

# THE 411 JobsOhio

The JobsOhio Newsletter

EDITION... Q4 2021

What would a Q4 newsletter be without a mention of the preventative care campaign? As of mid-November, we have half of our required physicals completed, therefore, we will need 54 of you to get us through the finish line prior to our December 31st deadline. As a reminder, spouses can also participate in the campaign and complete their physicals as well. We will reward each of you who complete this process prior to the deadline with a \$200 bonus! Don't forget to bring your physical form to your appointment with your doctor.

We want to wish you all a Merry Christmas, Happy Hanukkah, Happy Kwanzaa, a Happy New Year, and any holiday we may have missed!

As we round out an incredible year, the HR team wants to acknowledge the well-deserved time off for the dedication and hard work involved in surpassing the organization's goals well ahead of schedule.

Cheers to 2022!

—Your HR team

## A note from our president and CEO



### A Year for the Books

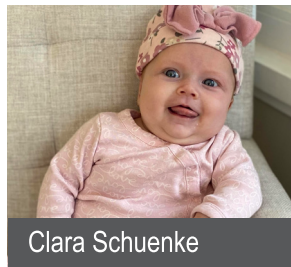
Despite the challenges of 2020 that continued into 2021, our team not only persevered, but excelled and made this the best year -- ever -- for our organization.

That's not only good news for our team,

but it's also great news for all Ohioans. How fitting that as we look back on our 10 year-anniversary our future grows with optimism and excitement to engage new communities, build the industries of tomorrow, and secure Ohio's place as THE best state in the nation to do business. Keep up the great and important work! 2022 is already shaping up to be EVEN BETTER and it's never been clearer that your work is creating a competitive advantage for Ohio. ~ JP

## JobsOhio Spotlight!

**Congratulations to the Leibrock and Schuenke families on their newest additions!**



Clara Schuenke



Emmerson Leibrock



"Clara is a pretty chill baby – she's smiling and cooing and has almost mastered rolling over. Her brother is very interested in her lately – he'll point at her and tell us to "GET IT!" whenever she starts crying, which luckily isn't very often." – Hattie Schuenke and family.

More often than not, she'll let Mom and Dad get some sleep at night which is much appreciated." – Kate Baldwin-Leibrock and family

**Congratulations to the Sherwood's on tying the knot!**

"On September 25th, Claire and I enjoyed an extremely casual wedding ceremony and reception at a brewery in Columbus. The evening was super casual, with my college roommate as the officiant, food from a food truck and, of course, a ton of drinks. The photographer wanted to get a pic of me teaching Claire how to play ski-ball, but since she beats me in every game we play, we thought it would be more appropriate if she was teaching me how to play."

– John Sherwood

## Climbing the Ranks

Rankings	2011	2018	2021
Chief Executive's Best States for Business	#41	#10	#7 ▲34
CNBC's "Access to Capital" Rankings	#21	#14	#7 ▲14
CNBC's "Top States for Business" Rankings	#23	#15	#10 ▲13
Site Selection Magazine Top Business Climate	#9	#4	#4 ▲5
CNBC's "Cost of Doing Business" Rankings	#5	#13	#2 ▲3
Area Development's Top States for Doing Business	-	#11	#9 ▲2

## Holiday Films and Traditions

We all enjoy traditions, and some may include gathering around the TV, sharing smiles and laughter with family and friends. Here's what some of our JobsOhio team members enjoy watching year to year:



"The film I watch and rewatch starting basically TOMORROW is National Lampoon's Christmas Vacation. My whole family drives each other nuts reciting the lines and my son and I even made a video of 'little knot here...'" – Ron Rock

"Home Alone! I always held a lot of nostalgia for the movie, and about 7 or 8 years ago I started the tradition of watching it, or the sequel, with my family every year. Now the holidays don't feel complete without it! 'Keep the change, ya filthy animal.'" – Matthew Ellerbrock

"For me, hands (and Red Ryder) down, my favorite is A Christmas Story. So many classic lines, from 'I'll triple dog dare you' to 'You'll shoot your eyes out.' For my wife, It's a Wonderful Life. Family holiday traditions are working on puzzles together, board games, and devouring a good homemade cheese ball." – Paul Cook

"My favorite movie to watch during the holiday season is National Lampoon's Christmas Vacation (the sledding scene and squirrel coming out of the Christmas tree part makes me laugh til I cry – every time). My 4-year son will watch Dr. Seuss's How the Grinch Stole Christmas (the original one) daily if we let him." – Amy Dutton

"Our family holiday movie is always The Sound of Music. We re-watch this movie every year around the holiday season. We also have an annual Thanksgiving party for family and friends on the Saturday after the Thursday holiday. We usually cook the main dish plus some appetizers and everyone else would bring either side dishes or desserts to share." – Hue Tu Lam

"With 8 children Elf is the all-time favorite at the Slaybaugh household around the Christmas holiday. I remember the first time I took a contingent of Slaybaughs to New York City and we traced Buddy's footsteps through the Lincoln Tunnel."  
– Terry Slaybaugh





## Making Spirits Bright With 12 Days of Gifting

What's the best way to get a great reaction to a present? Include a bonus gift! "Value added packaging" (VAPs) is a hot gifting trend. Each includes a free bonus gift at the same price as the bottle alone. We're featuring **12 great gifts**, but there are many more available at your favorite store. Supplies are limited, so don't wait. Pick some up for those on your list. And don't forget to treat yourself.



**1.** 1800 Reposado with Talavera Bowls



**2.** Four Roses Small Batch Bourbon with Custom Rose Ice Molds



**3.** Glenlivet Gift Set with Glasses



**4.** Grand Marnier with Glasses



**5.** Jack Daniel's Gentleman Jack Tennessee Whiskey with Gift



**6.** Jack Daniel's Old No. 7 Tennessee Whiskey Holiday



**7.** Jägermeister Save Our Stages



**8.** Jameson with Gift



**9.** Ketel One Family Made Vodka with Glasses



**10.** Pyrat Rum Gift Set



**11.** Rémy Martin 1738 with Jigger



**12.** Woodford Reserve Kentucky Straight Bourbon Whiskey

## Aspiring Mixologist!

The JOBS team is here to help with your holiday gift needs and to get in the spirit with spirits again this year (and of course, some mocktail options as well):

[Link to OHLQ Holiday Cocktail Recipes](#)



Find these and your other favorite high-proof spirits at [OHLQ.com](http://OHLQ.com).

*Raise a glass. RESPONSIBLY.*

## Team Spotlight:

Hello from the North America Business Development Team! The team consists of Director, Charlie Rowell, and Senior Manager, Brendan Murray. Our role is to attract businesses throughout the US and Canada and develop relationships with key multipliers. Despite the continued market uncertainty, our team is positioned to have a record year. After October, we have exceeded our targets while also surpassing our 2020 deal flow from Site Selectors:

- **Qualified Leads Generated: 95 (105% to Goal)**
- **Leads Converted to Projects: 21 (105% to Goal)**
- **16 of 95 2021 Qualified Leads Converted to Projects or 16.8%**
- **12 Offers & 7 App/Accepts**
- **14 Qualified Leads Generated from Site Selectors**

BD NA generates leads from client nurturing and outreach, management of two lead generators (NuGrowth and ROI), regular trade show attendance, and strategic interactions with commercial real estate brokers, site selection consultants, etc. One example includes hosting a private event for key executives at the Industrial Asset Management Council (IAMC). This type of event includes real estate decision-makers of Fortune 500 companies, construction firms, railroad partners, and active members of the site selection community. Brendan Murray leads these activities for JobsOhio. The last one was in Kansas City, Missouri, which attracted over 60 attendees and produced several new relationships and opportunities.

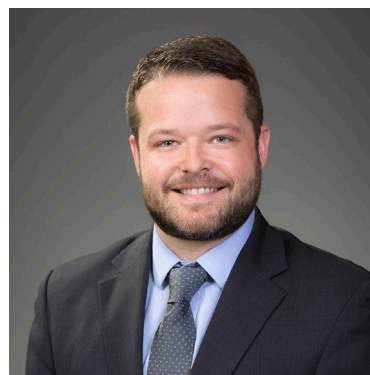
Our concerted efforts in Canada and the continual focus on high-cost and highly regulated U.S. locations (California specifically) have generated many new leads. Canada (19) and California (14) are leading the pack in terms of Qualified Leads. From a Sector standpoint, Advanced Manufacturing (34), Food and Agriculture (16), Technology (14), and Logistics and Distribution (11) are generating most of our lead activity. We are continuing to build the pipeline in the other sectors and have seen some promising deals.

The great thing about JobsOhio is that this is a “team effort.” The NA BD team has focused the last year or so in terms of building our relationship across the organization and the Network Partners. We are happy to say that this has paid huge dividends in terms of teamwork, strategy, and business development execution. Thank you for your support and partnership!

We look forward to finishing the year on a very high note and continuing to see Ohio grow and prosper from the efforts of all the people working for JobsOhio.



Charlie Rowell



Brendan Murray

## Getting to Know More of JobsOhio!



**Curtis Smith**  
Director, Creative Services

Started at JobsOhio:  
August 30th, 2021

### What is the best vacation you have been on?

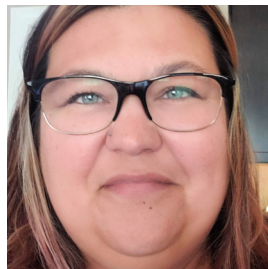
Definitely Anguilla, a tiny little island in the Caribbean. I went there with a group of friends almost 10 years ago. It was a week of sun, beaches, sites, and face chairs and was exactly what the doctor ordered.

### What is the best piece of advice you have ever been given?

“Control what you can control.” It’s a good mantra and decision tree when navigating through both work and personal scenarios. Focus on the stuff you can control and accept those things that you cannot.

### What energizes you outside of work?

Friday night cheat meal. It’s all the energy I need to get me through the week.



**Abby Copeland**  
Senior Manager,  
CRM and Email Marketing

Started at JobsOhio:  
October 11th, 2021

### What is the best vacation you have been on?

My husband, Marc, and I went to Oahu in 2018 for our 10-year wedding anniversary. It was a wonderful kid-less adventure. We climbed Diamond Head, visited Pearl Harbor, explored the Polynesian Cultural Center and the North Shore, enjoyed the local food trucks, and took an ATV tour at Kualoa Ranch. We did manage a day or two of downtime on the beach!

### What is the number one item on your bucket list?

One of the top items is to visit a racing school to be able to drive a few crazy fast laps on a private track!

### If you could learn any skill, what would it be?

To play a musical instrument well. I would love to be able to sit down at a piano or pick up a violin or guitar and play something.



**Molly Moses**  
Talent Marketing Manager

Started at JobsOhio:  
October 11th, 2021

### What energizes you outside of work?

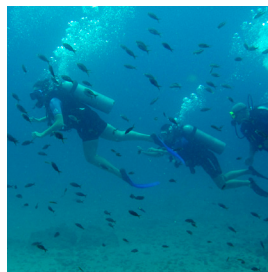
I love mentoring and positively impacting the lives of young women. Sharing my experiences and hearing their stories is really inspirational.

### Do you have a hidden talent?

It’s not hidden generally but it may be at work, lol. I’m a classically trained dancer in the disciplines of ballet, jazz, modern, hip-hop, and African.

### If you had your own late night talk show, who would you invite as your first guest?

If I had the talk show before she passed, it would be Maya Angelou. If I had a show now, it would probably be Rihanna or Viola Davis.



**Bo Davis**  
Executive Aide

Started at JobsOhio:  
October 25th, 2021

### What is the best vacation you have been on?

While on a study abroad trip to Costa Rica, my class took a field trip/vacation to Bocas del Toro, Panama. There we were assigned to create a GoPro video of the marine life we encountered while snorkeling. Diving down to get footage of all the tropical fish and wildlife was an amazing experience. 10/10 would recommend.

### What is the number one item on your bucket list?

Get my pilots license for personal use. Always have had a love for travel and for flying.

### What energizes you outside of work?

Building a variety of experiences that will help me become a more well-rounded man. The more things I can get exposure to, the more I can see from other people’s point of view. Meeting new people and learning about their background or culture gives me an insight to what is important to that person and allows me to understand what motivates them day-to-day.