

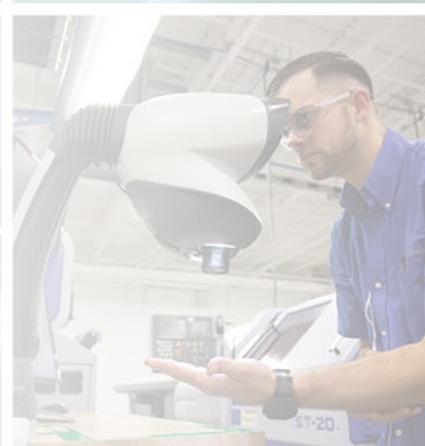
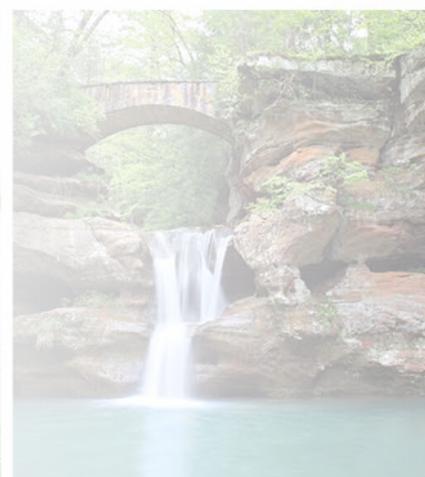


JobsOhio Public Board Meeting

June 11, 2021



**TEN YEAR
Anniversary
TOGETHER**



Call to Order

Bob Smith, Chairman



TEN YEAR
Anniversary
TOGETHER

Agenda

- Approve Minutes of March 12, 2021
- President's Report
- Committee Reports
- Adjourn

Approve Meeting Minutes: March 12, 2021

Bob Smith, Chairman



TEN YEAR
Anniversary
TOGETHER



President's Report

J.P. Nauseef



TEN YEAR
Anniversary
TOGETHER





Review Econ Dev Initiatives



TEN YEAR
Anniversary
TOGETHER



JobsOhio Expanded Scope



9 Economic Sectors

Loans, Grants

Marketing Ohio

JobsOhio Expanded Scope



10 Economic Sectors	
Sites	Loans, Grants
Innovation	Marketing Ohio
Workforce & Talent	
Engagement	
Air Service	
Growth Capital	
Inclusive Econ Dev	
DE&I	



JobsOhio's 10-Sector Focus

- **33%** Gross State Product
- **23%** Employment
- **40%** Payroll

JobsOhio Sectors		
1	Advanced Manufacturing	224K
2	Logistics & Distribution	183K
3	Financial Services	168K
4	Automotive	112K
5	Information Technology	95K
6	Military & Federal	93K
7	Energy & Chemicals	93K
8	Healthcare	92K
9	Food Processing & Agro	70K
10	Aerospace & Aviation	38K

JobsOhio Expanded Scope

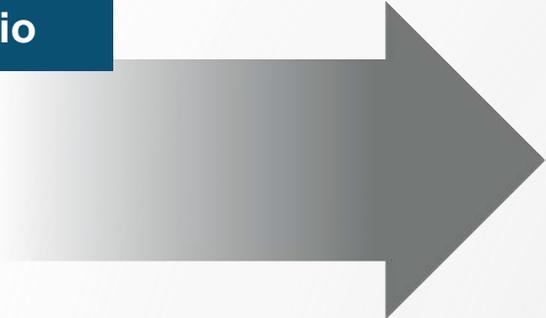


10 Economic Sectors	
Sites	Loans, Grants
Innovation	Marketing Ohio
Workforce & Talent	COVID Relief
Engagement	Finance Partnerships
Air Service	Ohio PPE Leadership
Growth Capital	Broadband
Inclusive Econ Dev	
DE&I	

JobsOhio Expanded Scope

9 Economic Sectors

- Loans, Grants
- Marketing Ohio



10 Economic Sectors

- Sites
- Innovation
- Workforce & Talent
- Engagement
- Air Service
- Growth Capital
- Inclusive Econ Dev
- DE&I
- Loans, Grants
- Marketing Ohio
- COVID Relief
- Finance Partnerships
- Ohio PPE Leadership
- Broadband





Ohio's Momentum Building

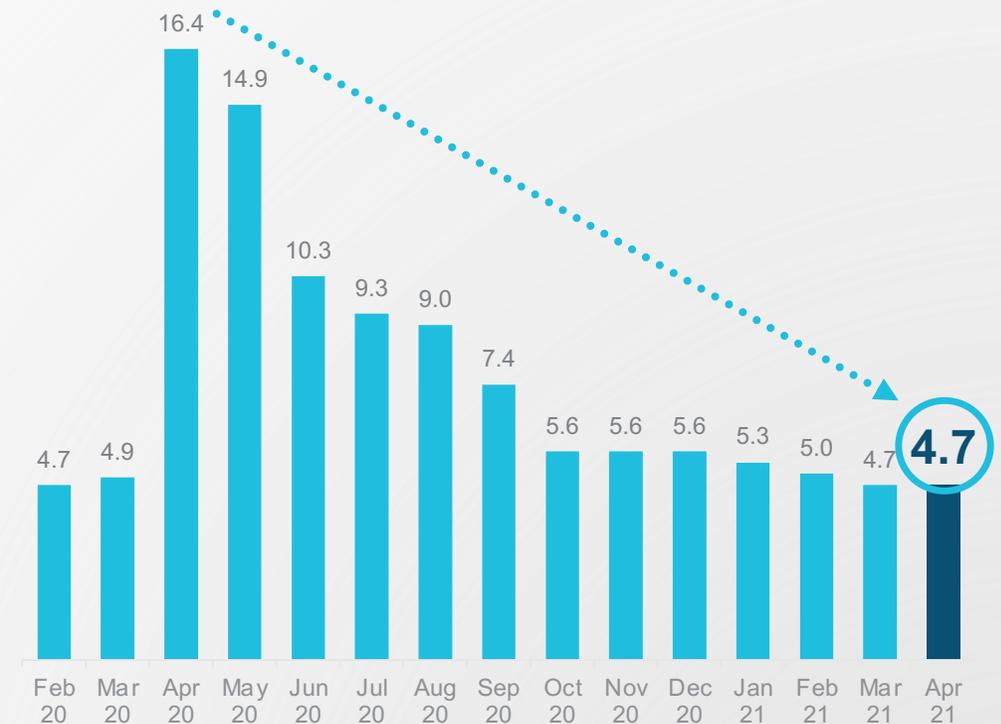
Ohio in Strong Position

Unemployment lower than USA

Moody's return to pre-Covid economic conditions

New business filings record

Ohio Unemployment



Source: Ohio Department of Job and Family Services, U.S. Bureau of Labor Statistics, CES Survey

This document is not a public record and its content should not be reprinted in any other document. Ohio Revised Code 149.43(A)(1)(bb) and 187.04(C)(1) and (2)

Ohio in Strong Position

National

Business Climate

#1 Governor's Cup



#3 Business Climate



#4 Prosperity Cup



#6 Business Opportunity



#7 Best for Business

Chief Executive

#9 Best for Business



#10 Top for Business



Sector Leadership

#2 Automotive Manufacturing Strength

#2 Aerospace Attractiveness

#3 Manufacturing workforce



#3 Foreign Direct Investment

#5 Financial Services economy

#6 Opportunity zones

#9 Manufacturing Output Percentage

#10 Technology jobs

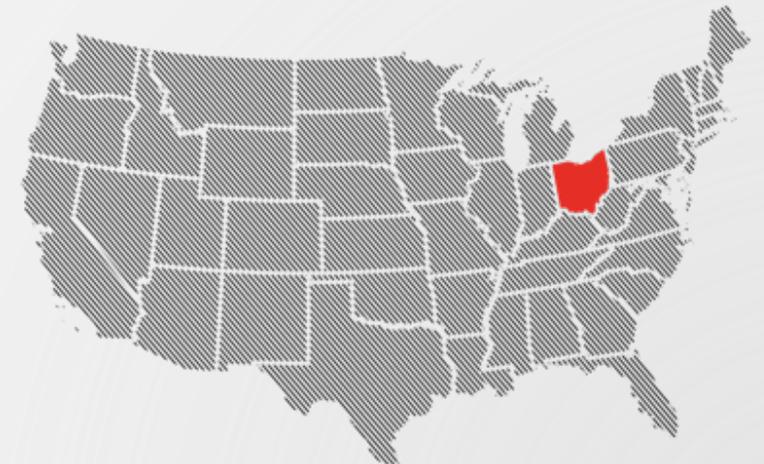
Regional

Top 10 Cinci, Elyria, Col, Dayton

#1 Findlay, OH micropolitan

#2 highest bond rating

#2 in real GDP growth



New Business Pipeline!

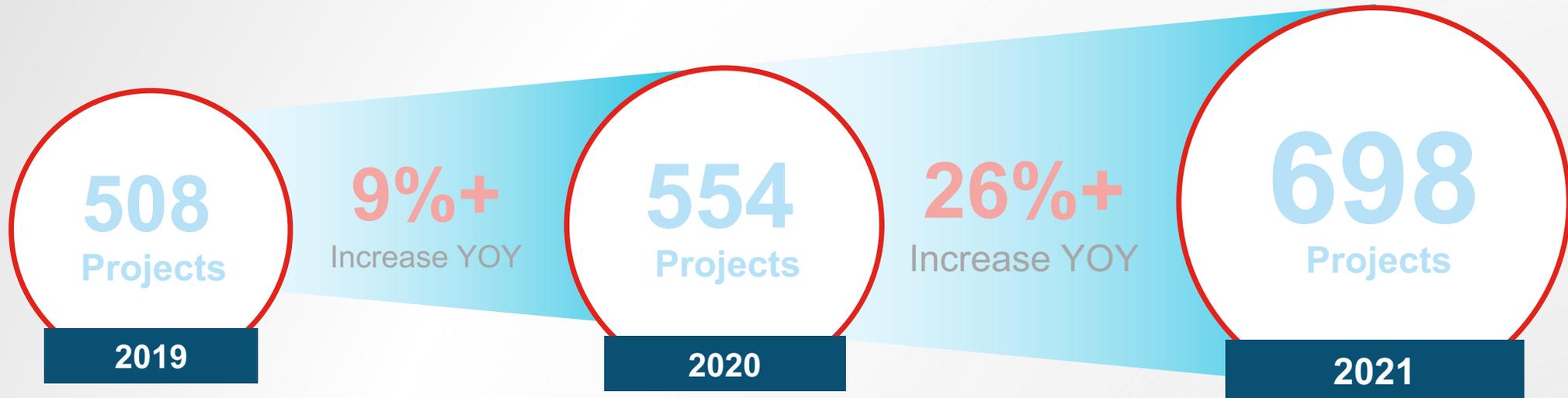


85%+ New Jobs
25%+ New Payroll
79%+ New CapX

Volume (2021 Metrics are not finalized until after year end)

This document is not a public record and its content should not be reprinted in any other document. Ohio Revised Code 149.43(A)(1)(bb) and 187.04(C)(1) and (2)

New Business Pipeline!



12 “Megaprojects”

32,000 new jobs

\$1.2 Billion new payroll

85%+ New Jobs

25%+ New Payroll

79%+ New CapX



Project Highlights



TEN YEAR
Anniversary
TOGETHER



Recent news



LORDSTOWN.



TEN YEAR
Anniversary
TOGETHER



*1st U.S. Factory
in Ohio*

2,174

New Jobs

\$401M

**New Capital
Investment**



**TEN YEAR
Anniversary
TOGETHER**

Breeze



*Air Service Restoration
& Expansion*

**New
Markets**

\$140M+

**Economic Impact
For Ohio**



**TEN YEAR
Anniversary
TOGETHER**



A Generational Opportunity for Ohio



TEN YEAR
Anniversary
TOGETHER



A Generational Opportunity for Ohio

Leverage **Positive Awareness about Ohio**

Ohio's value proposition NEVER more evident

- National focus on reshoring aligns with Ohio's diverse industry, workforce & location
- Economic duress accelerates emerging trend away from the coasts to Ohio's affordability & livability

JobsOhio and statewide network in place & aligned with DeWine Administration to position Ohio to emerge a leader

Gov. DeWine
response to crisis
widely praised

Ohio "Stood Out"
as a model amongst
states and nations

~\$25 Million
earned value



A Generational Opportunity for Ohio

Leverage Positive Global Awareness

Ohio's value proposition NEVER more evident

- Reshoring supply chains aligns with Ohio's **diverse industry, workforce & location**
- Economic duress accelerates emerging trend away from the coasts to Ohio's affordability & livability

JobsOhio and its statewide network in place & aligned with DeWine Administration to position Ohio to emerge a leader

- **#3 manufacturing workforce in U.S.A.**
- **#9 most diverse industry base**
- **1-day drive from 60% market**



A Generational Opportunity for Ohio

Leverage Positive Global Awareness

Ohio's value proposition NEVER more evident

- Reshoring supply chains aligns with Ohio's diverse industry, workforce & location
- **Accelerates emerging trend away from coasts**
strength of Ohio's affordability & livability

JobsOhio and statewide network in place & aligned with DeWine Administration to position Ohio to emerge a leader

- **#1 Most Affordable State**
- **Best Cities** for Homebuyers
 - #4 Dayton
 - #7 Akron
 - #8 Columbus
 - #10 Cincinnati
- **#2 Quality of Life**

(USNews, Sperling)



A Generational Opportunity for Ohio

Leverage Positive Global Awareness

Ohio's value proposition NEVER more evident

- Reshoring supply chains aligns with Ohio's diverse industry, workforce & location
- Accelerates emerging trend away from the coasts to Ohio's affordability & livability

JobsOhio & statewide network, aligned with DeWine/Husted Administration





Capturing Opportunities

2021 Priorities

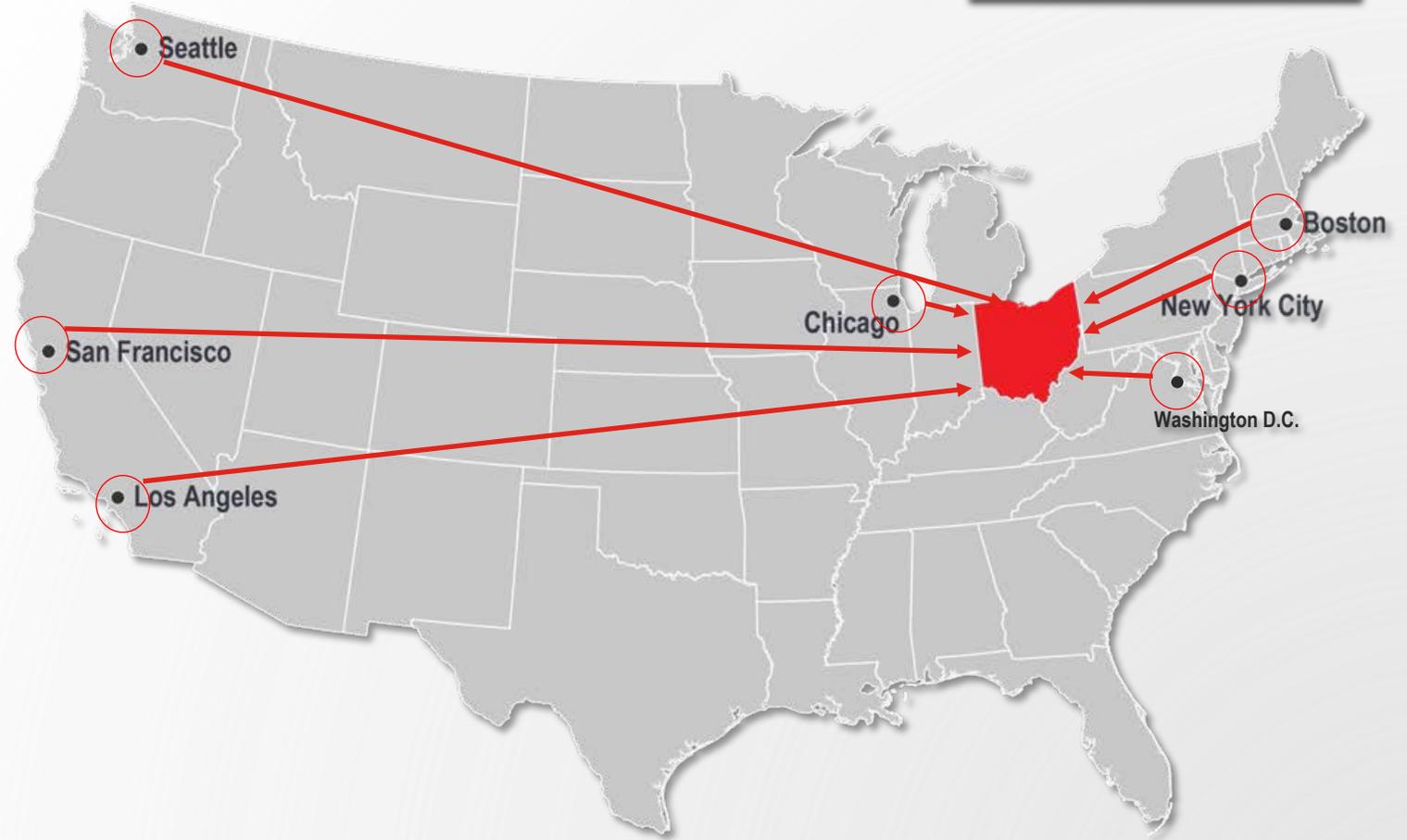
1. Expanding Ohio business
2. Ohioans Back to Work
3. Diversity & Invest
 - Innovation
 - Job Ready Sites
 - Air Service Restoration
4. Inclusive Recovery
5. Market Ohio to Capitalize on reshoring, migration from coasts



Marketing Ohio

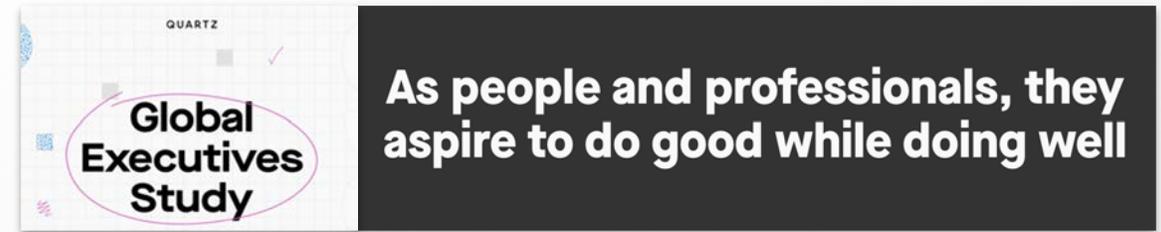


- Promote Ohio's value prop
- Attract in-demand talent
- Capitalize on reshoring
- Capture migration from coasts
- Leverage Gov leadership response to pandemic



The Challenge

JobsOhio has been aware of shifting business trends across the country for years, and the pandemic accelerated those changes. What business leaders want and expect for themselves and their workers is not what it used to be.



The Opportunity

These changing trends presented us with a huge opportunity to grow the state's economy by showing existing and emerging business leaders everything Ohio has to offer.



But first we needed to get their attention, and prove that we're more than just another Midwestern state.

Intersect Illinois
854 followers
7h · 🌐

+ Follow ...

Leading automotive manufacturer and supplier, **Flex-N-Gate** will build a new manufacturing facility in Effingham, IL: <http://ow.ly/SPNY50F54is>



👍 🌱 4

Michigan Economic Development Corporation
22,521 followers
Promoted

The Michigan Economic Development Corporation has services and resources to help your business prepare for Industry 4.0 technologies and move ahead with automation.



Are you manufacturing new ways to move ahead?

 MICHIGAN ECONOMIC DEVELOPMENT CORPORATION

michiganbusiness.org [Learn more](#)

Indiana Economic Development Corporation
Sponsored

Help is here for Hoosier small business owners.

The Indiana Small Business Restart Grant helps

Hoosier small business owners



Apply for the Small Busine... [Apply Now](#) See if you qualify.

Apply for the Small Busine... [Apply Now](#) See if you qualify.

Tennessee Department of Economic and Community Development
Sponsored · Paid for by Tennessee Department of Economic and Community Development

The single largest economic development investment in the history of Tennessee—\$2.3 billion invested by LG Energy Solution and General Motors' joint venture, Ultium Cells LLC, to manufacture zero emission EV battery cells in Spring Hill.

Watch our recap of this historic announcement. ⚡ 📺



TNECD.COM
Electric Vehicle Manufacturing · [Learn More](#)

We wanted business leaders nationwide to see us as visionaries, too.
This meant that we needed to show up in a completely unique, bold way.

**We're
building
for**



leaders.

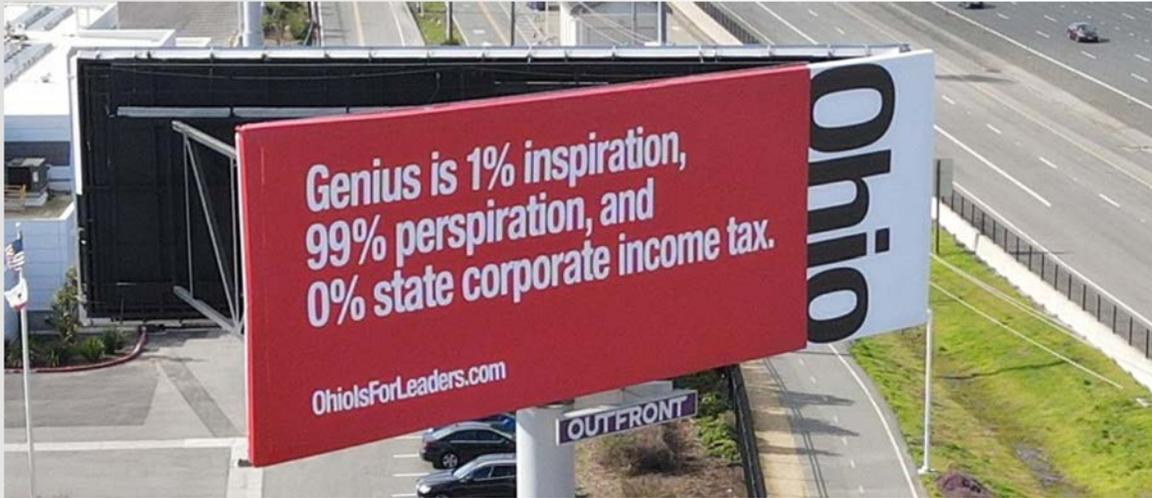
**We wanted to prove that Ohioans
are the kind of visionaries who
aren't afraid to speak the truth...**



Seattle



Chicago



San Francisco



Boston



New York



Los Angeles

Who understand what really matters to today's executives...

THE WALL STREET JOURNAL
THE FUTURE OF EVERYTHING FESTIVAL
May 11-13, 2021 / Online
Hear from business leaders, entrepreneurs, artists, athletes, scientists and thinkers for a first look at the seismic shifts occurring in the way we live, work and play.
Buy tickets: [WSJ.COM/PRINT](https://www.wsj.com/print)
Save \$100 on Early Bird pricing, ends 2/18

Just Announced

 Cubicle Sales Artist and Entrepreneur	 Dwayne Wade Entrepreneur and Philanthropist	 Ray Dalio Founder, Co-Chairman and Co-Chief Investment Officer, Bridgewater Associates	 Michelle Kaur Founder and CEO, KORA Organics
 Franklin Chan Founder and CEO, Postman	 Robert D'Amico CEO, Bonobos & Bonobos, CEO, Waterstones	 Allison Johnson CEO, Young & Rubicam, Co-Founder, Curious Management, LP	 Rebecca Rose Founder, Penology and Philanthropist

AND MANY MORE

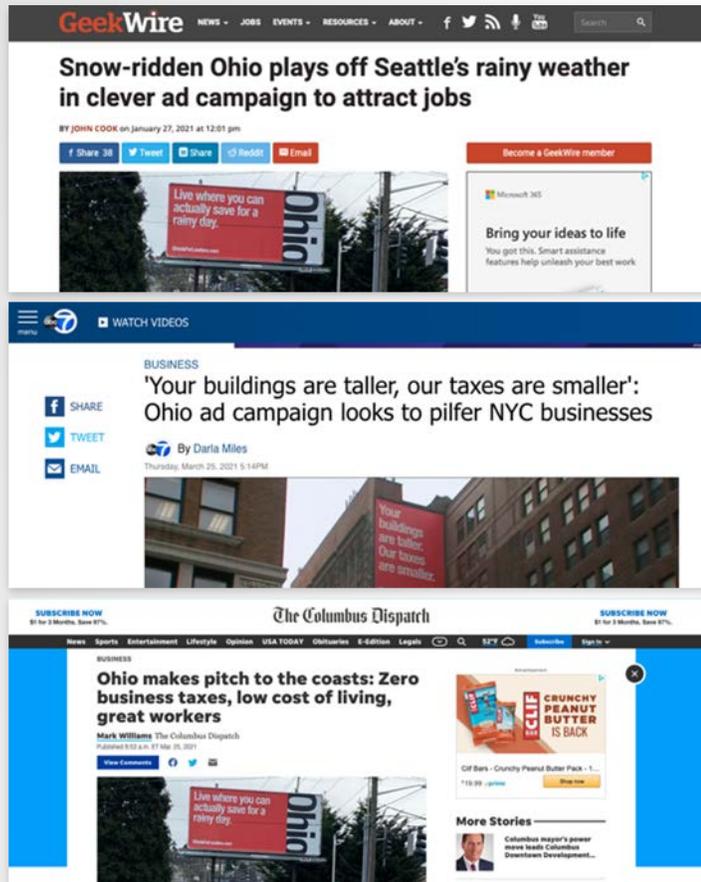
SUPPORTING SPONSOR 



And who think outside the box to reflect the changing business landscape.



Since its debut, our bold campaign and the state of Ohio have garnered widespread attention and results.



From news features in major markets to conversations on social media, people have had a lot to say.



And our internal metrics around website traffic, brand searches, and general awareness of Ohio bear that out. But this is just the beginning.

Over the next year, we'll continue to raise Ohio's national profile encouraging more business leaders to join us in contributing to this amazing state.





JobsOhio Beverage System Updates

Lorraine Terry

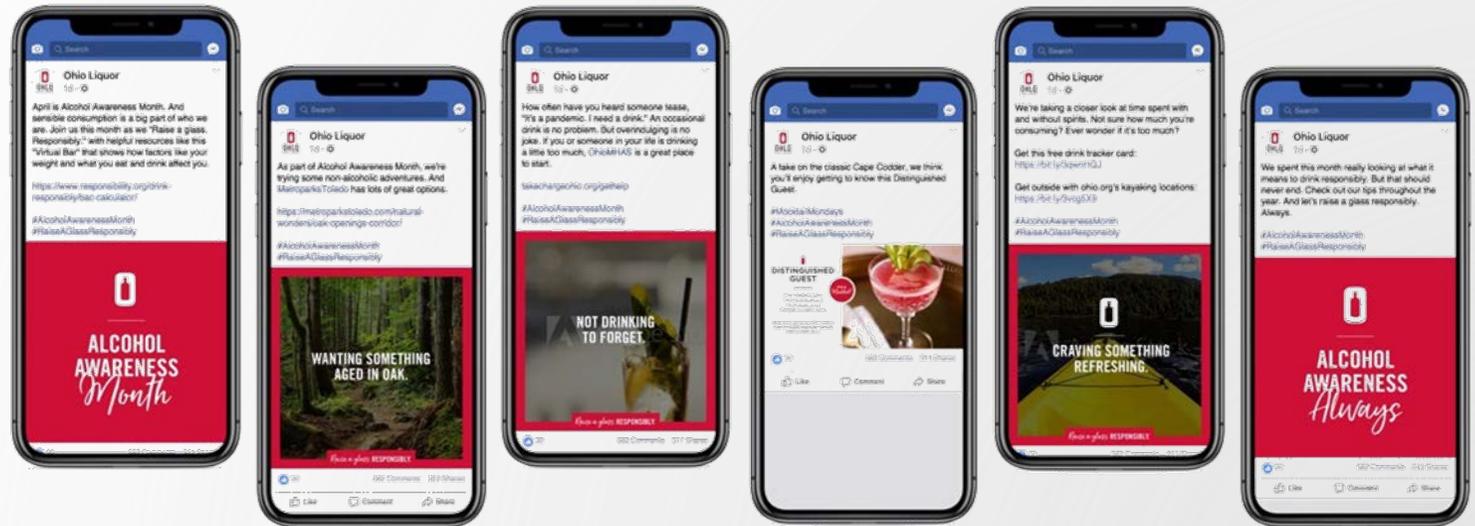
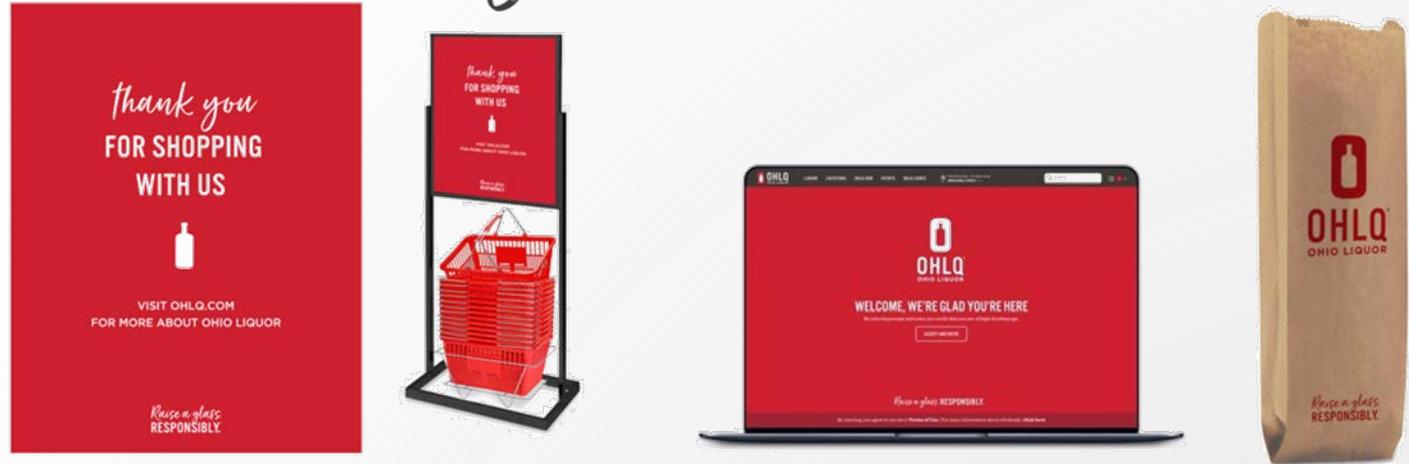
2021 – Looking Ahead

JobsOhio Beverage System

- FY21 Q2 Liquor Sales 16%+ YOY
- Social Responsibility Statement
- Alcohol Awareness Month



Raise a glass. RESPONSIBLY.™



@OhioLiquor on Facebook





Financial Update Q3 FY2021

Brian Faust



TEN YEAR
Anniversary
TOGETHER



March 2021 - Statement of Net Position

Net Position Decrease: 0.5%

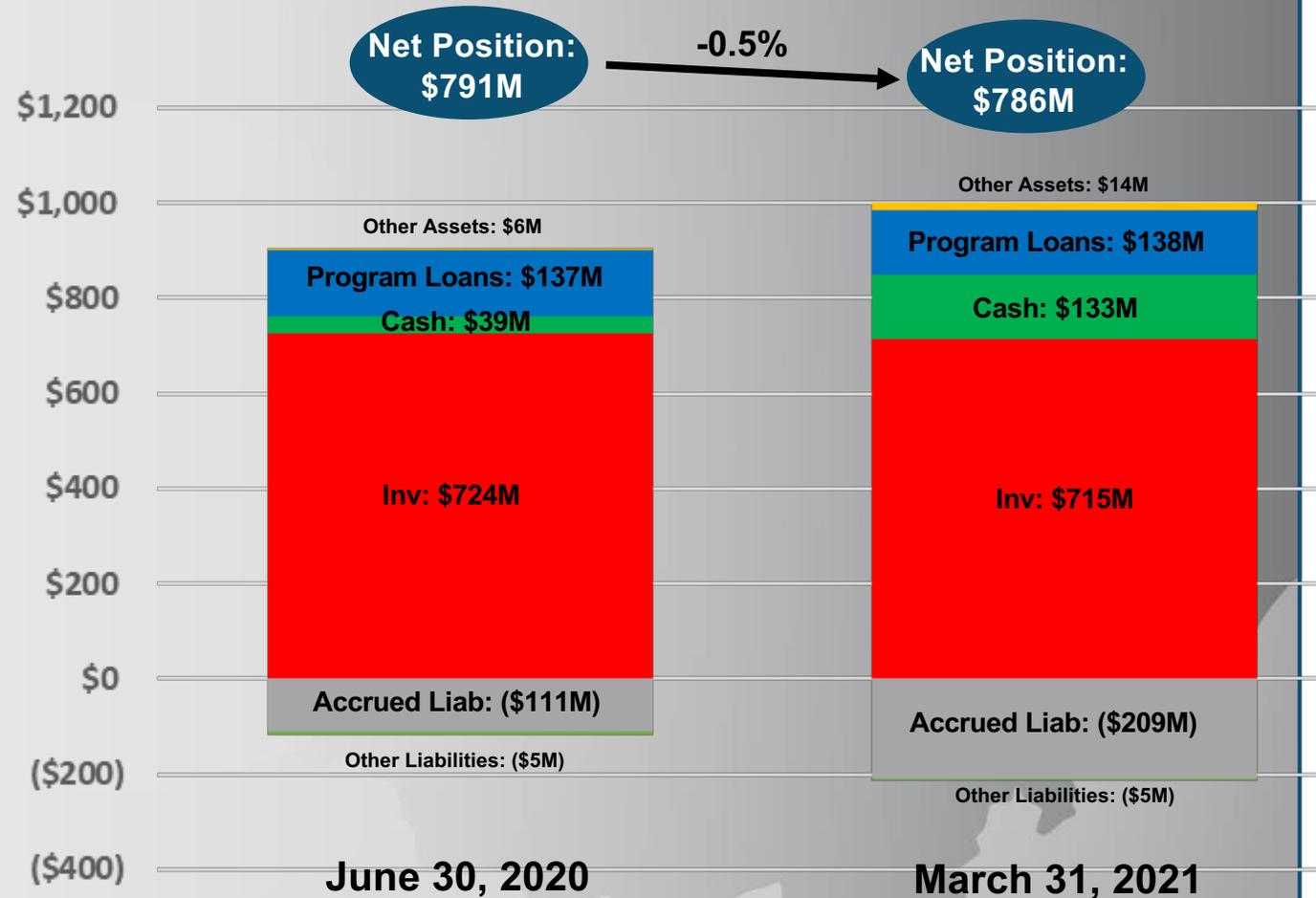
6/30/20 – 3/31/21

Assets increased 10%

- Cash increase – timing of liquor grants
- A/R increase primarily from accrued interest
- Small investment decrease for liquidity
- Loan portfolios remained relatively flat
- Other small changes in Other Assets

Liabilities increased 82%

- Minor decrease in Accounts Payable due to timing of expenses
- Accrued liabilities increase - executed grant agreements not yet disbursed



Net Contribution – 9 Months Ending Mar 31 '20 vs Mar 31 '21

Net Contribution Decrease

9 Months Ending 3/31/20 vs 3/31/21

Operating revenues increased 36%

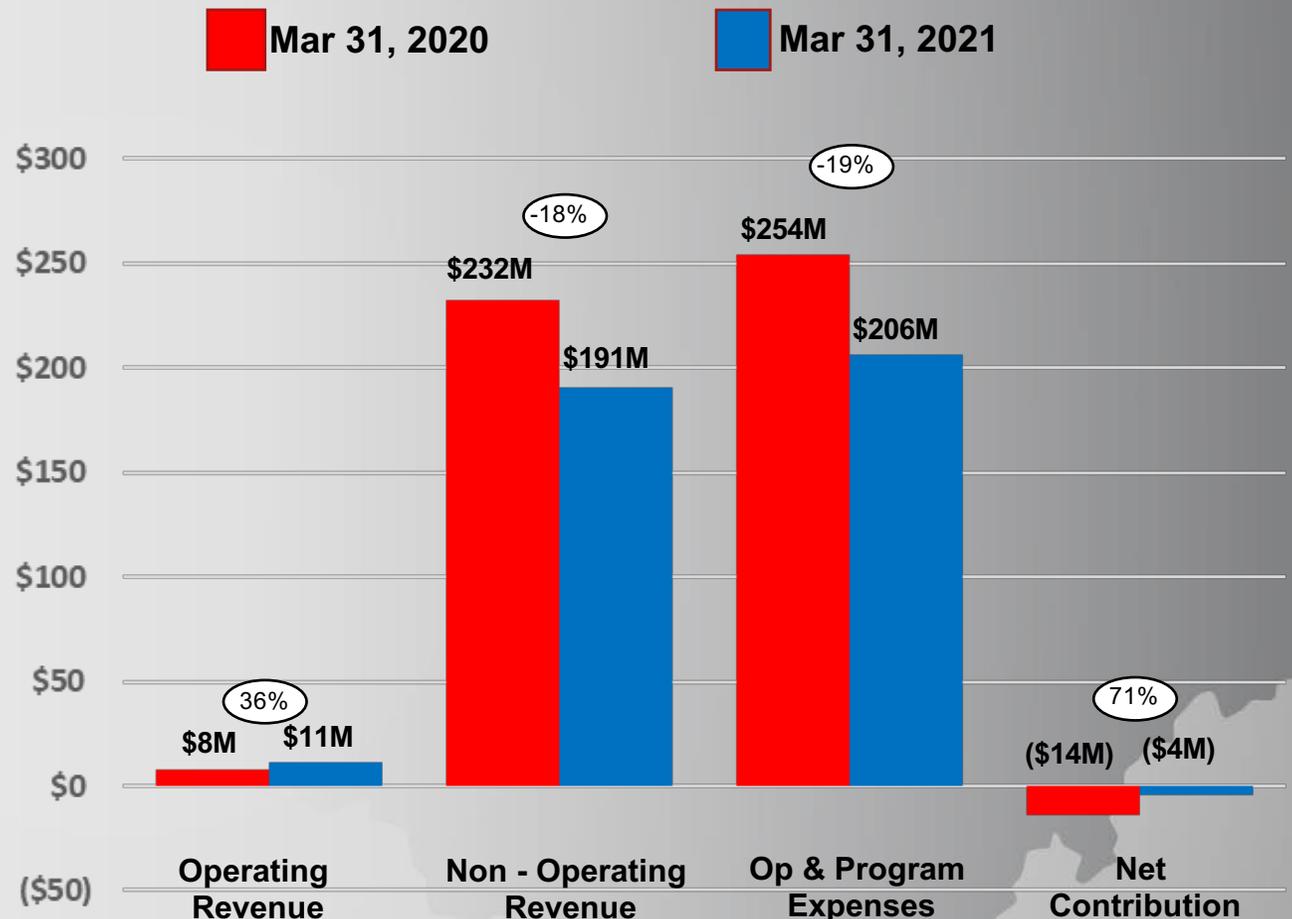
- Increase in interest income and management/other fees

Nonoperating revenues decreased 18%

- Decrease in liquor enterprise contribution to support PPE purchases
- Investment income decrease from COVID impacted market conditions

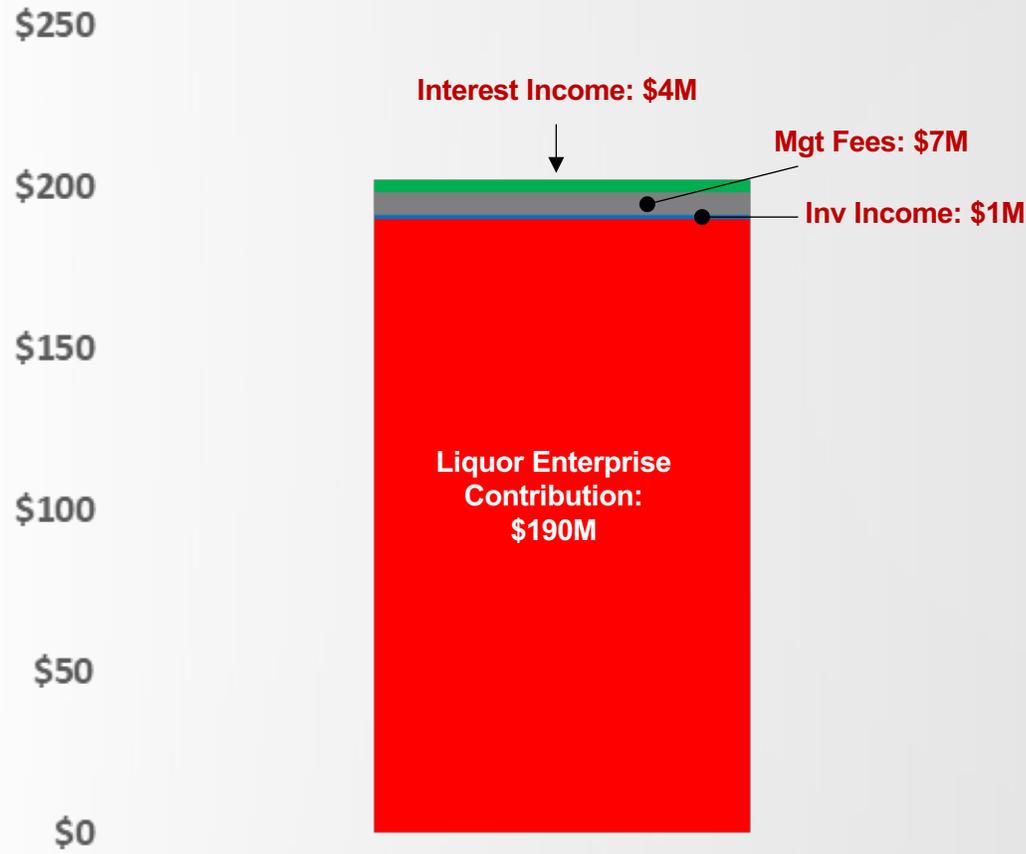
Op & Program expenses decreased 19%

- Decrease ED Program expense due to smaller “inclusion” grant size
- Increase in expenses for site development, DEI Initiative, Ohio to Work, Find Your Ohio, Virtual Career Fairs, and other consulting
- Minor increase in employee, admin costs and network partner expense



Q3' FY21 Revenue and Expense Summary

Revenue: \$202M

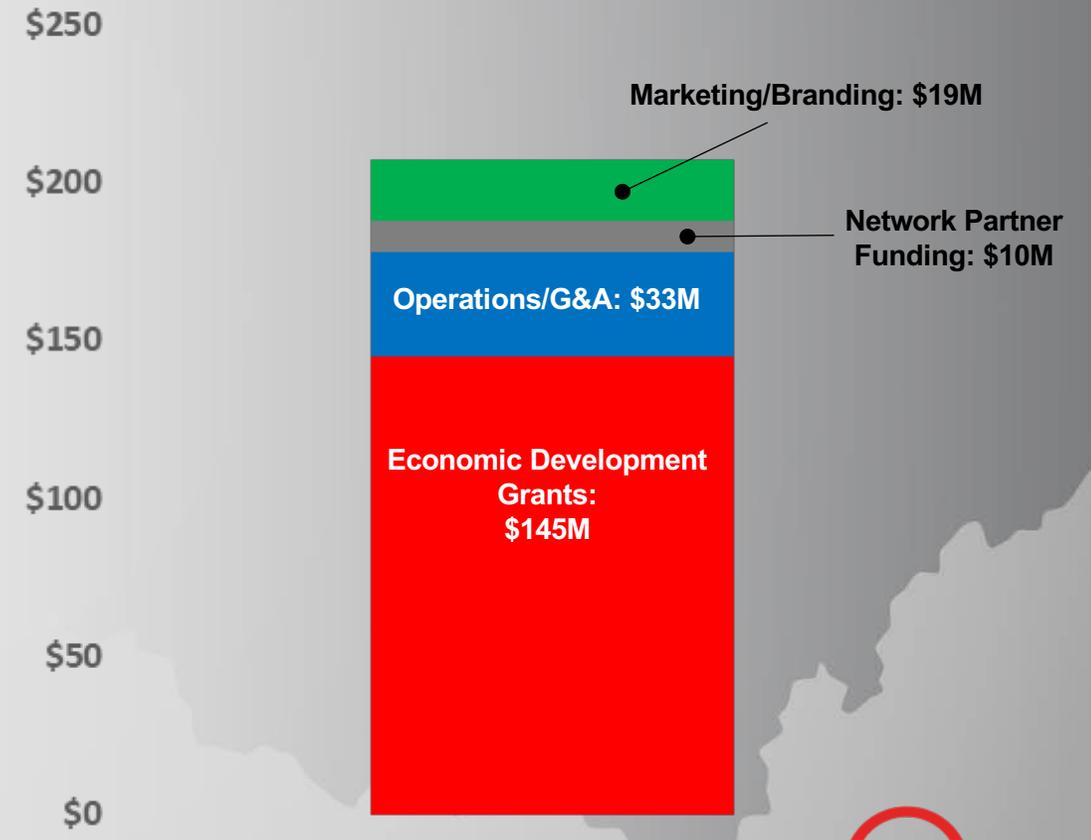


9 Months Ending 3/31/21

Ohio Liquor Supplemental Payment to State Accrual: **\$84M**

(vs. \$50M for Q3' FY20, a 68% increase)

Expense: \$207M



9 Months Ending 3/31/21 JobsOhio



Project Pipeline

Dana Saucier



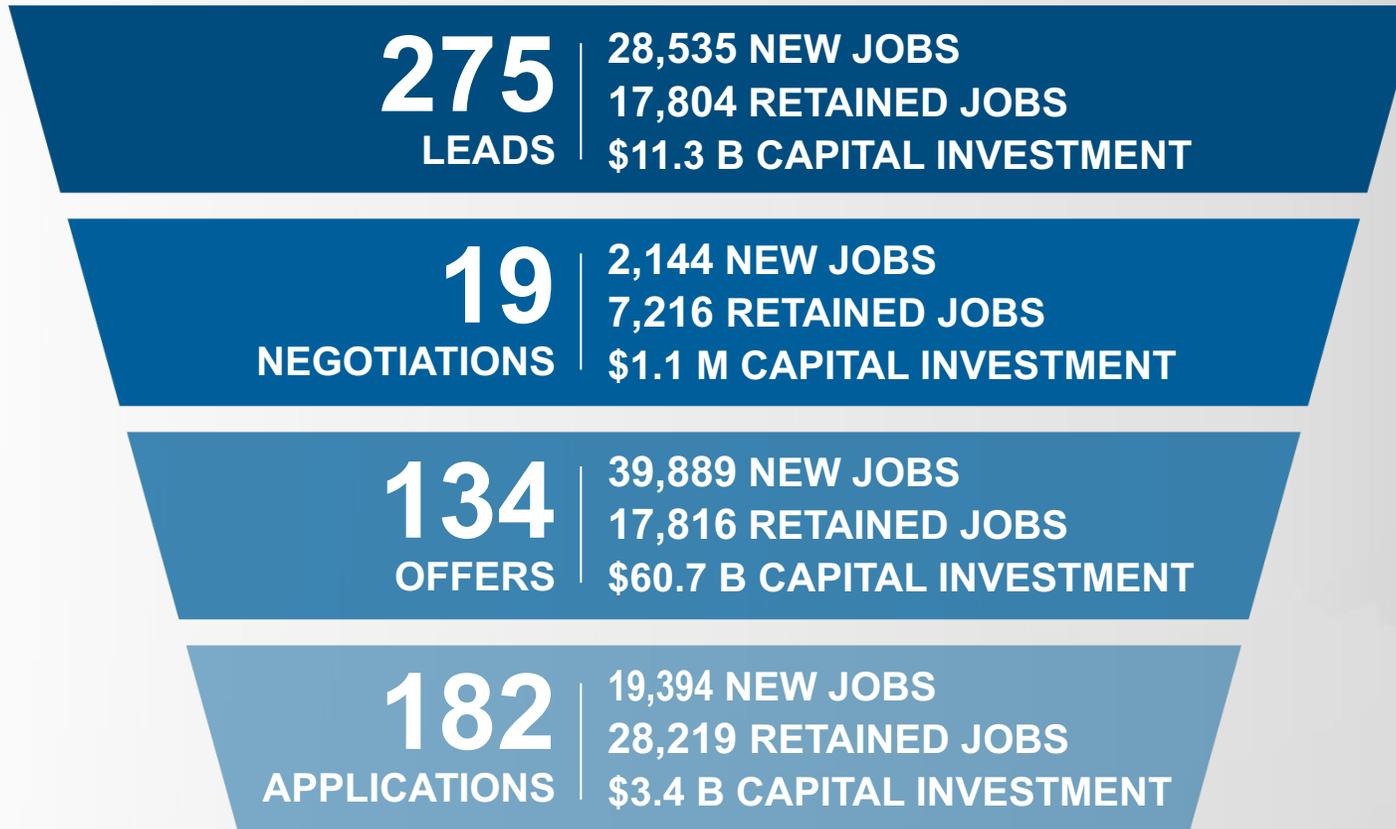
TEN YEAR
Anniversary
TOGETHER



Current Pipeline (as of June 1, 2021)

The JobsOhio project pipeline represents the **potential deals** that JobsOhio and its state, regional and local partners are working to drive job creation and capital investment in Ohio.

ACTIVE PROJECTS BY STAGE*



TOTAL PROJECT PIPELINE*



* Potential results if all projects are realized.



Economic Outlook

Andrew Deye



TEN YEAR
Anniversary
TOGETHER



Latest Assessment of JobsOhio Targeted Industries

Targeted Sector	Pre-COVID Ohio Jobs (000s) ⁽¹⁾	2020 Ohio Jobs (000s) ⁽²⁾	Key Themes Impacting Outlook
 Advanced Manufacturing	223	210	Additive/3D Printing, Advanced Materials, Automation/Robotics, Reshoring
 Logistics & Distribution	188	199	E-Commerce, Omni-Channel Distribution, Data Driven Supply Chains
 Financial Services	167	166	FinTech, InsurTech, Cost Efficiencies
 Automotive	111	99	Smart Mobility, Electrification, Lightweighting, Chip Shortage
 Information Technology	96	96	Cloud Computing, Data Analytics, Digital Transformation, Cybersecurity
 Military & Federal	94	96	Capitalize on Surge in Federal Investment, Advanced Air Mobility Initiatives
 Healthcare	93	94	Cutting Edge R&D, Gene Therapy Centers of Excellence, PPE Leadership
 Energy & Chemicals	92	88	Leverage World's Lowest Natural Gas Prices, Improved Pipeline Infrastructure
 Food & Agribusiness	70	69	Complete Ground-to-Consumer Value Chain, Cold Storage
 Aerospace & Aviation	39	37	OEMs, Supply Chains Recovering
Total	1.2M	1.2M	

(1) 2019 year-end Data. (2) Projected 2020 year-end numbers modeled by **2020Q3 data**.

Source: EMSI, excluding self-employed and sole proprietors.

Latest Outlook

Positives

- **Economy continues to regain momentum**
 - “Coiled spring”
- **Strong growth expected in 2021+**
 - Federal Reserve forecasts U.S. Real GDP growth of 6.5% in 2021
- **Manufacturing PMI**
 - Expansion for the 12th month in a row
- **CEO Confidence remains near record high**

Risk Factors

- **Progress on vaccinations**
 - 41% completion in Ohio
- **Record job openings**
 - 9.3M nationally
- **Inflation**
 - 5% over LTM
- **Financial market volatility**



Look Ahead – 10th Anniversary Events



TEN YEAR
Anniversary
TOGETHER



JobsOhio 10th Anniversary

JobsOhio leadership team and our network partners will begin a stewardship and listening tour this summer.



TEN YEAR
Anniversary
TOGETHER



Committee Reports



TEN YEAR
Anniversary
TOGETHER





Executive Committee

Bob Smith, Chair



TEN YEAR
Anniversary
TOGETHER





Audit Committee

Jerry Sue Thornton, Chair



TEN YEAR
Anniversary
TOGETHER





Compensation Committee

Lester Lyles, Chair



TEN YEAR
Anniversary
TOGETHER



Investment Committee

John Bishop, Chair



TEN YEAR
Anniversary
TOGETHER



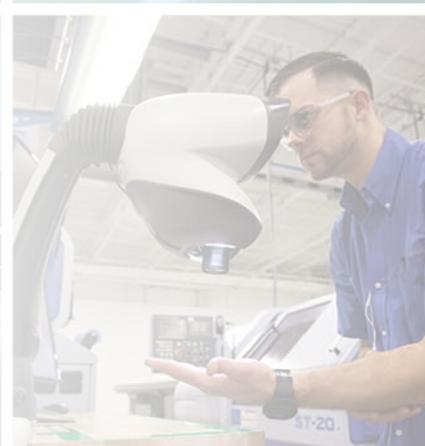
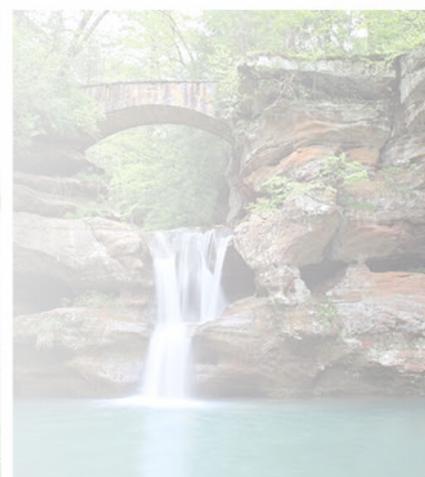


JobsOhio Public Board Meeting

June 11, 2021



**TEN YEAR
Anniversary
TOGETHER**





Thank you for attending!

Next Meeting: Friday, September 10, 2021



TEN YEAR
Anniversary
TOGETHER

