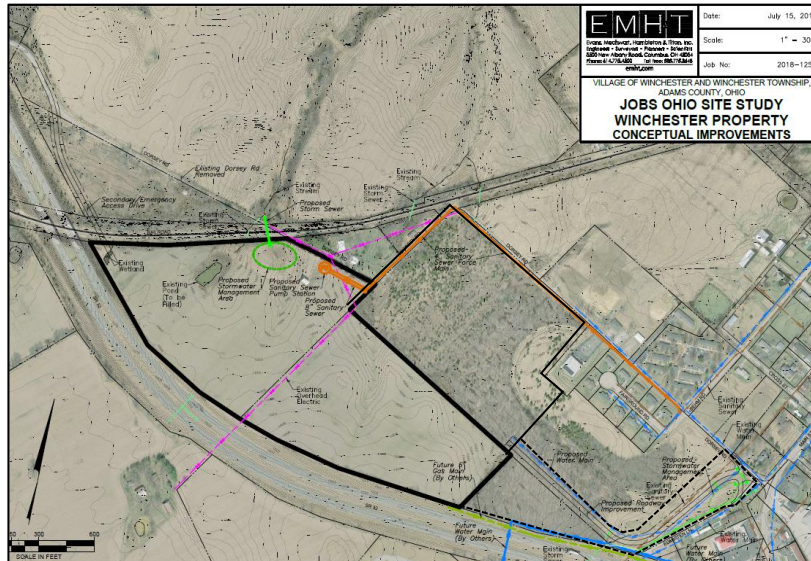
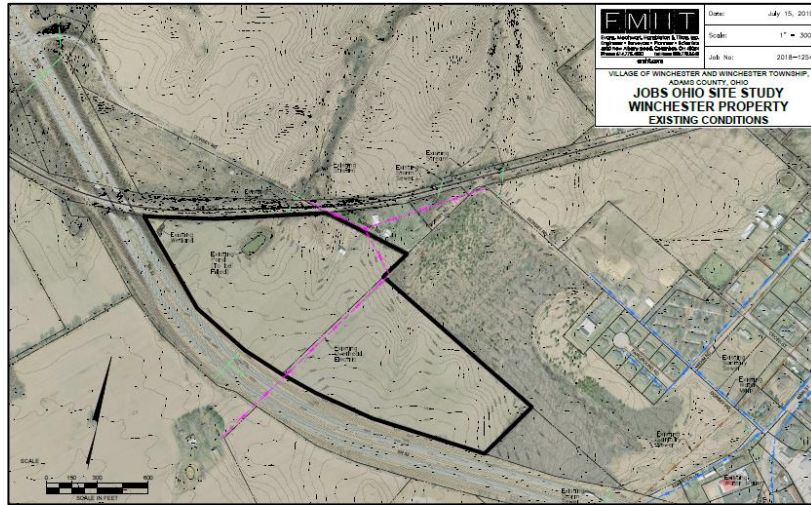


Winchester Industrial Park (Adams County)

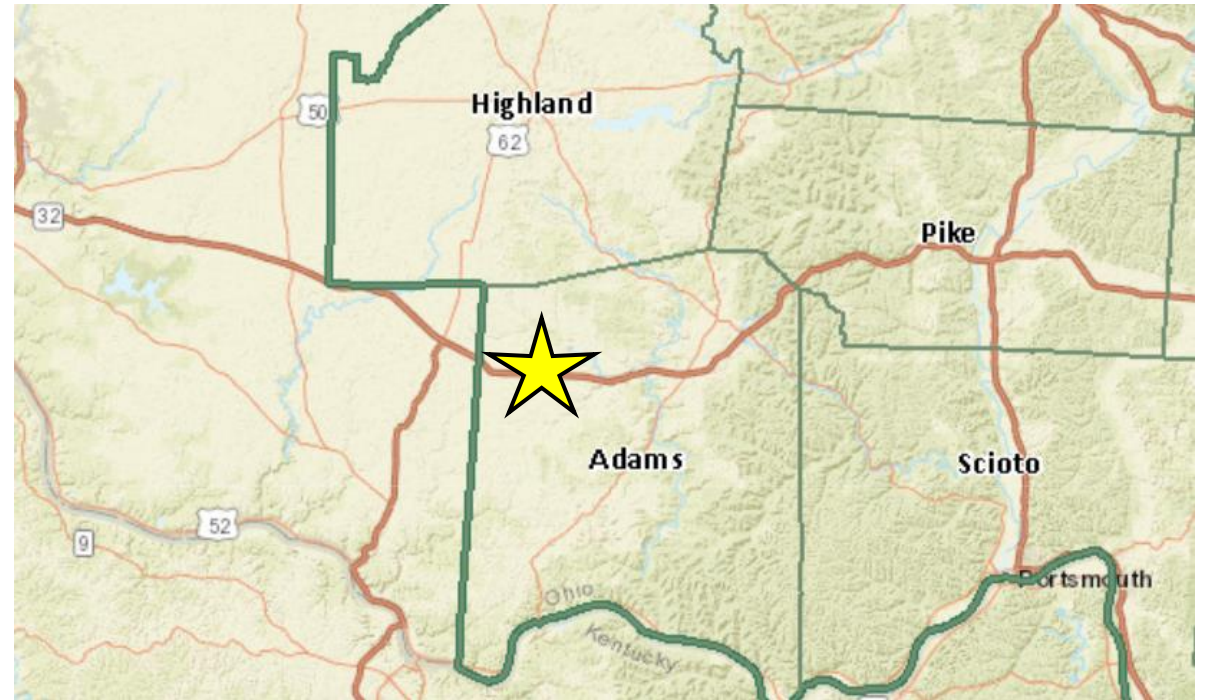
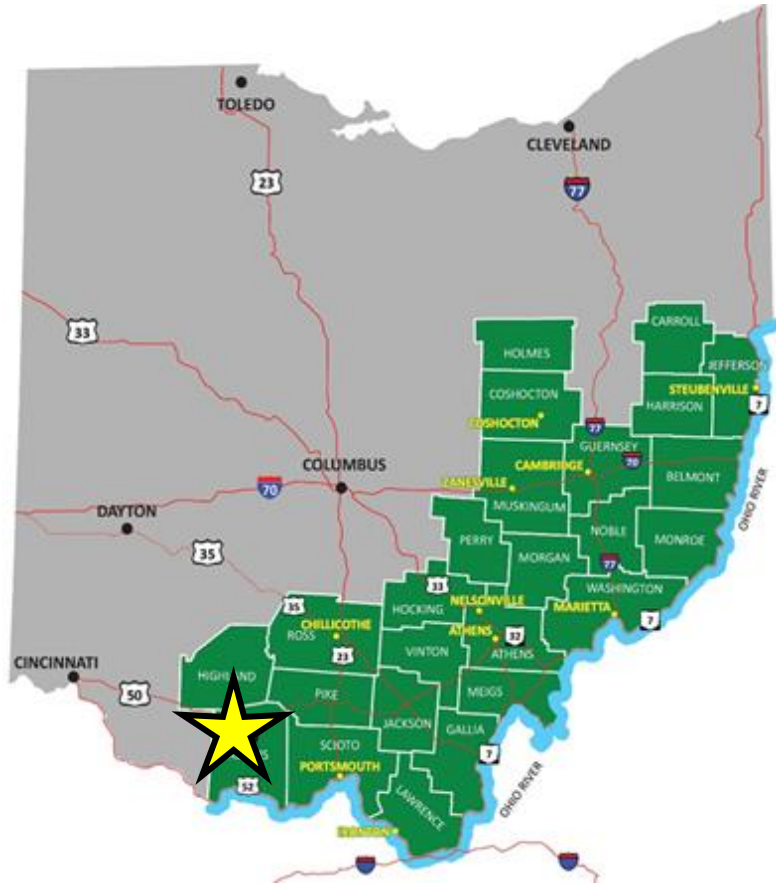
State Route 32, Winchester, Ohio 45697



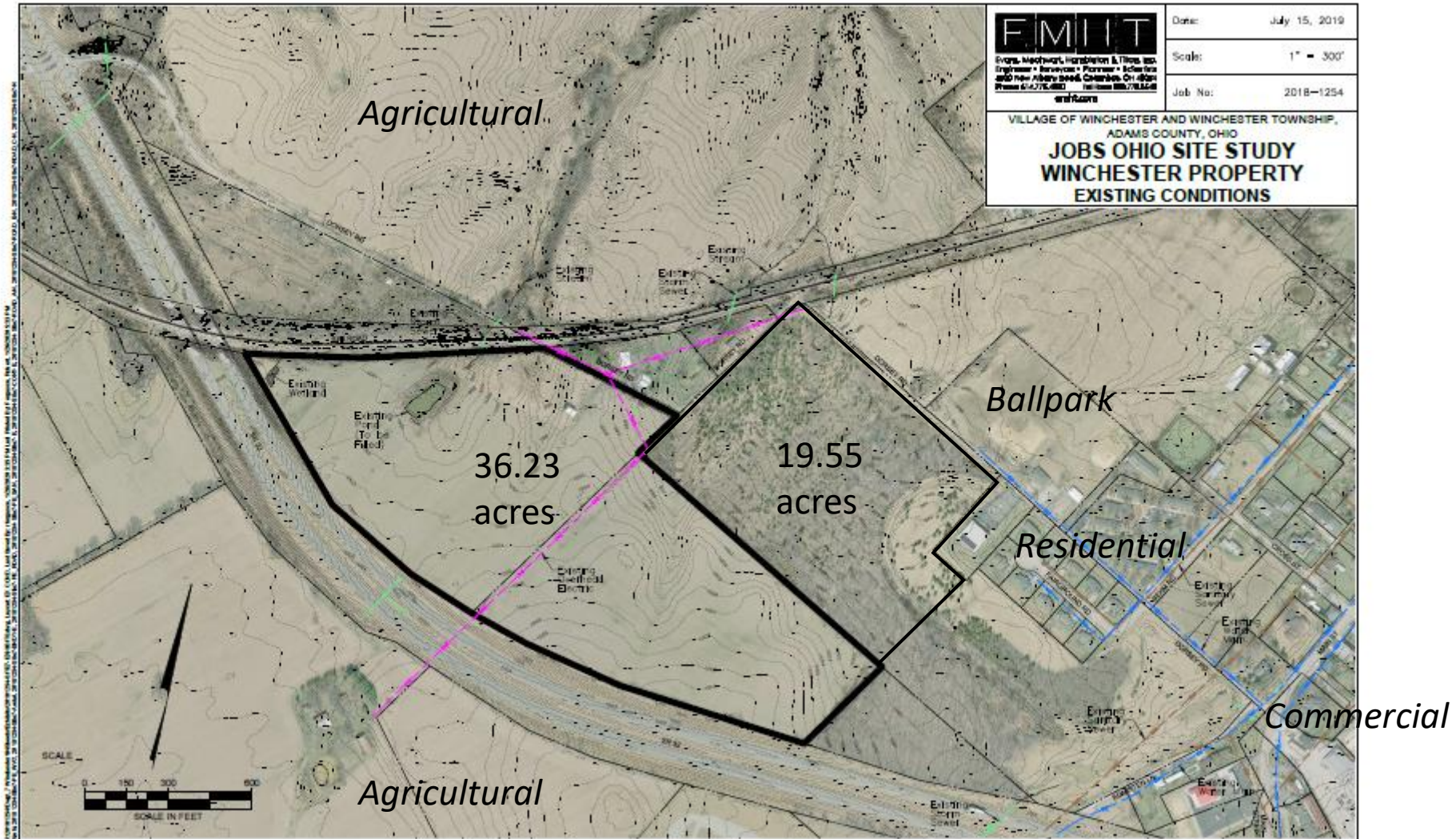
- Requesting **\$4,408,100 JOSDGA grant** toward a \$12.89MM infrastructure buildout plan
- For water and sewer improvements and a new roadway access via SR 136
- Resulting in 55-acre industrial park with safe and convenient truck access and all utilities, ready for sale in Q4 2022

Site Overview

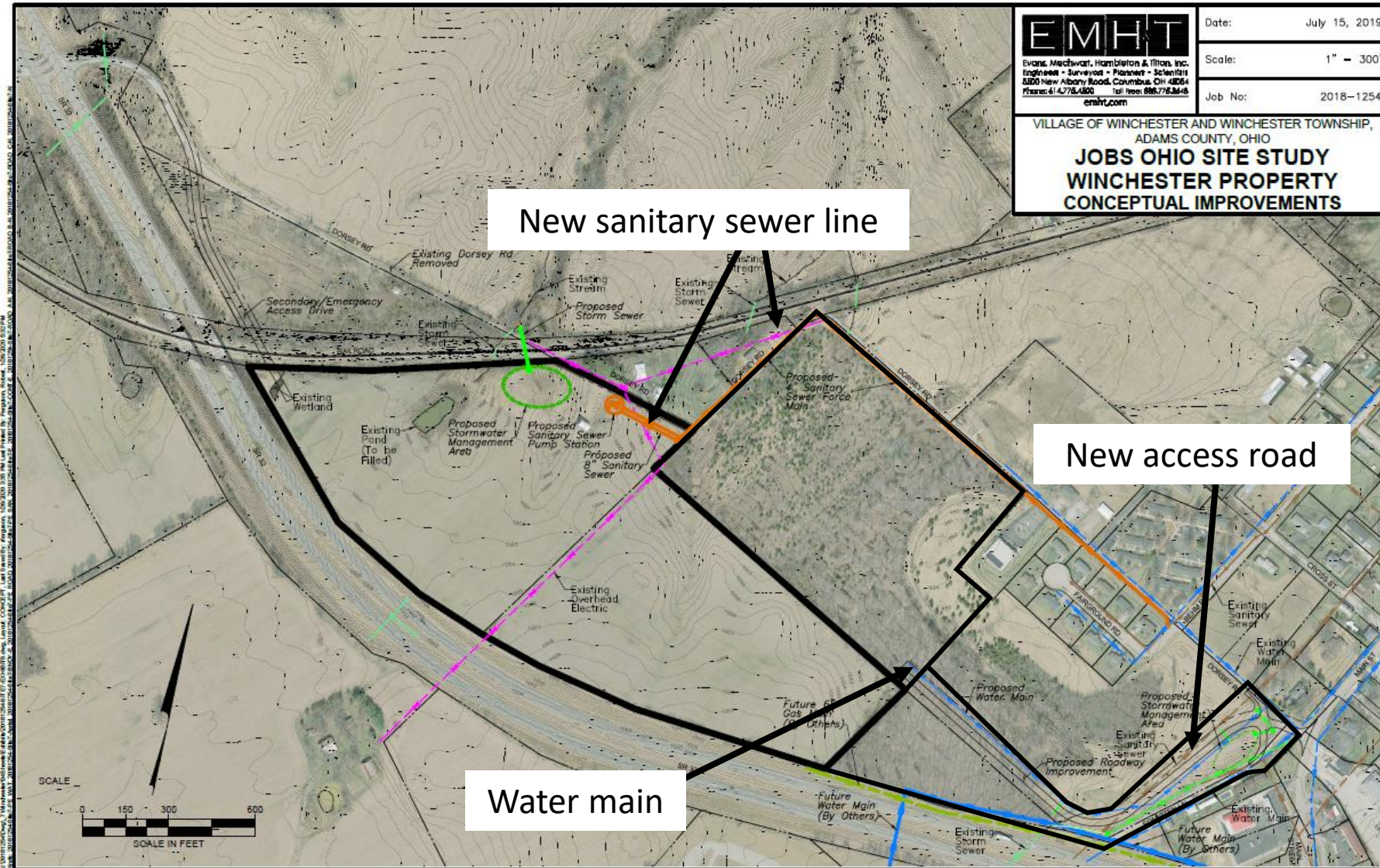
Location Orientation



Existing Conditions & Site Neighbors



Future State with Site Improvements



Site History

Timeline of industrial park development

Historical use to present	The land has been used for agriculture and continues to be farmed.
1990	Central Trust Company acquired the property
1999	Transferred to Milacron, Inc.
2000	Transferred to Churches of Christ
2006	Farmstead dwelling demolished
2011	Transferred to Winchester Church of Christ Christian Union, Inc.
2018	Adams County Community Improvement Corporation (CIC) acquired the property (36.23 acres) for \$217,398.
2018	Preliminary site development plans prepared by CT Consultants
2019	All due diligence studies completed on 36.23 acres.
2019	The Adams County Commissioners purchased 19.55 adjacent acres for \$146,692.50.
2019	Trees cleared from 19.55-acre parcel

Investment to Date

Adams County Community Improvement Corporation (CIC) purchased 36.23 acres	\$217,398.00
The Adams County Commissioners purchased 19.55 adjacent acres	\$146,692.50
TOTAL INVESTMENT	\$364,090.50



Physical Site Attributes

Transportation Access: Highway

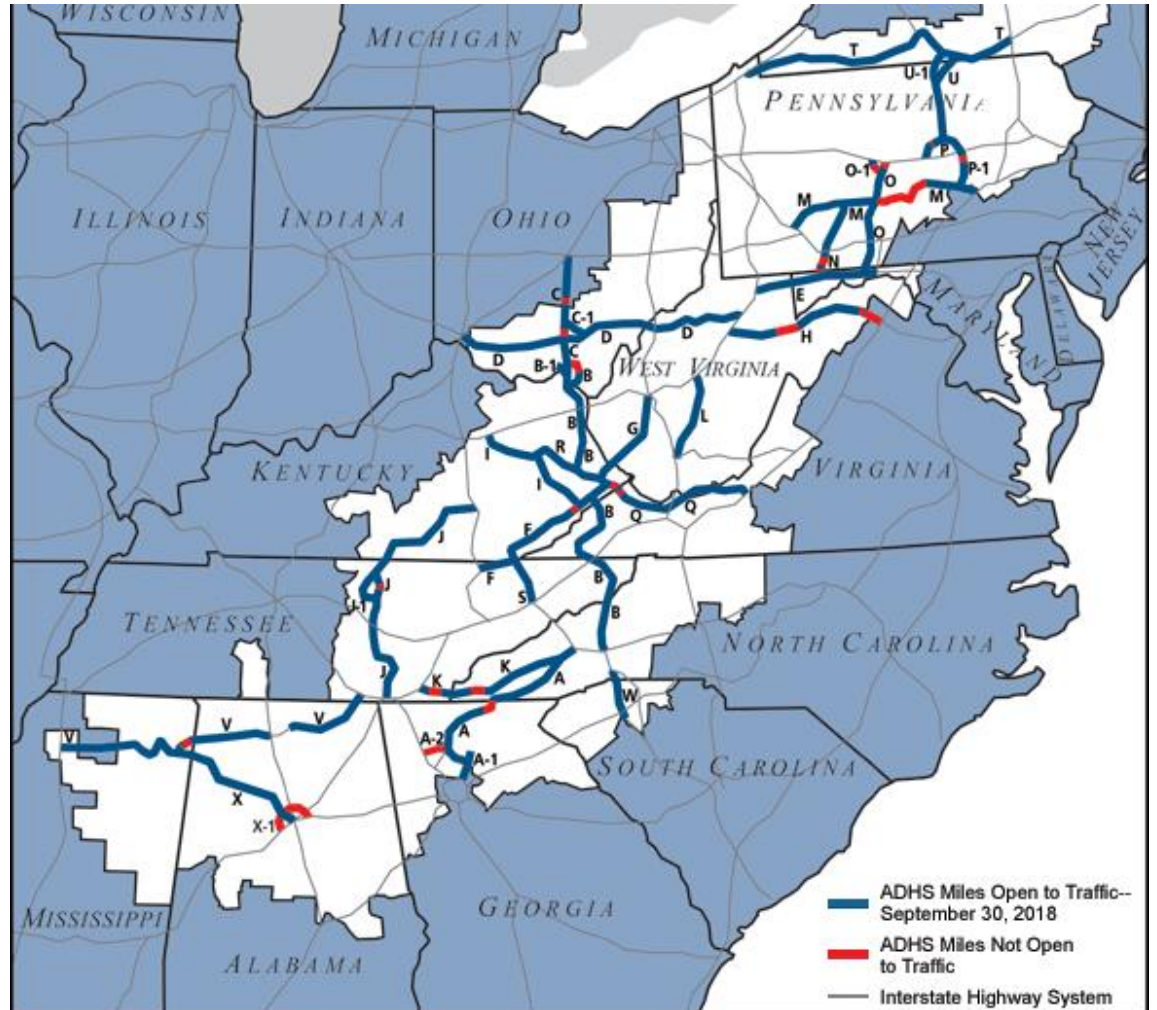


- The Winchester Industrial Park is located immediately off of four-lane highway State Route 32, aka The Appalachian Highway, with visibility from the highway.
- The Appalachian Highway links the Cincinnati market to East Coast markets and emerging oil and gas development in WV.
- Industrial park distances to
 - Cincinnati outerbelt direct via SR 32: **40 mi.**
 - Columbus via CR 62 and I-71: **96 mi.**
 - Charleston, WV, via SR 32, SR 35 and I-64: **149 mi.**

Transportation Access: Highway

The Winchester Industrial Park not only aligns with state goal of aligning Southern OH development with nearby metro markets, but it meets the national goals of the Congressionally-designated Appalachian Development Highway System (ADHS).

SR 32 is an approved corridor within ADHS's 3,090-mile multi-state system to connect Appalachian residents and businesses to larger markets.



Source: Appalachian Regional Commission

Transportation Access: Air

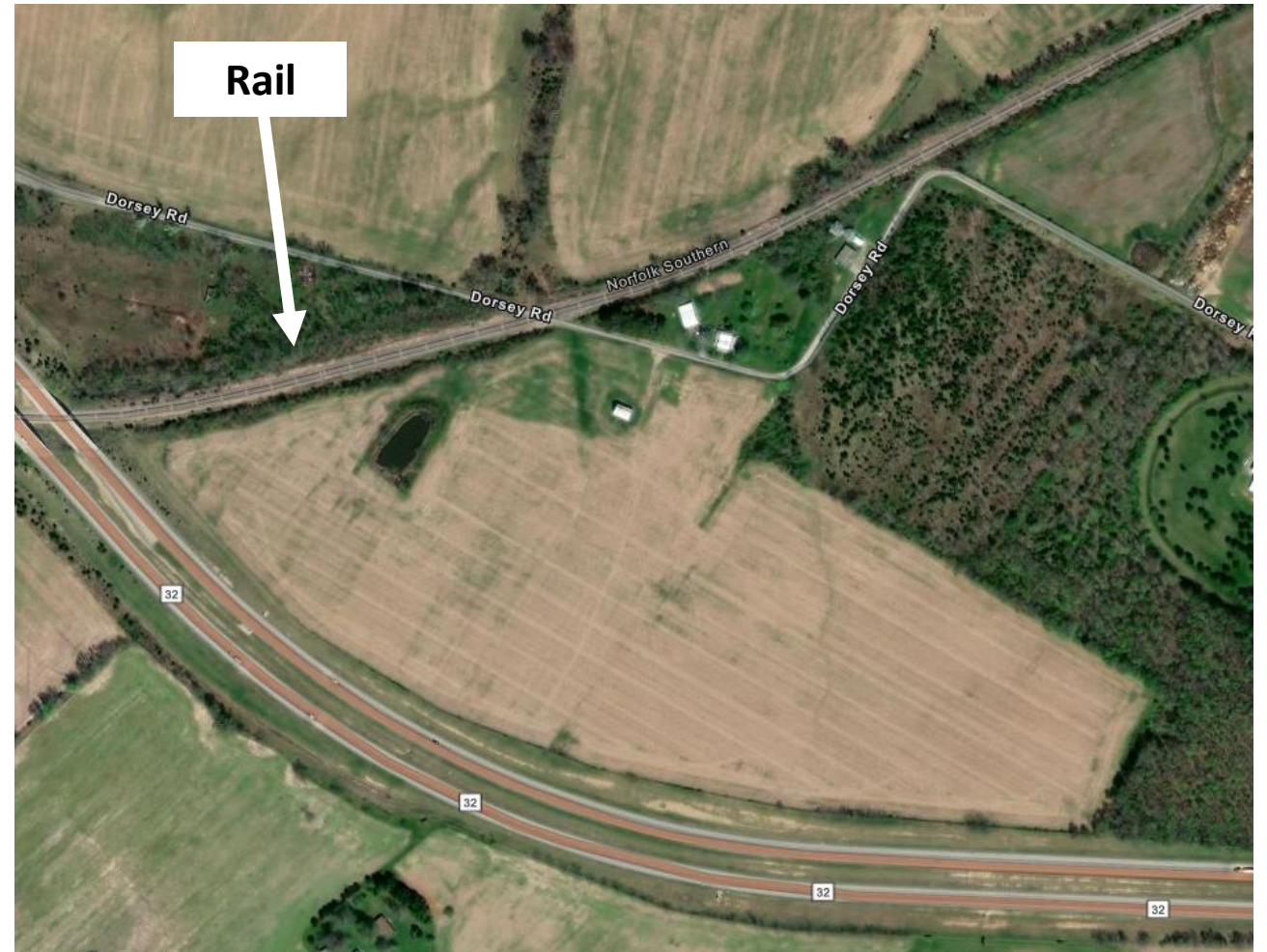
Distance from Winchester Industrial Park

- Cincinnati/Northern Kentucky International Airport (CVG): **60 miles**
- Rickenbacker International Airport with air cargo (LCK): **98 miles**
- John Glenn Columbus International Airport (CMH): **104 miles**

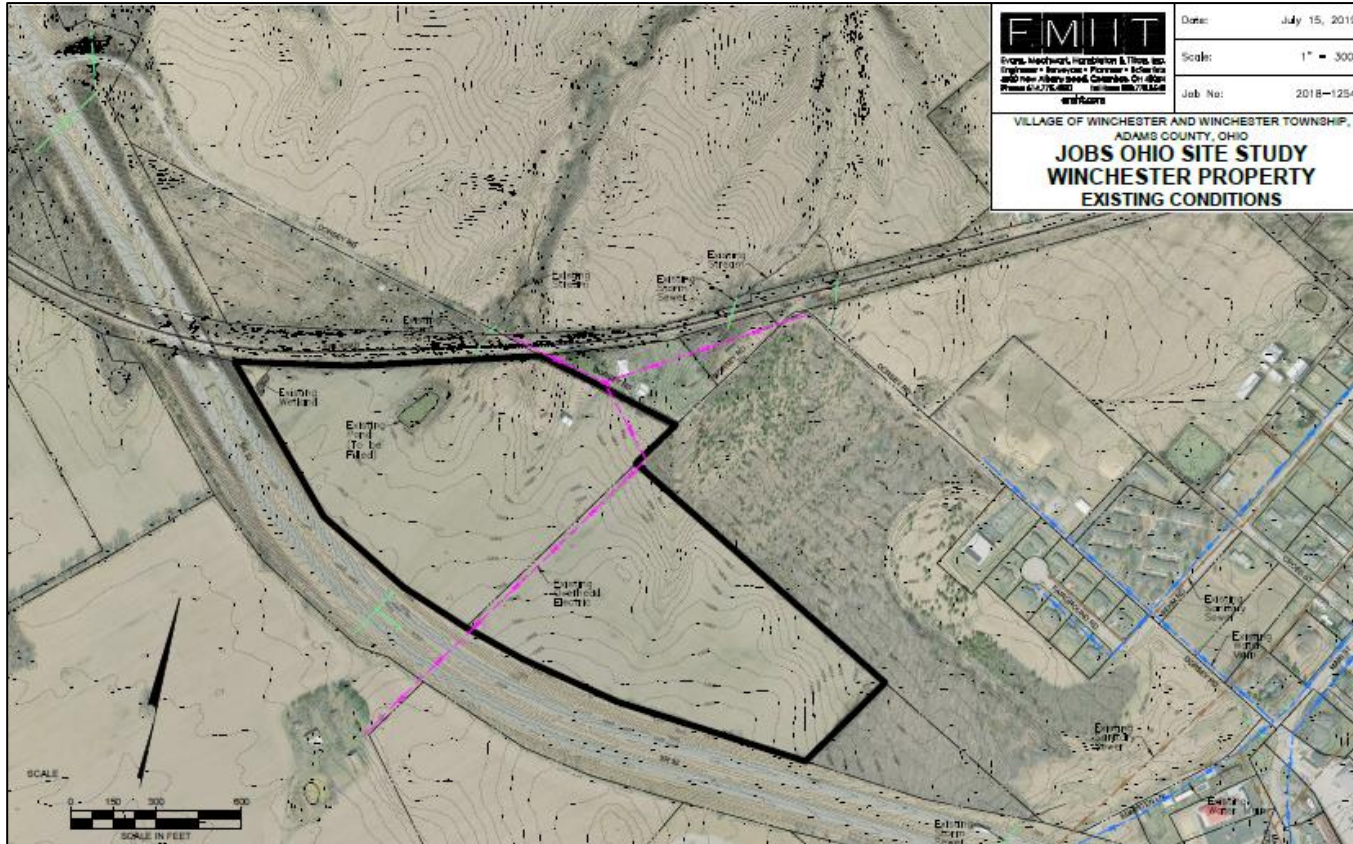


Transportation Access: Rail

- Rail is adjacent to the site along the northwest border.
- Rail spur on site is feasible.
- Tracks are currently inactive but have potential for reuse with rehabilitation of two bridges in Portsmouth area.



Utility Map



Utility	Current Capacity
Electric AEP Ohio	Single-phase 250 kVA line is currently in place.
Water Village of Winchester	6" water main adjacent to the site and 100,000 gallon tank with 42,000 GPD of excess capacity.
Sewer Village of Winchester	Sewer system is operating at half capacity with an excess capacity of 85,000 GPD.
Natural Gas Utility Pipeline	No service currently; cost to extend to the site is \$15.5M . Use of propane tanks recommended if small amounts of gas needed.
Fiber Spectrum	Current fiber splice is located 2,000' from the site.

Due Diligence

All studies have been completed for the CIC’s two parcels, totaling 36.2 acres (summaries below)

Study	Company	Result	Date Completed
Phase I ESA	EMH&T	No environmental concerns were noticed on site. An adjacent debris area west of the site revealed no indication of hazardous substances. No evidence of UST’s. No recognized environmental conditions (REC’s) found on the property. A Phase II was not recommended.	3/18/2019
Wetland Delineation	EMH&T	The study delineated (1) 0.03 ac. area of potential wetlands, classified in the report as “emergent” Category 1. The area is located in the western corner of the site near the RR/SR 32 intersection. A jurisdictional determination process with the USACE has not been conducted. No streams were located within the site.	1/18/2019
Threatened and Endangered Species	EMH&T	Due to the lack of suitable habitat within the project area, and the implementation of winter tree clearing, EMH&T’s opinion is that future development is not likely to adversely effect federally listed species.	2/8/2019
Geotechnical	DHDC Engineering Consulting Services	General soil compactness determined sufficient for typical shallow spread footings. For prelim. design, building footings, bldgs. Could be designed for a max. net bearing pressure of 2000-2500 lbs. per sf for column and wall footings.	3/19/2019
Cultural Resources / Achitecture Survey	EMH&T	2 archaeological sites identified and determined to be ineligible for inclusion on the National Register of Historic Places (NRHP). An early 20 th century barn was found and determined ineligible for NRHP. No historic properties were found in the area and no further work is recommended.	5/13/2019
Title Search	EMH&T	Title Report pertaining to the CIC’s 2 parcels – 19.189ac. and 17.043ac., located in the Village and Twp. of Winchester. No recorded mortgages or leases. The only easement is for AEP – a single phase line at the boundary between the 2 parcels. EMH&T recommends removing and creating a new easement with the plan to bring 3-phase to the site.	2/19/2019 (Report covers 11/25/1974 - 2/19/2019)

Local Economic Development Incentives

- **Enterprise Zone (EZ):** Adams County Economic Development has facilitated the commitment of all townships and municipalities within the county to join one county-wide Enterprise Zone (EZ).
 - The EZ was instrumental in 2004 in the recruitment of Columbus Industries to their SR 41 satellite 105,000 sq.ft. facility.
 - County leaders are confident that similar facilities will be achieved once the proper real estate product (Winchester Industrial Park) is brought to the market.
- **Opportunity Zone:** Winchester Industrial Park is located entirely within an Opportunity Zone in Adams County's NW quadrant.
- **ARC Programs:** Adams County is currently categorized as a Distressed County within the Appalachian Regional Commission (ARC) system. The County works closely with the Local Development District (LDD), the Ohio Valley Regional Development Commission (OVRDC), and has applied for ARC assistance toward Winchester Industrial Park roadwork. Future ARC and/or EDA initiatives toward spec buildings or build-to-suit proposals will be part of the incentive framework.
- **New Workforce Center:** Customized training to meet prospect needs is a major component of the economic diversification strategic plan.

Site Strengths

- **Greenfield site**
 - The property has most recently been used for agricultural purposes; soils are conducive to site development; visibility from SR-32
 - Site is flat and needs minimal grading
- **Available workforce**
 - Labor force of 41,129 located in a 45-minute drive time; recent plant closures provide available labor
 - One of the highest unemployment rates in the state at 6.6%
- **Transportation access**
 - Adjacent to four lane SR-32 (east-to-west)
 - Located 37 miles from I-275, which connects to I-71 and I-75
 - Potential for on-site rail spur
 - 53 miles to the Canadian Pacific Intermodal Terminal outside of Jeffersonville, OH
 - The Port of Cincinnati is 54 miles from the site
 - CVG Airport is located 63 miles from the site; John Glenn International Airport is located 104 miles from the site
- **Utilities**
 - Utilities are at or near the site's borders
 - Capacities will be expanded
- **Additional advantages**
 - All due diligence studies complete with clear findings
 - Site is located in a qualified opportunity zone

Site Challenges

- **Roadwork**
 - There is currently not adequate roadway access to the site. North access to the site via Dorsey Road and east access requires land acquisition and roadwork construction from Dorsey/Edmisten/SR-136.
- **Stormwater**
 - On-site detention basin and sewer outfall need to be bored beneath the rail line.
- **Upgrades to water and sewer**
 - Water: site requires water service, which will be provided by a 12" water main extension, addition of a booster station and a 200,000 gallon elevated tank.
 - Sewer: site currently has no sewer service. Installation of a lift station and 6" force main will be put in-place to provide sanitary sewer. Construction of a new 700,000 GPD wastewater treatment plant will be built off-site to add capacity to the Village of Winchester's municipal sewer system.
- **Natural gas**
 - The cost to extend natural gas to the site is approximately \$15.5M and as such we are recommending future users heat development with propane.

Development Plan

Project Scope -- \$12.89 million infrastructure plan

With the help of a \$4.4M JO DDI grant, Winchester Industrial Park will reach its full potential as a modern park on the Appalachian Hwy. The site features very developable, flat site offerings. The Project will provide full road, water, and sewer service by the end of 2022 to meet the demands of modern industry.

WATER

Regional Upgrades to include:

- Extension of 12" water main from Village of Seaman to Village of Winchester along State Route 32
 - Phase I: Moore's Road at Seaman to Grace's Run Road
 - Phase II: Grace's Run Road to Winchester Industrial Park
- Construction of a 200,000 gallon storage tank

Local Upgrades to include:

- Extension of a water main to the site

Capacity at site to increase to 625,000 gpd

ROAD

Primary access plan

- Acquire approx. 19 acres directly east of site
- Improve the SR 136 / Dorsey Rd. intersection to create a safe turn radius for trucks
- Build a new road parallel to Edmisten Lane to avoid residential and recreational areas

New road will provide safe truck ingress and egress at site

SEWER

Regional Upgrades to include:

- Construction of Winchester WWTP with 350,000 GPD total capacity (expandable to 700,000 GPD)

Local Upgrades to include:

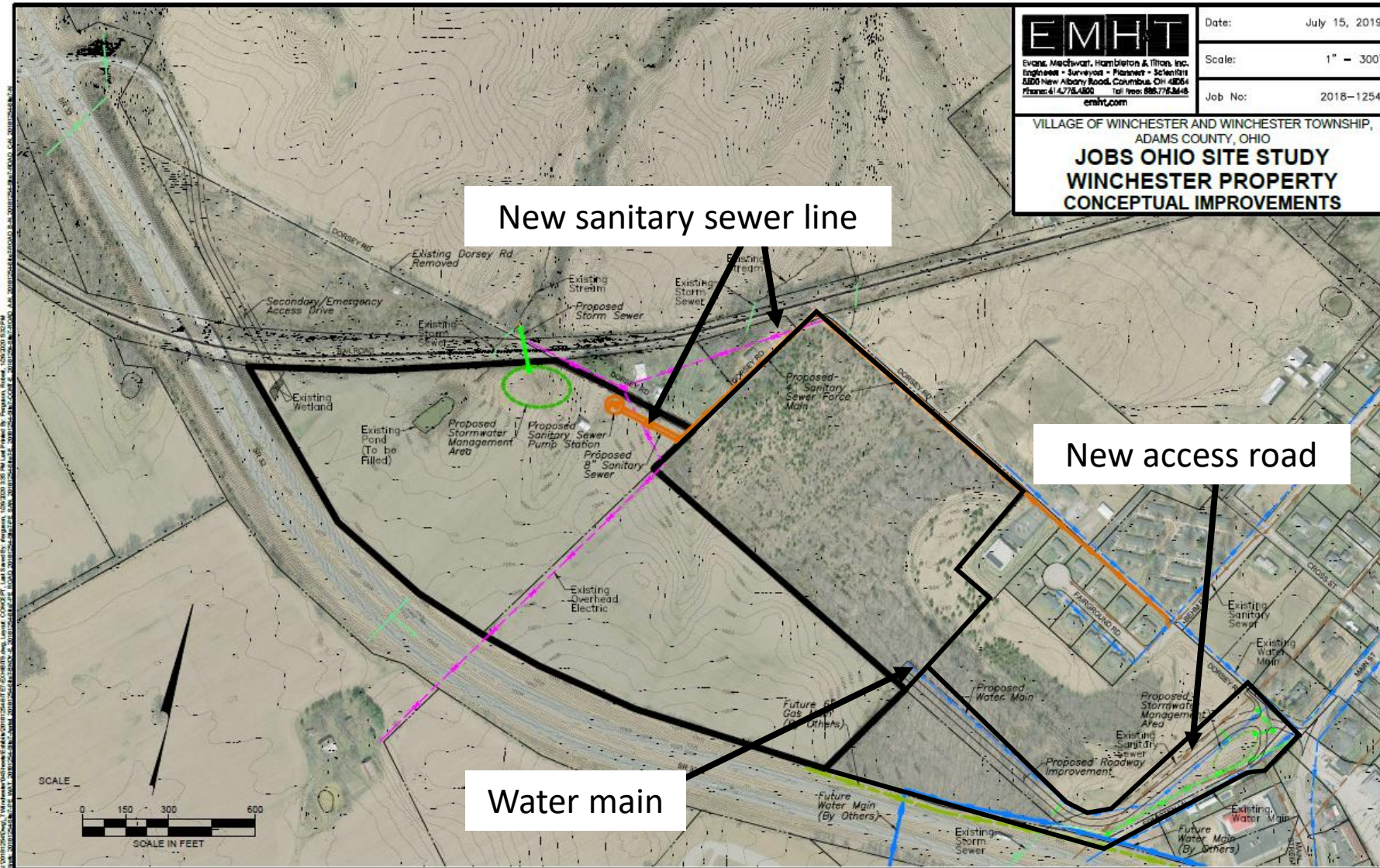
- Installation 8" gravity sewer line
- Installation of a new pump station at northern portion of the site.
- Installation of a 6" force main along Dorsey Road, from new pump station to existing sanitary manhole at the intersection of Dorsey and Behm Road, to connect site to municipal system

Capacity at site to increase to 200,000 gpd (expandable to 400,000 with future WWTP expansion)

Construction Management

- The County is committed to utilizing a construction management model to help oversee the multi-faceted project.
- Construction management estimate includes the following:
 - Topographic, utility, and boundary survey
 - Plat and easements
 - Electrical engineer sub-consultant
 - Project management and meetings
 - Bidding services
 - Construction observation
 - Contract administration and record plans

Future State with Site Improvements



Sources/Uses (1 of 2)

Uses	Estimated Cost
Water	
Regional: Line and water tank	\$ 3,452,000
Local: Design for extension	\$ 15,000
Local: Construction to extend to site	\$ 217,000
Subtotal	\$ 3,684,000
Sewer	
New Winchester WWTP	\$ 5,000,000
Design for local extension (including controls for lift station)	\$ 54,700
Extension along Dorsey from Behm to north boundary of site	\$ 1,024,000
Subtotal	\$ 6,078,700
Road	
Design	\$ 40,000
Land acquisition	\$ 225,000
3rd party handle land acquisition	\$ 13,500
Construction of primary access from Dorsey/ Edmisten/ 136	\$ 2,647,600
Subtotal	\$ 2,926,100
Construction Management	
Construction Mgmt	\$ 171,300
Reimbursable Expenses	\$ 18,000
Subtotal	\$ 189,300
TOTAL	\$ 12,878,100

Sources/Uses (2 of 2)

Sources	JobsOhio JSDGA Request	ARC Grant	Ohio EPA Loan	Ohio EPA DEFA - WPCLF Loan with forgivable principle	Adams County	Total
Water						
Regional: Line and water tank		\$ 250,000	\$ 3,202,000			
Local: Design for extension	\$ 15,000					
Local: Construction to extend to site	\$ 217,000					
Subtotal	\$ 232,000	\$ 250,000	\$ 3,202,000			\$ 3,684,000
Sewer						
New Winchester WWTP		\$ 500,000		\$ 4,500,000		
Design for local extension (including controls for lift station)	\$ 54,700					
Extension along Dorsey from Behm to north boundary of site	\$ 1,024,000					
Subtotal	\$ 1,078,700	\$ 500,000		\$ 4,500,000		\$ 6,078,700
Road						
Design	\$ 40,000					
Land acquisition	\$ 225,000					
3rd party handle land acquisition	\$ 13,500					
Construction of primary access from Dorsey/ Edmisten/ 136	\$ 2,647,600					
Subtotal	\$ 2,926,100					\$ 2,926,100
Construction Management						
Construction Mgmt	\$ 171,300					
Reimbursable Expenses					\$ 18,000	
Subtotal	\$ 171,300				\$ 18,000	\$ 189,300
TOTAL	\$ 4,408,100	\$ 750,000	\$ 3,202,000	\$ 4,500,000	\$ 18,000	\$ 12,878,100

Project Background

The Vision: A modern industrial setting on the Appalachian Highway (SR 32) that fills the Southern Ohio site selection void.

- Creating the 55-acre Winchester Industrial Park has been a primary goal of Adams County leaders, with land purchase and utility milestones being met in 2018 and 2019.
 - The Park has expanded from 36 acres to 55+ acres with the county government's 2019 purchase of the contiguous 19.55 ac.
- Park development momentum increased significantly in 2018 for two reasons:
 - Dayton Power & Light's closure of two plants displaced over 1,130 full-time employees in the region (Ohio Univ. study); business expansion and attraction is critical.
 - The U.S. EDA awarded a \$1.6 million *Assistance to Coal Communities Grant* to an Ohio University Voinovich School / Ohio Valley Regional Development Commission partnership. Known as the BOBCAT plan ("Building Opportunities Beyond Coal Accelerating Transition"), the creation of the Winchester Industrial Park is a major priority within the plan, which focuses on strategies throughout Adams, Scioto, and Lawrence counties.
- The County will continue its long-standing partnership between Adams County government (which houses the EDO as a government department) and the CIC. All land sales to be vetted by the CIC, with all infrastructure grants to be managed by the LEDO. Director Holly Johnson provides full administration services to the CIC.
- The region and county must meet this need in 2020, as southern and eastern Ohio are forecasted for increased industrial real estate demand. Moreover, the recent increase in regional unemployment has made new growth and employment strategies imperative.

Metrics to Measure Site Performance

Winchester Industrial Park's 55 acres will be marketed, with the CIC negotiating all property sales/leases, to meet important milestones that help the greater community recover economically. Sales/leases will always be "project-based", meaning that job creation, capital investment, and potentially spec building creation, will be the community's general goals. Sales to land developers with no plans for business creation and/or facility construction, will be avoided. The CIC plans to market the site at \$10,000 per acre.

The community's general vision is **8-10 enterprises** of varying sizes that bring positive results to the tax base and job seekers. Cumulative general metrics to guide the CIC and all stakeholders will include:

- **300,000 sf of total construction.**
- **Minimum construction value of \$15 million at buildout**
- **300 jobs**
- **Total payroll of \$10.5 Million**
- **\$500,000.00 to be yielded from sales/leases**

Comparable: Moores Road Business Park



**150 Commerce Drive
Seaman, Ohio 45679**

\$30,000/acre for raw industrial land,
located in the rear of the park.

Project Return on Investment

The \$12.86M infrastructure buildout plan forecasts the following local and State tax revenue over a 20-year period, based on a vision of 8-10 businesses throughout 55 acres:

	Annual Tax Receipt	Total Tax Receipts/Revenues over 20 yrs.
A minimum target of \$15M of construction value	N/A	\$543,750.00 estimated construction sales tax, assuming 50% of value is materials subject to the tax (7.25% tax rate)
\$15M construction value	Total property tax payment on \$15M = \$150,000.00 per year (averaged to \$100,000.00 annually, based on phasing of Park buildout)	\$2,000,000.00
Goal of 300 employees at an average salary of \$35,000.00	Using 2.85% 2019 State tax rate = \$299,250.00 per year	\$5,985,000.00
Average Sale price of \$10,000 per acre	N/A	\$550,000.00
		<i>Appx. \$9M local and State tax revenue over 20 Years Corresponding to the Park Buildout Plan</i>

Project Timelines

	2020		2021		2022		2023	
Activity	H1	H2	H1	H2	H1	H2	H1	H2
Water								
Regional upgrades								
Design								
ACRWD preparing grant applications to ARC, OWDA, OEPA and ODSA								
Notification of grant awards								
Bid								
Begin Construction								
Construction Complete								
Local upgrades								
Extension Design								
Bid								
Begin Construction (with road)								
Construction Complete								
Sewer								
Regional upgrades								
County commissioners apply for ARC grant for feasibility study								
Notification of grant award								
Feasibility study								
Design								
Submit grant applications to ARC and OEPA								
Notification of grant awards								
Bid								
Begin Construction								
Construction Underway								
Construction Complete								
Local upgrades								
Extension Design								
Bid								
Begin Construction								
Construction Complete								
Road								
Land Acquisition								
Design								
Bid								
Begin Construction								
Construction Complete								

Previous Successes and Strategies

The Adams County Economic Development Office

The LEDO, housed within County government, brings great stability and an impressive track record to this partnership:

- The office offers consistent leadership under Dir. Holly Johnson, having served as assistant for 12 years and Director since 2011.
- Admin. Assistant Amanda Fraley served as Highland Co. Housing Program Dir. from 2002-2010 and has served as the Adams assistant since 2011. Amanda serves as the County's CHIP Manager and also manages many grant fiscal processes (ARC, CDBG, DSA gas station, etc.), totaling over \$32 million in processing since 2011.
- EDA-funded Recovery Coordinator (Evan Scurti) offers services to Adams County development initiatives under contract through 12/31/2021.
- The LEDO provides administrative services to the County CIC, which is used strategically for land and infrastructure initiatives.

LEDO HIGHLIGHTS:

- A comprehensive EDO engaging in traditional industrial development and prospect relations *as well as* significant annual county-wide infrastructure work through management of the CHIP and CDBG programs.
- Facilitated the CIC's 2018 purchase of Winchester Industrial Park land (\$217,398.00) and subsequent County purchase of contiguous property (\$146,692.50).
- Infrastructure leadership (Jaybird Rd. expansion) facilitating GE's \$90 million investment at the Peebles facility in 2007.
- Multi-year leadership has led to the 2020 construction of the Adult Workforce Training Center via various grant funds and County commitment.
 - Adams County has NO post-secondary training options. The new 15,000 sf facility fills a critical economic development void.
 - Curriculum is being developed primarily in the areas of welding, CNC, nursing, and in-demand training for existing employers.

Previous EDO Site/Building Development Successes

The Adams County Economic Development Office has exhibited great leadership in modern site and infrastructure development, positioning the county for this important era of diversification beyond a coal-dominated economy. Major successes include:

1. The Adams County Regional Water District (ACRWD) – the creation of a county-wide water district in 1969 recognized the need for county-wide service to assist small municipalities. The resulting organization (www.acrwd.com) and infrastructure network has made projects like Winchester Industrial Park possible. ACRWD provides service to over 21,000 county residents and serves 4 villages, including Winchester.
2. GE Testing Facility – An estimated \$200 million has been invested into the Peebles 7,000-acre facility since 2006. The critical \$90 million expansion in 2007 was made possible due to the LEDO's leadership in securing \$845,000.00 in grant funds and coordinating the expansion of Jaybird Road.
3. CIC / State Route 41 --The LEDO has proven its ability to strategically manage and utilize a CIC for industrial development. The CIC's role in SR 41 development directly led to the recruitment of Columbus Industries' 167,000 sq.f. facility. A precedent has been set for Winchester Industrial Park success.

Locations of Projects with Corporations in the County

Winchester Industrial Park

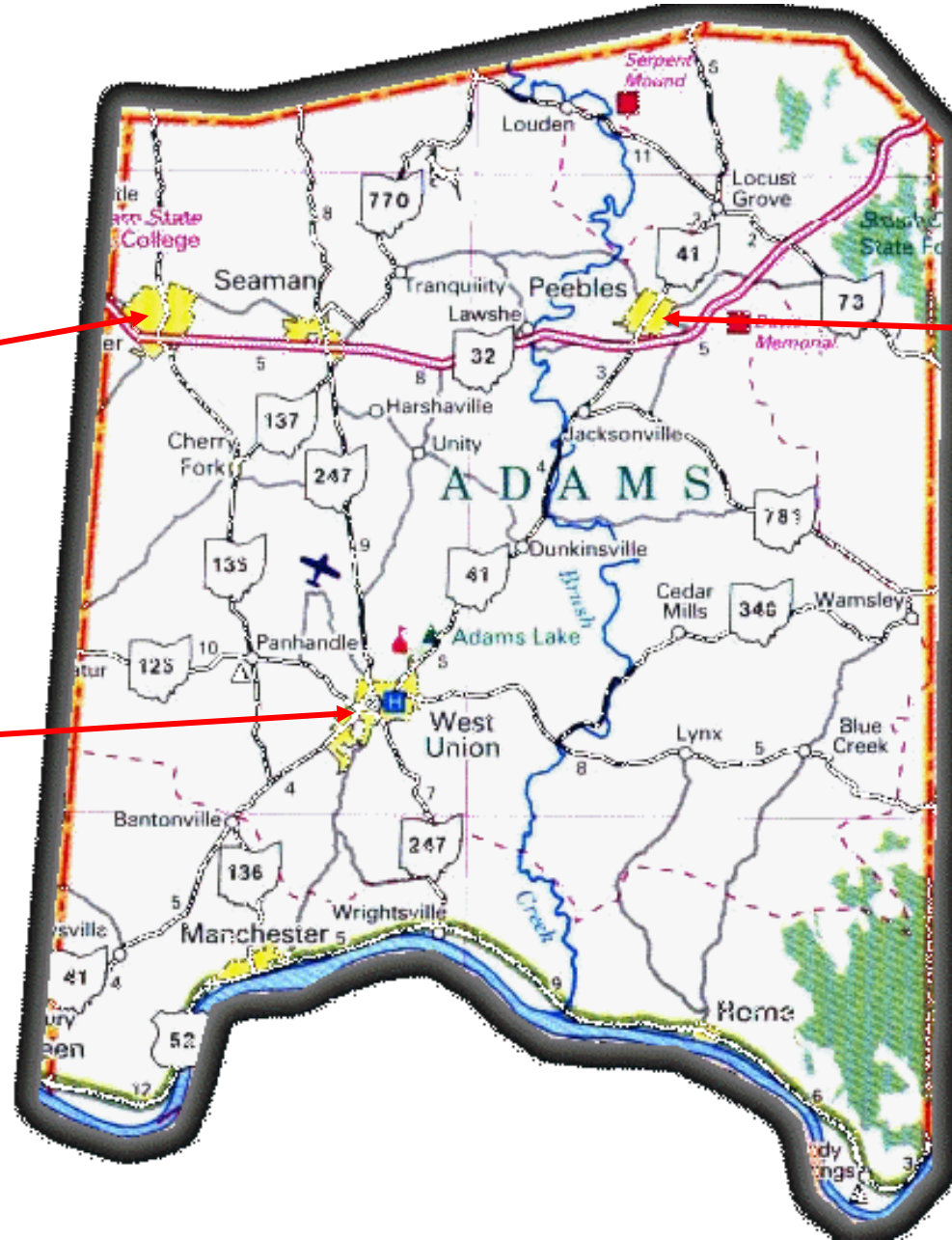


Columbus Industries has grown since its inception in 1965 to a global leader in manufacturing air filtration systems. CI now has over 900 employees in 7 locations worldwide.



General Electric's 7000-acre engine testing facility was established in Peebles in 1954. GE invested \$90 million in 2007 with LEDO assistance.

Over 450 full-time employees earn an average salary of \$65,000/yr. at this leading Southern Ohio employer.



Recent Project Example 1 – GE Testing Expansion



GE invested \$90 million into their Peebles engine testing facility in 2007, due in large part to the EDO's leadership in the \$845,000.00 Jaybird Rd. expansion.

The Peebles facility celebrated its 60th anniversary in 2014. In its 2014 press release, GE reported that since 2006, \$190 million had been invested into the 7,000-acre Peebles campus.

<https://www.geaviation.com/press-release/business-general-aviation/ge-aviations-peebles-test-operation-blows-out-candles>

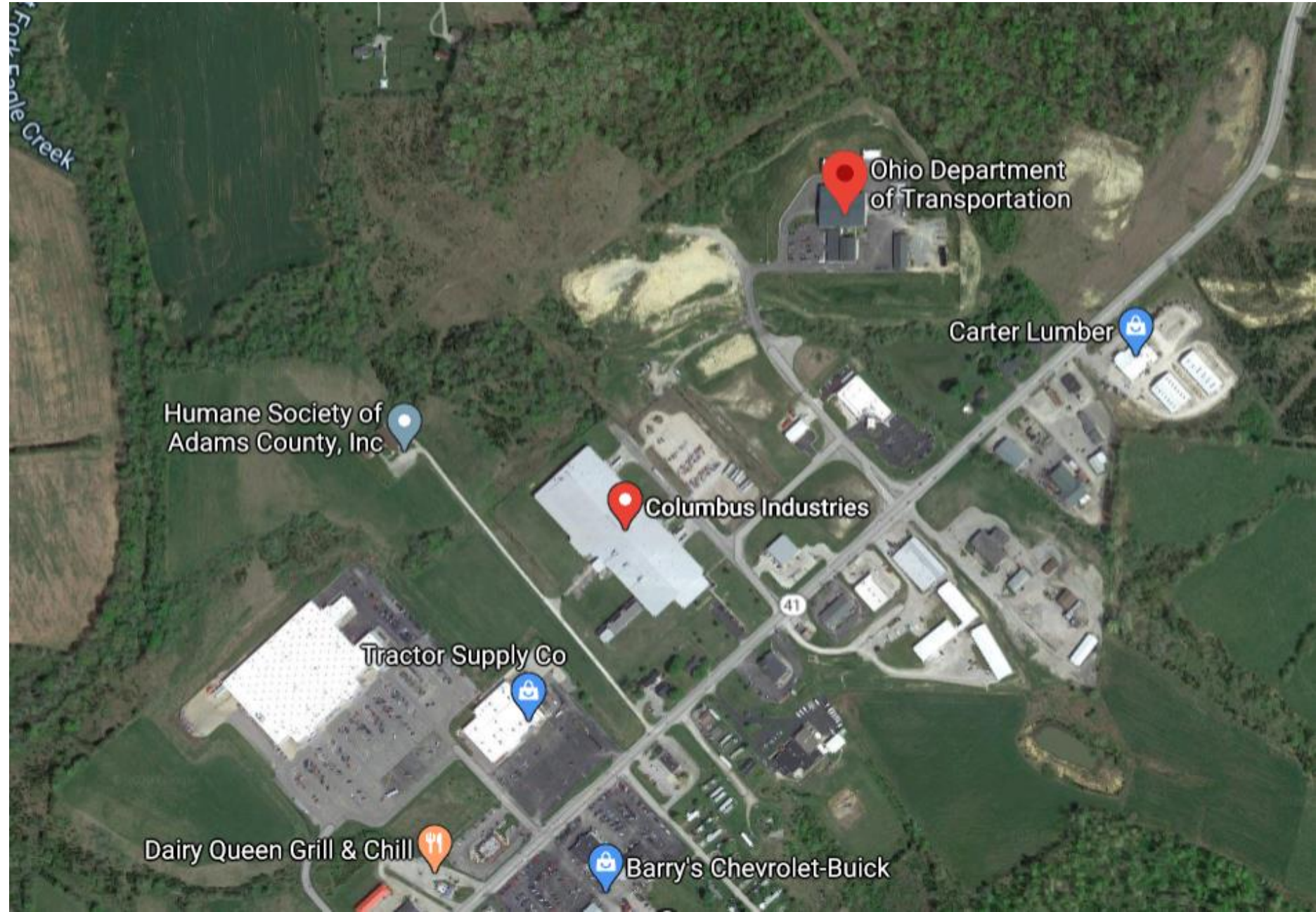
Recent Project Example 2 – Columbus Industries

In 2004 the CIC and LEDO established a strong precedent of property purchase, improvement and subsequent business recruitment. The CIC purchased a deteriorating 167,000sf facility (formerly home to Copeland, Inc.), improved it with State assistance, and recruited Columbus Industries

The project involved DSA Rural Industrial Park program assistance as well as Enterprise Zone tax abatement that resulted in over \$3.5 million new investment and 82 new jobs.

In addition to Columbus Industries, the CIC marketed and sold excess acreage to retailers like Auto Zone as well as to ODOT.

Adams County has successfully responded to past closures and worker displacement and is prepared for future success at Winchester.



Recent Project Example 3 – Adult Workforce Training Center



The Adams County Economic Development Office led a multi-year effort culminating in the County's 2019 purchase of 15,000sf in the heart of West Union.

- County government invested \$600,000.00 in the purchase of a former grocery store for conversion into the County's ONLY adult training center.
- County secured \$2.3M in grants for renovation. (\$1.8M from DSA's GRIT (Growing Rural Independence Together) program for southern OH and \$500,000 ARC)
- Curriculum primarily in LPN, CNC, and welding being developed in 2020, with pathways to Shawnee and Southern State. An additional focus will be on in-demand training, highlighted by the County's current work with GE to customize engine testing training curriculum.
- Forecasted to train 100 individuals annually.

Community Impact

Preparing Winchester Industrial Park for new job creation is the county's #1 priority, as local leaders are determined to reverse negative trends since the DP&L Closures:

- The DP&L closures resulted in the loss of \$8.5 million in cumulative annual property tax payments to local jurisdictions.
- The DP&L closures resulted in severe job and economic output declines in the region:
 - 370 direct jobs with a \$56 million total payroll (wages + benefits)
 - 1,131 total regional job loss with a loss of \$82 million total payroll
 - Loss of \$700 million regional output*(source: 5/2/18 Ohio University Voinovich School report prepared for the County Commissioners)*
- Children in Poverty: The 2018 U.S. Census Small Area Income & Poverty Estimates revealed Adams County had become the 3rd highest county for those under 18 living in poverty at **29.1%**. Only Gallia and Pike are higher, both slightly above 30%. Ohio average is 19.2%.
(source: https://www.census.gov/data-tools/demo/saipe/#/?map_geoSelector=u18_c&s_state=39&s_measures=u18_snc&s_year=2018)
- Commuting to Work: County residents have seen their mean travel time to work increase to **36.5 minutes**.
Ohio mean time – 23.4 minutes
Lawrence Co. mean time – 23.5 minutes
Scioto Co. mean time – 25.6 minutes
(source: <https://development.ohio.gov/files/research/C1002.pdf>)
- Unemployment: Adams Co. has one of the highest rates in the State, as well as the highest in Southern OH at **9.8%** (Jan. 2020)
(source: <https://ohiolmi.com/portals/206/LAUS/Archive/2020/ColorRateMap0120.pdf>)

The adult workforce training center, Utility Pipeline, Ltd. gas line extension from Highland Co. and Winchester Industrial Park are cornerstones of the County's 2020-2021 overall strategy of preparing its citizens for new careers while attracting quality capital investment to diversify the economy.

Marketing Strategy

Need for Site Inventory

An analysis of JobsOhio site searches reveals the following median acreage of statewide searches:

2015 – 50 acres

2016 – 30 acres

2017 – 40 acres

2018 – 23 acres

2019 – 30 acres

Adams County currently offers no available industrial property to meet such needs. The Winchester Industrial Park is a critical strategy to meet this demand for industrial real estate.

Marketing Plan

County leaders have agreed to market the Winchester Industrial Park to a variety of industries searching for a non-metro location for satellite facilities to link them to markets in KY, WV, and beyond.

As the Park moves toward utility buildout in 2021, the Recovery Coordinator will be utilized to lead a marketing campaign with the following 2021 goals:

1. Pursuing philanthropic funding toward the development of high-quality print and video marketing materials.
2. Meeting with a target list of 5-10 commercial real estate brokers in Cincinnati and Columbus; FAM tours/events in Adams County will be pursued.
3. Develop a list of 15-20 leading site selection consultants to receive marketing materials and/or visit Adams County for FAM events.
4. Ongoing consultation with OhioSE regarding Zoom Prospector updates.

Contact Information

Adams County Economic Development Department
Holly Johnson, Director
215 North Cross Street, Suite 101
West Union, OH 45693

937-544-5151

Holly.Johnson@adamscountyoh.gov