



Findlay · Hancock County  
ECONOMIC DEVELOPMENT

## 2023 YEAR-END

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### Mission

*Driving growth and prosperity in the Findlay-Hancock County Region*

The FHCED mission is a philosophical statement about why we exist. Our mission puts "heart" into the business of economic development.

### Purpose

*Business Retention, Business Attraction, Workforce Development,  
Community Planning, Downtown Findlay, Small Business Development*

FHCED's purpose identifies six key areas of focus. Purpose defines and guides the office and its culture.

### FHCED Governance - 2024 Economic Development Advisory Board

<u>Company   Organization</u>	<u>Member</u>	<u>Responsibilities</u>	<u>Business Sector</u>
Marathon Petroleum Corp.	Dave Blatnik	Manager State & Gov't Affairs	ENERGY
Hancock Wood Electric Coop.	Curt Croy	Chief Operations Officer	UTILITY
Cooper Tire/Goodyear	Chris Crim	Plant Controller	MANUFACTURING
Ohio Logistics	Brittney Darby-Bills	Director of Transportation	ADVANCED LOGISTICS
Blanchard Valley Health Sys.	Myron Lewis	President & CEO	HEALTH CARE
Eastman & Smith, Ltd.	Patrick Sadowski	Attorney (member)	LAW
Premier Bank	Amy Hackenberg	Executive VP	FINANCE
Helms & Son Excavating	Shane Helms	Owner   Founder	CONSTRUCTION
Rudolph Libbe Group	PJ Rudolph	Senior VP Business Dev.	CONSTRUCTION SERVICES
Hylant	Matt Spragg	VP	RISK MANAGEMENT
ValGroup N.A.	Dan Maiorino	Director Commercial Operations	ADVANCED PACKAGING
One Energy	Chelsea Bumb	Senior VP	ENERGY
City of Findlay	Christina Muryn	Mayor	GOV'T EXECUTIVE BRANCH
City of Findlay	Dennis Hellmann	Council	GOV'T LEGISLATIVE BRANCH
Hancock County	Wm. Bateson	Commissioner	GOV'T COUNTY

## Goals – Initiatives - Targets

These state where FHCED aims to be over three years. Besides stating certain quantifiable targets, FHCED defines the "sandbox" in which the office chooses to play. The "sandbox" includes the overarching business model referred to as the *FindlayFormula™*. Targets articulate key actions the office will take to support mission and purpose through FHCED's Brand Promise. Annual goals are organized into quarterly 13-week missions. Besides setting specific quantifiables for the quarter, FHCED will define several key objectives that need to be completed in order to accomplish the goals. The daily/weekly calendar sets a rhythm for completing certain actions.

## Brand Promise

*We're Ready for You*

The Brand Promise is alternatively conceptualized as a value-added proposition or differentiator. Altogether, the identification of targets will achieve FHCED's objective of dominating the "sandbox", fulfilling FHCED's Brand Promise, and meeting quantifiable targets.

## 2024-2026 Goals - Initiatives - Targets

### Flood Mitigation

Assist City of Findlay | Hancock County, Maumee Conservancy District and the Blanchard River Watershed Solutions work through final projects "punch list".

- Finalize engineering and design of 700-acre dry storage basin.
- Work with Norfolk Southern Railway to design, fund and replace river pinch-point trestle over Blanchard River at Cory Street
- Finalize preparations for phase two river benching on the east side of Main Street
- ODOT / State Route 68 Spring Lake interchange upgrade (ingress/egress)

### Expand Foreign Trade Zone 151

Expand business development within the Zone.

Findlay Hancock County Economic Development is the Grantee of FTZ 151. The Zone is a designated location in the United States which includes Hancock, Hardin, Van Wert, Putnam, Seneca and Allen counties. FTZ 151 can help business reduce production, transaction, and logistics related costs by reducing, deferring or eliminating customs duty rates, allowing special customs entry procedures, and encouraging production closer to market.

### Adopt Northwest Ohio 5-County CEDS

CEDS (Comprehensive Economic Development Strategy) CEDS is a strategy-driven approach for regional economic development. A CEDS is the result of a regionally owned planning process designed to build capacity and guide the economic prosperity and resiliency of an area or region. It is a component in establishing and maintaining a robust economic ecosystem by helping to build regional capacity (through hard and soft infrastructure) that contributes to individual, firm, and community success.

Five regional CEDS partners include Findlay-Hancock County Economic Development, Hardin County Chamber and Business Alliance, Van Wert Area Economic Development, Putnam County Community Improvement Corporation and Allen Economic Development Group.

## Reduce Workforce Migration

Findlay is a job hub and so FHCED will continue to attract and support residential development and developers ie. single-family, multi-family, affordable, 55+ housing, Senior housing and Downtown Findlay residential development.

## Big Hairy Audacious Goal - BHAG

### ARENA DISTRICT

A BHAG should be a quantifiable pursuit with a 10-to-20-year horizon that is ambitious, yet reinforces fundamental actions in the organization. Arena District offers a point on the horizon to aim at.

## FHCED Toolbox

- Revolving Loan Fund
- Blanchard Valley Port Authority
- Community Reinvestment Area
- Design Review District
- JobsOhio
- Ohio Department of Transportation
- Tax Increment Financing
- Jobs & Family Services
- Foreign Trade Zone 151
- Utilities
- Enterprise Zone
- Energy Special Improvement District
- CSX Intermodal
- Property Assessed Clean Energy
- CEDS
- Center to Advance Manufacturing

## 2023 FHCED Project Results

- Capital Investment                      \$358,000,000
- Sq ft constructed or leased            270,000
- Net new jobs                                1,370

## 2023 Hancock County Economy Overview

Q4 2023 Data Set provided by Lightcast.io

74,861  
(Population 2022)

47,705  
(Total Regional Employment)

\$60,800  
(Median Household Income 2021)

	Population (2023)	Labor Force (Aug 2023)	Jobs (2022)	Cost of Living	GRP	Imports	Exports
Region	74,616	40,386	47,705	102.5	\$7.44B	\$8.14B	\$10.61B
State	11,797,529	5,873,541	5,938,254	92.4	\$800.30B	\$633.98B	\$789.32B

## Educational Attainment

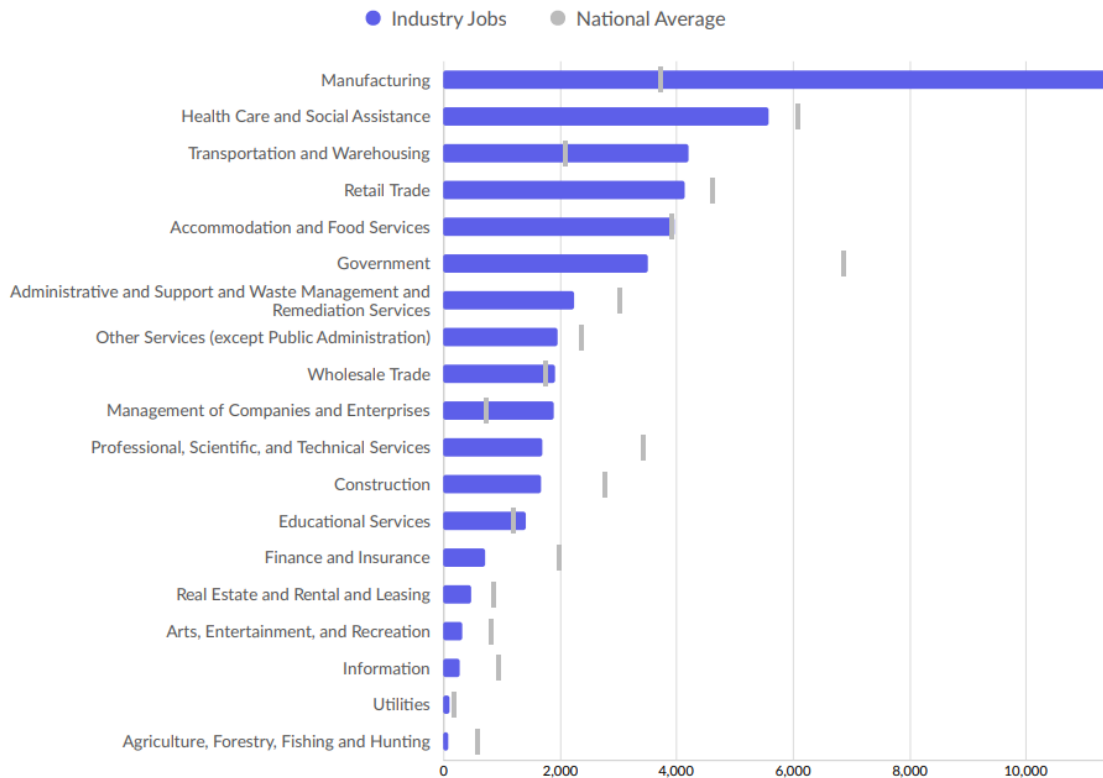
Concerning educational attainment, 17.9% of Hancock County, OH residents possess a Bachelor's Degree (2.9% below the national average), and 9.0% hold an Associate's Degree (0.2% above the national average).



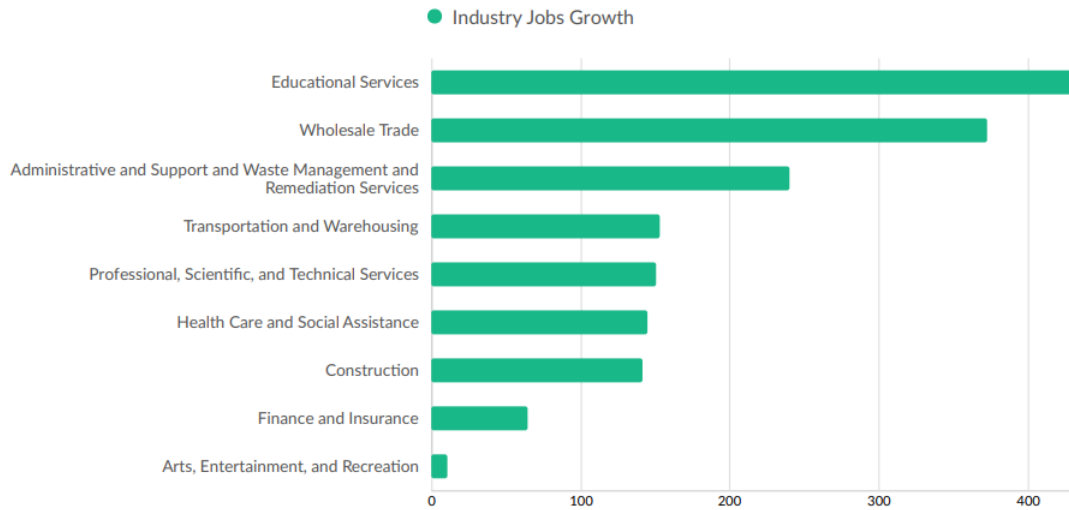
	% of Population	Population
Less Than 9th Grade	1.1%	552
9th Grade to 12th Grade	5.2%	2,687
High School Diploma	35.6%	18,354
Some College	20.6%	10,605
Associate's Degree	9.0%	4,651
Bachelor's Degree	17.9%	9,237
Graduate Degree and Higher	10.6%	5,480

## Industry Characteristics

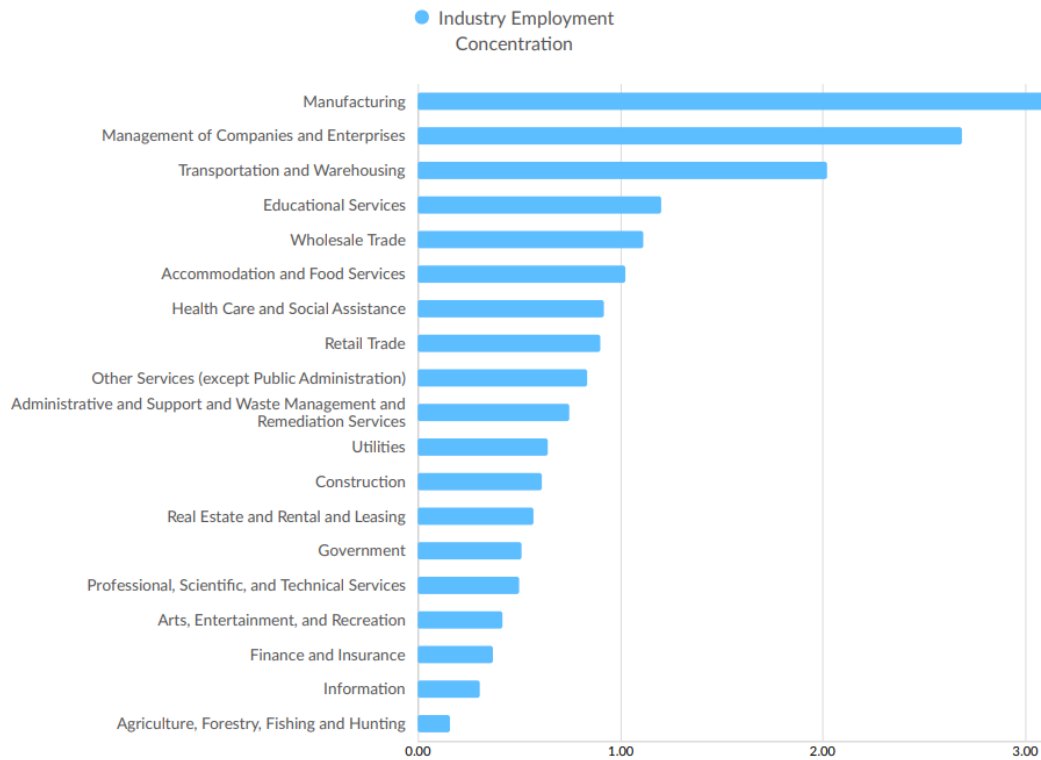
### Largest Industries



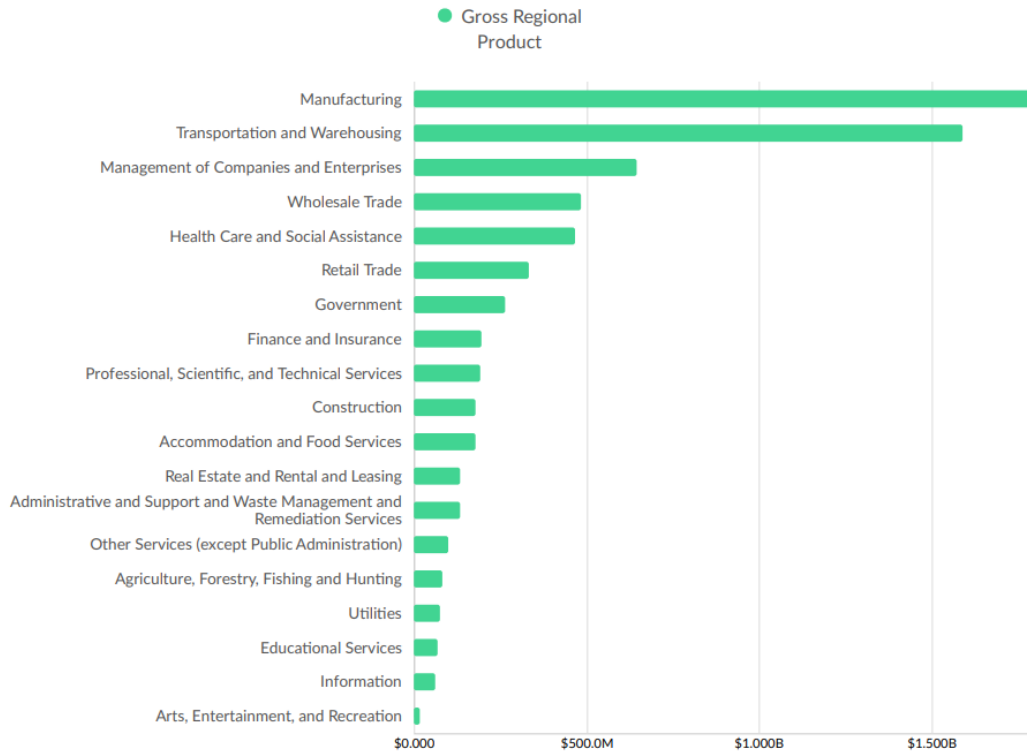
## Top Growing Industries



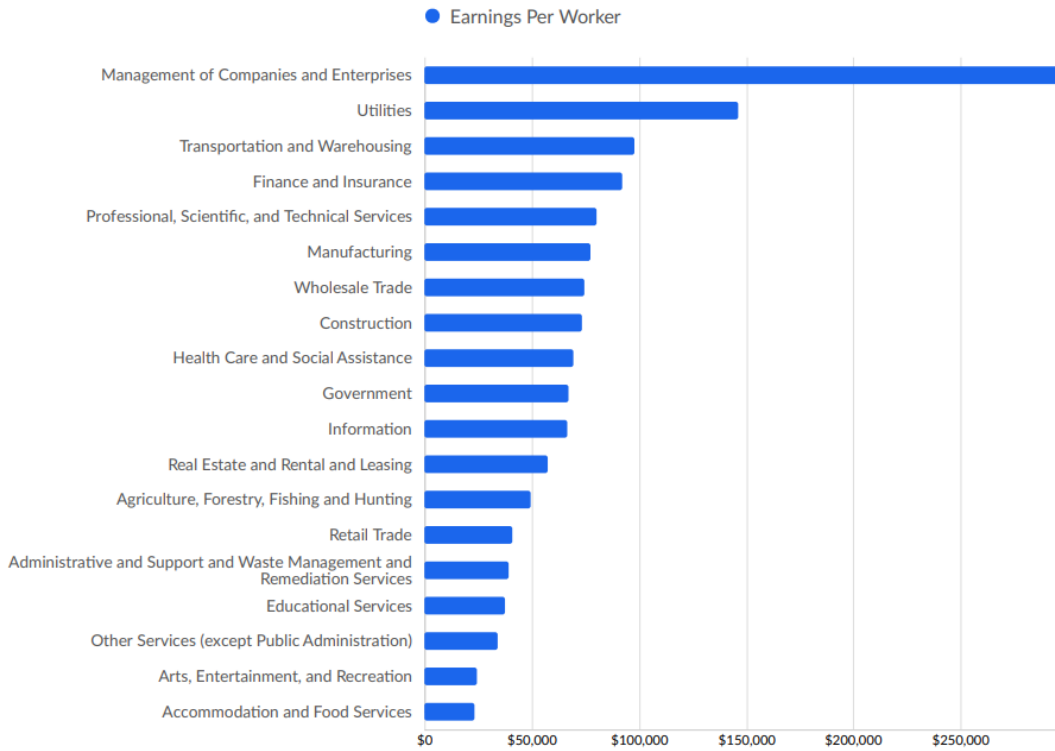
## Top Industry Employment Concentration



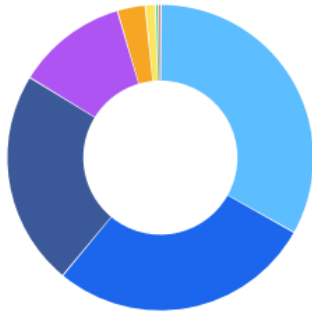
## Top Industry GRP



## Top Industry Earnings



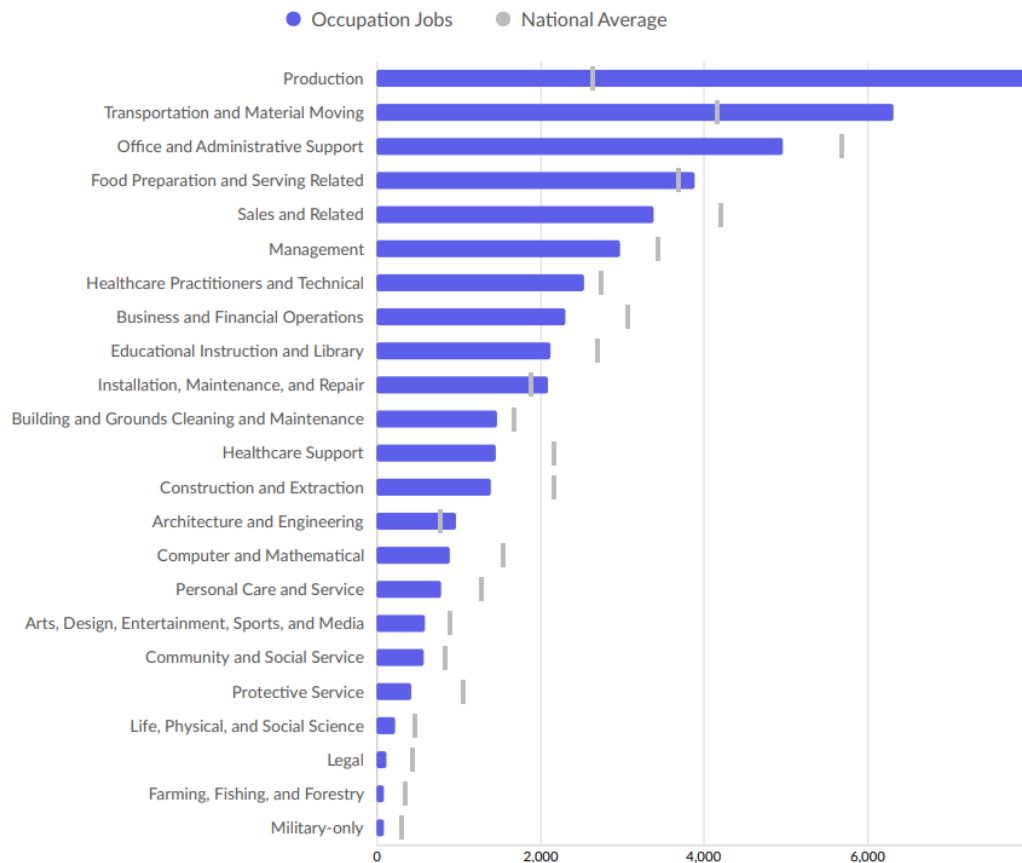
## Business Size



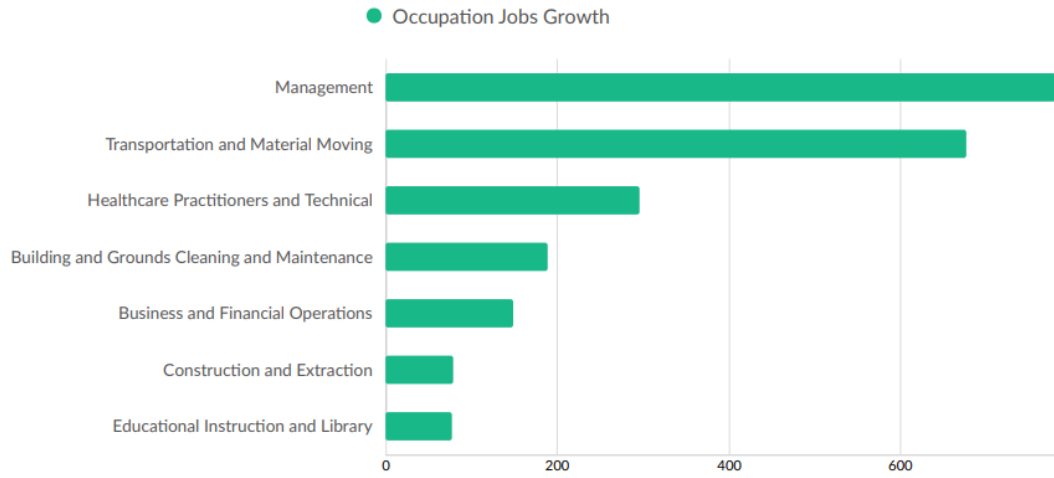
	Percentage
1 to 4 employees	33.1%
5 to 9 employees	27.9%
10 to 19 employees	22.8%
20 to 49 employees	11.7%
50 to 99 employees	3.0%
100 to 249 employees	1.1%
250 to 499 employees	0.3%
500+ employees	0.3%

## Workforce Characteristics

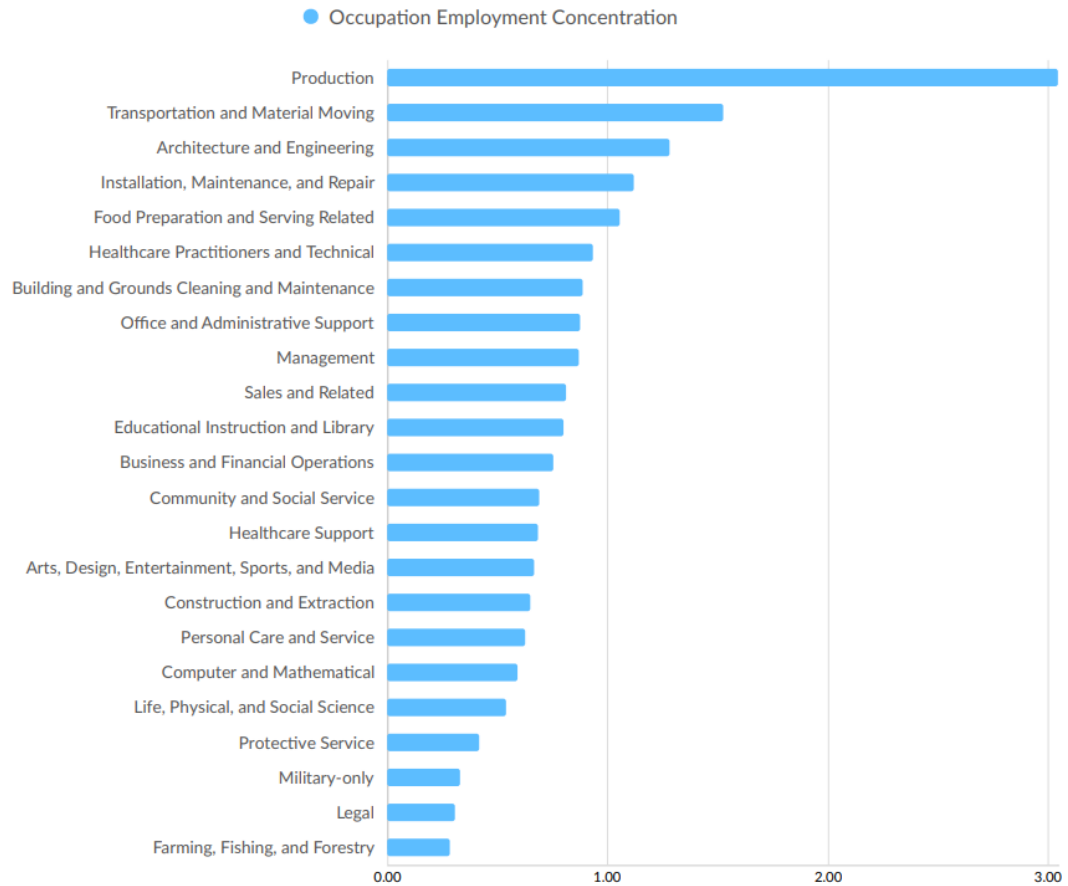
### Largest Occupations



## Top Growing Occupations

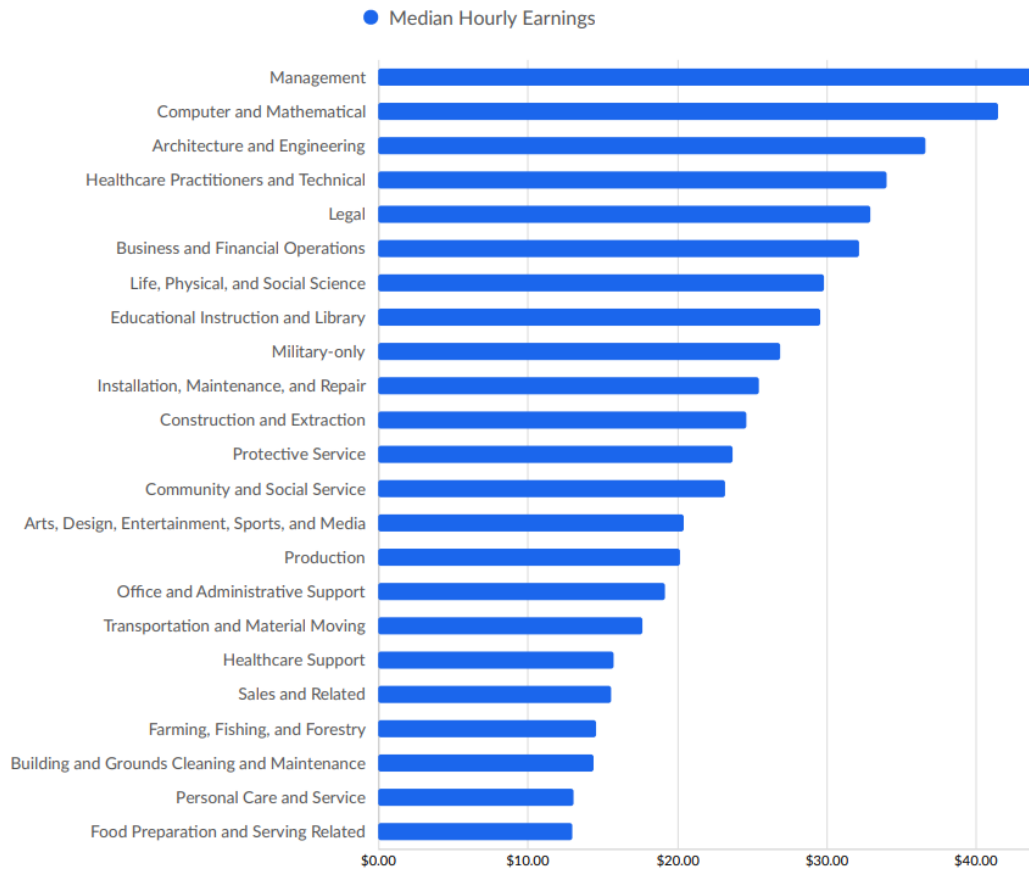


## Top Occupation Employment Concentration

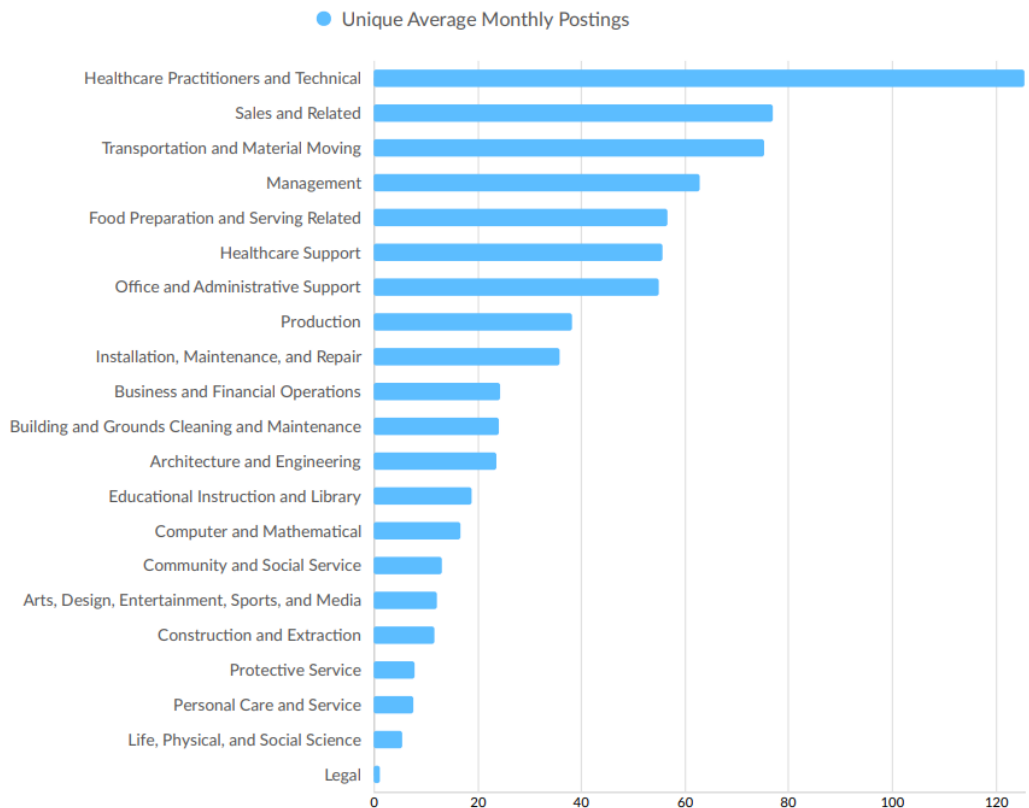




## Top Occupation Earnings



## Top Posted Occupations



## In-Demand Skills

