



January '10

OVERVIEW

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-

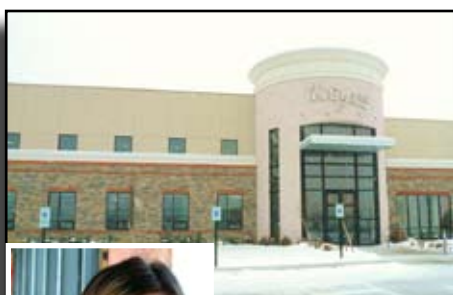
Licking County is centrally located in the heart of Ohio. We are only 15 miles east of Columbus, and easily accessible via Interstate 70, St. Rt. 16, 79 and 13.

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**



^ *Cindy Monroe, President & Founder*

^ *The recently completed Thirty-One Gifts production facility in Johnstown, Ohio*

Thirty-One Gifts

Builds a future in Johnstown

Johnstown, OH – Cindy Monroe, President and Founder of Thirty-One, started her faith-based, "gift boutique" business in the basement of her home just six years ago. In the fall of 2003, Thirty-One released their first catalog and Cindy began hosting parties. From there she recruited her friend to become her first consultant. Since then, the business has flourished.

Cindy explains the mission at Thirty-One is to "celebrate, encourage and reward women through offering quality products and an outstanding opportunity to become successful business owners." Within six years, they have grown to nearly 10,000 consultants (all women) nationwide, and are selling at record rates. Their products have grown too, but remain exclusive to Thirty-One and include: handbags, personal accessories, home decor, stationery as well as baby, kid and teen lines. Many of the products may be personalized, and this is what sets Thirty-One Gifts apart from other companies.



^ *Many of the products may be personalized as shown above*

Just this month, Thirty-One finished construction on their production facility at 231 Commerce Boulevard in Johnstown. This facility has 97,000 square feet and sits on 31 acres. By the end of January, they plan to have 150 workers on board, including jobs in the warehouse and distribution, production and office. The building features a large conference facility, allowing consultants to convene at various times of the year for training and meetings. There are also plans for a retail shop in the lobby that will feature some of their signature products.



^ *In the warehouse, products are picked for customization*

Also with this project, Thirty-One is working towards Leed certification by the United States Green Building Council for new construction. As part of the Leed program, an educational display will be integrated into the building to provide information on the green design and efforts.

For more information on Thirty-One Gifts, log onto their website at www.thirtyonegifts.com.



Central Ohio Technical College Approves Land Purchase

Columbus, OH – State Representative Jay Hottinger (R-Newark) announced that the Ohio Controlling Board approved the purchase of the old Grand Host East facility by Central Ohio Technical College (COTC).

The purchase of this 16,200 square foot facility will allow COTC to better facilitate the operation of their Pataskala campus where enrollment is up nearly 50% since 2006. The building and property includes parking space for over 240 vehicles and was able to be purchased for \$1 million. This is \$185,000, or about 15%, less than the lowest appraisal.

“COTC is an important member of the Licking County educational community and I am thrilled that they will be able to expand their operation in Pataskala,” said Hottinger. “Not only did they get a great price on the property, but the potential for growth at this site is excellent and I think that both students and professors will be excited about the possibilities of the newly purchased facility.”



Retention and Expansion Interviews

Give insight into the health of the local economy

Retention and expansion interviews are conducted in an on-going basis with major employers from Licking County industrial parks in hopes to gain insight into their workforce and sales in order to retain these businesses and help with any expansion needs. These interviews over the past year have offered great insight regarding the current economic climate, and it's actually quite positive.

Licking County is host to five of the top 25 industrial parks in Central Ohio: Newark Industrial Park, Central Ohio Aerospace and Technology Center, Etna Corporate Park, ProLogis Park 70 Etna and Mid Ohio Industrial Park. Two industrial parks not included in the above are the New Albany Industrial Site, which attracted an AEP Transmission Operation, and the Johnstown Industrial Park where Atrium expanded and a new company Thirty-One Gifts (see article on front) was landed.

Licking County employers have had varied impacts from the recessionary economy. A report from Rick Platt, President and CEO of the Heath-Newark-Licking County Port Authority indicates the defense related contractors have had stable jobs with the exception of some overhead cost. The Licking County advanced materials customers saw layoffs due to severely reduced production levels in early 2009. On the brighter side, production levels seem to be maintaining or inching up month by month. The return of job head counts to pre – 2009 levels is unknown, but there is a sense that once production levels grow that employment levels would return. All of the Port Authority clients have experienced increase productivity during 2009. They have been able to produce more products with less people, making them more competitive and leaving them with the ability for higher production capacity in the years ahead.

A recent interview with several major manufacturers in Licking County indicates an improvement in the economy is forthcoming. These manufactures indicated they were down 27% the third quarter of 2009 but in the fourth quarter were only down about 20%. According to these manufacturers this 7% swing is evidence the economy is turning around. Each company suggested we poll them after the first quarter.

Key interviews/successes over the past year include:

Etna: In 2009 ProLogis completed a 500,000 Leed Certified Green Warehouse.

Heath: The Englefield Oil Company purchased 43 BP Gas/Convenient Store locations throughout Central Ohio, which led to their supplier, Gummer Wholesale to expand by \$2.5M and add 65 new jobs.

Hebron: Loss of EcoLab and the gain of State Industrial.

Johnstown: Atrium built out its manufacturing/warehouse facility by \$4M and is in the process of adding 30 new jobs. Thirty One invested \$8M in a new manufacturing/warehouse building, equipment and inventory and will be adding 150 new jobs.

New Albany: AEP Transmission Operations began operation of a \$40M, state of the art transmission monitoring facility and employ 110 employees with a gross annual payroll of over \$9M. This System Control Center is serving 10 out of 11 states monitored by AEP and a Leed Silver Certified facility.

The Licking County Retention and Expansion Task Force is comprised of 16 public and private partners with members who conduct interviews and handle any concerns.

NEXT MONTH: Look for the second article on the 2009 Retention and Expansion Report.

Contact us to arrange a tour of the area

Licking County Chamber of Commerce

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