete
Ironton In Bloom, Inc	M&M Service/ Mid Valley Supply	PNC Bank
Ironton Physical Therapy	MADHU LLC	Point Industrial Park
Ironton Tribune	Manpower, Inc	Ponderosa
ITT Technical Institute	Marathon Petroleum Company LP	Prestera Trucking
J&H Construction	Mattress Warehouse	Printing Express
J & J General Maintenance, Inc.	Mayor of Ironton	Pritchard Electric
Congressman Bill Johnson	Mayor of South Point	Proctorville Animal Clinic
Ironton District Office	McDonald's of Chesapeake	Professional Safety & Supply LLC
Jeff Hutchison Insurance Services	McGinnis, Inc.	Pyro-Chem
Jenkins Fenstermaker, PLLC	McGuire Realty Company	RW Rental & Supply
Jim's Termite and Pest Control	McSweeney's, Inc.	RDI Construction Inc.
Joshua K. Bailey	Meyers & Neville	Ray Dutey
JVC Metals Co., LLC	Millwright Local #1519	Raymond James Financial Services
Kincaid Enterprises LLC, dba	Minova USA	Reliable Staffing Services LLC
Kincaid Micro	Morton Buildings, Inc.	REMAX Realty
King's Daughter's Medical Center	MSCNS (Mountain State	
Kirby Milem Outdoor Advertising	Computer Network Solution	
	Mountwest C & T College	

Rep. Terry Johnson	Southern Ohio Behavioral Health	Valvoline Express Care
Rep. Ryan Smith	Southern Ohio Medical Center	Village Floor Covering
ResCare Home Care Inc	Beford South Point Ford Inc	Village of Coal Grove
Rick Eplion Paving	South Point Local School District	Wal-Mart #1478
Riedel-Wilks Building Structures Inc	South Point Storage LLC	Ward's Service Center Inc
Riley Development	Southern Hills Inn	WCHS-TV/Fox-11 TV
River's Bend Health Care, LLC	Sparetime Recreation	Wayne National Forest
Riverview Bed & Breakfast Inn	So. Ohio Procurement Outreach Center	Weber Financial Services & Wealth Mgt.
Riverside Insurance Resources	Spectrum Family & Youth Outreach Services	Jim Weber Insurance Agency Inc
Riverwalk Land Development	Spice of Life Catering and Events	Weber's Florist & Gifts
Riverside Physical Therapy	Spiggs Distributing	Wells Fargo Advisors
Robert C. Byrd Institute	Staley's Pharmacies	Wells Fargo Insurance Services of Kentucky Inc
Robert Payne, CPA	Stay Well Chiropractic, Inc.	WesBanco
Robinson Contracting Inc	Stephens and Son Insurance Agency	WesBanco
Rock Hill Local School Dist.	Superior Marine Ways, Inc.	Western and Southern Financial Group
Rolo Excavating & Contracting Inc	Sunoco Chemicals	Hart Paul Developer
Rumpke	Sunset Nursing Home	Wise Choice Catering
Saddle Ridge Farm	Supermedia	WLGC Radio
Safeguard Business Solutions	SVT Body Transformation Center	Workforce Dev. Resource Center
Sam's Club	Symmes Valley Local School District	Workplace Solutions LLC
St. Joseph & St. Lawrence Catholic Schools	Tackett's Body Shop	WOUB
St. Mary's Medical Center	The Ohio SBDC at Ohio State University	
Security America	The Sanctuary of the Ohio Valley	
Shawan Marquis Agency, Inc.	The Wells Group	
Scherer Mountain Insurance	Three Gables Surgery Center	
Schneider-Griffin Funeral Home	Time Warner Cable	
Scott-Gross Company Inc	Todd Shelton	
Service Glass Company of Huntington, Inc.	Tony Burge Consulting	
Sen. Bob Peterson, 17th District	Topping's Commerical Services	
Shawnee State University	Tracy Brammer Funeral Home	
Development Foundation	Tractor Supply	
Sen Tom Niehaus	Tristate Energy Solutions	
Shawn Walker & Associates, Architects	Tri-State Bible College	
Sheriff's Office-Lawrence County	Tri State Airport Authority	
Shred Devil LLC	Tri-State Industries, Inc.	
Sherwin Williams	Tri-State Nurseries	
Simon Kenton Council, Boy Scouts of America	Tri State Restoration Inc. dba	
Skyboards LLC	Servpro Of So. Scioto & Law Co	
Slack & Wallace Funeral Home	US Bank	
Snak Shak LLC	United Way of the River Cities, Inc.	
Southern 52 Excavating Inc.		

Lawrence Economic Development Corporation

The Lawrence Economic Development Corporation (LEDC) was established in August of 1983 to address the economic needs of Lawrence County, Ohio. The LEDC was one of the first economic development agencies to recognize the value of consolidation of resources under one agency umbrella. As a result of the coordinated efforts of the community leaders, the Greater Lawrence County Area Chamber of Commerce (The Chamber) was created with the merger of two small volunteer organizations and joined the LEDC in a single, centrally located facility in South Point, Ohio. The two organizations maintained their separate identities as single incorporated agencies with the Chamber serving the needs of existing business and industries and the LEDC providing the services necessary to recruit and retain industry and business. The agencies' services complement one another and during the past 25 years of continuous service, the consolidated agency has proven to have great merit in the Appalachian county. It is from this joint agency that multiple services

are provided. The cost effective, professional operation attracted the attention of the Tri-State community and was a contributing factor in the City of Ironton, Ohio and City of Huntington, West Virginia applying for, and receiving, an Urban Empowerment Zone designation.

The Executive Director and the staff of the LEDC served on numerous state and local committees and functions during 2013, including, but not limited to the following:

- Chamber of Commerce Executives of Ohio
- Community Action Organization Board
- Sunoco Citizen Advisory Panel
- Empowerment Zone Executive Board
- Foundation for Appalachia Ohio
- Institute for Local Government Administration and Rural Development
- KYOVA Planning Commission
- Lawrence County Department of Jobs and Family Services
- Lawrence County Planning Commission
- Lawrence County Port Authority
- Leadership Tri-State

- Ohio Economic Development Association
- Ohio Rural Development Partnership
- Ohio Valley Regional Development Council (OVRDC) Nominating Committee
- OVRDC Caucus
- Region 7 Advisory Board
- Transportation Review and Advisory Council
- Workforce Development Resource Board
- The LEDC and its staff was actively involved in many local activities including, but not limited to:
- Charitable City Missions Fund
- Chesapeake Lions Club
- Development of Inland River port
- Development of The Point Industrial Park
- Empowerment Zone
- Friends of Ironton Community Service Organization
- Ironton Lions Club
- Ironton Rotary Club
- Ironton In Bloom
- Lawrence County Planning Commission
- Legislative Committee
- Monthly Chamber Membership Functions
- Natural Resources Committee
- Ohio Rural Development Partnership

Retention and Expansion Committee
 Transportation Committee
 Tri-State Airport Board
 Tri-State Regional Airport
 US-China Economic Development and Trade Council
 Workforce Development
 Workforce Development Planning and Strategies Committee

LEDC staff continues to remain active with the Region 7 Advisory Commission and through the continued partnership with the Ohio Department of Development, has played a major role in the attraction of new businesses, as well as the expansion of existing industries. LEDC has valued the excellent support from our fed-

eral and state legislators. The legislators have been outstanding economic development supporters, and Lawrence County has benefited greatly by their active participation in this district.

2013 Milestones

2013 marked another great year in the growth of our community. Lawrence County flourished in the diverse number of projects that will result in a large number of new jobs created for Southern Ohio.

Several new companies expanded into Lawrence County including:

- Orica
- Intermountain Electronics
- EMS
- FedEx Distribution

The jobs created by these companies will bring the total jobs in the Point Industrial Park over the 500 mark.

LEDC was also given the task of partnering with the City of Ironton to oversee development of the Ironton Industrial

Park as well as other industrial and business sites that are available for market within the city limits.

Through a partnership with the Economic Development Authority, KYOVA, Ohio Department of Transportation, the State of Ohio, and Lawrence County Commissions, our agency continued the development of the River Port Intermodal Facility along the Ohio River. The rail to road loading/unloading facility was fully constructed and work on the river port dock is underway. Completion of the project is expected in June of 2014.

LEDC also began to expand development into the foreign market. With the full activation of the Foreign Trade

Zone, LEDC is currently working through EB-5 certification for international business recruitment.

By forging a partnership with the City of Ironton, CAO, Lawrence County Port Authority, and the County Commissions,

Lawrence County announced the redevelopment of the Gateway Center. The community broke ground on a Frisch's Big Boy Restaurant and Holiday Inn Express in November of 2013.

For more information regarding LEDC, please contact:

Bill Dingus, Executive Director
dingus@ohio.edu

Viviane Vallance, Associate Executive Director
viviane@ledcorp.org

LEDC Expands Internationally: Germany Development Trip

With wide-open spaces, tight-knit rural communities and industry the economy's driving force, the German state of Bavaria looks similar to the river communities of Southern Ohio. At least that is what Bill Dingus, executive director of the Lawrence Economic Development Corporation, said after returning from a business trip to Germany.

"If you look across Europe, Germany is leading the way," Dingus said.

"Much of the business in the Bavarian area of Germany is located out in small rural areas. If you look at the lay of the land, with its large areas and inland waterway, they are very similar to us."

Dingus, along with LEDC associate director, Viviane Vallance, consultant Jeremy Burne and Carl Darling, LEDC President, travelled across Germany for two weeks in July to learn the ways of German business and see about bringing some of that business to Southern Ohio.

Vallance, like Dingus, said that Germany was selected because of its leadership in European business. "After completing an international market study, Germany was the best fit for Southern Ohio," Vallance said. "Their small- to medium-sized manufacturing and fabricating industries are similar to the industries that al-

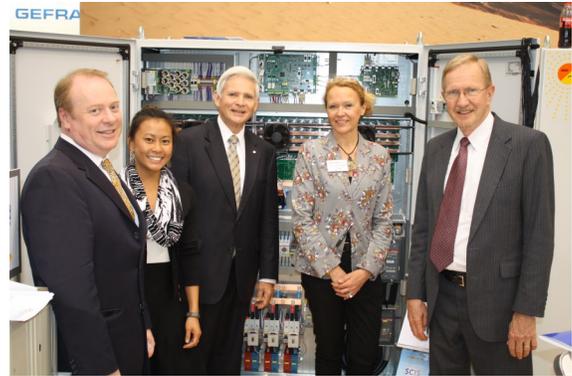
ready exist here."

The commonalities in business and culture and the proximity to the supply chain in the auto, steel, manufacturing, and energy industries were the main selling points the group hoped to capitalize on, Vallance and Dingus said. They said continuing to grow business in non-urban areas is important to economic growth.

Perhaps the largest similarity between the two areas is the utilization of an inland waterway. Dingus said watching container boats will the river there, he could easily imagine himself looking out onto the Ohio River.

"Seeing their use of the inland waterway, I thought we could do that and more," Dingus said. "There were so many containers being moved over there on a river more narrow than ours. The Ohio River is probably one of the best rivers in the world for transport and I think we need to work on using it to its fullest potential."

Another part of utilizing waterways, is building up port communities that support the industry, Vallance said.



LEDC at the Intersolar Conference in Munich, Germany

She said one of the things that impressed her the most about their trip was seeing how the communities embraced business and industry along the river ports instead of forcing to the outskirts.

"It was interesting to see how all aspects of the community embraced business development along the trade routes," Vallance said. "In Germany, it is common to see restaurants in the same area where containers were loading and unloading. A logistics training center exists in the same area as a running trail. You really didn't have any 'not in my backyard' issues because the people understood the port logistics industry was bringing jobs to the area." This concept was something the group was not expecting, Dingus said. He said seeing recreation, apartments and industry successfully coexisting was a philosophy worthy of emulation.

Another philosophy worth looking into is utilization of different types of energy, Dingus said. He mentioned Germany's heavy use of solar energy and said Southern Ohio has been found a good area to implement that technology.

"I see using solar energy as a us



Port development site in Hamburg, Germany

showing we are willing to embrace other views and values,” Dingus said. “Just like I want to make better use of our inland waterway as the Germans do, I want to see if solar energy is a good fit for us. If we are going to pursue new business opportunities with other countries, we need to at least explore things, like solar, that they have embraced totally.”

Current state legislation is moving toward helping Southern Ohio, and the rest of the state, further embrace German business philosophies, Dingus said. He said the state moving toward giving the private sector a more vocal position in vocational schools and programs is a successful model already in place in Germany.

The LEDC oversees multiple training programs already, including a truck-driving academy with a high placement rate, Dingus said. The Ohio Strategic Training Center trains welders to work with the various metals commonly used throughout the region.

“I think Germany’s partnership with

the Chamber of Commerce, the vocational schools and the industry creates a three-legged stool that gets great balance,” Dingus said.

“We don’t have that right now, but we are moving toward it. We recently received a \$1 million grant for the Ohio Strategic Training Center’s welding program whose goals and outcomes will be set by the industry.”

Working with the industry is key, Dingus said. He said when vocational programs reflect what the industry needs, students are more apt to move on to good paying jobs.

And that’s what the trip to Germany and all other economic development efforts in Lawrence and surrounding Counties are for, Dingus said, creating jobs and improving quality of life throughout the region.

The LEDC has not slowed down since returning from Germany. Dingus and Vallance said plans to bringing Ger-



LEDC discussing the future of energy storage in Munich, Germany

man business leaders to Lawrence County are already in the works and they are looking at international conferences to attend and present the value of the Southern Ohio River Port. Dingus said the future is limitless in Southern Ohio and he hopes the LEDC can lead the way in economic development of the region.

2013 Board of Trustees

Executive Board:

Carl Darling,
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Diane Clement,
Vice-President
Rick Slack,
Secretary
Dan Mooney,
Treasurer
Dan Evans,
2nd Vice President
Doug Korstanje,
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Gary Simpson
Larry McDaniel
Ronald West
Rick Blankenship
Robert Blankenship
Jason Stevens
Doug Cade
Terry Porter

The Point Industrial Park



Jeremy Clay,
Director

One need only spend a few minutes driving through The Point to realize that 2013 was a tremendous year of activity

and growth for southern Ohio's premiere industrial park. There is an exciting bustle of new industry settling in, new buildings under construction and future projects in the making.

Aggressive development of spec buildings has enabled LEDC to offer well-designed and constructed facilities to major businesses. To date, Spec Buildings One, Two, Three, Four, Six, Seven and Eight have been completed and currently house successful companies. LEDC also completed a 30,000 sq.ft. Spec building known as Spec Five, which is currently ready for occupancy. At present, the park is home to thirteen businesses: Engines Inc of Ohio, Mid Valley Supply, Calgon Carbon, Applied Technologies, M & M Mailing, Merciers Inc., Liebert Corporation, PRD Technologies Inc, R & W Rental and Supply, Orica, Inter-

mountain Electronics, Fed Ex, and JennMar-McSweeney's.

Early in 2013, The Point welcomed the opening of Intermountain Electronics out of Price, Utah. In March, LEDC completed the 65,000 square foot facility complete with four 15-ton cranes and a two-story office block. Then in June, FedEx Ground opened in the 75,000 square foot facility built by their developer, Scannell Properties. FedEx will prove to be a great addition to the park, as the "FedEx" name alone should generate much attention for the site as well as the benefit its services will provide to local businesses.

In 2011, LEDC completed a 60,000 square foot shell structure referred to as Spec building 4. This facility is now the home of Orica. Responding to the customer's needs, we expanded the facility to 87,850 square feet and the new plant will employ 145 people including 75 new employees. The facility began operation in November but full operation is not expected until January 2014.

In 2013 LEDC focused its efforts on connecting with the



river to complete the last component of its inter-modal facility. Further river development is broken down into two major ongoing projects. The first is the rehabilitation of an existing one million gallon tank that has been out of service since 1996. This tank connects the industrial park to the riverfront, providing transfer of bulk liquid products. The project was awarded in September and should be completed by May of 2014. The second project involves the construction of a sheet pile dock along the Ohio River to move large items from the river to either truck or rail. This project was awarded in September to Southern Marine and is sched-

uled for completion in June of 2014. A national barge company already located in southern Ohio has agreed to manage this facility and will oversee the unloading of goods from barge to road by boom crane or other necessary means. This will complement the existing rail transfer facility, thus providing companies within The Point and throughout the tri-state area the capability to ship product by all three modes of transportation.

LEDC and the Lawrence County Port Authority have already secured general Foreign Trade Zone (FTZ) status for The Point. This status allows foreign products to be stored or serviced in the park with no tariff fee. FTZ status along with complete inter-modal access will afford local businesses a competitive advantage. LEDC's long-term vision includes the possibility of constructing another river dock with a larger crane as more industries recognize the value of cutting shipping costs through the use of our inter-modal facility.

We are excited about two projects currently under construction. Ken API is consolidating their Chesapeake and Ashland locations into one large 30,000 square foot facility that

should be completed early first quarter 2014. AEP is also building its service center for Lawrence County in The Point. They anticipate completion by late 2014.

Future plans include moving forward in the completion and establishment of a fully functional port facility. Furthermore, aggressive marketing strategies are underway to both lease Spec Building 5 and bring other interested businesses and jobs to The Point. We are excited about the progress being made to transform The Point into a premiere industrial park for the State of Ohio and anticipate the enhanced quality of life this site brings to our region.

For further information regarding The Point Industrial Park, please contact:
 Jeremy Clay, Director
jeremy@ledcorp.org



Orica Comes to The Point

In 2013, we welcomed to The Point our largest new tenant to date, Orica. Formerly Minova International, Orica is the world's leading provider of products, services and solu-



Orica recruits jobs locally at The Chamber

tions for overcoming the challenges of controlling roof and strata in underground environments. The South Point plant produces a wide range of steel



Interior view of building

products, including bolts and plates used in the underground mining, tunneling and civil engineering fields.

Bringing Orica to the industrial park is a prime example of LEDC's willingness to work with interested companies to adapt available facilities to meet their specific needs. In 2011, LEDC completed a 60,000 square foot shell structure referred to as Spec Building 4. Aggressive marketing targeted prospective business tenants and the discussions developed. Minova had a smaller operation in Proctorville and plans were to roll this plant into the parent company, Orica, and expand its production if an appropriate facility could be found. To accommodate Orica's vision, LEDC constructed a 20,000 square foot addition to the Spec 4 building to provide the necessary manufacturing space along with a 7,850 square foot wing for offices.

In September, LEDC turned over the keys to its new tenant. Orica retained its 75 existing jobs and began its efforts to hire 70 more employees over the next three years. Orica hosted a job fair at the Chamber of Commerce and the hiring process began. Inter-



Orica hosts LEDC Board for tour

views primarily focused on maintenance technicians, production lead operators and production operators. As 2014 unfolds, Orica has established its presence in the industrial park and continues to enhance its economic impact on the tri-state region and beyond.

Southern Ohio Procurement Outreach Center

The Southern Ohio Procurement Outreach Center's (SOPOC) purpose is to identify business firms that are qualified to sell their goods and services to the Department of Defense (DoD), other federal agencies, and state government programs. This process can result in a stimulation of the economy, which leads to economic growth, and creation of jobs. Currently, the SOPOC serves an area referred to as the Region 7 South Central Ohio Business Development Center Consortium which includes the counties: Adams, Brown, Gallia, Highland, Jackson, Lawrence, Pike, Ross, Scioto, and Vinton. The SOPOC continued reaching out to small businesses in all of the ten counties it serves.

SOPOC's fiscal year runs from August 1st to July 31st. As always, the counselors met with economic development directors, key chamber personnel, and business development representatives throughout the region to educate them on the services available from the SOPOC and to solicit their support in engaging potential clients. Counselors have contacted and met with new and existing small business clients to help them with various registrations and assist with the various components of the bid/award process. They also sponsored 15 small business workshops and co-sponsored 14 for this fiscal year.

Services offered by SOPOC include assistance in a variety of areas:

- ◆ Completing required registrations; e.g. Central Contractor Registration, Online Representations

and Certifications, Ohio Vendor Registration

- ◆ Identification of small business designations and help with certifications; e.g. HUBZone and EDGE certifications, Veteran-owned business, Woman-owned business, Minority-owned business
- ◆ Bid-Match service which searches major websites for agency solicitations and awards
- ◆ Development of a "Capability Statement" that highlights company assets and strengths along with special designations and certifications
- ◆ Marketing assistance to target agencies and prime contractors that purchase goods and services from client's small business





program year was 128! This includes: 99 prime contracts –and 29 subcontract awards received by small businesses. Clients were awarded contracts to build utility lines, make tent poles for

- ◆ Cultivating relationships with local buying agents to assist referrals and networking opportunities for small business clients
- ◆ Presenting workshops on selling to government agencies and hosting workshops in which local contracting agents communicate the “how to” of selling to their agency
- ◆ Hosting match-making conferences where small businesses can meet directly with a variety of buying agents
- ◆ Assisting clients in developing an effective marketing strategy with strong emphasis on helping in the creation of a strong web presence

the DoD, construct public schools, roads, and buildings, assemble sandbags, perform janitorial services, manufacture parts for military components for the DoD, repair and build roofs for public housing projects, sell electrical supplies to military and state agencies, and to perform maintenance, health, and landscaping services, and catering.

The SOPOC department is reporting \$28,549,873.47 in contract award revenue for our clients this program year with approximately 500 jobs created/retained!

We received the highest rating of “Outstanding” on our audit, which was done on February 26th, 2013.

SOPOC serviced 397 small business clients this year with over 713 counseling sessions (46 initial counseling sessions & 667 follow-up counseling sessions.) The total number of contracts awarded for the

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Ohio Strategic Training Center



Dr. Scott Howard,
Executive Director

The first full calendar year of operation for the Ohio Strategic Training Center (OSTC) has been both challenging and exciting. OSTC has been extremely fortunate to work with a governing board and business partners who provided valuable strategic direction during

the critical startup months. We are pleased to have developed a number of strategic partnerships, provided training programs for area businesses and government entities, received a state budget earmark to develop portable welder training solutions, and secured contracts to conduct job forecasting studies for the region.



Due to the shortage of trained licensed truck drivers, OSTC's very first initiative was the

establishment of a Truck Driving Academy at The Point Industrial Park. Partnering with Southern State Community College, a longtime leader in quality truck driver training, the program includes Class A and Class B CDL training. To date thirty-eight students have enrolled in



the program, many of which are now employed. From the very first day of op-

eration, OSTC received encouragement and support from the governing board and business

leaders to pursue the development of portable welder training solutions for the region. With support from local business and state elected leaders from the region, OSTC received a \$1,000,000 state earmark to develop portable welder training facilities and programs. Lorain County Community College, a national leader in welder training and home to Weld-Ed-- a National Center for Welding Education and



Training, agreed to partner with OSTC to bring customized training programs, a short-term technical certificate, a one-year welder operator

program, and a two-year associate degree in welding technology to The Point Industrial Park. Other strategic partners involved in the program include the Edison Welding Institute and Real Weld Systems Inc. Design plans are currently under way to construct welder training facilities utilizing large shipping containers, thereby making the training facilities movable from location to location as the demands dictate.

Working with our partners, OSTC provided training programs for the following companies and government entities: Intermountain Electronics, McSweeney's Inc., Superior Marine, Merciers, Valero Renewable Fuels, City of Huntington, and the Huntington Sanitary Board.



Supported by a grant from the Local Government Innovation Fund, the Lawrence County Port Authority contracted with

OSTC to conduct an employment needs assessment. Working with business and government partners, the purpose of the project is to study and assess job training needs in the region and create training programs in areas where employment opportunities exist as well as in areas where opportunities will be available in the immediate future.

The Ohio University Regional Campus System contracted with OSTC to conduct a customized job forecasting study designed to help each campus prioritize offerings and training programs that will provide the greatest economic benefit to their respective service area. The study will include identification of the most critical industries for the region's economy, the most critical occupations of those industries, and the most important skills needed for success in those occupations as well as a thorough review by a panel of industry experts.

Looking forward, OSTC expects to have a very busy year. Portable welder training facilities will be completed and equipped, local staff will be employed, and a minimum of two welder training cohorts will be under way by spring 2014. Program expansion is expected to continue as long as welder demand exists. Utilizing the portable facilities, new state of the art equipment, and technical expertise provided by our partners, OSTC will be well equipped to offer customized industry specific welder training at the business or industry site.

OSTC will focus on adding additional workforce training programs for the region and beyond. The job forecasting studies along with input from business and government leaders will be utilized to determine workforce training needs that will likely yield the greatest potential for job growth and the well-being of local households.

Working with our consortium partners, we will explore resubmitting the \$25,000,000 Trade Adjustment Assistance grant proposal designed to expand the state's capacity to meet welder training needs.

As we expand our training programs, particularly in the skill areas, we will also explore the possibility of adding additional facilities.

Building on the successes of the previous year, I'm certain 2014 will another great year for OSTC.

For further information regarding the OSTC, please contact:

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Convention and Visitors Bureau

The Lawrence County Convention and Visitors Bureau (CVB), established by the Lawrence Economic Development Corporation in 1983, is in charge of promoting travel and tourism in Lawrence County, Ohio. The CVB still averages over 350 inquiries per month and serves as the county's tourist information center along U.S. Route 52. Although the only source of funding utilized by the CVB is through the Lawrence County Hotel/Motel tax, the Bureau functions productively with a department director and several volunteers throughout the community organizing and marketing events and attractions.

The primary function of the CVB is to market the entire county to potential visitors statewide and nationwide. In keeping up with yearly publications, an annual calendar of events is published each year to market Lawrence County's major events. After the publication is designed and printed, the events are also logged and updated into our state's travel and tourism websites: discoverohio.com, trave-lohio.com, and appalachianohio.com. Events placed on these sites in 2012 included the following as well as many other smaller events in which the CVB helped in either planning and/or marketing of:

Gus Macker Basketball Tournament- an annual event that takes place in downtown Ironton organized by the Friends of Ironton. This event continues to grow and in 2007 attracted over 12,000 visitors to Lawrence County for one weekend in May.

Memorial Day Parade -the longest continuous running parade in the history of the United States.

Clean Up Day- annual volunteer county-wide cleanup event organized by the Lawrence/Scioto Solid Waste Management District.

Annual Appalachian Uprising -a music festival that attracts fans from all over the country.

Lawrence County Fair-annual county fair with the sale of livestock from the local 4H club.

Over the Backyard Fence Tour- the Ironton In Bloom organization's annual tour of the most beautiful backyards in the City or Ironton.

Rally on the River-annual motorcycle rally that took place in downtown Ironton. During this weekend in August, over 25,000 motorcycle enthusiasts of all ages roared through the streets of Hanging Rock and Ironton to get a glimpse of river life and festivities.

Symmes Creek Canoe Caper- annual clean up and festival hosted by the Symmes Creek Restoration Committee.

Historic Cemetery Walk at Woodland Cemetery -local members of the Lawrence County Historical Society await visitors during the dark evening hours to tell the tales of our founding fathers.

The Lion's Club Haunted Tunnel - ghouls and goblins line the walls and creep around the corners in Ohio's only such event that takes place in the historic tunnel on U.S. Route 93.

The CVB also acts as a hub for information to our region. Since our office is the first stop off of Interstate 64, many visitors come in for directions and pamphlets before heading on to their destination of choice. Lawrence County doesn't have a state funded visitor's center, but the CVB takes on the responsibilities of displaying mar-

keting materials and travel information as well as reciprocating partnerships with surrounding states and counties in order to assist in the

promotion of the entire region as a whole. With this duty, the CVB also has maintained all information for tourist and information seekers through the Lawrence County webpage. This site is continually updated to encompass the entire county as well as the agency departments of the Chamber of Commerce, LEDC, POC, and CVB. The site now has information regarding lifestyle, utilities, government, development, attractions and education and can be used as a drawing factor for visitors, developers and people who are looking to relocate.

For more information regarding events and activities in Lawrence County, please contact:

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