



2012 Annual Report of the Lawrence County Chamber of Commerce and Lawrence Economic Development Corporation

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Message From Your Executive Director



Bill Dingus, Executive Director

The 2012 accomplishments of Lawrence Economic Development Corporation (LEDC) included health care, retail, small business advancements, and industrial developments. Numerous contacts were made, with many resulting in follow-up meetings and some in the acquisition of new facilities, services, and jobs for our community. As you review the 2012 report, you will see the breadth of services of LEDC as the lead agency for the Greater Lawrence County Area Chamber, the Southern Ohio Procurement Outreach Center, the Lawrence County Convention and Visitor's Bureau, The Point Industrial Park, and the new Ohio Strategic Training Center. This team effort serves our community well.

LEDC's role in development continues to expand with regional opportunities. During 2012, LEDC provided significant assistance to

regional development including the New Steel, Inc. project at Franklin Furnace, which could offer thousands of regional jobs in full operation. Additionally, members of LEDC leadership have accepted active roles with the Tri-State Leadership, Habitat for Humanity, Tri-State Airport, KYOVA Interstate Planning Commission, Ohio Valley Regional Development Commission, and others in realizing the importance of a one-community approach for our region.

This year, the long-discussed project of an industrial skills training center was birthed with the opening of the Ohio Strategic Training Center. According to many site location publications, the decisions for placement of manufacturing facilities will largely be directed toward areas that have or can produce highly trained workers. The goal of this Center, through partnerships with regional and statewide institutions of training, is to prepare workers in quantities that can serve as a magnet reaching toward companies interested in expanding from around the nation and the world.

Many of the successes of 2012 were made possible through partnerships with the Lawrence County Commissioners, Ironton-Lawrence County Community Action Organization, Lawrence County Port Authority, Ironton Port Authority, City of Ironton, Ohio University Southern, Law-

rence County Engineer, village and township leaders, executives of private concerns, and community organizations. The new St. Mary's Medical Center at Ironton is a prime example of a project that was made possible through partnerships, leading to an investment of \$18,000,000 and the creation of nearly 100 jobs for our community with the CAO taking the lead. Additionally, the medical center project led to the construction of Fruth Pharmacy, across State Route 141, with 25 jobs and current plans for an additional business with 30 more jobs.

Lawrence County continues to be a bright spot in Southern Ohio's economy, with unemployment levels staying below national averages and close to being in line with Ohio's rapidly reducing rate. Through the efforts of the LEDC team, grants and private investments in Lawrence County's economy were in excess of \$40,000,000.

As we look to 2013, we see huge opportunities and responsibilities for LEDC, and we see a continued emphasis on logistics and transportation, especially maritime. We look forward to bringing these opportunities to reality.

2012 Financial Report

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 2012, showing assets at the end of the year of nearly \$31,000,000, a 20% increase over last year! The agencies began operations in 1983 with a few thousand dollars and a dream for economic recovery in Lawrence County...dreams do come true!

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 two years with no findings and have been recognized with the "Auditor of State" award for perfect audits. The public can rest assured that we are using these entrusted funds for the benefit of all!



Dave Yost • Auditor of State

September 22, 2011

Phillip J. Ramsey, Fiscal Officer
Lawrence Economic Development Corporation
216 Collins Ave
South Point, OH 45680-0488

Dear Mr. Ramsey,

Congratulations! Based upon your recently completed financial audit, it gives me great pleasure to inform you that Lawrence Economic Development Corporation has received the *Auditor of State Award*. Clean and accurate record-keeping are the foundation for good government, and the taxpayers can take pride in your commitment to accountability.

The *Auditor of State Award* is given to those entities that file timely financial reports in accordance with GAAP, as well as receive a "clean" audit report. The "clean" audit report means that your financial audit did not contain findings for recovery, material citations, material weaknesses, significant deficiencies, Single Audit findings or any questioned costs.

Enclosed is a certificate for your display. A template press release is also included that you may use to share the good news with your local area media. My office also sends a weekly press release announcing all *Auditor of State Award* recipients.

Congratulations again on receiving the *Auditor of State Award*. My office looks forward to continuing to work with you to ensure clean, accountable and efficient government for all Ohioans.

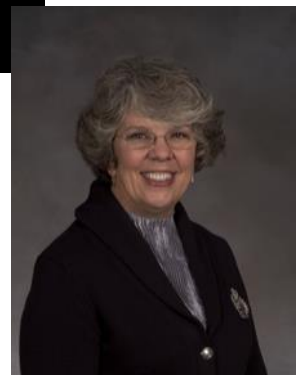
Sincerely,

Dave Yost
Auditor of State

88 East Broad Street, Columbus, Ohio 43215
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www.auditor.state.oh.us



Phil Ramsey, CFO



Jennifer Evans,
Grants Compliance
Officer

Eastham says, “So Long”



“It has been an extreme pleasure and honor to have served as President of the Lawrence County Chamber of Commerce Board of Directors for the 2011-2012 year. Looking back over the last year, it has gone quickly but not without significant accomplishment. I would like to take this opportunity to thank the Chamber Board and staff for their con-

sistent and professional help. From our Spotlight Dinner and Auction featuring Broadway star J. Mark McVey, which raised money for high school scholarships, to our annual trek to Columbus for Legislative Day, to the Annual Awards Dinner, it has been a gratifying experience. In between those key events, we gained 18 new members and sponsored numerous networking

opportunities including Business After Hours and Biz4Breakfast sessions. Now, I wish my successor, Ted Edwards, the very best as he takes over the reins. I will continue to stay active as a member of the Chamber Board.

Ted Edwards, Chamber President 2012-2013



Ted Edwards is a lifelong resident of Lawrence County and makes his home in Rome Township. Ted has worked as a Document Systems Consultant with Aarons Business Solutions Inc. since 1993. Before that he held several positions with the First National Bank of Ironton. Ted is a Fairland High School Graduate and graduated from Marshall University with a degree of Associate of Applied Science, Finance and Banking. He has received several diplomas and cer-

tifications from the American Institute of Banking and the American Bankers Association. He has kept busy with several other activities including the Fairland Board of Education, the Rome Church of Christ, and the Wee Shine Pre-School in Proctorville.

Lawrence County Chamber of Commerce

The Lawrence County Chamber of Commerce kept up the pace of events and activities and expanded its service to the residents of the county and beyond. The highlight of the year was our 3rd Spotlight Dinner and Auction held May 24th which featured Huntington native and Broadway Star J. Mark McVey. Accompanying McVey was Bruce Rouse, Huntington Musician who had worked with the singer before. The event was held at the new Ironton High School Theater and



Mark McVey

brought very positive comments from those who attended. The Ironton High School Varsity Singers warmed up the audience and were under the direction of Kathryn Price. As in prior years, a portion of the funds that were raised provided scholarships for students at each of the high schools in Lawrence County. A tip of the hat goes out to Ironton City Schools Superintendent Dean Nance and his staff for the tremendous support that was received in putting on the show.

The Annual Awards Dinner was held October 18th with keynote speaker Ohio Senate President Tom Niehaus. The senator was



Ironton High School Choir

presented with a world globe for his faithful and competent service to the people of the state and Lawrence County. Senator Niehaus was not eligible to seek another term in office. Receiving business awards for 2012 were St. Mary's Medical Center/Ironton Campus----Business of the Year, Dr. Arturo Roa---Business Entrepreneur of the Year, Harriette Ramsey---Public Servant of the Year, and Massie Schemmel---Young Professional of the Year. A new Board of Directors was sworn in by Common Pleas Judge Charles Cooper. Taking over as President is Ted Edwards, Larry Anderson will be the Internal Vice President and Rachel Sargent Bess will be the External Vice President. Casey Baker will serve as Treasurer and Massie Schemmel will be the new Secretary. New board



Bob Smith, Director

members include Bret Hensley and Julie Terry with John Galloway, Sandy Blackburn and Scott Howard leaving the board. The other board members for 2012-2013 will be:

Ron Eastham (Outgoing President)

Sandy Carroll

Stephanie Burcham

Mark Compston

Ralph Kline

Doug Korstanje

Tony Payne

Tyler Walters

The annual trek to Columbus for Legislative Day was held May



Governor Kasich at Legislative

17th. Keynote speaker for the event was Governor John Kasich. Breakout sessions were conducted on the topics of Economic Development and Transportation. Close to 100 people gathered at the luncheon which was held in

**Awards Banquet**

the Capitol Atrium. All of the Lawrence County legislators were in attendance including Senate President Tom Niehaus, Senator Bob Peterson, Representative Ryan Smith and Representative Terry Johnson.

The Chamber's bi-annual Candidates Forum was held October 30th at Ohio University Southern in Ironton. Legislative races were featured with the event moderated by WSAZ-TV News Anchor Rob Johnson. The media panel included Dave Malloy from the Huntington Herald Dispatch, Dr. Dave Lucas from Ohio University Southern and Bob Smith, Director of the Chamber of Commerce.

The Chamber continued to emphasize networking opportunities in 2012 which included 4th Friday Luncheons at rotating locations throughout the county. Below were the dates and guest speakers:

- March 23rd : Manilath James, Ohio Attorney General's Office/Consumer Protection
- April 27th :Ohio State Senator Bob Peterson
- June 22nd :Tim Parnell and Paul Lageman, St. Mary's Medical Center/Ironton Campus

- September 27th :Dr. Bill Willan, Dean, Ohio University Southern

Business After Hours were held at the following locations:

- Community Hospice of Ironton, April 12th
- Sam's Club of South Point, May 10th
- Mattress Warehouse, July 26th

Biz4Breakfast one hour seminars held at rotating locations featured the following speakers:

- Bob Cochran, Health Research Systems Inc., March 20th
- David Beam, Action Coach, September 18th

The chamber kept in touch with its membership by providing bi-monthly newsletters and Monday

**Manilath James,
Ohio Attorney General's Office****Tim Parnell, St. Mary's****Business After Hours at Hospice**

morning emails. Members were given the opportunity to provide inserts for the newsletter at a cost of \$75.

The Lawrence County Young Professionals continue to be a strong arm of the Chamber and again provided toys and clothing for hundreds of needy children throughout the county as a part of its Secret Santa program. The program continues for 2012.

Membership in the Chamber held steady at 350 for 2012 with 17 new members.

Other Activities:

The Director was interviewed a number of times through the year on radio station WLGC. This provided an opportunity to promote upcoming events.

The Director was interviewed March 21st on a podcast at Rio Grande University, again, an opportunity to promote the chamber and upcoming events and services.

Chamber Membership List-2012

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

Chamber Membership List-2012 (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	Pretera 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	Spriggs 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 2012, 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 Riverport
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 federal and state legislators. The legislators have been outstanding economic development supporters, and Lawrence County has benefited

greatly by their active participation in this district.

2012 marked another great year in the growth of our community. Lawrence County flourished in the diverse number of projects.

Intermountain Electronics:

LEDC broke ground on the Intermountain project in August, 2012. Intermountain Electronics is a Utah based company that specializes in electrical power distribution gear. Construction of the 60,000 sq. ft. building completed in 2012 and will create 35 new full-time jobs in two years.



Fruth Pharmacy:

The newly constructed Fruth Pharmacy, at the entrance of State Route 141, opened its doors at the end of 2012. The facility consists of a 10,000 sq. ft. building, parking area, and a drive-thru pharmacy. This site offers not only a full line pharmacy, but also offers over the counter medications, health and beauty products, groceries, household items,

and a wide selection of gifts. This is the 10th Fruth Pharmacy location in the State of Ohio. Fruth also has 16 pharmacies in West Virginia. The company currently employs over 600, with the Ironton site having created 25 full-time jobs for Southern Ohio.

St Mary's Medical Campus Project:

The new medical campus opened its doors in August, 2012. This 44,000 sq. ft. medical building now houses an emergency room, imaging, diagnostics, pediatric care, primary care, and a specialty care clinic. The campus was developed as a complimentary component to Ohio University Southern Campus, and will also serve as community green space at the 141 entrance into the City of Ironton. This pro-



LEDC Report Continued

ject had the partnership of the Community Action Organization, LEDC, the Lawrence County Port Authority, City of Ironton, St. Mary's Medical Center, and the Lawrence County Commission.

The Point Industrial Park Riverport Intermodal Development:

In 2012, LEDC continued the first phases of constructing the Riverport Intermodal Development along the Ohio River. This project encompasses all phases of work at the river front site to construct a dock staging facility that will handle usage of a crane to load and unload containers, large items and bulk goods from road to barge and vice versa, development of road extensions from the developing access road to run parallel to the Ohio River, and the development of rail to allow movement of product from rail to other modes of shipping. This project will tie the Heartland Corridor from the east to the newly developed Panama Freight Channel from the west.

The success of this project will drastically change the usage of The Point Industrial Park to accommodate heavy manufacturing in Southern Ohio. This phase includes the repair of 2-

one million gallon liquid loading tanks, development of a sheet pile dock and mooring cells, development of a rail bypass track that runs parallel to the Ohio River to be used for storage and movement of containers and bulk items, and land acquisition which also includes a building to be redeveloped with crane usage capabilities to meet the training needs for the logistics industry (i.e. barge and water vehicle repair and other marine related training to initiate and promote the use of the port facility).

The completion of these improvements will allow the industrial park to:

- Restore direct water access and heavy lift capacity for shippers,
- Provide intermodal movement from water to truck and rail with a new 300-ton bridge crane and dock at a terminal with bulk dry and liquid storage facilities (pads and warehousing);
- Handle material with a bulk conveyor and
- Serve as a portal for manufacturing in

Southern Ohio, Eastern Kentucky, and Northern West Virginia.

In addition to the industrial expansion related to the emerging energy industry, there appears to be a similar need for industrial expansion in the transportation industry. This includes both the rail and Ohio River, both of which can be uniquely served by The Point Industrial Park. Therefore, the Multi-Modal Project is anticipated to result in both investment and job creation well beyond the levels in which negotiations are undergoing at this time.

LEDC has worked in close partnership with the local, regional and state governmental bodies throughout riverport development. This project also has the support and active engagement of the Lawrence County Commissioners, Lawrence County Community Action Organization, Village of South Point, Ohio Department of Development, Ohio Department of Transportation, KYOVA (regional metropolitan planning organization), Governor's Office of Appalachia, Appalachian Regional Commission, and Economic Development Administration.

LEDC Partners with the Governor's Office of Appalachia and AEP-Ohio to promote international development in Southern Ohio.

With the activation of the foreign trade zone in The Point Industrial Park, LEDC shifted its vision in 2012 towards international development.

Through partnership with the Governor's Office of Appalachia and AEP-Ohio, efforts consist of the following:

1. Organize potential Intermodal port facilities, operators, and communities with potential for such operations in the State of Ohio throughout the navigable Ohio River Valley and having transportation corridor outlets north to serve the balance of the State. With these ports and communities, a need is to identify both current port facilities capacity as well as potential areas for growth and development.
2. Coordinate studies to identify both current and projected maritime freight movement throughout the Ohio Valley as well as both rail and truck freight movement intersecting that maritime route to

better understand targeted industry potentials.

3. Market and develop business relationships with Intermodal Logistic Service providers including, but not limited to, freight brokers, port operators, rail companies, inland river transportation operators, and trucking companies.
4. Develop internal marketing campaign and tools to encourage foreign direct investment into the region served by this initiative. This would include establishing and activating Foreign Trade Zone satellites, if not already established, establishing a targeted EB-5 International Visa program, in addition to the normal marketing incentives currently offered by the State of Ohio.

LEDC and Lawrence County Port Authority partners with the Ohio Strategic Training Center to develop a jobs needs assessment.

Through support of Local Government Initiative Funds from the State of Ohio, LEDC and the Lawrence County Port Au-

thority are teaming up with the newly formed Ohio Strategic Training Center to analyze the employment needs of the region. This venture to assess and study job training needs, with the partnerships listed in this application, is committed to assisting Lawrence County, Ohio area residents in obtaining gainful employment at their greatest possible level. However, this recruitment cannot be done without the proper studies made in order to understand what job skills are necessary to keep jobs growing in Southern Ohio. The goal is to create programs in areas where employment opportunities currently exist as well as in areas where opportunities will be available in the immediate future.

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, travelohio.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 orga-

nized 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. 2007 hosted musical legend Sam Bush and other popular groups from the bluegrass scene.

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-sixth 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.

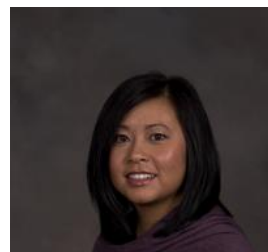
Historic Cemetery Walk at Woodland Cemetery -local members of the Lawrence County Historical Society await visitors during the

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 marketing 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 re-



Viviane Vallance, Director

garding 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.

In 2012, CVB partnered with the Wayne National Forest and the Ohio Scenic Byways to design signage that will showcase the unique history of communities along the Ohio River. Signage is currently being designed for funding and will roll out near the end of 2013 from Marietta all the way to Scioto County.

The CVB Marketing Grant program established in 2011 continued to support local entities in hosting, organizing, and implementing events and recreational sites throughout the community. In 2012 the CVB awarded over \$10,000.00 in grant funds to the following entities:

Lawrence County Agricultural Society- To fund multiple aluminum framed signage at the Lawrence County Fairgrounds. The Lawrence County Agricultural Society is a strong partner in maintaining the success of the annual county fair and was a leader in the construction of the new fair barn. Freedom Farms- To fund tourist signs on US 52 and to erect signage at the recreation site. Freedom Farms is a multi-discipline horse facility that does a wide range of activities from boarding to lessons. One of their main focuses is in therapeutic riding for the disabled.

Ironton In Bloom-To fund signage for donor adopted sites in the city



of Ironton and emphasizing on areas of interest for a walking tour of the community. Ironton in Bloom, Inc. is an organization that has worked with various city and county organizations for the last four years to improve the appearance of our town, and to develop among citizens, pride in their community by concentrating on projects that increase its cleanliness and beauty.

St. Mary's Veterans Memorial 5k- To fund marketing materials for the event. The race is an annual event that draws over 500 runners each year, 84% from out of state. The proceeds from the race are used to provide a full one year scholarship to Ohio University Southern Campus for a Lawrence County veteran or dependent thereof.

Symmes Creek Restoration Committee- To fund marketing materials for Symmes Creek and signage

for the recreation site. Symmes Creek Restoration Committee is an all-volunteer, not-for-profit organization dedicated to promoting proper stewardship and utilization of Symmes Creek which runs through Lawrence County. The group has established the Arthur S. Ferguson Canoe trail that spans a 30-mile stretch of the creek encompassing 6 canoe launch sites that were established and are maintained by the group and community volunteers.

Ohio Strategic Training Center



Dr. Scott Howard,
Executive Director

It is a privilege to have been selected as the first Executive Director of the Ohio Strategic Training Center (OSTC) and to provide a report on the first five months of operation. I am pleased to share with you that the OSTC is off to an exciting start with many opportunities and

possibilities to serve business, industry and the residents of Lawrence County and the surrounding region. With the development of the Point Industrial Park, a study indicated that more than 2000 jobs could be created in heavy manufacturing and logistics. Training will be a strategic component of workforce development within Lawrence County and the surrounding region.

The Ohio Strategic Training Center was officially established in May of 2012 by the Lawrence Economic Development Corporation with business officially commencing on August 1, 2012. The mission of OSTC is to assist our clients in achieving their most ambitious goals by providing creative, results-oriented training, and customized business solutions.

We are very fortunate to have the wisdom of successful education professionals and business and industry leaders serving on the governing board of the Ohio Strategic Training Center. They have provided wise and thoughtful counsel in establishing the direction for OSTC.

Utilizing training programs developed with input from business and industry partners, we will prepare a workforce equipped with the

needed skills and, at the same time, provide opportunities for residents of Lawrence County and the surrounding region to secure gainful employment and achieve their full potential.

The initial goals of the Ohio Strategic Training Center include:

- 1. Conduct meetings with key business leaders representing advanced welding and metal fabricating, maritime, machining, logistics, safety, and retail business in Lawrence County and the surrounding region to begin to identify current training needs.**

During the first several months of operation, we worked with Governing Board members and business and industry leaders to identify targeted training needs. The three areas that consistently emerged as immediate training needs in the region included professional truck driving, advanced welding and fabrication, and safety training. Initial efforts to establish training programs were focused in these three areas; however, to ensure that OSTC is meeting the needs of clients, identification of training needs will be an ongoing process.

- 2. Identify partnership opportunities that will complement the efforts of the OSTC in providing quality training and continuing education programs.**

At the close of 2012, we are pleased to have established partnerships with Ohio University Southern Campus, Ohio University Chillicothe, Health and Safety Sciences LLC, Southern State Community College, Ironton Lawrence County Community Action Agency, and several additional partnerships that remain pending and will be announced as they are completed.



The partnership to establish safety training involved O.U. Southern and Chillicothe as well as Health and Safety Sciences LLC. A schedule of safety training classes will be available in early February. We are also equipped to offer customized safety training programs onsite. To date, OSTC has secured one contract to provide safety training with two additional contracts pending.

The partnership between Southern State Community College and OSTC to offer a Truck Driving Academy in Lawrence County has been well received. The program began with a full class in December and currently two classes are scheduled to begin in January and February, 2013, and have reached enrollment capacity. Additional classes will be scheduled in the future.

3. Identify and evaluate potential part-

ners and sponsors for the creation of an advanced welding and metal fabrication training center.

We are continuing to identify funding sources and evaluate potential partners for this initiative. We have identified two potential partners as well as a possible federal funding source. We have also begun to explore the use of portable training facilities in advanced welding to service the training needs of community colleges as well as for industrial use.

4. Identify and secure state and federal resources to support training initiatives and continuing education programs.

We are pleased to be partnering with the Iron-ton Lawrence County Community Action Agency on the preparation of a grant proposal entitled Pay for Success. Grant awards will be announced during the first quarter of 2013.

5. Analyze and plan for future training needs of Lawrence County and the surrounding region.

Lawrence County Port Authority and others in consultation with OSTC collaborated in the preparation of a grant application to assess and study job training needs in Lawrence County and the surrounding region. The results of the employment needs assessment will be used to determine what kinds of jobs will be developed and how our community will train potential laborers in those industries. The intent was to create training programs in areas where employment opportunities currently exist as well as in areas where opportunities will be available in the immediate future. Prior to the end of the year, the Lawrence County Port Authority received notification of the \$100,000.00 award to conduct the study.

The Point Industrial Park



Jeremy Clay,
Director

One of the most active places in all of Lawrence County, and perhaps southeastern Ohio is The Point Industrial Park. One needs only to drive through on the

main road to see budding projects left and right: large facilities are springing up, current buildings being upgraded, new tenants moving in and current residents bustling with business. 2012 proved to be a year of tremendous growth for The Point and 2013 promises to yield more of the same.

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, Six and Seven are finished and house successful companies. Negotiations are moving forward with a tenant for Spec Building Four and Spec Five is ready for occupancy. Currently the park is home to nine businesses: Engines Inc of Ohio, Mid Valley Supply, Calgon Carbon, Applied Technologies, M & M Mailing, Merciers Inc., Liebert Corporation, Expedited Mechanical Solutions (EMS) and R & W Rental and Supply.

Scannell Properties is currently building a 75,000 square foot facility at the Point Industrial Park. This facility will be the biggest building currently located in the park. Scannell is the developer for a major international logistics company. The facility is scheduled to be open in March of 2013 and is anticipated to

employee 115 people. This company will be a great addition for the park, as just the company's name alone should generate much attention on our site along with the service it will provide to local businesses.

Intermountain Electronics of Price, Utah announced in 2012 that they would be expanding their business by opening a location in the Point. LEDC is currently building Intermountain a 60,000 square foot facility with four 15-ton cranes and a two-story office block inside the building. This facility is on schedule to be completed at the end of January and the roadway will be completed by early March of 2013. Intermountain Electronics manufactures electric transformers and will employee 35 people at this location.

In 2011, LEDC completed the first critical component of the future port facility. Contractors finished a river access road project consisting of an industrial roadway to connect the river to the industrial park, thus providing businesses complete access to three major modes of transportation and distribution: water, rail, and roadway. In 2012, LEDC completed the rail transfer facility inside The Point and acquired a 50-ton gantry crane to transverse product from rail to truck and vice versa. This facility will enable businesses in and around the industrial park to distribute incoming or outgoing products via rail or truck.

Now LEDC turns its focus to construction of the port. Further port development will break down into two major projects starting in early 2013. Project number one is the



rehabilitation of an existing one million gallon tank that has been out of service since 1996. This tank connects to the riverfront providing transfer of bulk liquid products. 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. LEDC is currently in final negotiations with a port engineer and have obtained all the necessary permits for the project. 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. Permit applications have been submitted to authorize handling corn and other grains, container goods and bulk items.

LEDC and the Lawrence County Port Authority have acquired 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. With the access road and rail transfer facility in place, the Foreign Trade Zone status will prove to be a valuable selling point to attract businesses to our industrial park. To assist the port and FTZ, LEDC has constructed a secured storage area for domestic and foreign goods; along with a storage unit facility where items can be brought in and modified or stored for later shipment to other countries or areas within the United States. As part of this project, LEDC has installed a comprehensive security system on the site.

As more industries recognize the value of cutting shipping costs through the use of our inter-modal facility, part of LEDC's long-term vision includes the possibility of constructing another river dock including a larger crane. With this addition, Lawrence County will have a highly versatile industrial park and port with an inter-modal transportation facility unmatched in the Tri-State Area.

LEDC completed a shell structure of 60,000 square foot in 2011 referred to as Spec building 4. This 60,000 square foot facility is designed for manufacturing and industrial use. It has eave heights of over 32 feet and has been designed to accommodate over four 20-ton cranes. LEDC currently has a development agreement in place for the facility and is bidding this project out to the future tenant's requirements. The size of the facility will increase to 67,600 square feet and if the bids come in based on the projections; it will be completed by June of this year.

LEDC has just finished construction of Spec Building 5. This facility is

30,000 square foot facility that will include a 2,000 square foot office. Like all LEDC projects, this building is designed with built-in flexibility so it can accommodate a variety of industries. The facility has a 100-foot wide bay designed for a 10-ton crane and three-phase service and also has a minimum interior clearance of 34 feet to achieve high racking capacities if cranes are not used. LEDC does have one company looking at this facility, but a more aggressive marketing campaign will begin now that the facility is completed.

Through the development of the Point, LEDC has identified the need for smaller buildings to support smaller businesses. In 2011 LEDC began construction of two smaller buildings. The first one sold quickly to R & W Rental and Supply. The second building, referred to as Spec Building 7, was completed in early 2012. This is a 6,250 square foot facility designed for light manufacturing, service or distribution. This facility includes a 3-phase electrical service and approximately 1,000 square foot in offices. This facility is now home to Expedited Mechanical Solutions (EMS), an industrial construction contractor.

For the future, along with the lease of Spec Buildings 4 and 5, we plan to establish a fully functional port facility. We are excited about the progress being made to transform The Point into a fully accessible multi-modal industrial park for the State of Ohio and anticipate the additional businesses and jobs that will be brought to our community.



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 of 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 cli-

ents. 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 17 small business workshops and co-sponsored 27 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
- 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

SOPOC serviced 453 small business clients this year with over 1275 counseling sessions (48 initial counseling sessions & 1,227 follow-up counseling sessions.) The total number of contracts awarded for the program year was 325! This includes: 65 prime contracts – Department of Defense & other federal agencies, 56 prime contracts– state/county/ municipal government agencies, and 204 subcontract awards received by small businesses.

Clients were awarded contracts to build utility lines, make tent poles for 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 \$49,431,176.52 in contract award revenue for our clients this program year with approximately 1,046 jobs created/retained!

We received a “Highly Successful” rating on our audit, which was done in March 2012.



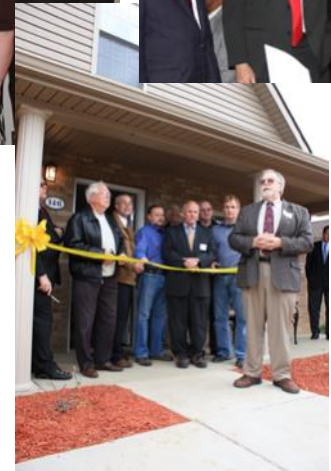
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