

Workforce UPDATE



The Regional Growth Partnership and JobsOhio, in collaboration with Owens Community College, present this quarterly report intended to provide a snapshot of the economic health in Northwest Ohio. These economic indicators touch on a number of areas commonly referenced when analyzing the strength of regional economies. Also included are

regional success stories which demonstrate some of the many positive developments taking place in Northwest Ohio. Much of the information in this report comes from Ohio Means Jobs "Help Wanted Analytics" data. We anticipate this report will serve as a beneficial tool for both businesses and the general community.

Top 10 Corporations Hiring

1. ProMedica
2. Fostoria Community Hospital
3. Lowe's
4. University of Toledo
5. Pizza Hut
6. Blanchard Valley Health System
7. Caring Home Health Services
8. Owens Corning
9. Flower Hospital
10. Bay Park Community Hospital

Top 5 Open Occupations

1. Sales
2. Healthcare Practitioners and Technical
3. Office and Administrative Support
4. Transportation and Material Moving
5. Management

Top 10 Manufacturers Hiring

1. Owens Corning
2. Owens-Illinois
3. Cooper Tire & Rubber Company
4. First Solar
5. Chrysler
6. Whirlpool
7. Johns Manville
8. PepsiCo
9. General Motors Corporation
10. Schneider National

Top 5 Open Manufacturing Occupations

1. Transportation and Material Moving
2. Architectural and Engineering
3. Production
4. Management
5. Installation, Maintenance and Repair

Your Next Customer: The Government

What if you discovered a new market for your product or services that had a great credit rating and always paid their bills? This market is your state, local and federal government. Federal procurement regulations require that all purchases under a \$100,000 be reserved for small businesses. To get your fair share of this business, the Procurement Technical Assistance Centers (PTAC) of Ohio at Owens Community College is at your service. It is part of a statewide network of counseling offices offering free help to small and mid-size businesses interested in selling their products or services to federal, state, and local government agencies. In 2011, area businesses that worked with them had over \$100,000,000 worth of government contracted business.

PTAC provides education, training, and consultation services to maximize the value of government contract awards in Ohio. They provide services to give businesses the tools and training required to successfully compete in the federal and state market place.



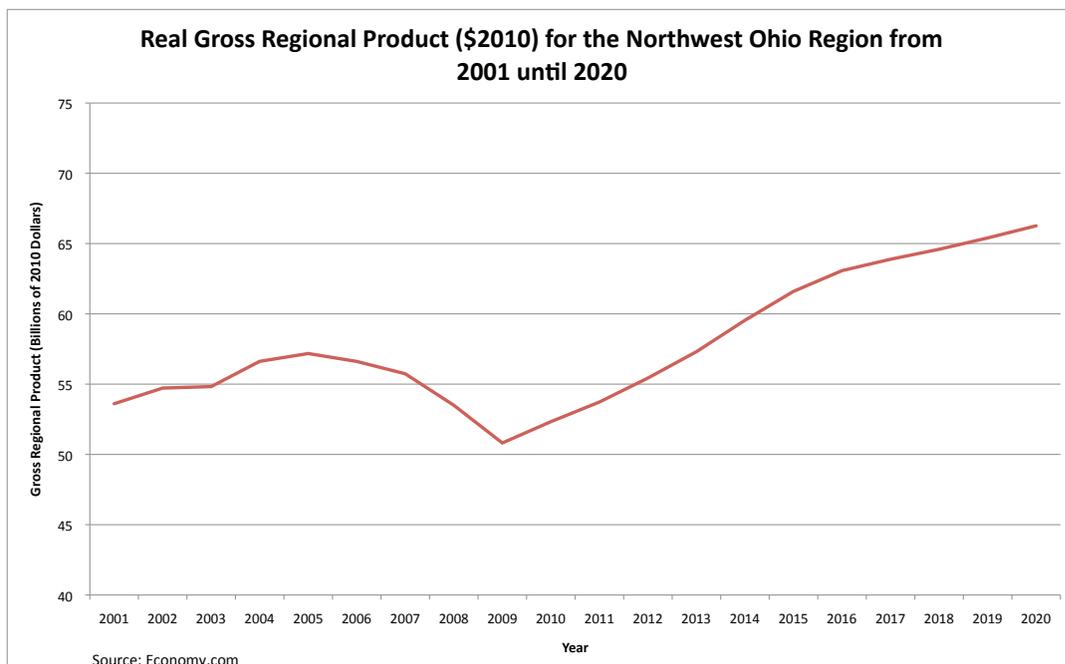
Thomas R. Uhler P.E.
President/CEO
TTL Associates, Inc.

Success Story: TTL

TTL Associates, Inc. provides environmental, geotechnical engineering, testing and construction management service to business, industry and governments. Their President/CEO is Thomas R. Uhler P.E. He has successfully worked with PTAC to grow his business by finding new opportunities from the federal government. Tom said, "If you do as PTAC says then things come easy." Tom knows what he is talking about because his firm TTL won a government contract for over 600 Federal government buildings in Washington DC for Industrial Hygiene and Safety Oversight. All the revenue for this contract goes through TTL in Toledo and has the potential of producing millions of dollars in new business.

According to Mr. Uhler, "government business builds government business. If you can reference past performance on a Federal project, it helps secure future government business." He believes that getting federal government work increases revenue, reduces your business acquisition costs, and brings Federal tax dollars back to our community. This is good business. TTL has grown through services like PTAC that have worked with his company to identify new opportunities for growth.

For further information on how PTAC can grow your business contact Owens Community College at 567-661-7357.



Gross Regional Product
Market value of all final goods and services produced within a given area and time.

A Tale of Two Buildings



Tony Iriti
Director
Findlay-Hancock
Economic Development

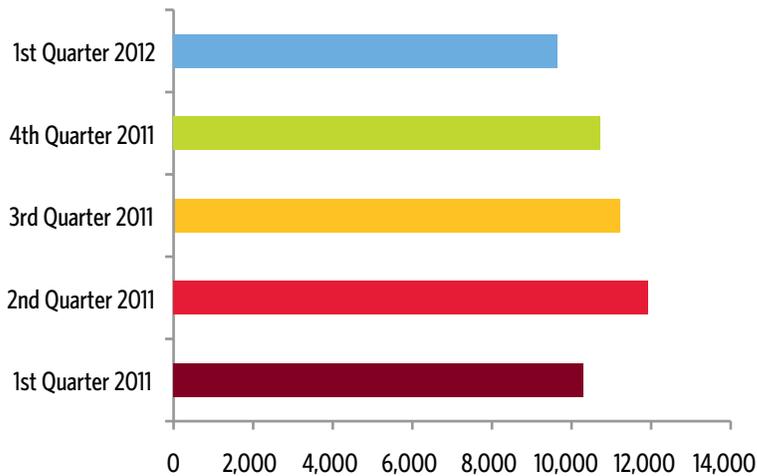
What if you found two companies wanting to move to your community and only had one building that they wanted for their business? This was a problem faced by Tony Iriti, Findlay-Hancock Economic Development Director and others from his community. A newly constructed building became vacant as a result of the recession. Two leads were gained by the Findlay-Hancock County Alliance office for Mitec Powertrain from Germany and Hamlet Protein from Denmark. Both were interested in considering facilities in the Findlay area. Each had been to Findlay and each identified a building that would suit their needs. Unfortunately it was the same building.

What happened next was a textbook case of innovation and collaboration by community leaders. Realizing that both companies would bring high tech, well paying jobs to the community meant you could not do business as usual. Yes, there were the usual state incentives but what made the decision speed up was building availability.

Rather than take a first come, first served approach, the community leaders got together and worked with ODOT, CSX, The Port Authority of Hancock County, and Marathon Oil to see how they could satisfy both companies. The role Marathon played was to bring the community and business leaders together to show support for the companies. Community leaders went knocking on doors to see if there were any buildings that would meet the needs of the two companies. During the search, Hamlet made the decision to move into the newly vacated building. Rather than give up, the search continued. A second building was found. In the end Mitec Powertrain and Hamlet Protein located facilities in Findlay and brought new jobs to the community.

Why Findlay was selected for both companies includes the classics of state support, location and good people. A tipping point was the energy of community leaders to show the companies that they were interested in finding a solution to a potential problem and not giving up. This was what sold Findlay. People who work together for the common good can and will make a difference.

NEW CARS AND TRUCKS SALES FOR THE 17 NORTHWEST OHIO COUNTIES



Source: Toledo Auto Dealers Association

JOBSONIO AND INVESTMENT-2ND QUARTER 2012

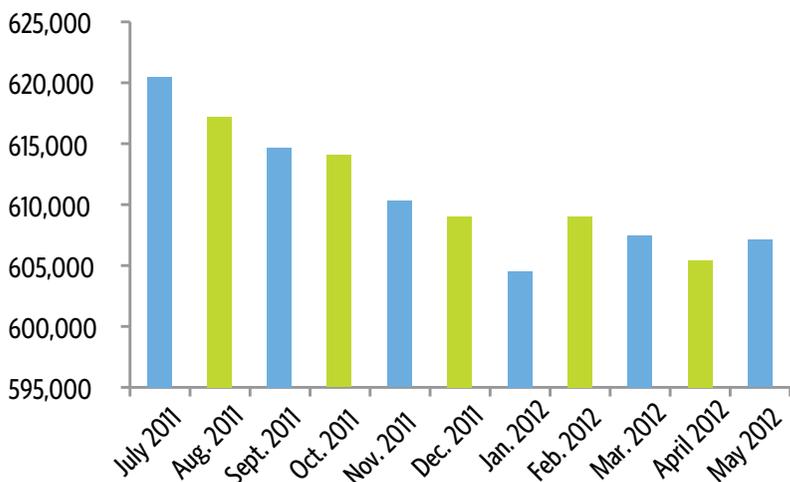
15 Economic Development Projects

3,482 Jobs Created & Retained

\$582,498,000 Capital Investment

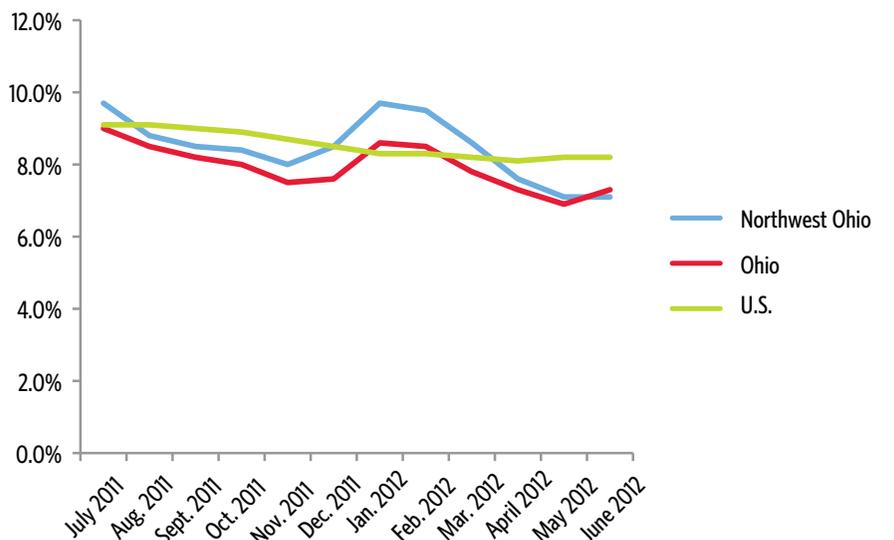
Source: ohiolemi.com

TOTAL AVAILABLE WORKFORCE (EMPLOYED/UNEMPLOYED PERSONS) 17 NORTHWEST OHIO COUNTIES FROM JULY 2011- MAY 2012



Source: ohiolemi.com

UNEMPLOYMENT RATE



Source: ohiolemi.com