

## NEO Economic Development Opportunities and Updates November 16, 2018

**Governor's Cup - Last Call for Announced Wins:** Collectively, you can make a positive impact by [submitting](#) your community's successful economic development projects. How does this help you and how is this information used? The data collected on successful economic development projects provides information on the overall economic activity so, together, we can tell the story of aggregate success, entice additional opportunities for growth, and assist in planning and data analytics for communities and other partners. The data collected will also be used by Conway Data to determine rankings for Site Selection Magazine's Governor's Cup. Positive rankings can attract additional attention to economic development opportunities in both the state of Ohio and the local communities that are featured annually. *Manufacturing, distribution, office, data centers, call centers and R&D projects are eligible for submission. Projects must meet one or more of the following criteria to be considered by Conway Data: 1) employees - 20 or more new jobs created; 2) square footage - 20,000 or more of new or expanded facility space; and 3) capital investment - \$1,000,000 or more (construction, land, building).* [The deadline for 2018 submissions is 11/20/18.](#)

**Business Climate Rankings:** In its [November issue](#), Site Selection magazine ranked business climate by state with Ohio coming in 4th. The methodology used is as follows: fifty percent of the overall Business Climate Ranking is based on a survey of corporate site selectors who are asked to rank the states based on their recent experience of locating facilities in them. The other 50 percent is based on an index of seven criteria: performance in Site Selection's annual Prosperity Cup ranking (formerly the Competitiveness Award); total Conway Projects Database-compliant facility locations and expansion projects in 2017; total projects in 2017 per capita; total 2018 projects year-to-date; total 2018 projects year-to-date per capita; state tax burdens on mature firms and on new firms according to this year's Tax Foundation and KPMG Location Matters analysis. [Check out](#) how Ohio fared in each area compared to other states.

### Upcoming NODE Events:

**Case Study Sharing:** In partnership with NODE, Team NEO and partners from throughout the region will share best practices on some high-profile projects in 2018. We hope you can join us on Tuesday, November 27<sup>th</sup> for these insightful presentations that will help to advance your business development efforts. Learn more and register [here](#).

**Holiday Breakfast:** Catch up with your colleagues and meet new ones at a year-end NODE holiday breakfast at Stark State College Akron on Tuesday, December 18<sup>th</sup>. You'll also have the opportunity to tour the new 50,000-square-foot, state-of-the-art facility that opened this year. This beautiful campus has plentiful, proximate parking and a convenient downtown location right off of Route 8. A complimentary breakfast buffet will be served and there will be some holiday surprises too! Learn more and register for the event [here](#).

**SAVE the Date – January 17<sup>th</sup> for ED NOW:** ED NOW! is a half-day conference produced in partnership with the Ohio Economic Development Association and Bricker & Eckler. It is intended for elected officials, mayors, city managers and economic development organization board members to support their efforts by providing them with information about economic development strategies, resources, programs, and opportunities specific to Northeast Ohio. Through panels, case studies, round tables, and

presentations with plenty of opportunity for Q&A, attendees will be able to maximize their efforts to guide their communities' economic development futures. Topics to be covered include:

- How communities in Northeast Ohio can be competitive for new business investment
- How they can tap in to funding and resources to support economic development in their communities
- How to take advantage of current and emerging industries and opportunities and overcome obstacles

**Confessions of a Millennial Site Consultant:** John Longshore is a Senior Consultant with Global Location Strategies (GLS) out of Greenville, SC. He entered the job market during the 2008 recession with a special appreciation for what it means to create jobs and has been helping companies and communities ever since. DCI asked John for his take on Amazon's public location search, the process for evaluating a community's talent pool, his economic development marketing peeves and much more. [Have a listen.](#)