



Findlay · Hancock County
ECONOMIC DEVELOPMENT

FINDLAY·HANCOCK COUNTY ECONOMIC DEVELOPMENT

MAY 2023

This past month, Findlay-Hancock Economic Development (FHCED) focused primarily on areas we have reported on in recent months thus a very brief update.

FHCED continued to expand upon and build out the Foreign Trade Zone back office and related business development initiatives. The benefit of being intentional about this is twofold: 1) the value-add and impact to our regional advanced manufacturing community is huge in terms of reducing, deferring, or eliminating duties on imported goods. 2) FHCED is the grantee of FTZ 151 and as such, this business unit will help diversify revenue to the FHCED office which can then be turned around operationally into other initiatives in support of our smart growth mission.

Retention & Expansion |

- In early May it was announced that GVS Filtration will be moving forward with an expansion project at their Findlay location. The expansion will include the creation of 74 jobs with additional new annual payroll of \$4.5M. To learn more about this project, please see [this article](#) from WFIN.

Attraction |

- Site work has begun at the corner of Crystal and Bigelow Avenues as Humble Robinson launches a 100,000 sf speculative building project. The building will be like what was constructed for the Amazon Distribution Center with available acreage for future expansions.
- Project Hat Trick continues to progress with road improvements and infrastructure discussions underway. FHCED is working closely with the City, County, Ohio Department of Transportation, Regional Growth Partnership and JobsOhio to incentivize and support this project. This infrastructure initiative will aid with future projects.



Site Work, Humble Robinson Spec. Building.

Other |

- Perrigo attended the Ohio Economic Development Association's Basic Course conference. Presenters and panels focused on strategic planning, competitive communities, economic development financing, neighborhood and community development, and more.

In May, FHCED was contacted by a national business magazine and asked three questions. The article along with our answers below will be released in early July. We will link to it next month.

1) How has Findlay-Hancock County managed to maintain stability of economic development policy across multiple county and city administrations?

A key driver of economic development and growth in Findlay-Hancock County has been continuity of communication with our County Board of Commissioners. The same can be said of City of Findlay Mayor and City Council. Seats, whether County or City, change periodically and historically through departure or election results and so maintaining relationships by the FHCED office is intentional. Development policies have evolved over the last forty years and even more so over the

past ten years. Policy initiatives have been led for the most part by the business community represented by FHCED. Sweeping changes are not the norm and intentional policy development has resulted in County Enterprise Zones, a robust Regional Planning Commission, Community Reinvestment Area (CRA) and a Design Review District to name a few. Such policies both incentivize and protect investment. The old adage “if it ain’t broke, don’t fix it” could not ring truer and has resulted in stability of policy over multiple administrations.

2) Why do you think so many small counties in Ohio outperform the rest of the country in project wins?

Counties in Ohio not linked to large metropolitan statistical areas tend to be lean, agile, and do more with less in terms of resources. Findlay-Hancock County has demonstrated the ability to not only play in the economic development arena with its larger metro neighbors but does so competitively. Retention of legacy companies is the prime directive. Smaller counties including Findlay-Hancock County do a better job working purposefully with the leadership of those companies.

Recognizing the attraction of new companies is a long game and with the understanding that most of these games end in loss, most successful counties, including Findlay-Hancock County, suit up every time. The result: every few years you land a McLane Co., Campbell Soup, ValGroup, Amazon, R+L Carriers, and ZF Group to name a few.

3) Do you foresee any future headwinds for small counties across the country?

Those counties that keep a weather eye on the horizon are generally already well-adapted to ride out the vagaries of business cycles, pandemics, and State and Federal governments who drive macroeconomic policies affecting local and regional outcomes. FHCED, along with its business advisory board and council members, will continue to chart a development course steering clear of the shallows and shoals. Such navigation has historically allowed the Findlay-Hancock County region to endure more during economic downturns and ride a much higher wave of success during upturns.