

Understanding the Site Selection Environment?



Center for Regional Development

BGSU

10th Annual State of the Region Conference
Perrysburg, OH
April 9 , 2012



Jonathan Gemmen

Presentation Outline

- Introduction
- Fundamentals of Sites Selection
- Recent Regional Changes
- Assets
- Unique Industrial Sites
- Challenges / Opportunities



Designers



Engineers



Constructors



Consultants

- **The Austin Company**
- Full service design, engineering and construction management firm
- Founded 1878 in Cleveland
- Initiated *Design/Build* project delivery method 1901
- Member of Kajima family of companies - Tokyo based engineering/construction giant

- **Markets Served:**
- Food and Beverage
- General Manufacturing
- Aerospace / Aviation
- Publishing / Broadcasting
- Pharmaceuticals
- Information Technology
- Renewable Energy Products
- Smart Grid

- **Austin Consulting - Corporate Location Strategy:**
- Number, function and location of manufacturing, distribution, R&D, back office facilities

Austin Consulting – Strategy to Implementation



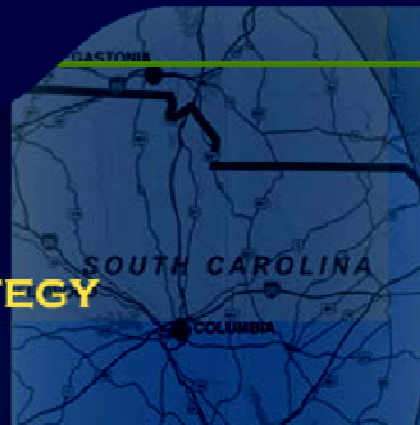
AUSTIN CONSULTING

ALIGNING
LOCATION WITH
CORPORATE **STRATEGY**

WHO WE ARE

WHAT WE DO

WHO WE SERVE



GLOBAL ANALYSIS

SITE SELECTION

DUE DILIGENCE

INCENTIVE NEGOTIATIONS



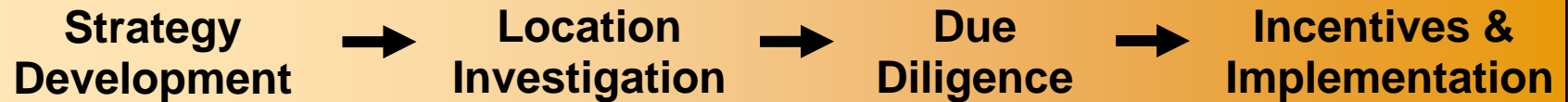
Login | Copyright 2007 Austin Consulting
440.544.2600 phone | ac@theaustinconsulting.com
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● Web ● Site Search

Site Map

CONTACT US

Site Selection Process



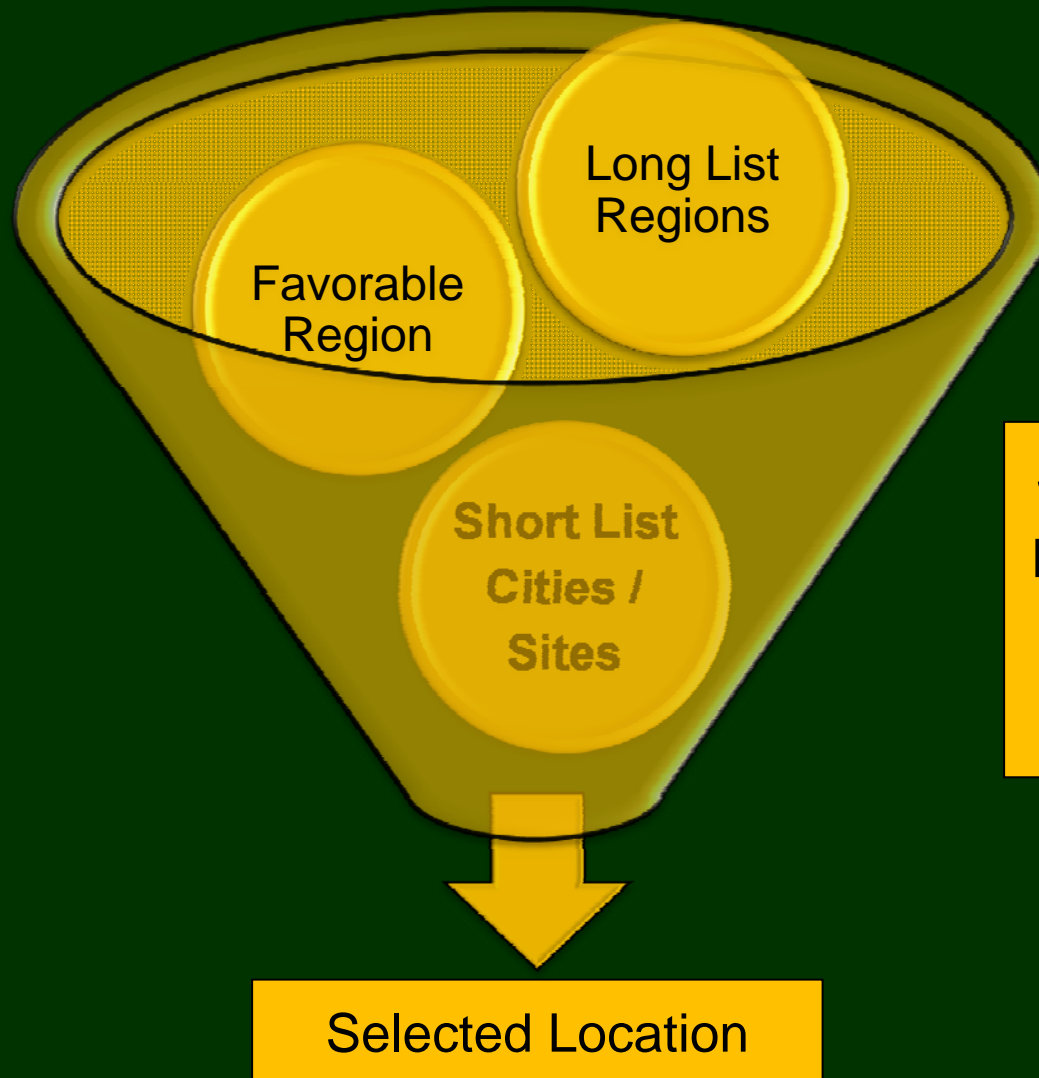
Three places states/communities lose projects.

**1. Get on the
Radar Screen
with Your Brand**

**2. Demonstrate
You are the
Right Place**

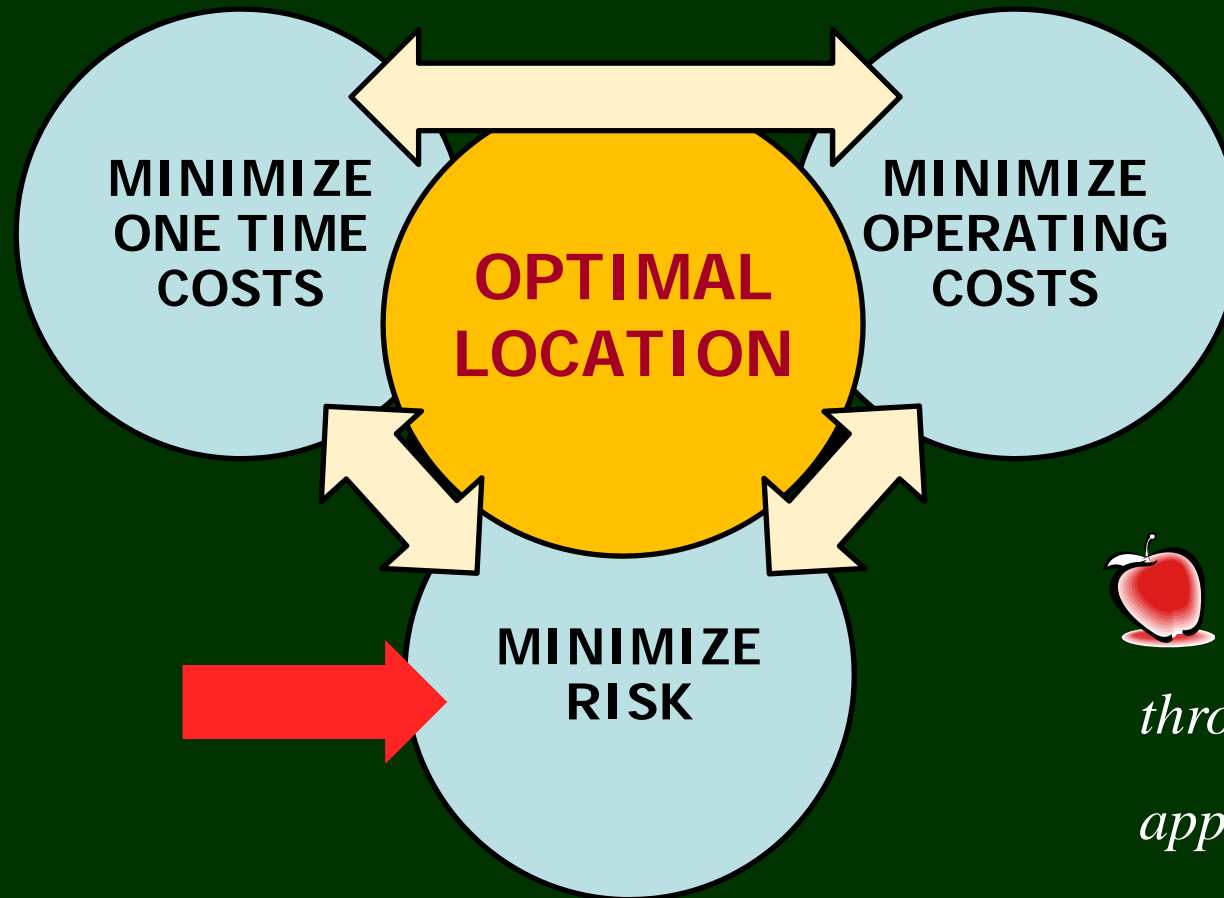
**3. Deliver on
Your Promises
– Close the
Deal**

Location Selection is a Process of Elimination



Stay in the race
by IMPROVING
COMPETITIVE
STANDING

Optimal Location Balances Competing Interests



*Identify location
through an “apples to
apples” comparison of
alternatives*

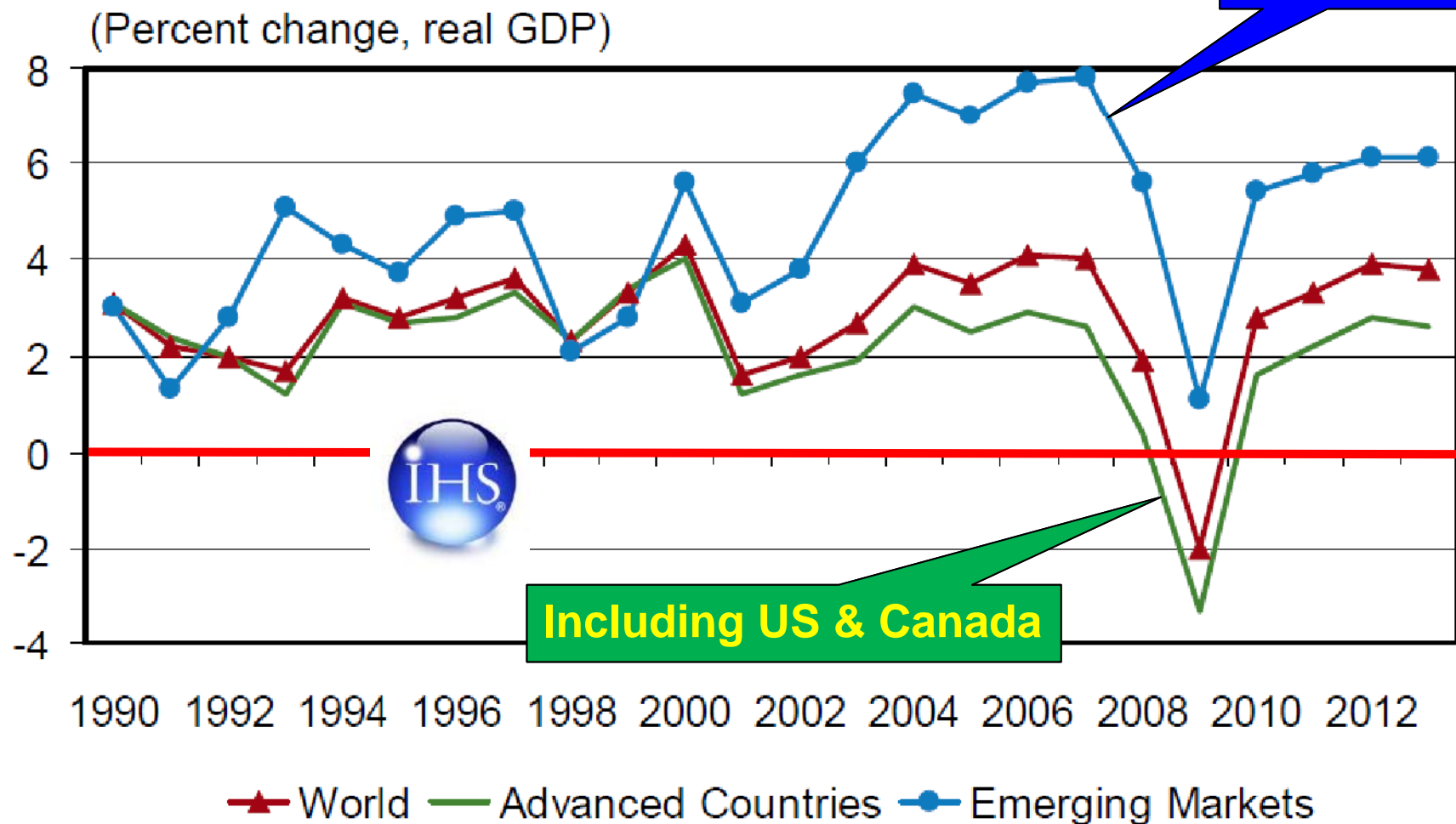


The Austin Company – Engineering/Construction Recent Activity – Signs of Economic Upturn

- In 2009, 90% of The Austin Company's client projects did not go forward.
- In 2009-2011, 70% of projects were considering a new location, either an existing building or greenfield construction, though most of those projects did not go forward. If there was investment, it was done on-site - either expansions or retooling to address immediate constraints.
- 2011-2012, many projects have returned with an even greater need. Austin expects construction volume to be very high by 3rd quarter 2012.

Emerging Markets Lead the Global Recovery

BRIC Countries



Source: IHS Global Insight – World Trade Service

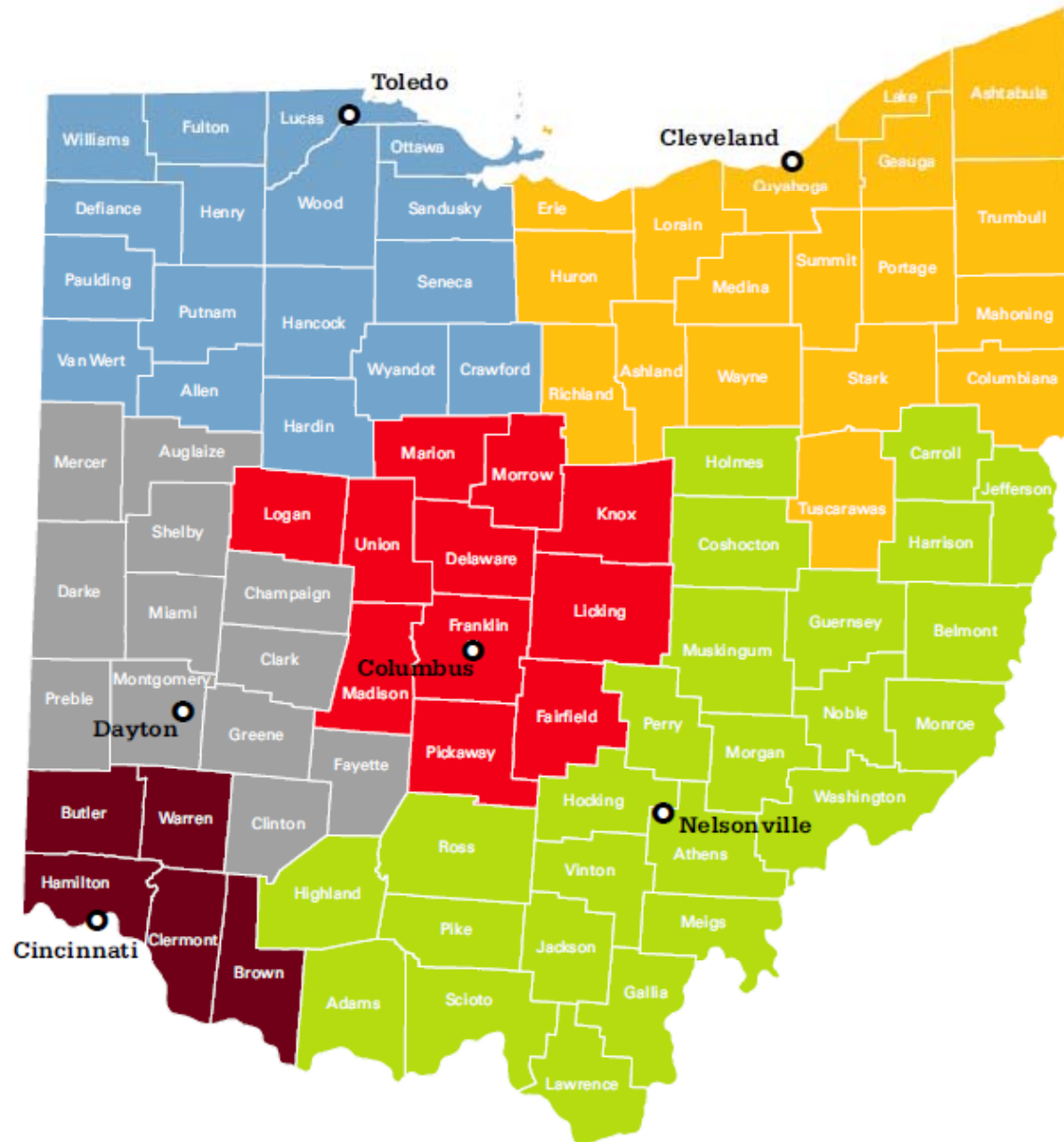
Regions Defined by MSA or "City-State"

**JobsOhio
Network**



Partners

- Appalachian Business Council
- Cincinnati USA Partnership
- Columbus 2020!
- Dayton Development Coalition
- Regional Growth Partnership
- Team NEO





TOLEDO REGION

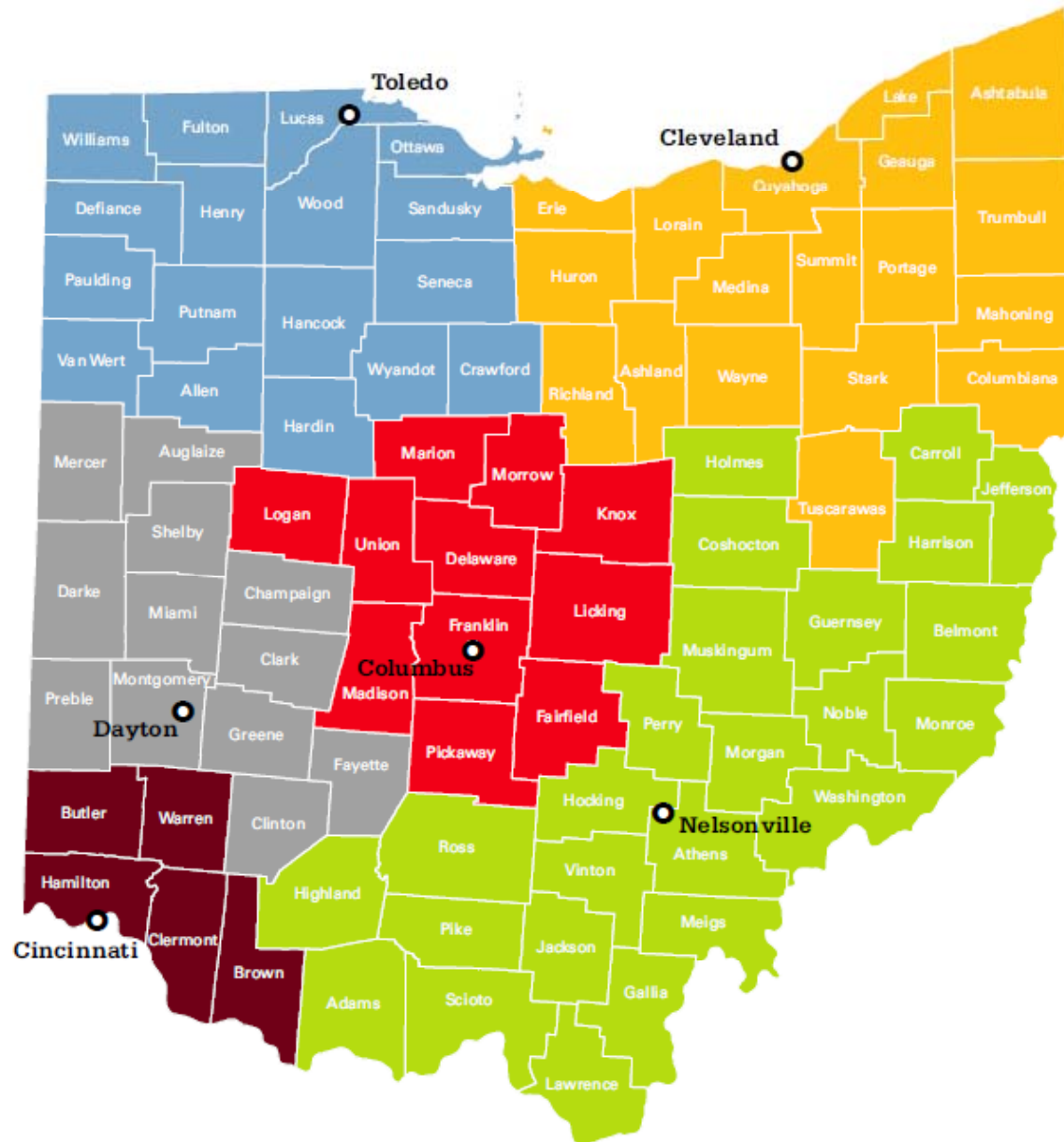
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Areas of Growth Pushing South

Article from Friday's Toledo Blade

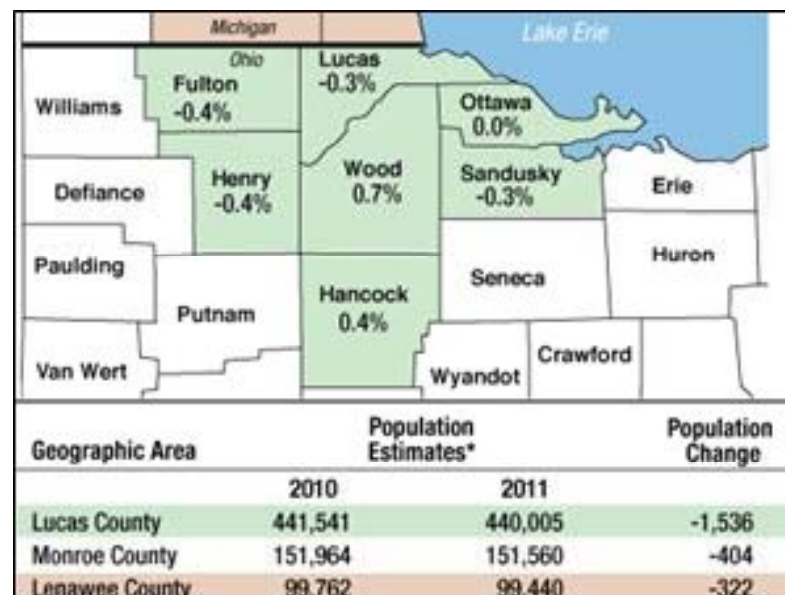
Lucas Co. population declines Metro area's drop among largest in U.S.

BY NOLAN ROSENKRANS
BLADE STAFF WRITER

Lucas County's population continued to contract last year, with its decline among some of the biggest in the nation.

The 2011 U.S. Census estimates released on Thursday showed population declines in Lucas County and the Toledo metropolitan area continuing, and only one area county, Wood, displaying growth.

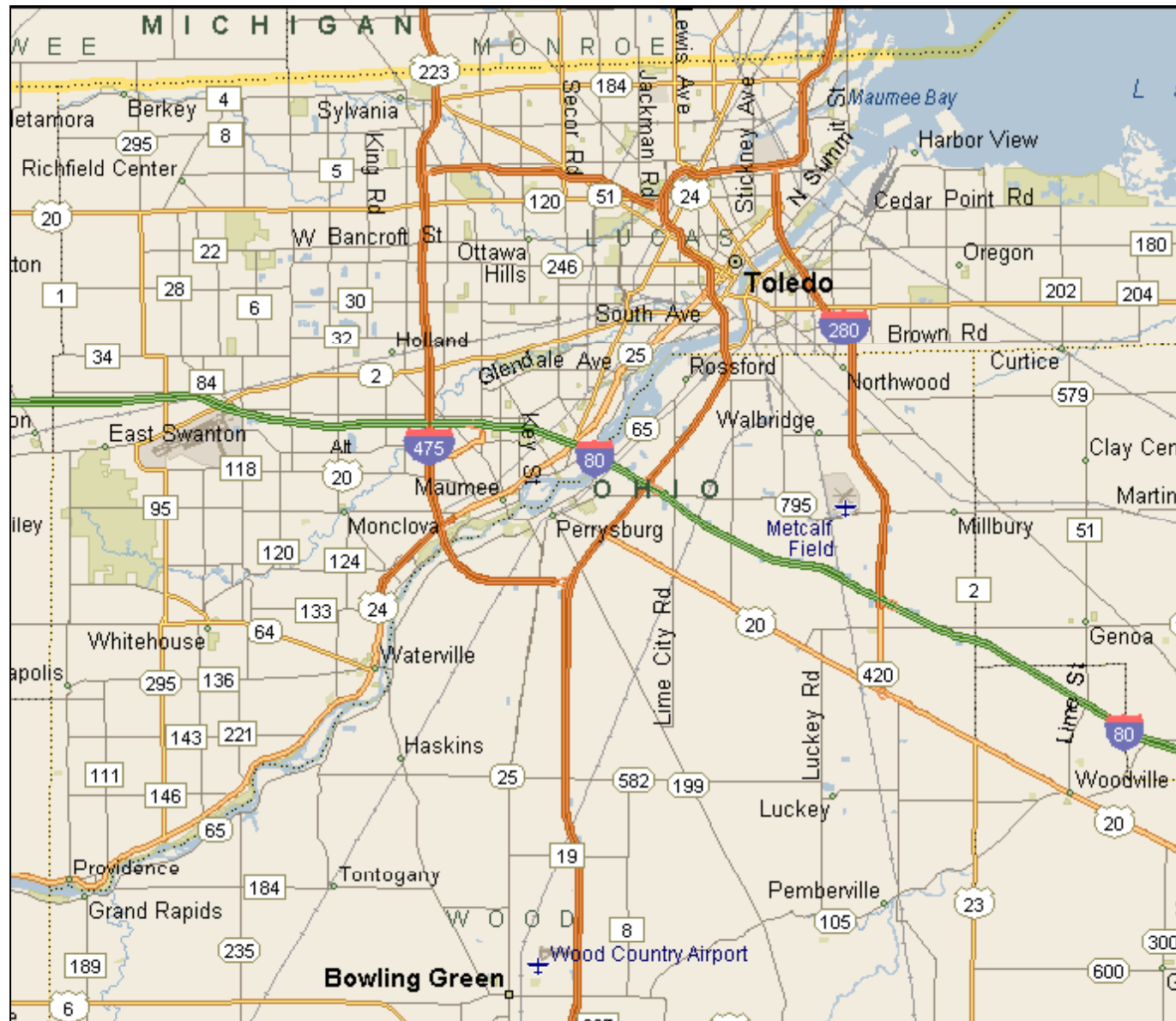
Lucas County's population decline ranked seventh among counties in the nation's 50 states. The estimate, from data as of July, 2011, shows that the metro area had 884 net fewer people last year compared with the 2010 numbers. The decline was driven by continued migration from Toledo; 3,375 residents left. This was tempered slightly by 409 new international



Areas of Growth Pushing South



Areas of Growth Pushing South



Regional Assets

- Intersection of two primary interstates
- Port of Toledo - Great Lakes access
- Four Class I railroads
- Northwest Ohio Intermodal Terminal
- University of Toledo - research university
- BGSU – regional university
- Owens Community College - corporate training
- Renewable energy sector niche
- Presence of corporate headquarters
- Strong manufacturing tradition

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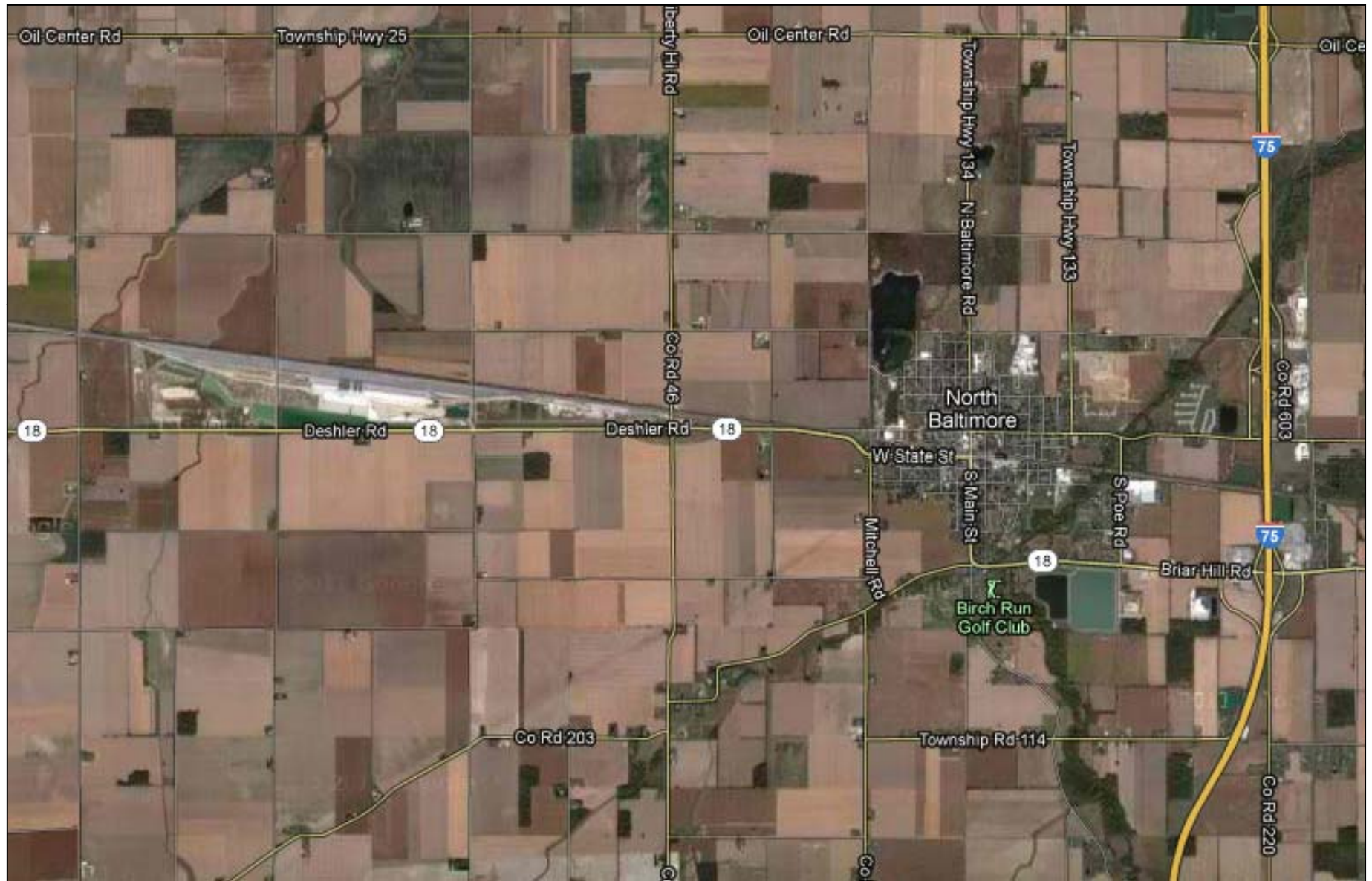
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Northwest Ohio Intermodal Terminal (CSX)

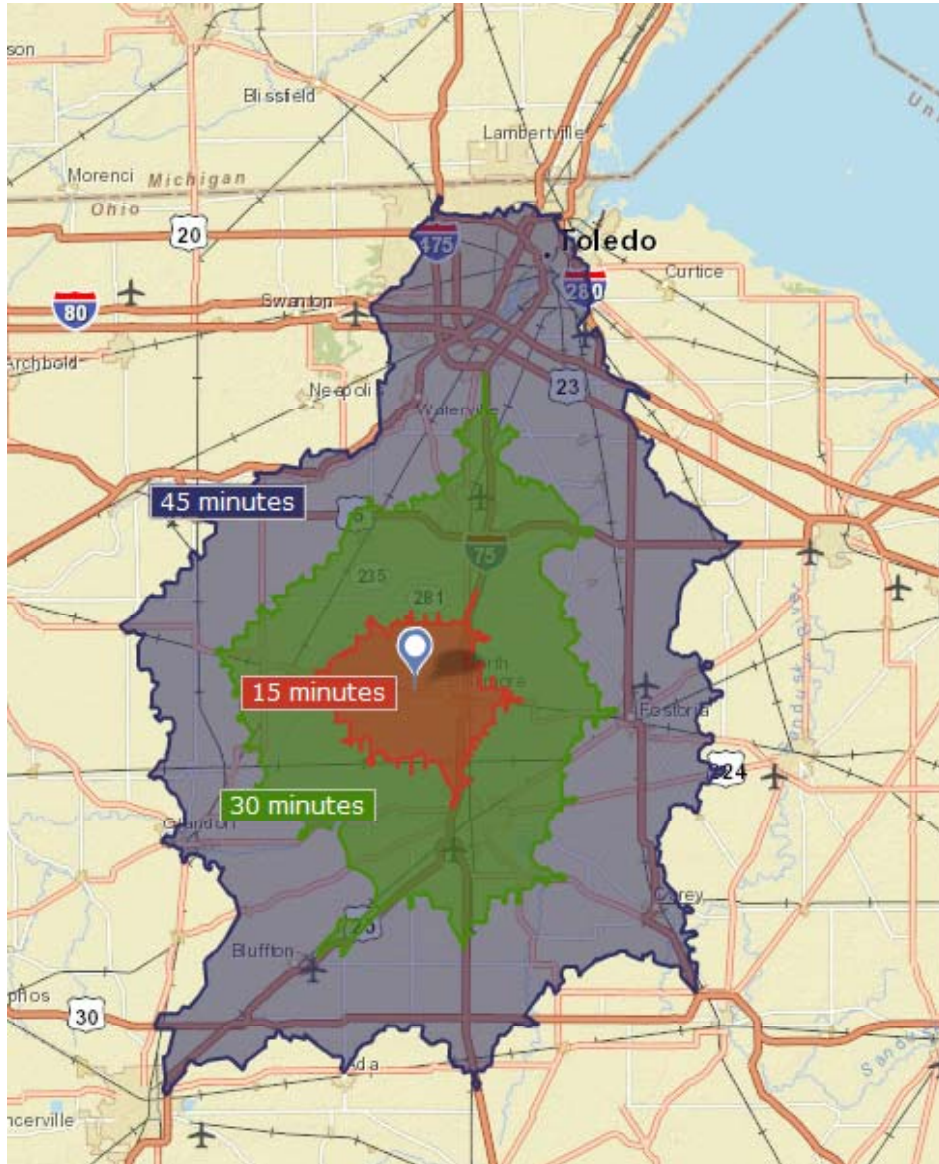




Northwest Ohio Intermodal Terminal (CSX)



Northwest Ohio Intermodal Terminal (CSX)



Population within 15, 30, and 45-Minute Drive Times of Northwest Ohio Intermodal Terminal Facility

15 minutes: 8,047

30 minutes: 110,949

45 minutes: 531,757

Data and Map Source: ESRI
2010 Census

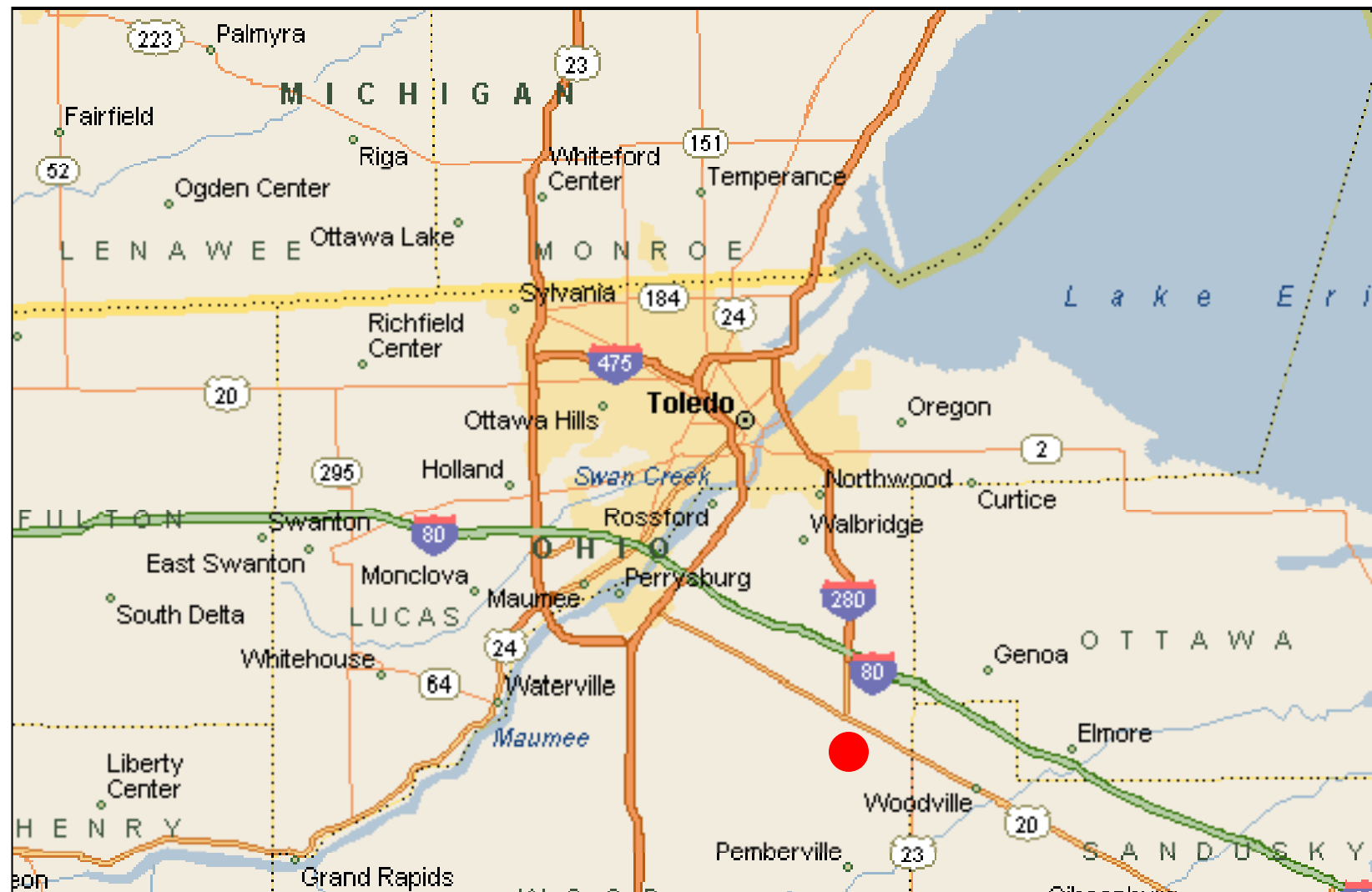
Northwest Ohio Intermodal Terminal (CSX)



Unique Industrial Sites

- 1) Eastwood Commerce Center,
Troy Township, Wood County**
- 2) Ironville Site, Port of Toledo**
- 3) Former Jeep Site – Toledo**

Eastwood Commerce Center – Wood County



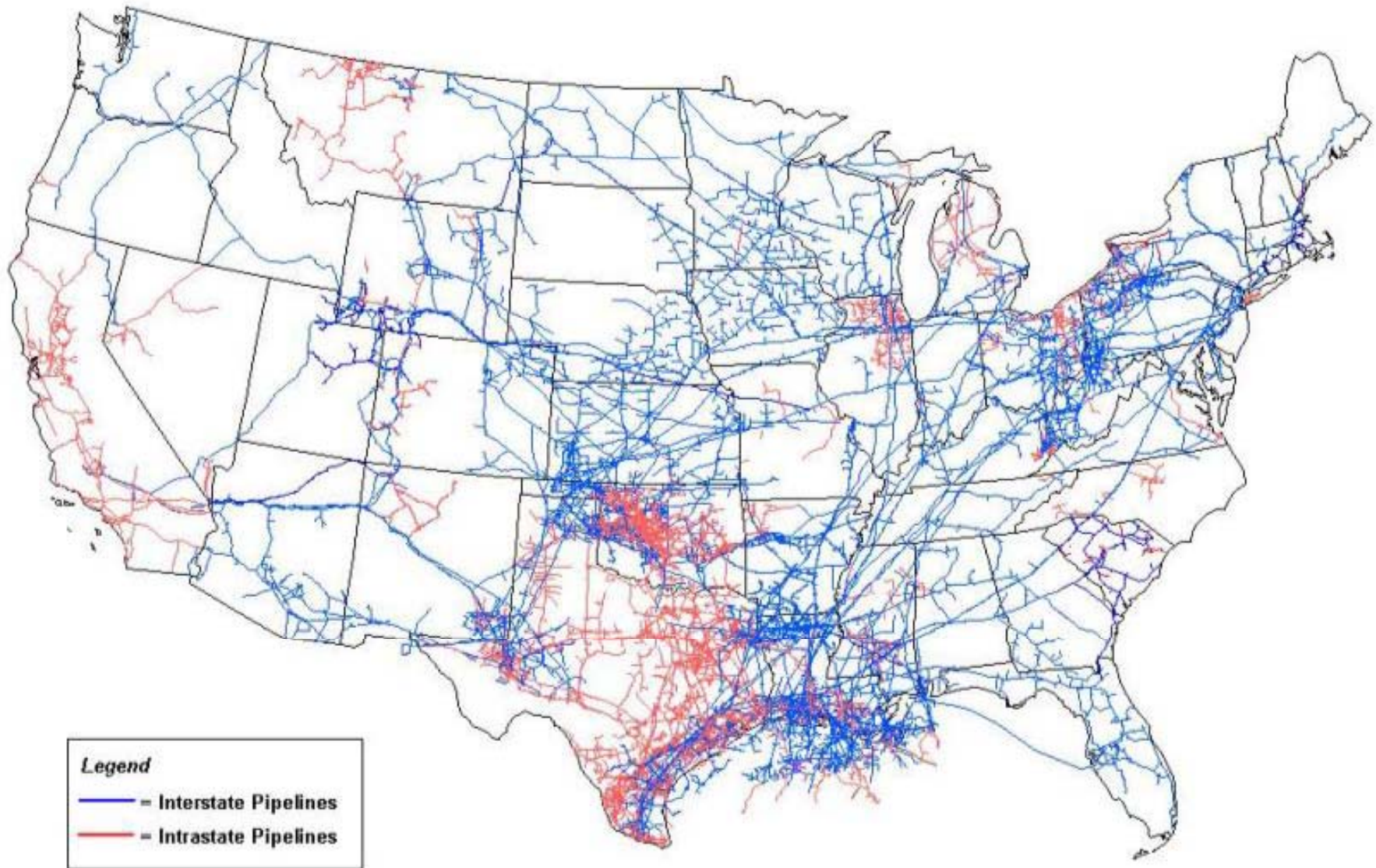
Eastwood Commerce Center – Wood County



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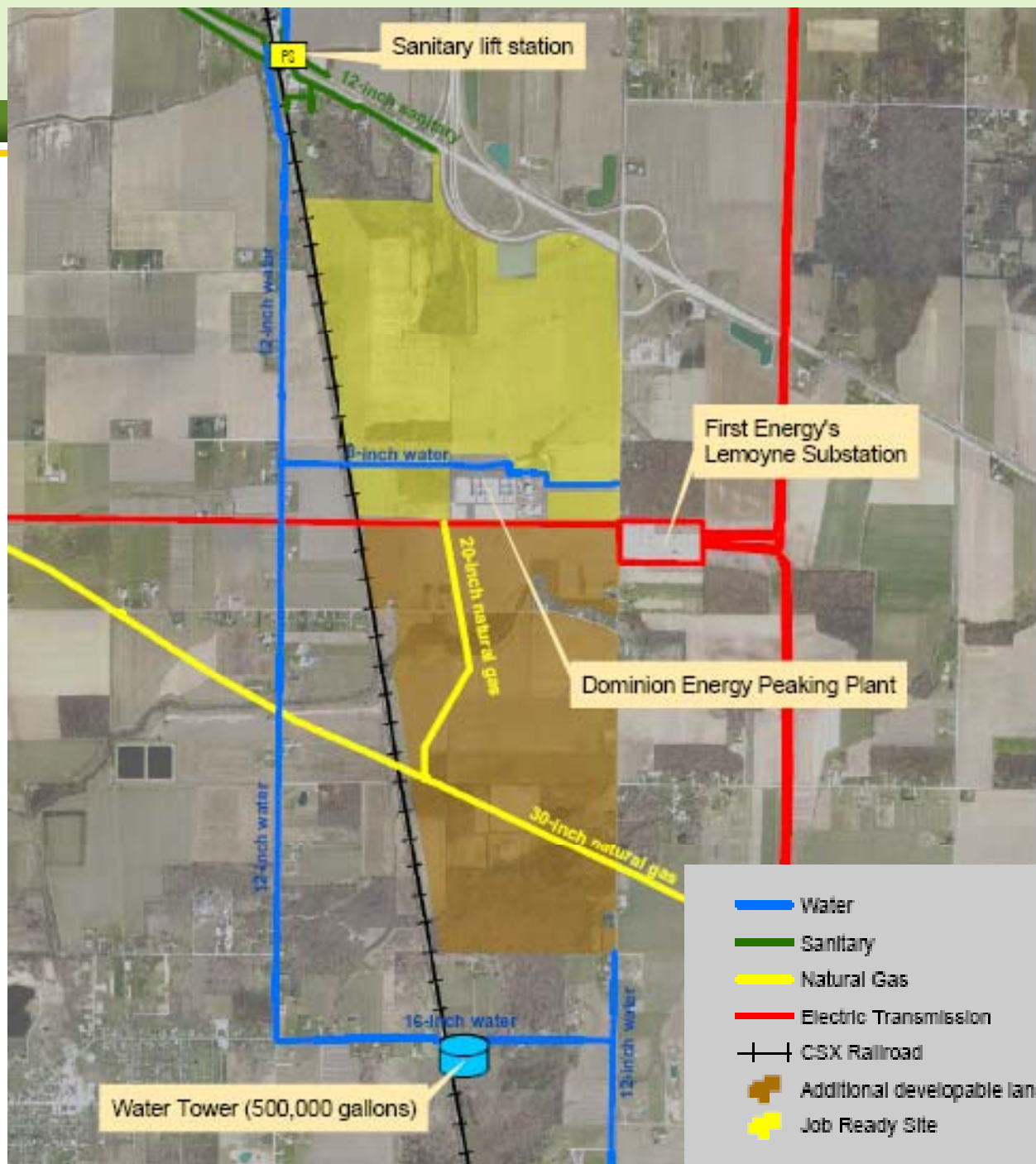
U.S. Natural Gas Pipeline Map



Source: Energy Information Administration, Office of Oil & Gas, Natural Gas Division, Gas Transportation Information System

Eastwood Commerce Center – Wood County





Eastwood Commerce Center – Wood County



Ironville – Port of Toledo

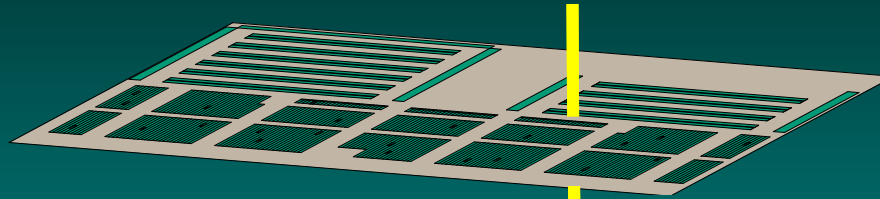


Ironville – Port of Toledo

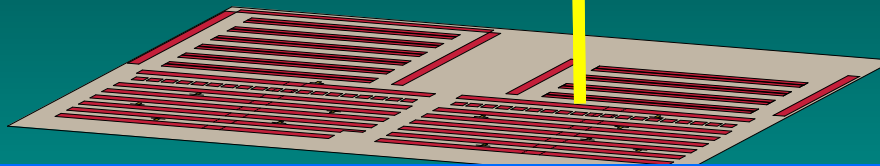




Modular Grid Overlay System (MGOS) – OMNI PORT CONCEPT

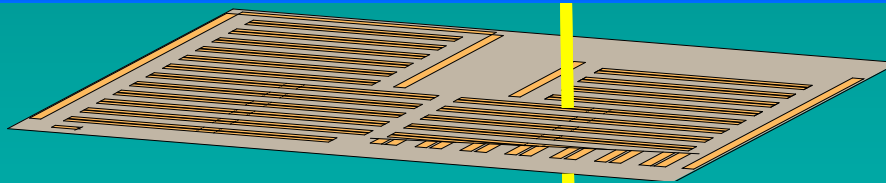


Dry Bulk Module

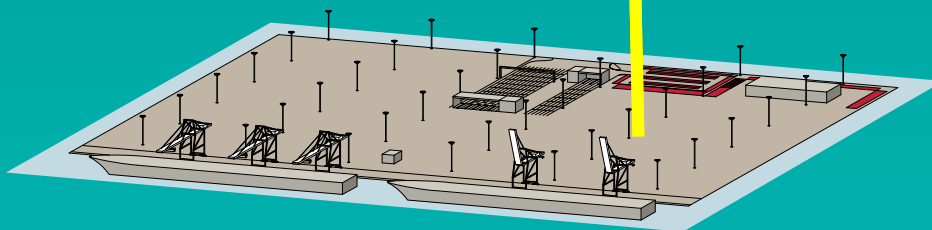


Warehousing/DC Center

Omni Terminal Concept (Container, Dry Bulk, Break-Bulk, Project)



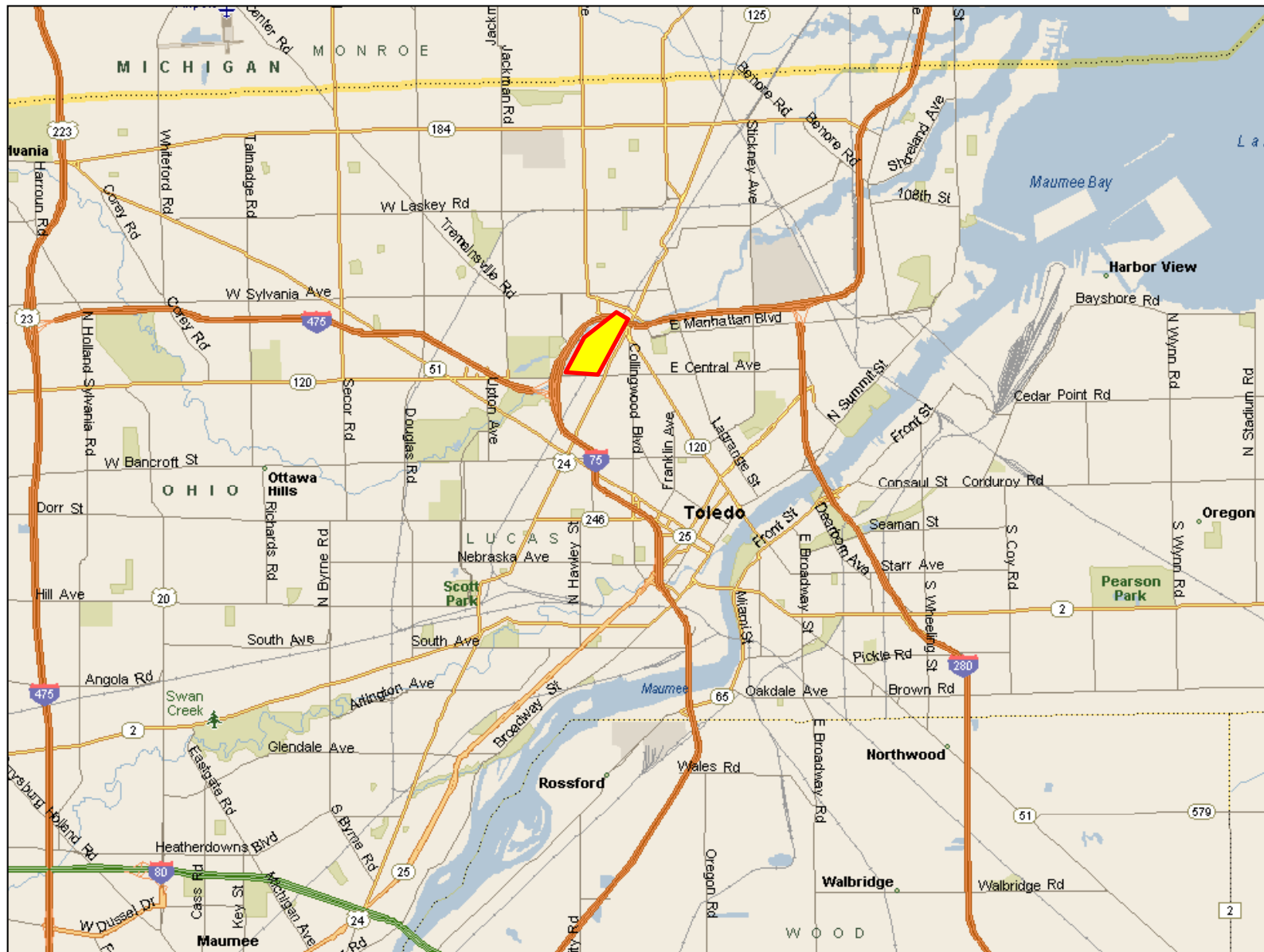
Container/Intermodal Module



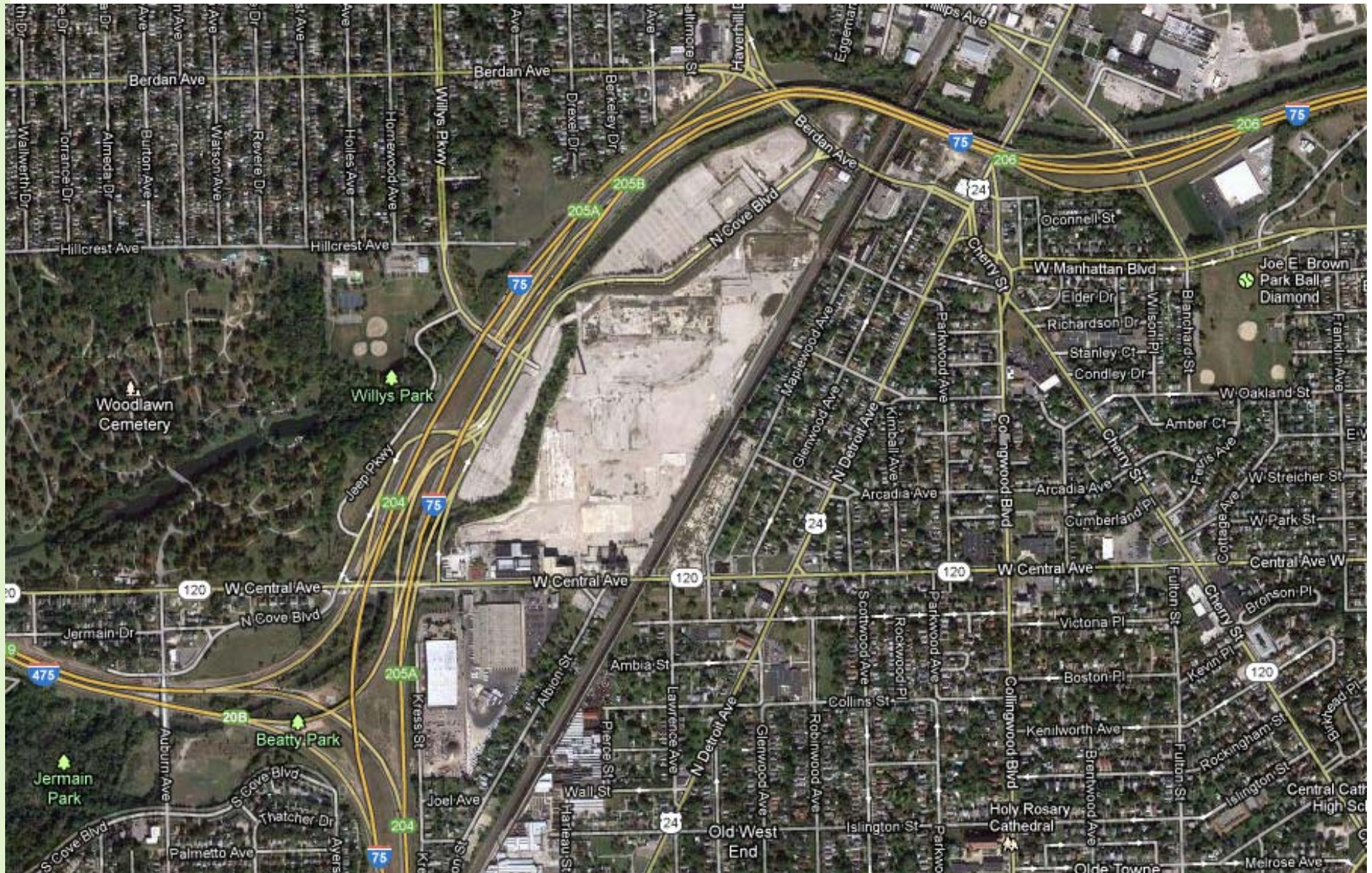
Base Module



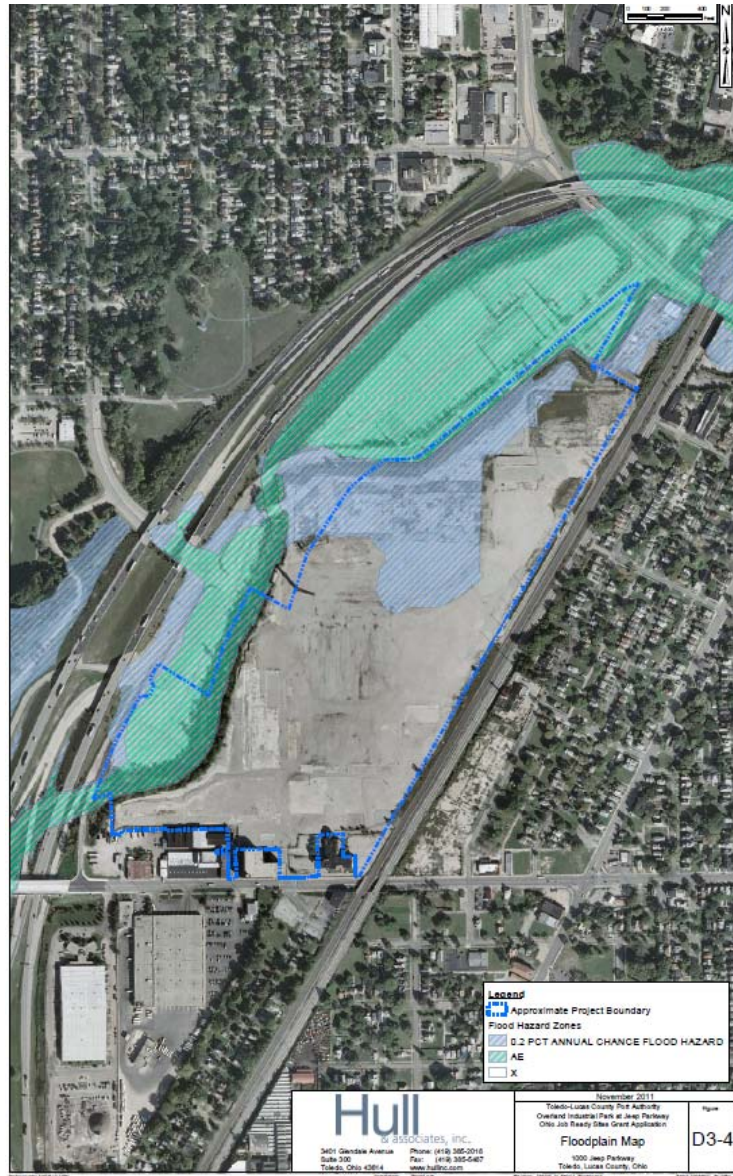
Former Jeep Site – Toledo, OH



Former Jeep Site – Toledo, OH



Former Jeep Site – Toledo, OH



Former Jeep Site – Toledo, OH

Warning

- This site contains hazardous materials. Trespassing is strictly prohibited.

Notice

Remediate Identified Area 24 Volatile Organic Compounds

Former Jeep Assembly Plant
1000 Jeep Parkway
Toledo, OH 43610



The Toledo-Lucas County Port Authority, in cooperation with the City of Toledo and the USEPA, is conducting an environmental cleanup of volatile organic compound (VOC) contamination in a portion of the former Jeep Assembly Plant site, 1000 Jeep Parkway, Toledo, OH 43610. This remediation project is being financed in part by the U.S. EPA RLF Program and the American Recovery and Reinvestment Act (ARRA).

A Public Meeting to discuss the use of the funds will be held at the Toledo-Lucas County Port Authority, One Maritime Plaza, 7th Floor, Toledo, OH 43604-1835 on March 29, 2010 at 4:00 p.m. The Administrative Record for the project including the Remedial Action Plan and Analysis of Brownfields Cleanup Alternatives is available for viewing at the same location.

For more information on this project or to report suspected criminal activities contact:

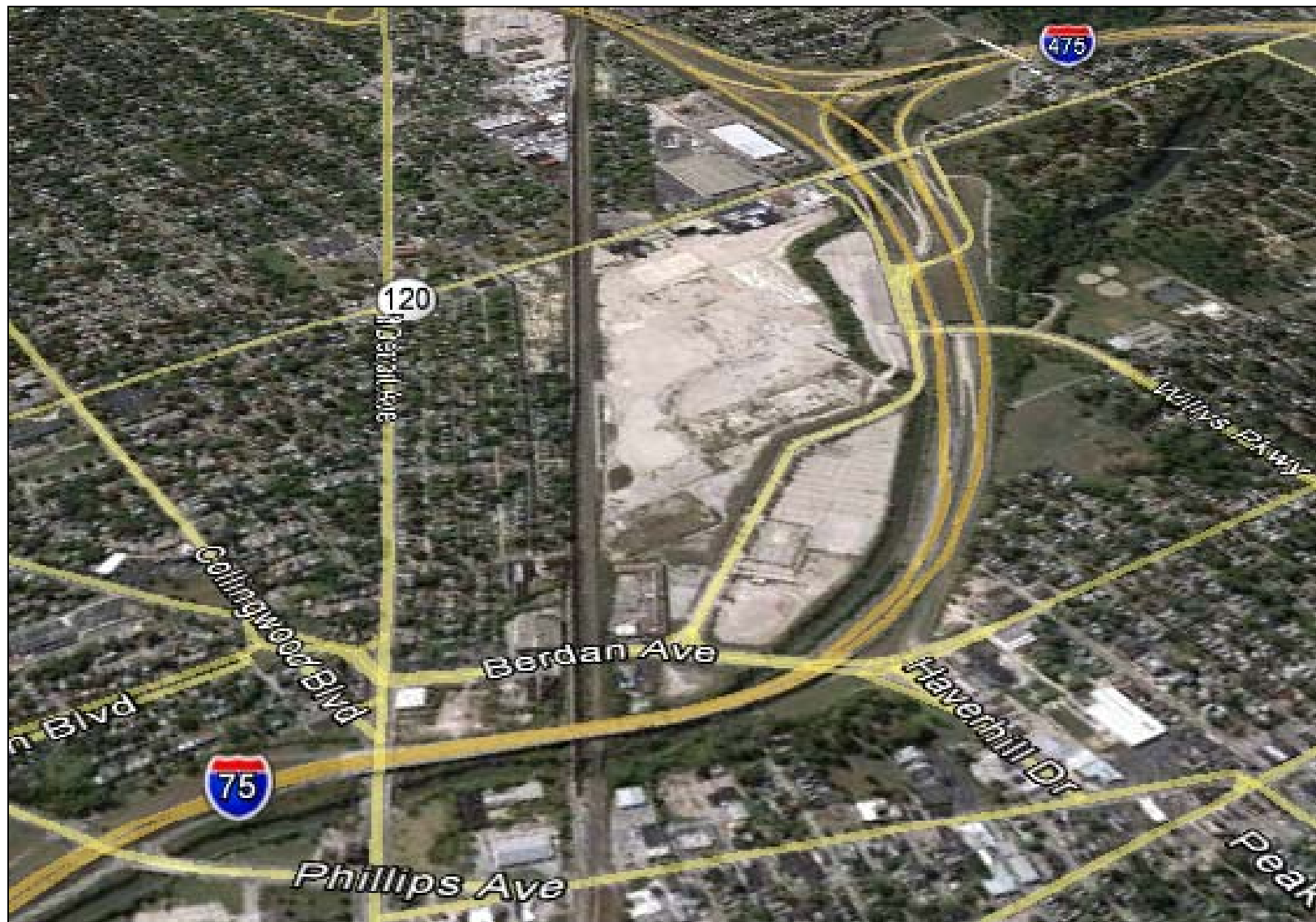
Mr. Matt Sapara, Director of Operations and Property Development, Telephone: (419) 243-8251
Fax: (419) 243-1835, Email: msapara@toledoportauthority.org

Former Jeep Site – Toledo, OH



*Jeep plant in 1997; reprinted
courtesy of The Blade, Toledo, Ohio*

Former Jeep Site – Toledo, OH



Gateway Opportunity



Current Aerial of BGSU Enterprise Research Park

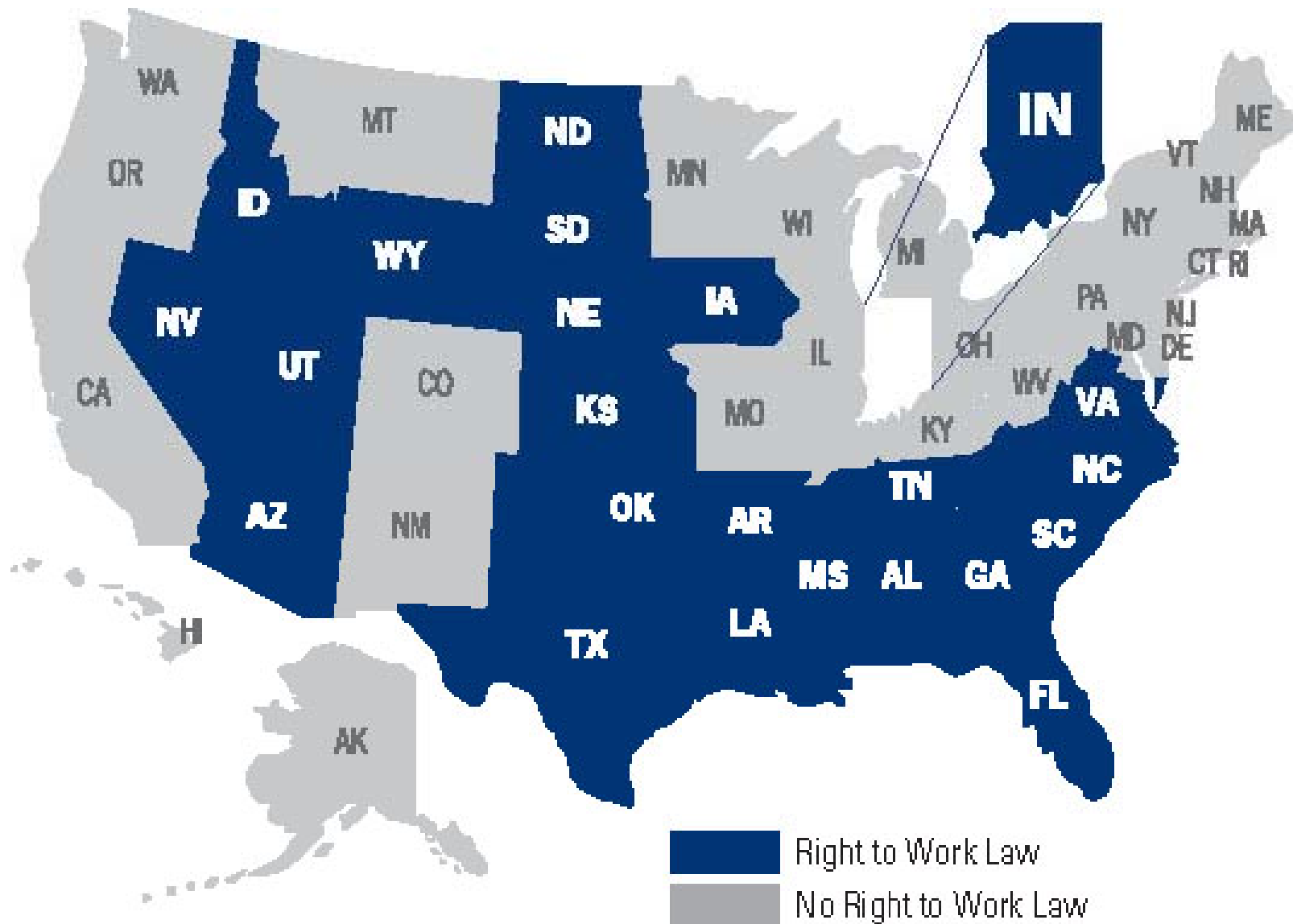


Gateway Opportunity



Current Aerial of BGSU Enterprise Research Park

Indiana: 23rd Right-to-Work State



Closing

- story
- challenge

THANK YOU!



Jonathan Gemmen
Location Consultant
Austin Consulting
6095 Parkland Blvd.
Cleveland, OH 44124
440-544-2254 (direct)
216-970-9188 (cell)
jonathan.gemmen@theaustin.com