



# Sandusky County

## **ECONOMIC DEVELOPMENT**

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CORPORATION

**ANNUAL REPORT**  
**2010**

# Welcome to Sandusky County – A **CAN DO** County with a **CAN DO ATTITUDE.**



*Click image  
to watch the  
video...*

*A message from the  
Executive Director Kay E. Reiter*

## INCREASED SUPPORT FROM PRIVATE SECTOR PROFESSIONALS

The SCEDC Annual Report provides supporters with an update on the activities and progress of the organization during the past year.

The 2010 Annual Report has taken on a second mission. It is being used to ask professionals in the area to increase their involvement and support for economic development efforts.

Specifically, business and other professionals are being asked, not for money, but to:

Submit possible new Project Leads to SCEDC when they learn of such information from Suppliers and Customers.

Participate in the Buy Lake Erie West program (discussed in the Annual Report) to find any new area Suppliers to replace Suppliers from outside of the region, but only when it improves the company's operations and profits.

New investment and new jobs will result.

### 2010 Priority Initiatives

- Capital Campaign Wrap-up w/ Celebration
- Business Retention & Expansion
- Business Recruitment w/ a Focus on Supplies for Local Industries
- Business Recruitment w/ a Focus on Green Energy Industry
- Support for Sandusky County Regional Airport
- Sandusky County Manufacturers' Roundtable
- SCEDC Board Enrichment & Planning

# SCEDC's MANUFACTURERS' ROUNDTABLE

During 2010, SCEDC leadership was approached by other Ohio counties and their economic development personnel concerning the Sandusky County Manufacturers' Roundtable program.

The program is now being used outside of Sandusky County as a model for aiding business collaboration among manufacturers and as an economic development tool for increasing new investment and jobs.

The Lucas County Improvement Corporation has now launched a Manufacturers' Roundtable program using the model that has been in place in Sandusky County. It is currently being considered by other economic development organizations in order to advance development in their counties.

The SCEDC program is being used as a model to assist development in the manufacturing sector.

During 2010, participation in the SCEDC Manufacturers' Roundtable program continued at strong levels with four sessions conducted during the year.



April 22, 2010- Hosted by Freeman Engineered Tooling Solutions  
Topic: Commercial Activity Tax: What it Means to Ohio Manufacturing



June 24, 2010- Hosted by Carbo Forge Inc.  
Topic: Manufacturing Advocacy & Growth Network



October 7, 2010- Hosted by Whirlpool - Clyde Division  
Topic: The Whirlpool Story



December 16, 2010- Hosted by Style Crest  
Topic: CSX - Northwest Ohio Intermodal Terminal

# MAJOR PROJECT SUCCESS IN 2010

*In 2010, SCEDC put significant effort into working with and supporting established companies located throughout the county. Newly announced investments are paying important dividends to both the companies involved and to Sandusky County.*



*Martin Marietta Magnesia Specialties*

A \$53 million **Martin Marietta Magnesia Specialties** expansion project includes construction of a newly owned and operated 15,000 square foot building and the purchase and installation of a new kiln for the production of dolomitic lime. The new kiln #7 – the sixth kiln on site (there is no kiln #3) – will be placed near the existing kiln #6.

The Woodville project is expected to create 15 jobs and retain 160 positions. There is a sizable amount of construction related jobs – over 100 – for the project as well.



*Sierra Lobo, Inc.*

Fremont, Ohio-based **Sierra Lobo, Inc.** has completed a \$500,000 project for a 3,500 square foot office complex for use by its accounting personnel. The design / build project was constructed in Fremont's Pinnacle Drive Office Park.

According to Martin Offineer, director of engineering services at Sierra Lobo, the

facility is needed to replace the company's existing building, which has water problems in its basement and is too small to properly house the company's accounting staff.

The City of Fremont has aided Sierra Lobo in securing a location as well as offering incentives that may be available to them for its expansion.

Sierra Lobo completed their new facility mid-summer of 2010.



*Memorial Hospital*

In 2010, **Memorial Hospital** logged 80,976 inpatient / outpatient visits, 1,138,667 lab tests, and 39,160 volunteer hours. Additionally, 10,688 mobile meals were provided and \$29.3 million was spent on payroll and benefits. The institution also made \$4.2 million in capital investments, spent \$12.7 million locally, and provided \$7.3 million for charity care.

One of the hospital's projects is a \$600,000 renovation to its existing women's diagnostics center. A recent impact study has shown that the hospital impacts Sandusky County by \$182M annually.

**Futronics**, a Fremont-based company that is investing approximately \$1 million in a new building to be constructed on land it currently owns in Rice Township. It will consolidate warehousing and



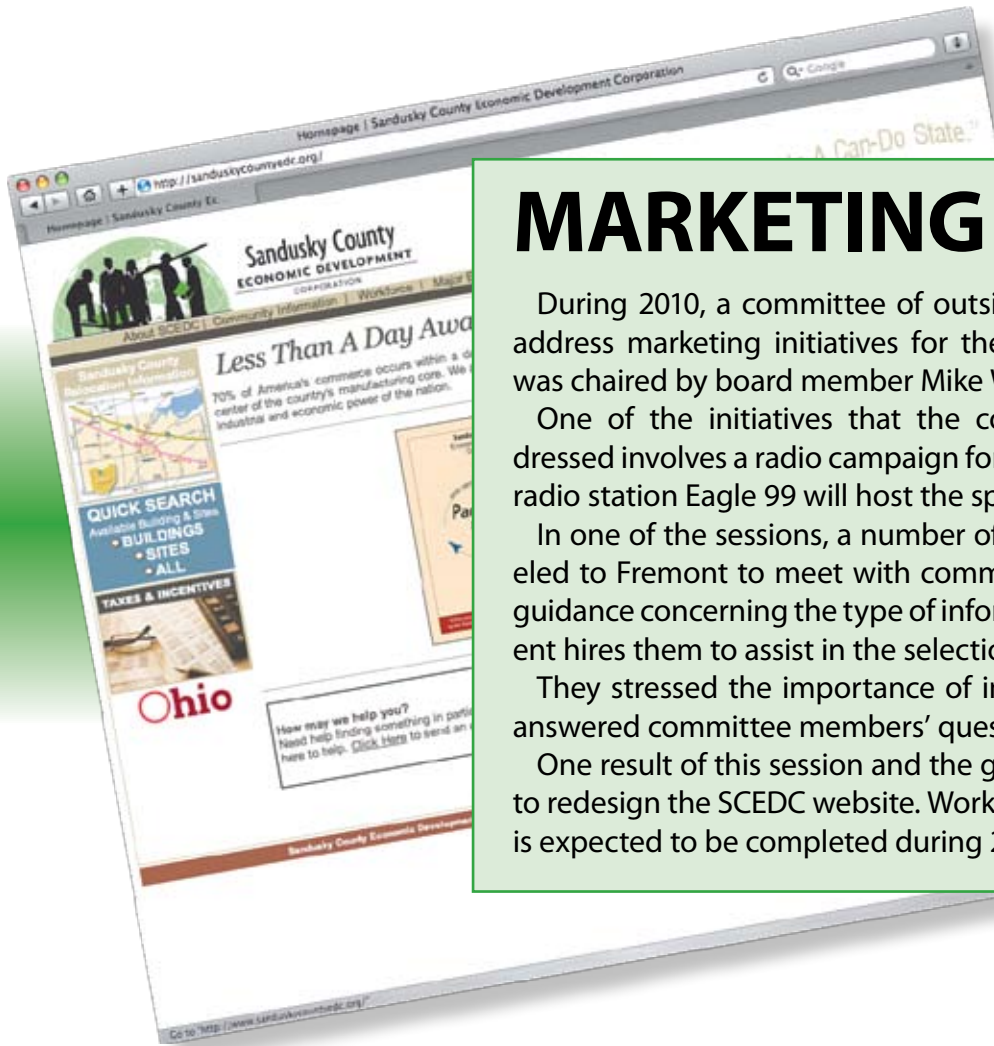
*For more information, click here...*

shipping / receiving operations from Toledo and Wooster into one central location in the Fremont area. Construction of the new warehouse is expected to be complete in May on North State Route 53, adjacent to the Ohio Turnpike. Approximately three jobs will be created and 17 will be retained as a result of the investment.



*Holiday Inn Express*

Construction is set for Spring 2011 on a new \$5 million **Holiday Inn Express** in Sandusky Township, just north of Fremont. The three-story facility will include 78 beds, a pool, a fitness center, and a conference center on a 20.4-acre site. The project will break ground as soon as weather permits. Approximately 20 new jobs will be created.



## MARKETING INITIATIVE

During 2010, a committee of outside volunteers met regularly to address marketing initiatives for the organization. The committee was chaired by board member Mike Winthrop.

One of the initiatives that the committee addressed involves a radio campaign for SCEDC. Local radio station Eagle 99 will host the spots.



In one of the sessions, a number of site selection consultants traveled to Fremont to meet with committee members. They provided guidance concerning the type of information they look for when a client hires them to assist in the selection of a site for a new operation.

They stressed the importance of information on the website and answered committee members' questions.

One result of this session and the guidance provided was an effort to redesign the SCEDC website. Work on a new site is in progress and is expected to be completed during 2nd Quarter, 2011.

## Web-based Available Buildings & Sites Database

The SCEDC website includes a database for available industrial/commercial buildings and sites throughout Sandusky County.



*Click image to enter the database...*

***SCEDC also continues to handle all the lead activity from the Ohio Department of Development through the new Insite system. In 2010, SCEDC responded to 43 generated leads that resulted in 5 site visits.***

# Buy Lake Erie West (Supplier Database)

SCEDC is participating in a regional initiative being led by NORED (Northwest Ohio Regional Economic Development Association) to encourage businesses to increase their purchasing from Suppliers located in the area.

SCEDC is currently examining participation in an effort to create a Supplier database of businesses located in northwest Ohio. It will be a collaborative effort with other counties in the region. A Geographic Information System (GIS) is being examined.

The new database would include businesses in all sectors of the economy. It will compliment a program and database that has already been put in place by NORED for industrial companies only.

The current industrial database program is called Buy Lake Erie West. A database that includes almost all industrial companies with facilities in the region has been put in place to provide industrial purchasing managers with easy access to over 66,000 industrial products, CAD drawings, current product data, and a wealth of other purchasing information.

When any industrial product is entered into the web-based system's search area, a report is returned of all of the companies in northwest Ohio and southeast Michigan that have facilities in our region that make this product. The database is maintained by ThomasNet and updated daily (Link to the Buy Lake Erie West database).

**Click image  
to enter the  
database...**



***SCEDC is joining other counties in the region to ask area industrial companies and businesses in other segments to take a second look at sourcing products and services from area Suppliers.***

Area companies are able to reduce logistics and inventory carrying costs and improve operations and profitability by shifting purchases back to our region when it makes business sense.

Business development will advance when private sector professionals put extra effort into finding Suppliers in our region to replace outside sources.

New investment and new jobs will result in our area with the support and leadership of area companies and their personnel.



*Martin Marietta Magnesia Specialties*



*Revere Plastic*

# SCEDC's Retention & Expansion program

SCEDC's R&E (Retention & Expansion) program partners with Sandusky County's Industrial Communities.

The organization continues to utilize a program called E-Synchronist to assist with R&E visits. This web-based program provides a systematic approach to working with existing industrial employers by identifying problems that cause a business to leave a community. There were 47 company visits during 2010.

Prior to a visit, the company receives information that makes them aware of the discussion that will take place. Each R&E visit takes approximately one hour and a tour of the facility is a required component.

This program has been important for retention of businesses in the area. During the past year, as a result of the R&E efforts, SCEDC worked with a number of companies and their financial institutions to assist them in staying in business and keeping their personnel employed.

This program also continues to bring new investment and new jobs to Sandusky County. R&E calls during 2010 resulted in SCEDC's involvement in several major expansion projects. These projects are providing new investment and new jobs at Martin Marietta, Futronics, and a new Supplier facility to be announced for Whirlpool.

## Supplier Recruitment

An important part of the R&E program is an effort to recruit new Suppliers to support established companies in Sandusky County. This is one of the four priority initiatives established by SCEDC leadership.

The Supplier Recruitment Program is being implemented that includes a \$3,000 reward for information about a Supplier or Customer of an area company that may have a need for a new facility in close proximity to an existing Sandusky County facility. The reward is being paid to a charity of the recipient's choice.

A Wanted Poster explaining this \$3,000 reward has been created. SCEDC is working to place these posters at companies in the county that have purchasing and sales departments. Personnel in these areas are in regular contact with Suppliers and Customers and periodically learn about leads for new projects that might be interested in locating a new facility in the area.

Whirlpool has placed one of the framed Wanted Posters in the front lobby of their Administrative Building.

SCEDC is seeking increased involvement and support from area professionals to submit potential new project leads when they learn this information from Suppliers and Customers.



**WANTED**  
 PROFESSIONAL ASSISTANCE NEEDED TO ACQUIRE  
**NEW INVESTMENT & JOBS**  
 FOR NORTHWEST OHIO AND SOUTHEAST MICHIGAN.

**\$3,000 REWARD OFFERED**

\* Paid to a nonprofit or charity organization of recipient's choice for one lead selected from a drawing of all leads submitted that result in consideration from a corporation to add new investment or jobs to the region.

**SUPPLIER RECRUITMENT PROGRAM**  
*Your Leads can lead our development...*

REWARD OFFERED FOR LEADS FROM PURCHASING MANAGERS AND OTHER PROFESSIONALS FOR SUPPLIERS SERVICING AREA COMPANIES WHO MAY LOCATE OR EXPAND AN OPERATION IN THE AREA. PROVIDE SUPPLIER'S CONTACT INFORMATION TO:

Kay E. Reiter  
 Sandusky County Econ. Dev. Corp.  
**(419) 332-2332**  
 OR SUBMIT INFO TO  
 director@sanduskycountyedc.org

A JOINT PROGRAM BY:

APICS | NAPM | Regional Growth Networks

# Year End Fiscal Report

In 2010, the Sandusky County Economic Development Corporation (SCEDC) completed a very successful funding campaign of over \$1.3 million that secures adequate funding of the organization for the next five years.

As of December 31, 2010, the corporation realized a net profit for the year plus retired 25% of the obligation associated with the campaign costs. The corporation continues to maintain a satisfactory level of cash reserves for normal operating expenses.

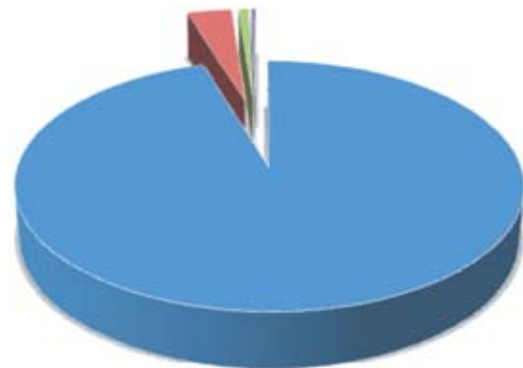
As Treasurer, I am pleased to say 2010 was an outstanding year for the corporation and the organization is on solid footing for 2011 and beyond.

Respectfully submitted,

*Jeffrey L. Geary*

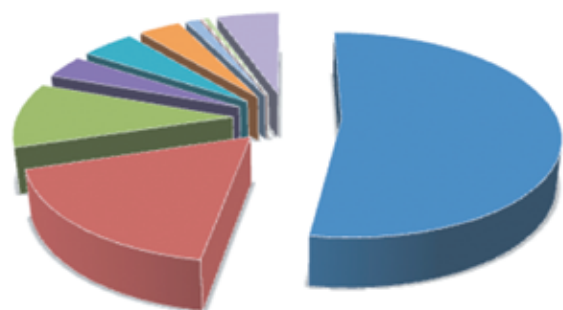
Jeffrey L. Geary,  
SCEDC Treasurer

**SCEDC's 2010 Annual Income**  
**\$239,751**



- Investor Pledges
- Grants
- Enterprise Zone Mgt Fees

**SCEDC's 2010 Annual Expenses**  
**\$195,632**



- Wages/Benefits
- Public Relations
- Programs
- Misc Expense
- Bad Debt
- SCRAA Support
- Retention/Expansion
- Office Support
- Small Business Grant
- Campaign Expense





# Sandusky County Regional Airport

During the 2010 year, SCEDC continued to support the needs of the Sandusky County Regional Airport in multiple ways.

For example, SCEDC provides the airport with match dollars when it receives Federal grants. A third of SCEDC's annual funds go to support the county airport, which is a very critical piece of the organization and part of the promise we have made to our investors.

The airport recently completed a final extension of its taxiway. The more than \$1

million project extended the taxiway by 1,700 feet to provide a full-length parallel taxiway for Runway 6/24.

In 2010, more than 1,700 movements were logged at the airport.

Sandusky County Regional Airport is the home of LifeFlight 4. The Life Flight / Mobile Life Critical Care Transport Network is a partnership between Mercy St. Vincent Medical Center, University of Toledo Medical Center, and St. Rita's Medical Center. This network provides air and

ground transportation to the critically injured through operations of five air medical helicopters, seven mobile life units, and more than 150 employees making a difference in lives every day. These services are provided to medical facilities and communities located throughout northwest Ohio.

Last year, LifeFlight 4 had approximately 616 patient flights (not including training, maintenance, public relations, and other flights).



## Executive Director: Kay E. Reiter

### Local, Regional, and State Involvement

#### LOCAL:

- T.R.I.P.S. countywide transportation system – Co-founder and Advisory Committee member
- T.R.I.P.S. – New Facility Advisory Committee member (committee is overseeing the building of a \$2.7M facility for T.R.I.P.S.)
- Sandusky County Law Library Council (county commissioner appointed committee) – President
- Sandusky County Community Improvement Corporation – Secretary
- Sandusky County Regional Planning Commission
- Memorial Health System's Community Advisory Board
- United Way of Sandusky County Allocation Committee

#### REGIONAL:

- NORED – President (two-year term 2010 – 2012)
- Regional Growth Partnership (RGP) – Board of Directors
- Tech Prep Workforce Development Council

#### STATE:

- Area 7 Workforce Investment Board (recently left the board after 5-yrs of services)
- Ohio Economic Development Association (OEDA) – Board Member Region 2
- Ohio Energy Sector Partnership Committee

**As SCEDC executive director, Kay E. Reiter is actively involved in several organizations throughout the region and beyond. Her involvement includes:**

*Rendering of the new T.R.I.P.S. facility*



# SCEDC Leadership

## 2010 OFFICERS

### President

**Jeff Woitha,**  
President, Carbo Forge

### 1st Vice President

**Gregg Gerber,**  
Manager, Human Resources, Heinz NA

### 2nd Vice President

**Royce Kohman,**  
President, The Mosser Group

### Treasurer

**Jeff Geary,**  
VP in Charge of Commercial Lending, Croghan Colonial Bank

### Secretary

**Bruce Schrader,**  
President, Clyde Tool & Die, Inc.

### Past President

**Tom Kern,**  
CEO, Style Crest Products

## 2010 BOARD OF DIRECTORS

**Scott Black,**  
Mayor,  
City of Clyde

**Dr. Marsha Bordner,**  
President,  
Terra Community College

**Bill Bowlus,**  
Director Emeritus,  
Attorney-at-Law

**Jim Clark,**  
VP of Machine Division,  
Atlas Industries, Inc.

**Jeff Crosby,**  
Safety Service Director,  
City of Bellevue

**Jeff Durham,**  
Vice President,  
Whirlpool Corporation-Clyde Division

**Richard Harman,**  
Mayor,  
Village of Woodville

**Hal Hawk,**  
CEO and President,  
Crown Battery Manufacturing

**Mike Jay,**  
Economic Development Director,  
City of Fremont

**Dave Johnson,**  
Administrator,  
Village of Gibsonburg

**Joe Luc,**  
Representative,  
Sandusky County Township Association

**Rob Lytle\*,**  
Commercial Lender,  
Old Fort Banking Company

**Leonard Reino,**  
CEO/President,  
Reino Linen Services

**Holly Stacy,**  
President/CEO,  
Chamber of Commerce of Sandusky County

**Reggie Strauss,**  
Area Manager,  
FirstEnergy Ottawa and Sandusky Counties

**Dr. Terry Thatcher,**  
Sandusky County Commissioner

**Mike Winthrop,**  
President/CEO,  
The Bellevue Hospital

*(\* Rob passed away unexpectedly in the Fall of 2010 – He will be greatly missed.)*

## SCEDC STAFF

**Kay E. Reiter,**  
Executive Director

**Karen Dray,**  
Administrative Assistant