



2022 ANNUAL REPORT

Appalachian Partnership, Inc., Ohio Southeast, and Appalachian Growth Capital



We are a non-profit organization of CEOs representing businesses and institutions from Ohio's 32 Appalachian-designated counties. Our mission is to increase prosperity for the citizens and businesses residing in our Region through the deployment of robust and synergistic economic development strategies. We serve as the parent company to the Appalachian Growth Capital and OhioSE. Visit us at www.appalachianpartnership.org.

GOALS & STRATEGIES

ADVOCATE & ENGAGE

Elevate the Voice of Business

- Engage businesses to define priorities and advocate to advance with key stakeholders including state and federal officials and policy makers to influence change.

DEVELOPMENT & DEPLOY TALENT

Improve the talent pipeline and develop and attract skilled workers

- Connect employers to new funding sources and workers

ATTRACT BUSINESSES TO THE REGION

Recruit businesses to the Appalachian Region with proactive and impactful calling strategies

- Identify attraction opportunities by targeting events, trade shows, supply chains, and lead generation companies.

RETAIN & EXPAND EXISTING BUSINESSES

Recognize and support existing businesses as a core anchor

- Together with local and state partners, identify and meet with existing companies and provide support, guidance and assistance to help them compete and grow.

ENHANCE COMPETITIVE ASSETS

Develop sites and buildings to attract and retain businesses

- Identify gaps in the Region's site and building inventory against targeted industry sectors and develop spec development program that capitalizes on funding sources and encourages developers to invest.

INCREASE ACCESS TO CAPITAL

Enhance business financing to support growth and stabilization

- Identify and provide technical guidance and financial assistance to Appalachian businesses

5 YEAR METRICS & PROGRESS

GOALS

Increase API's commitment to advance the Region and to drive new economic opportunities

Grow the Region's small and middle-sized companies by lending \$30 million in loan capital

Retain existing businesses in the region to secure 5000+ jobs

Attract new businesses to the region that result in the creation of 1,500 new jobs

Increase the region's project win opportunities and develop five shovel-ready sites for businesses to expand or locate

Increase the region's ability to retain & attract businesses by constructing and filling three ready to occupy spec buildings

YEAR TWO PERFORMANCE OUTCOMES

Identified and partnered with business and public policy leaders to influence new investments in the Region

Extended \$11.4 million in loan capital through Appalachian Growth Capital that served 73 local businesses to date

1,123 new jobs pledged by existing companies working with OhioSE; 379 existing jobs retained with AGC loans

435 new jobs pledged by three companies locating new facilities in the region with OhioSE's help; 268 new jobs pledged by businesses to AGC for loan capital

Construction began on the Caldwell East of I-77 Business Park, bids were awarded on the Winchester Industrial Park, and improvements were made to the Bill Theisen Industrial Park to accommodate a new spec building

Three OhioSE-JobsOhio supported spec buildings were under construction in the region by the end of 2022 and a fourth was prepared for bidding.



Ohio Southeast Economic Development (OhioSE) is JobsOhio's designated regional economic development partner responsible for business expansion and attraction efforts in the 25 counties of southern and eastern Ohio. [Visit us at www.ohiose.com](http://www.ohiose.com).

FOOD PROCESSING SECTOR EMERGES AS LEADER IN A YEAR OF GROWTH

In 2022, the OhioSE Region experienced continued momentum in our food processing sector. Several large projects were announced, including major expansions by General Mills and Bellisio in addition to a new facility for Evans Food Group. Together those projects represent a \$142.5 million capital investment in the region and will create 247 new jobs. All totaled, OhioSE supported 46 company expansion and attraction projects across the 25-county region in 2022. In total, companies pledged to create 1,238 new jobs and invest \$265 million in new land, buildings, machinery & equipment.

2022 OHIOSE ACCOMPLISHMENTS

Completed 396 business retention & expansion meetings with regional business and local development professionals. The OhioSE Project Management Team made key referrals in workforce, infrastructure, financials, and many more areas to help solve company's problems.

Responded to 87 site and building searches, our most active site selection year ever. Continued efforts to attract site development dollars and opportunities, which is a critical need for us to compete. We appreciate the Evans Food Group's commitment to locate in a new spec building in Scioto County.

Elevated the region's marketing and business development efforts by launching the following: LinkedIn campaigns targeting Intel Suppliers and Nucor customers, a site selector and broker email campaign highlighting our region's work force, and the WeAreOhioSE campaign that highlights some of the entrepreneurs and interesting personalities making our region a better place.

Facilitated 10 technical assistance grants to projects in the region through Opportunity Appalachia II. This site investment project, funded by the Appalachian Regional Commission, was designed to provide grant-funded technical assistance to create investable projects, typically involving downtown redevelopment.

Offered two JobsOhio Vibrant Communities grants for two downtown revitalization projects: one in Zanesville and one in Marietta.

Provided training to over 60 local elected officials, volunteers, and board members on economic development tools and strategies through our Engagement Team.

Assisted 19 small businesses in distressed areas or with disadvantaged owners with expansions through the JobsOhio Inclusion Grant program.

Hosted free worker recruitment webinars and advised companies on strategies to find and retain workers through our Regional Talent Manager.

2022 NEAR-RECORD YEAR

1,238

New Jobs Commitments in 2022

46

Projects Won 2022

\$265 M+

Fixed Asset Capital Investment 2022

HISTORIC RESULTS

11,000+

Jobs Created 2011-2022

380+

Projects Won 2011-2022

\$15.7 B+

Fixed Asset Capital Investment 2011-2022





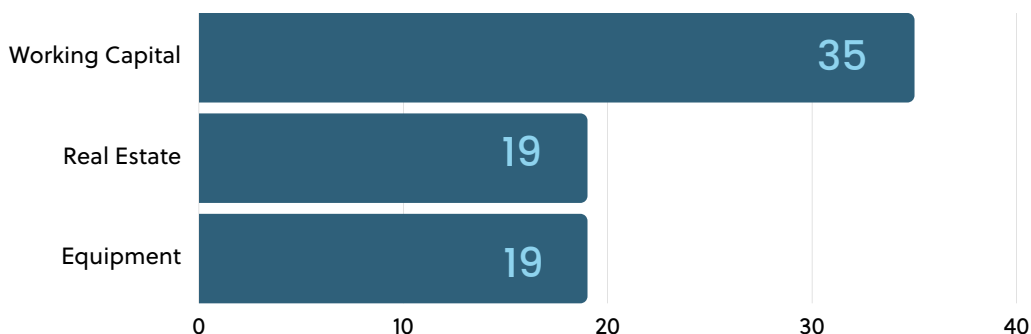
AGC is a U.S. Treasury federally-certified CDFI (Community Development Financial Institution) in Appalachia Ohio. Our mission is to help small and middle size businesses in the region grow and prosper by providing low cost loans and technical assistance. [Visit us at www.appcap.org](http://www.appcap.org).

PARTNERING FOR SUCCESS

We are deeply appreciative to our network of partners who help us provide unprecedented funding and support to the region's businesses. Thank you to the Ohio Department of Development, Appalachian Regional Commission, U.S. Department of Agriculture, U.S. Department of Treasury, Peoples Bank, Ohio Valley Bank, US Bank, Belmont Savings Bank, Huntington Bank, and others.

INVESTMENT SUMMARY

The AGC has executed 73 loans and deployed \$11.4 million in capital to small and middle size businesses in our Region, and we're just getting started! Here is how our business partners are using the funds.



SUPPORT THE DRIVING INDUSTRIES SPECIFIC TO OUR REGION

- Grow access to affordable capital by partnering with local, state and federal lending banks and organizations.
- Support traditional economic development (manufacturing, logistics and distribution, energy and chemicals, wood and paper products, metals fabrication, food manufacturing, and automotive and aerospace)
- Increase affordable housing access by partnering with developers with proven track records

