



Findlay · Hancock County
ECONOMIC DEVELOPMENT

FINDLAY·HANCOCK COUNTY ECONOMIC DEVELOPMENT

June 2024

This document summarizes activities undertaken by the Economic Development team during May 2024.

ECONOMIC DEVELOPMENT IN FOCUS THIS MONTH

FHCED Welcomes New Communications Coordinator

FHCED is happy to announce that Sarah Mayle has joined our team as freelance Communications Coordinator. She brings a wealth of knowledge as an award-winning journalist and writer to help us to develop an effective communication plan that will inform stakeholders of office activity.

Sarah served as a reporter for The News-Messenger in Fremont, Ohio where she was awarded Best News Writer by the Associated Press and a “Well-Done” from Gannett Media Company. For several years, she was Assignment Editor and a Feature Writer for Findlay Area Family, a Toledo-based monthly magazine. As a freelance writer, Sarah has written feature articles and technical pieces for the City of Findlay and FHCED, in addition to other contract work.

Most recently, Sarah was volunteer director for the United Way of Hancock County, where, from the ground up, she built the volunteer center into a thriving hub for community service. In 2023, Volunteers United logged more than 12,500 volunteer hours, a 55 percent increase in three years.

Sarah enjoys spending time with her husband, Tim, and teenage children. She loves being outdoors in nature hiking, kayaking, playing pickleball or golf, and biking, and is attempting to author a book when time allows. She is also active at St. Michael the Archangel Church.

Sarah holds a Bachelor of Science degree in Journalism from Bowling Green State University where she graduated with distinction.

Retention & Expansion |

Retention Visits Useful Tool for Businesses

Findlay-Hancock County Economic Development conducted nine site visits to area employers in May, offering support and the opportunity for collaboration. As a result of the site visits, two expansion projects, Brazed and Ring, were announced. We look forward to assisting as they continue to grow.

Retention visits are strategic meetings between FHCED, and local business leaders aimed at strengthening relationships, understanding business needs, and promoting continued growth within Findlay-Hancock County.

This month's site visits included industry related to advanced manufacturing, automotive, financial services, information technology, military, shale energy and petrochemicals.

Retention |

Foreign Trade Zone Webinar

Findlay-Hancock County Economic Development - grantee for FTZ #151 – served as co-host and presenter during a well-attended webinar discussing the benefits of using Foreign Trade Zones.

A FTZ is a designated location in the United States where companies can use special customs procedures that encourage U.S. activity. FTZs can help businesses reduce transaction and logistics-related costs by lowering effective customs duty rates, allowing special customs entry procedures, and encouraging production closer to market.

FTZ experts shared what defines a FTZ and how to take advantage of its benefits. As grantee of FTZ #151, FHCED serves Hancock, Hardin, Seneca, Allen, Van Wert and Putnam counties. The webinar, organized by the Center to Advance Manufacturing, is available [here](#).

Attraction |

- **Air Mobility and Project Assistance** FHCED continues to meet with Regional Growth Partnership and Jobs Ohio to stay abreast of Advanced Air Mobility (AAM) and eVTOL integration policies. AAM is a new aviation sector, led by NASA, that uses a range of aircraft to transport people and goods to hard-to-reach urban and rural locations. Many of these aircraft are Unmanned Aerial Vehicles (UAVs), meaning they are self-flying, such as drones. An eVTOL is an electric vertical take-off and landing

vehicle. Drones and air taxis operate in this fashion. Ohio is uniquely positioned as a powerhouse for the development of unmanned aerial systems (UAS), with government, academic, military, and industry organizations pursuing aerospace research and aviation development. To learn more about Aerospace & Aviation in Ohio click [here](#).

- FHCED facilitated a meeting with Ohio Department of Transportation, City of Findlay, and Hancock County officials to create a plan to eliminate traffic concerns for a project on the Northeast side of Findlay.

Workforce |

Residential Housing

Recognizing the importance of bringing more housing to Findlay and Hancock County, FHCED is working with multiple developers for residential housing.

“We know that we have 21,000 people commuting to work in Findlay and Hancock County every day,” said Dan Sheaffer, director of FHCED. “We continue to strategically attract residential developers to keep up with our community’s growth needs.”

Tech Cred

FHCED recognizes TechCred as a valuable resource to enhance and grow your workforce and has been working to get the word out during meetings with area businesses.

TechCred is a workforce development program in Ohio that provides funding to help employers upskill their workers through technology-focused training and education. The program aims to equip Ohio's workforce with the necessary skills to meet the demands of industry. Through TechCred, businesses can apply for grants to cover the costs of training and credentialing their employees in various technology-related fields. This includes skills like cybersecurity, data analytics and advanced manufacturing.

The program is designed to be flexible, allowing employers to choose the training that best fits their needs, whether through traditional educational institutions, online courses, or industry-specific programs. TechCred benefits both employers and employees. For employers, it helps create a more skilled workforce, driving innovation and productivity. For employees, it provides an opportunity to enhance their skills and improve career prospects, leading to better job security and growth opportunities.

TechCred is part of Ohio's broader effort to support workforce development, ensuring that the state's workers and businesses are equipped to thrive in an increasingly technology-driven economy. Learn more about TechCred [here](#).

Small Business |

Small Business Support

FHCED is assisting one small Downtown business evaluate a possible expansion and is working to attract another business in the recreation space. The Economic Development team is happy to help small businesses develop the following essential business development features:

- Business Structure
- Management Team
- Advising Team (Legal, Accounting, Finance)
- Risk Management Assessment
- Marketing Plan
- Financial Model
- Operations and Management Procedures