



December '09

O V E R V I E W

Who are we-

Our purpose statement: The Licking County Chamber of Commerce Economic Development Committee promotes sound economic growth by strengthening the county's competitive position and facilitating investments that build capacity, generate prosperity and catalyze the economic vibrancy of our community, making Licking County the place for companies to locate, invest and expand their operations.

Where are we-

Licking County is centrally located in the heart of Ohio. We are only 15 miles east of Columbus, and easily accessible via Interstate 70, St. Rt. 16, 79 and 13.

What do we offer-

We commit to finding you the prime location or building suited for your real estate needs. We offer a trained workforce ready to use their skills. With an online listing of retail, industrial, office and land properties, we are sure you will find yourself at home.

DEVELOPMENT **review**

a monthly report of economic development in **licking county, ohio**

State Industrial Products

Locates in Newark Industrial Park



Newark, OH – Ecolab announced this year that they were moving their operations out of state, which opened the doors for State Industrial Systems to locate their plant in it's place. Chamber President, Cheri Hottinger said, "although we were disappointed to see Ecolab leave our community, it was a pleasant surprise to have State Industrial Products take an early interest in the facility." "They were able to hire some top quality workers from Ecolab, and add an additional 50 positions."

Many people had their hand in this deal, including the Ohio Department of Development, the Licking County Chamber of Commerce, Licking County Economic Development and the Village of Hebron. "With everyone working together, we were able to meet the needs of SIP, and are ecstatic that they now have a Licking County address, said Hottinger."

State Industrial Products has an established reputation in the maintenance and cleaning, repair and operations markets. The company is committed to enhancing building environments and improving equipment productivity. All around North America, State Industrial's products are used in manufacturing plants, universities and schools, hotels, restaurants, health care facilities, government, industrial, and commercial facilities. The company boasts thousands of products, ranging from air fresheners to welding supplies, from cleaners and lubricants to nuts and bolts. Its customer base ranges from the local school to Fortune 500 companies.

Site of the month

SOUTHGATE CORPORATION - BUILT TO SUIT OFFICE LOCATION



Now available, West Main Street, Newark, Ohio location for a new 8,000 sq. ft. office building. For more than 30 years Southgate Corporation has developed attractive, contemporary office buildings in the Newark area. Southgate's professionals are ready to assist you in site selection for your new business. Contact Robert O'Neill at 740/522-2151 at Southgate Corporation for more information.



Council Created to Guide Entrepreneurs

The Licking County Business Development Council was developed recently to help guide entrepreneurs through the process of starting a new business. The process begins when an individual completes a new business application. Once the completed application is received by the Chamber, the applicant will have an opportunity to meet with the Council to utilize their knowledge of next steps and business contacts throughout the community.

The Council consists of the following members: Cheri Hottinger, Licking County Chamber of Commerce; Rob Klinger, Licking County Planning; Jerry Brehms, Licking County Planning; Steve Linham, SCORE, Randy Morgan, CBA, Small Business Development Center of Licking County and Stephen Anderson with TechColumbus. The combined knowledge of this council should help definitely give a new business a knowledgeable start.



Trofholz was hired in November this year to lead the Workenomics™ effort in Licking County.

Workenomics™ Defines Business Plan Kent Trofholz hired as new Director

Newark, OH - The word workenomics is unique to Licking County, that is why it has been trademarked. Workenomics™ signifies workforce development and economic development woven together. The Workenomics™ initiative consists of a team with the primary goal of supporting private and public economic development and workforce development efforts in Licking County.

Recently this team hired Kent Trofholz from Columbus to help lead this effort. "Kent brings extensive experience in program and education development as well as communications, training and business development," says Chamber President, Cheri Hottinger. Hottinger goes on to say that "workenomics™ has been an ongoing effort for a few years now, but having Kent on board to fully focus on the goals, will allow the initiative to move forward quickly, and see some of the projects come to fruition."

The Workenomics™ team has developed several strategies and projects for year 1 of the business plan, and include the following:

STRATEGIES:

- Develop a Workforce Data Clearinghouse
- Workenomics™ Website Update
- Define an Ad Hoc Committee
- Membership Management
- Retention and Expansion Support
- Establish a "Face" of Workenomics
- Network with State Workforce Agencies
- Branding of Workenomics

PROJECTS:

- Talent Retention Program - Recognizing the existing and projected workforce shortages, a campaign aimed at talent retention from a variety of fronts is the top new initiative to be started in 2009.
- Retirees Database - As part of the talent retention strategy, Workenomics should maintain a database of retirees willing to serve as shorter-term, project-based workers.
- Training Slots Scheduling - Often, training providers and employers providing on-site training have open slots available. Workenomics, by 2010, should possess the ability to seek out such openings and serve to more widely communicate them to potential slot fillers.
- Targeted Industry, Workforce Components - Workenomics will hone in on the key workforce attractants of targeted industry sectors identified. The ultimate goal is to promise, and then deliver on, an available pool of workers ready to go for future expansion and development in the region.
- Internship Program - A component of talent retention is finding jobs for college students in the area. Workenomics should, at a minimum, be a catalyst for the establishment of an internship program in Licking County focused on manufacturers.



Contact us to arrange a tour of the area
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