Defining Growth in Ohio

VISTA SITE SELECTION

This presentation will cover....

1. Industry Growth in Ohio and its Regions
2. Population and Job Growth Trends
3. Growth from Planned Corporate Expansions
4. Economic Barriers to Growth

Ohio Industry Growth Trends (‘22-’25)

How is Ohio doing vs. National Growth Industries?

Service Industry	National Growth Rank	Ohio Growth Rank	Texas Growth Rank
Services for Elderly	1	**7**	30
Hospitals	2	**1**	4
Local Government	3	**4**	6
Full-Service Restaurants	4	**3**	1
Elementary Schools	5	**12**	2
Limited-Service Restaurants	6	**6**	3
Home Health Care	7	**11**	26
Doctor's Offices	8	**14**	5
Hotels	9	**30**	14
Federal Government	10	**10**	18

How is Ohio doing vs. National Growth Industries?

Manufacturing Industry	National Growth Rank	Ohio Growth Rank	Texas Growth Rank
Aircrafts	1	***127**	251
Automobiles	2	**334**	3
Batteries	3	**3**	371
Poultry	4	**177**	250
Guided Missile and Space Vehicle	5	**190**	5
Meat	6	**7**	291
Perishable Prepared Food	7	**1**	812
Fabricated Structural Metal	8	**44**	2
Semiconductor	9	**6**	1
Motor Vehicle Body	10	**37**	242

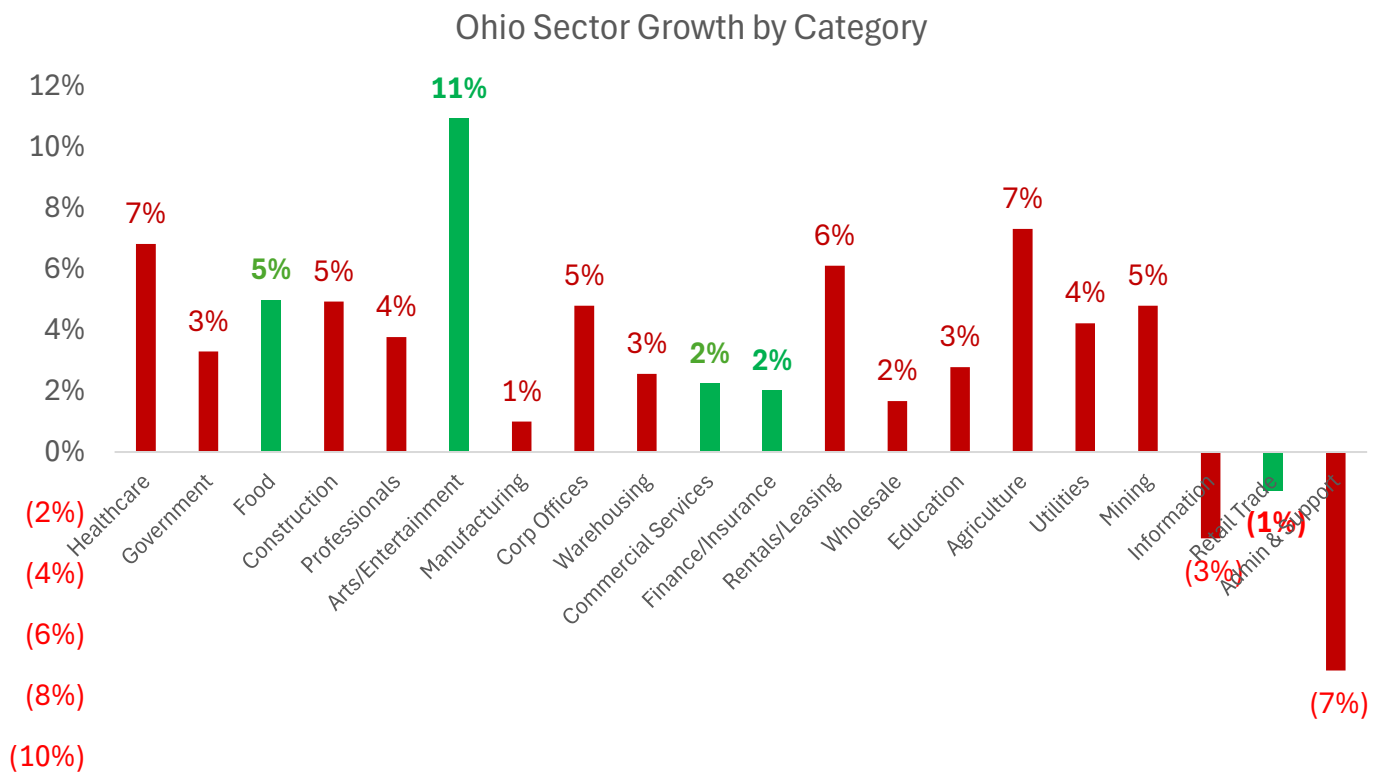
***Ohio's 2nd largest manufacturing growth industry is Aircraft Engine Parts Manufacturing**

Fastest Growing Ohio Service Industries by % Gains

Fastest Growing Service Industries

- Credit Card Issuing
- Miscellaneous Financial Investment Activities
- Full-Service Restaurants
- Baked Goods Stores
- Other Gambling Industries

Sector Growth (All Sectors)



Fastest Growing Ohio Production Industries by Jobs Added

Fastest Growing Production Industries

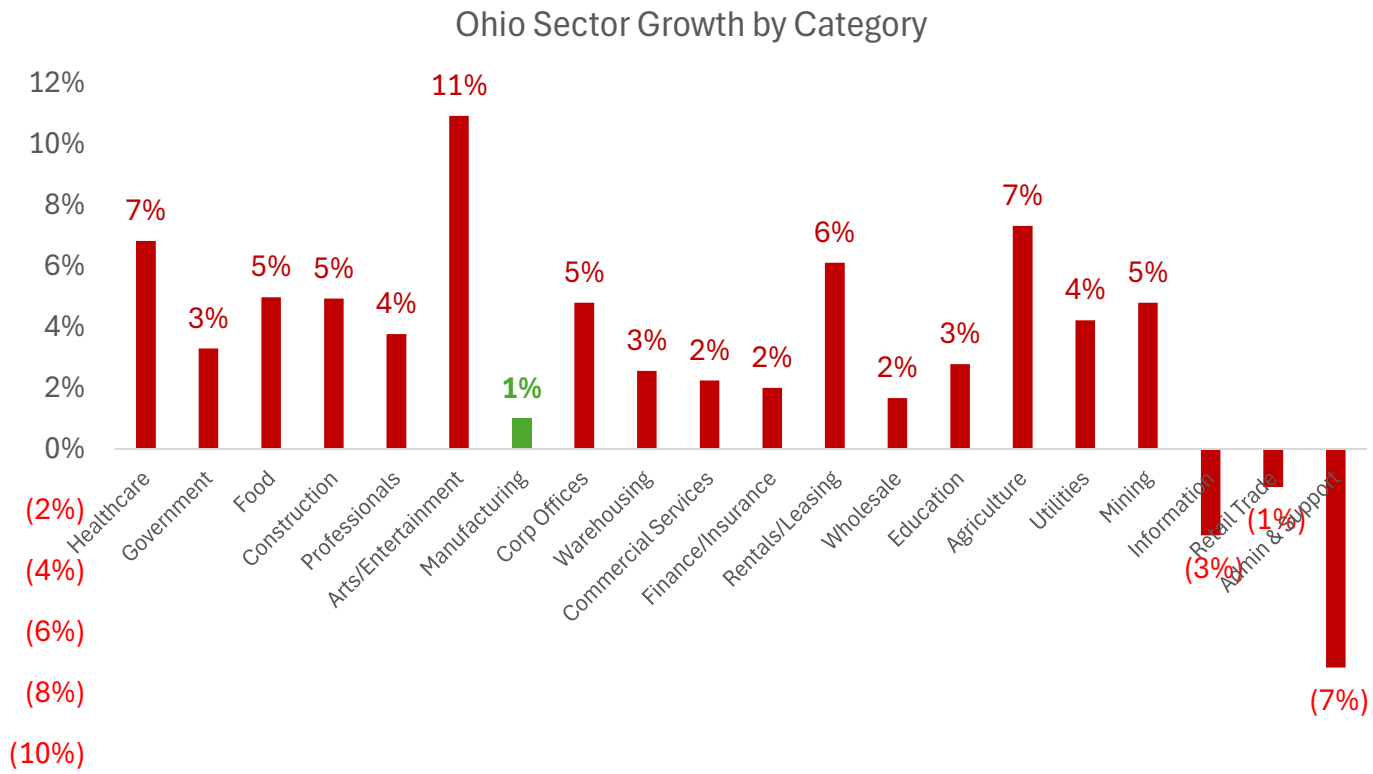
Food Manufacturing

Aircraft Engine and Parts Manufacturing

Semiconductor and Related Device Manufacturing

Plastic Bag & Pouch Manufacturing

Sector Growth (All Sectors)



Ohio Fastest Growing Industries by Market (by Jobs Added)

Unique to Region in red.

Ohio	Cincinnati	Cleveland	Columbus	Dayton	Southeast	Toledo	Youngstown
Hospitals	Hospitals	Hospitals	**Credit Card Issuing**	**General Warehousing and Storage**	Colleges, Universities and Professional Schools	**General Warehousing and Storage**	**Battery Manufacturing**
Nursing Care Facilities	Colleges, Universities and Professional Schools	Corporate Offices	State & Local Government	**Computer Systems Design Services**	Hospitals	Colleges, Universities and Professional Schools	Nursing Care Facilities
Full-Service Restaurants	Full-Service Restaurants	Local Government	**Home Health Care Services**	**Federal Government**	**Sporting Goods Retailers**	**Semiconductor and Related Device Manufacturing**	**Warehouse Clubs and Supercenters**
Local Government	Limited-Service Restaurants	Nursing Care Facilities	Elementary and Secondary Schools	**Engineering Services**	**Other Individual Family Services**	**Dr's Offices**	General Medical and Surgical Hospitals
Corporate Offices	Local Government	Limited Services Restaurants	Hospitals	Nursing Care Facilities	**Architectural Woodwork/ Millwork Manufacturing**	Elementary and Secondary Schools	**All Other General Merchandise Retailers**
Limited-Service Restaurants	**Aircraft Engine Parts Manufacturing**	**Food Service Contractors**	Full-Service Restaurants	Limited-Service Restaurants	**Miscellaneous Food Manufacturing**	Nursing Care Facilities	**Miscellaneous Manufacturing**

Top 10 Growth by Typical Small Business Industry by Market

Ohio	Cincinnati	Cleveland	Columbus	Dayton	Southeast	Toledo	Youngstown
Restaurants	Restaurants	Restaurants	Restaurants	Restaurants	Sporting Goods Retailers	Restaurants	Warehouse Clubs and Supercenters
Food Service Contractors	Food Service Contractors	Food Service Contractors	Hotels	Civic and Social Organizations	Gasoline Stations	Food Service Contractors	General Merchandise Retailers
General Merchandise Retailers	Hotels	Fitness Centers	Religious Organizations	Food Service Contractors	Warehouse Clubs and Supercenters	Amusement and Theme Parks	Snack and non-Alcoholic Beverage Bars
Snack and non-Alcoholic Beverage Bars	Casino Hotels	Promoters of Performing Arts and Professional Sports	Snack and Non-alcoholic Beverage Bars	Tobacco Retailers	Drinking Places	Zoos and Botanical Gardens	Fitness Centers
Hotels	Clothing Retailers	General Merchandise Retailers	Gasoline Stations	Used Merchandise Retailers	Tobacco Retailers	Vending Machine Operators	Vending Machine Operators
Fitness Centers	Caterers	Parking Lots & Garages	New Car Dealers	General Merchandise Retailers	Snack and non-Alcoholic Beverage Bars	Golf Courses	Sporting Goods Retailers
Golf Courses	Snack Alcoholic and Beverage Bars	Golf Courses & Country Clubs	Clothing and Accessory Retailers	Private Households	Department Stores	Warehouse Clubs and Supercenters	Amusement and Theme Parks
User Merchandise Retailers	New Car Dealers	New Car Dealers	Warehouse Clubs and Supercenters	All Other Amusement and Recreation Industries	General Merchandise Retailers	Drinking Places	Commercial Industrial Machinery & Equipment Maintenance
Tobacco Retailers	Fitness Centers	Used Merchandise Retailers	Golf Courses	Casinos	Tire Dealers	Other Personal Care Services	Food Service Contractors
New Car Dealers	General Merchandise Retailers	Gasoline Stations	Electronic & Precision Repair/Maintenance	Pet Care	Casinos	Musical Groups and Artists	Golf Courses

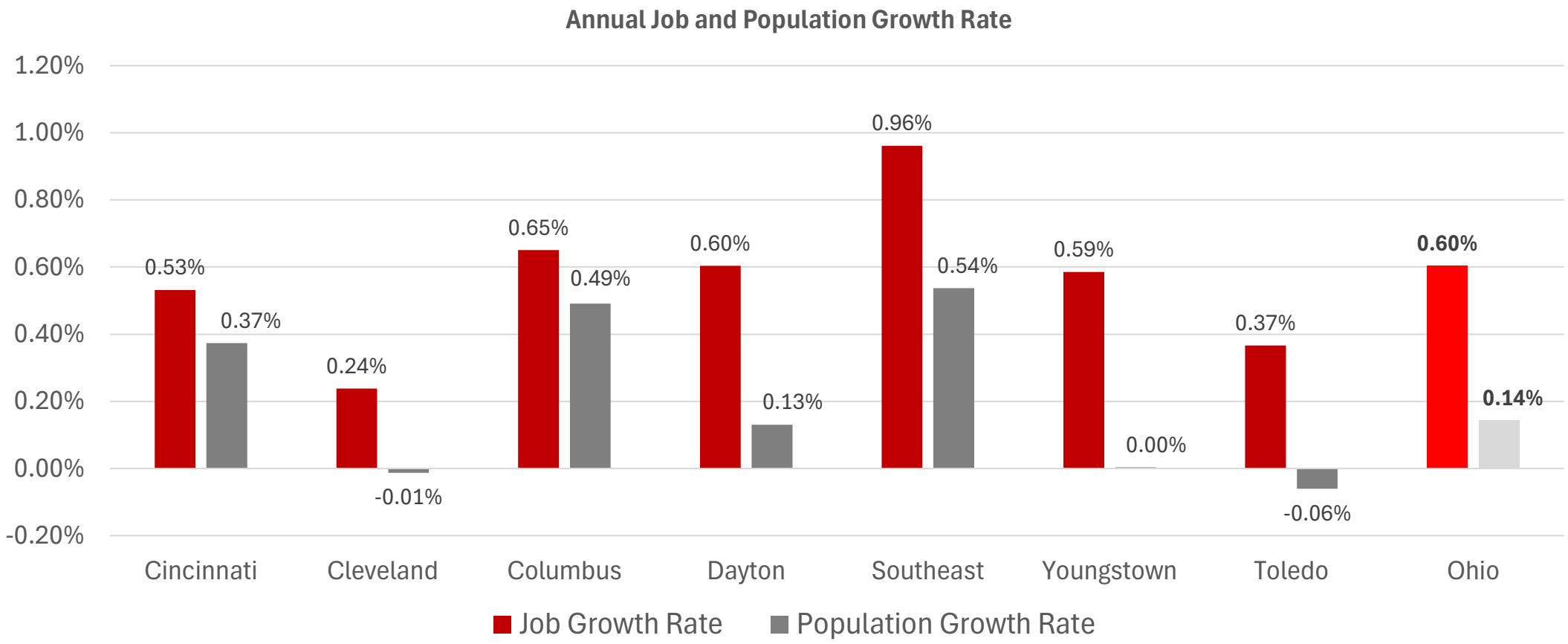


Which Ohio Industries Create the Most Economic Spinoff?

1	**Real Estate and Rental and Leasing**	Real Estate Agents, Brokers, Lessors of Storage, Lessors of Non-residential Buildings
2	**Public Administration**	Local, State and Federal Governments, Hospitals
3	**Finance and Insurance**	Trusts, Estates and Agency Accounts, Open-End Investment Funds, Pension Funds, Health and Welfare Funds
4	**Manufacturing**	Food Manufacturing, Defense Manufacturing, Vehicle Manufacturing

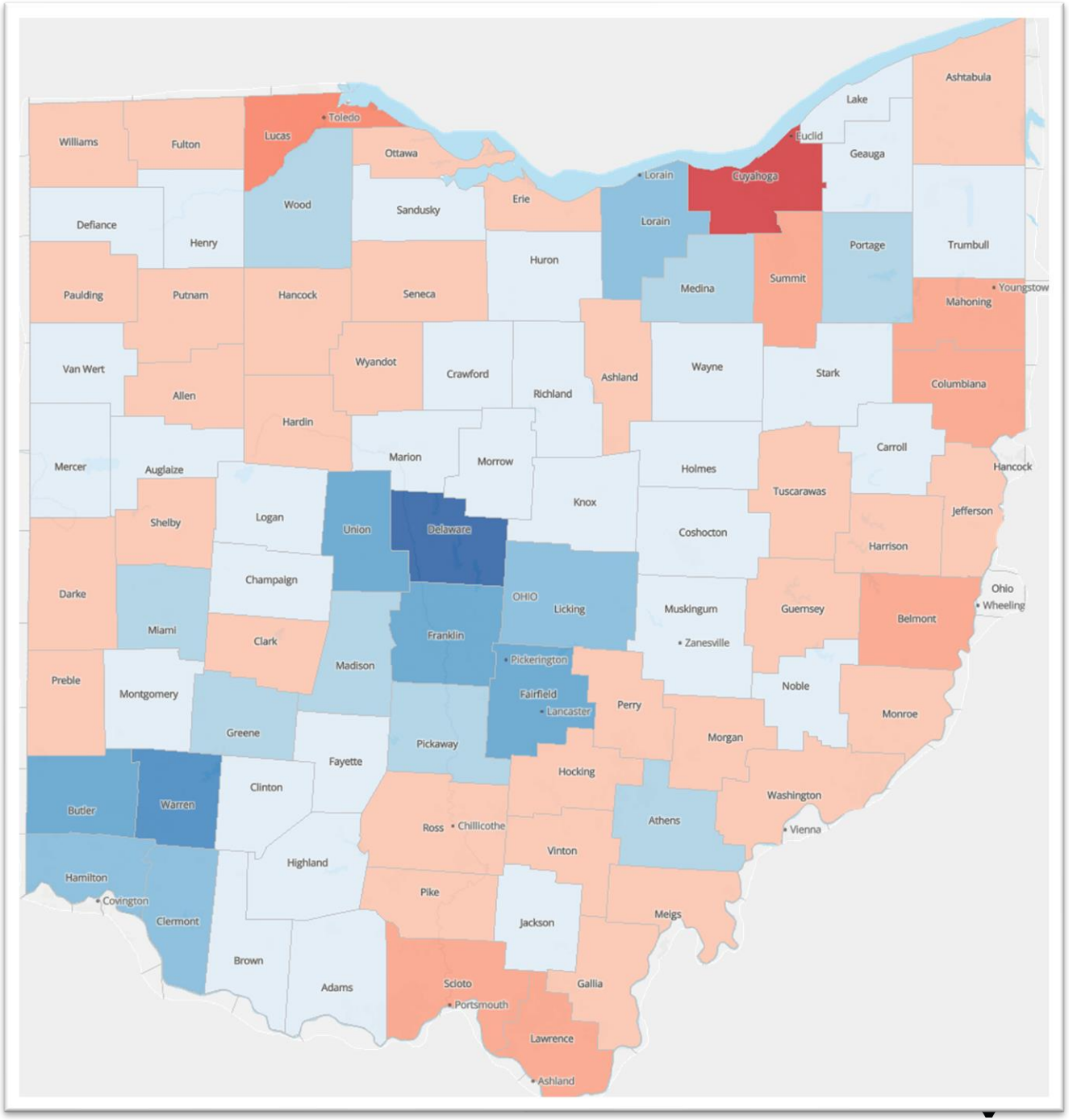
Population & Job Growth

Annualized Population and Job Growth (from 2022-2024)

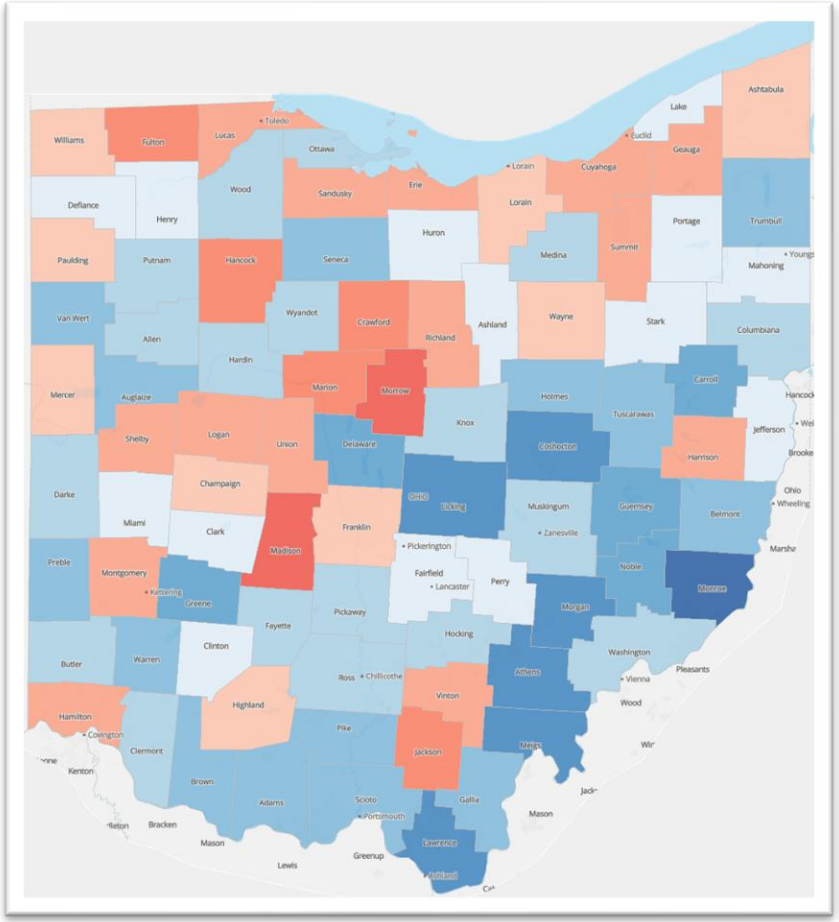


Supporting Industry Growth: Population Growth Trends by County

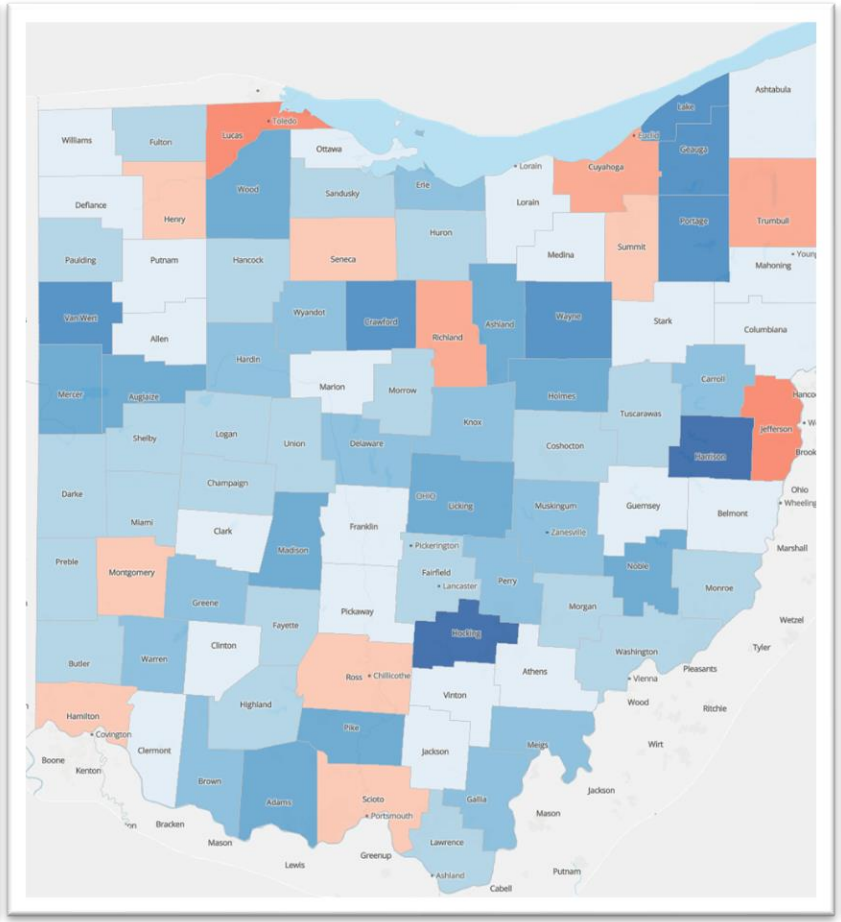
- ✓ Strong growth stemming from Central Ohio and Cincinnati Regions.
- ✓ Cuyahoga population declines continue, while suburbs continue to grow.
- ✓ Southeast Ohio continues to decline as industries and placemaking efforts ramp up.



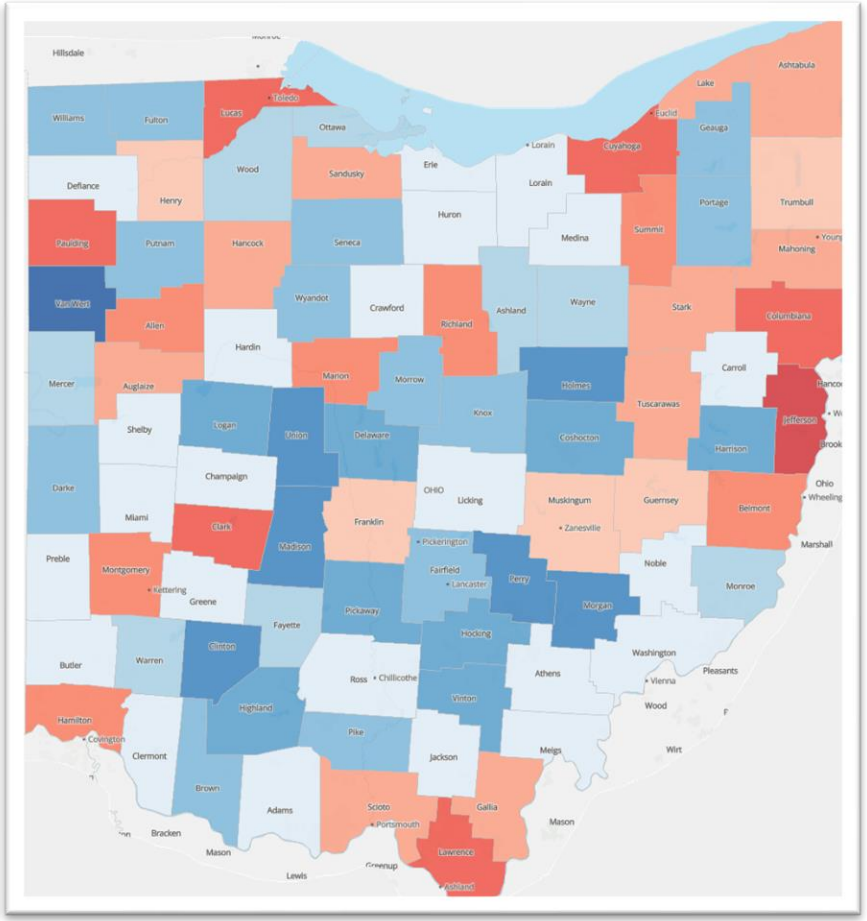
Projected Job Growth by 2030



Manufacturing



Office



Retail, Dining & Entertainment

Anticipated Growth from Announced Corporate Expansions

How to read the next two slides…



Represents a project creating at least 100 new jobs via contract for a grant or tax credit. Dots are color-coded v industry.

Spinoff Effects per 100

$1.4m Dr's Offices
$2.8m Restaurants
$3.8m Retail
$1.8m Commercial Services

Represents the **per 100 job** annual sales impacts to the listed industries. Ie, in the instance 500 jobs are created, multiply the impact by 5. This is not an exhaustive impact list, simply the top impacted service industries

Growth to Meet Demand

CINCINNATI MSA
Dr's Offices 9%
Retail 50%
Restaurants 17%
Commercial Services 22%

Illustrates how much growth potential exists in the industry, by current % of unmet demand within the industry. This is likely the difference in the ability to open a new location vs. absorbing increased sales at a current location.

Base Business Growth

ADVANCED MANUFACTURING

AEROSPACE & AVIATION

AUTOMOTIVE

ENERGY/CHEMICALS

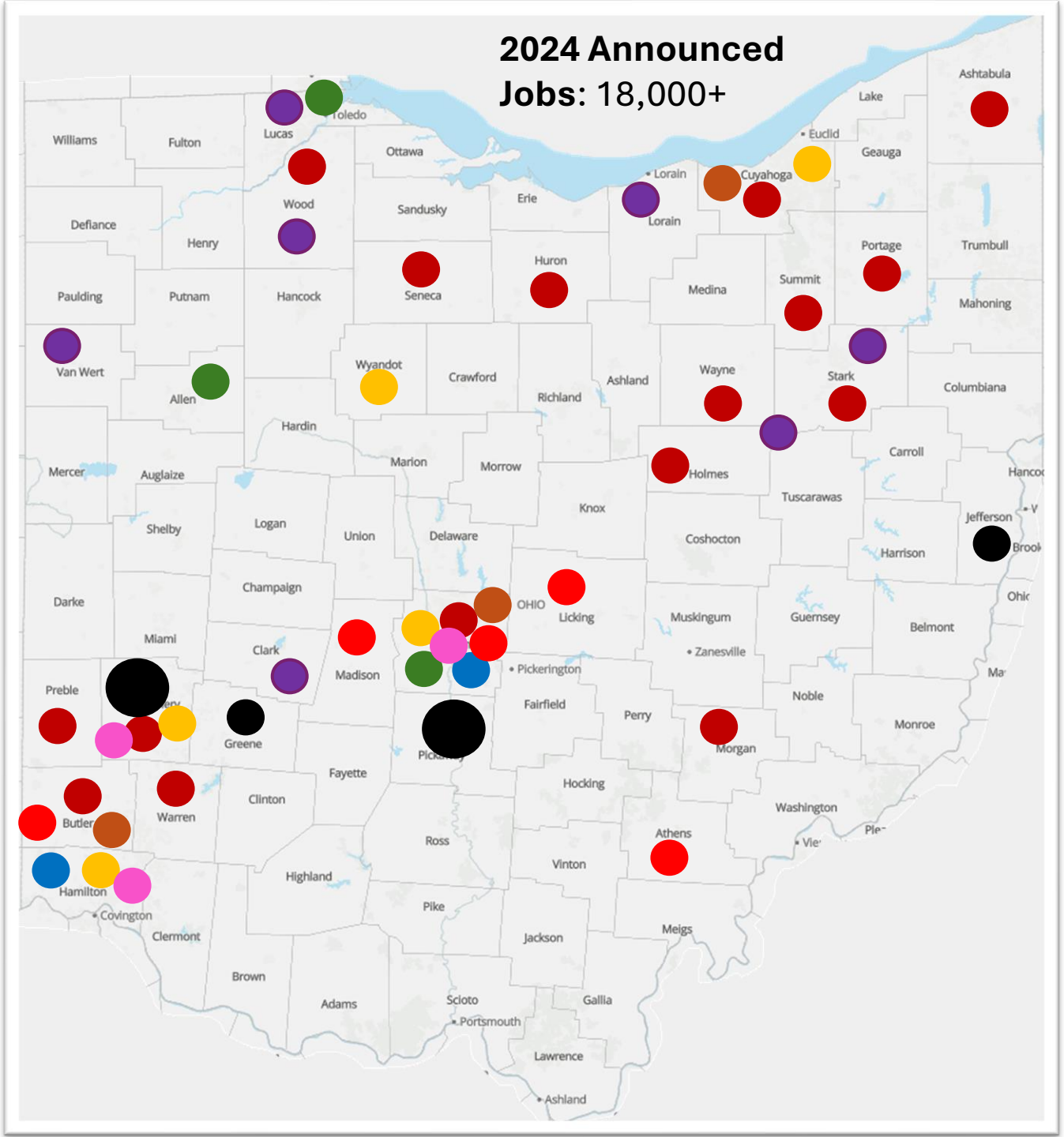
FINANCIAL SERVICES

FOOD & AGRIBUSINESS

HEALTHCARE

LOGISTICS

TECHNOLOGY



Spinoff Business Growth (per 100 jobs)

$1.4m Dr's Offices
$2.8m Restaurants
$3.8m Retail
$1.8m Commercial Services

$1.8m Finance & Insurance
$1.1m Restaurants
$1.3m Retail
$800k Commercial Services

$1.2m Dr's Offices
$2.4m Restaurants
$3.1m Retail
$1.5m Commercial Services

$2.2m Dr's Offices
$4.3m Restaurants
$5.8m Retail
$2.8m Commercial Services

$500k Dr's Offices
$1m Restaurants
$1.2m Retail
$600k Commercial Services

$488k Dr's Offices
$930k Restaurants
$1.1m Retail
$578k Commercial Services

$597k Dr's Offices
$1.2m Restaurants
$1.5m Retail
$723k Commercial Services

$264k Dr's Offices
$500k Restaurants
$620k Retail
$307k Commercial Services

$611k Dr's Offices
$1.2m Restaurants
$1.5m Retail
$715k Commercial Services

Spinoff Business Growth

$1.4m Dr's Offices
$2.8m Restaurants
$3.8m Retail
$1.8m Commercial Services

$1.8m Finance & Insurance
$1.1m Restaurants
$1.3m Retail
$800k Commercial Services

$1.2m Dr's Offices
$2.4m Restaurants
$3.1m Retail
$1.5m Commercial Services

$2.2m Dr's Offices
$4.3m Restaurants
$5.8m Retail
$2.8m Commercial Services

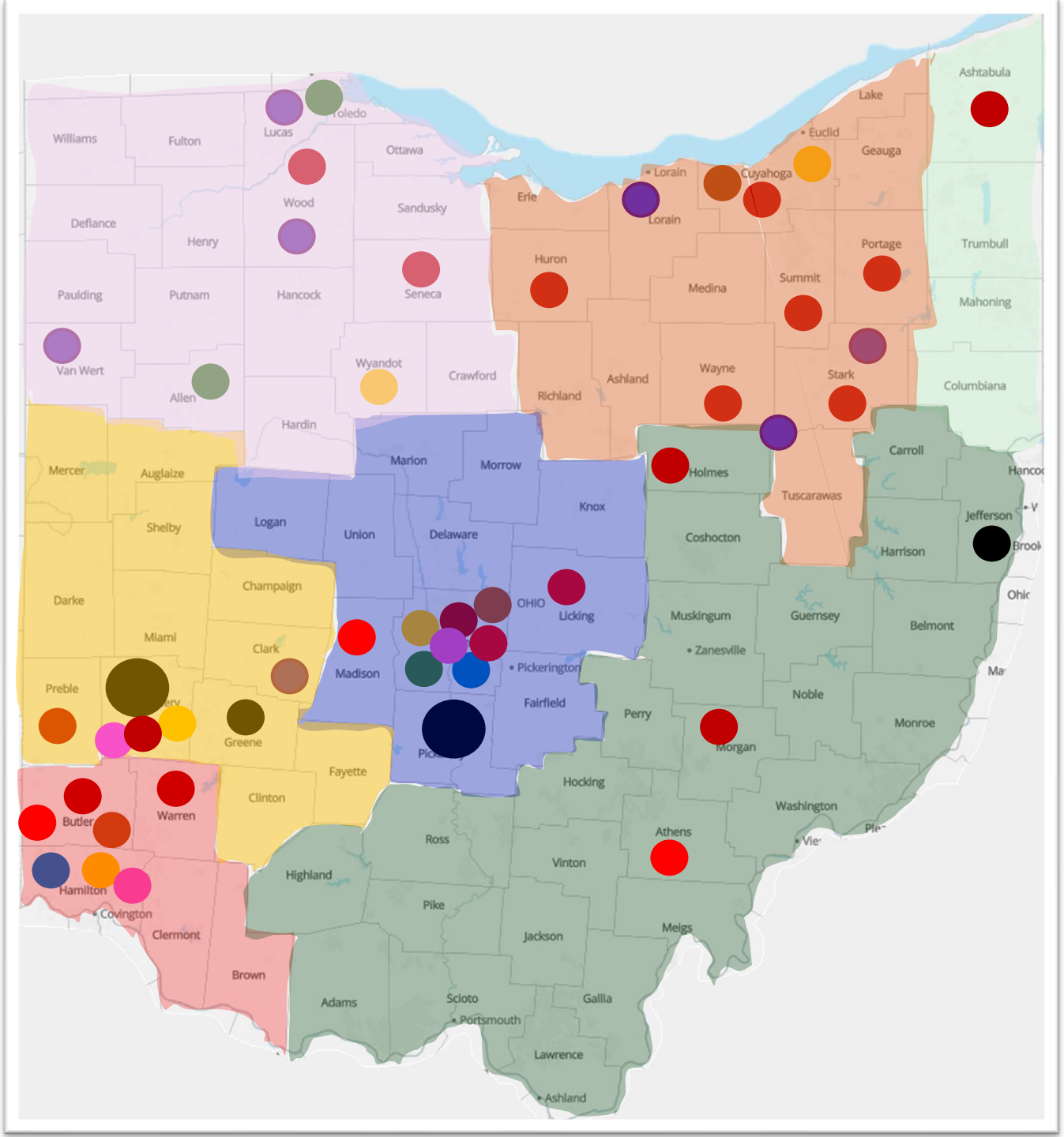
$500k Dr's Offices
$1m Restaurants
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$620k Retail
$307k Commercial Services

$611k Dr's Offices
$1.2m Restaurants
$1.5m Retail
$715k Commercial Services



Growth to Meet Demand

CINCINNATI MSA
Dr's Offices 9%
Retail 50%
Restaurants 17%
Commercial Services 22%

CLEVELAND MSA
Dr's Offices 22%
Retail 49%
Restaurants 21%
Commercial Services 19%

COLUMBUS MSA
Dr's Offices 4.8%
Retail 45%
Restaurants 16%
Commercial Services 14%

DAYTON MSA
Dr's Offices 1.5%
Retail 53%
Restaurants 22%
Commercial Services 26%

SOUTHEAST
Dr's Offices 0.2%
Retail 72%
Restaurants 11%
Commercial Services 35%

TOLEDO MSA
Dr's Offices 1.5%
Retail 54%
Restaurants 17%
Commercial Services 22%

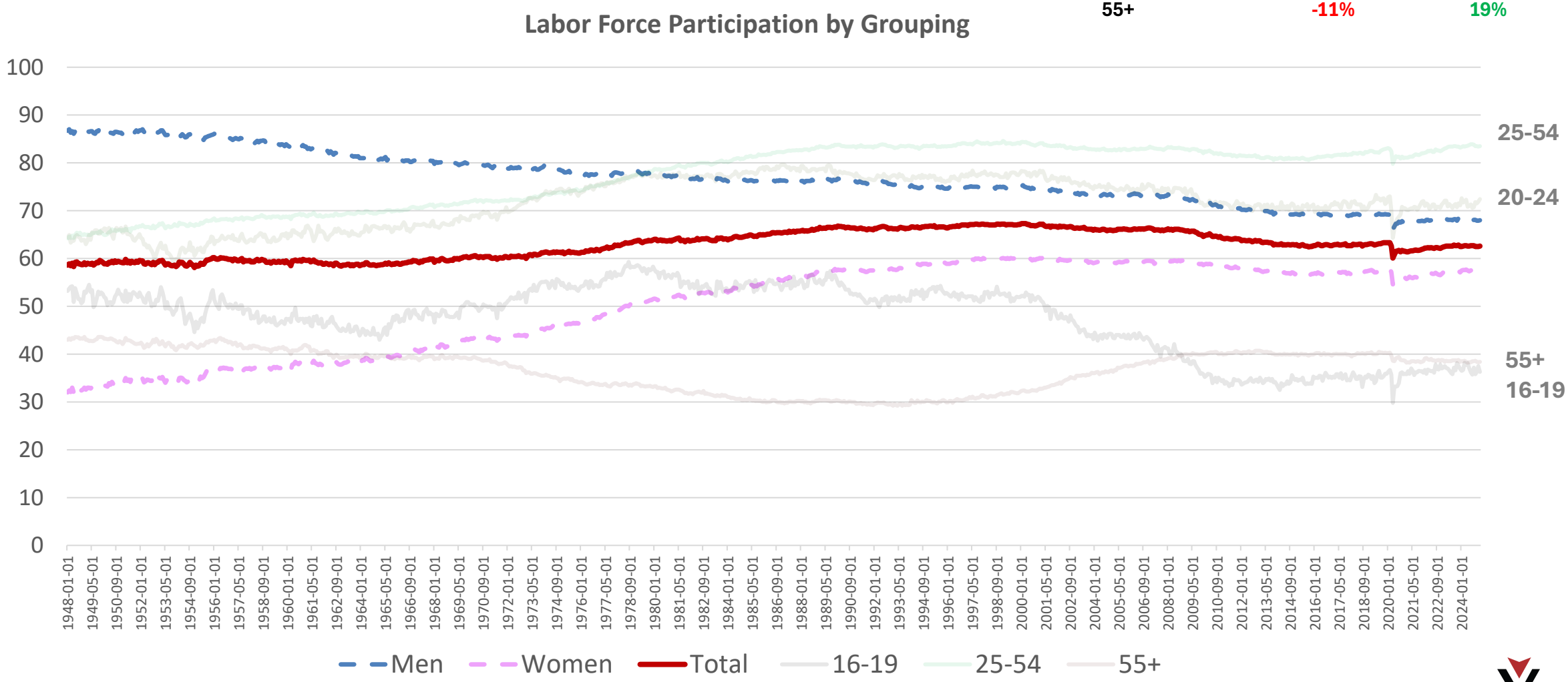
YOUNGSTOWN
Dr's Offices 14%
Retail 56%
Restaurants 21%
Commercial Services 23%

Tackling Barriers to Growth

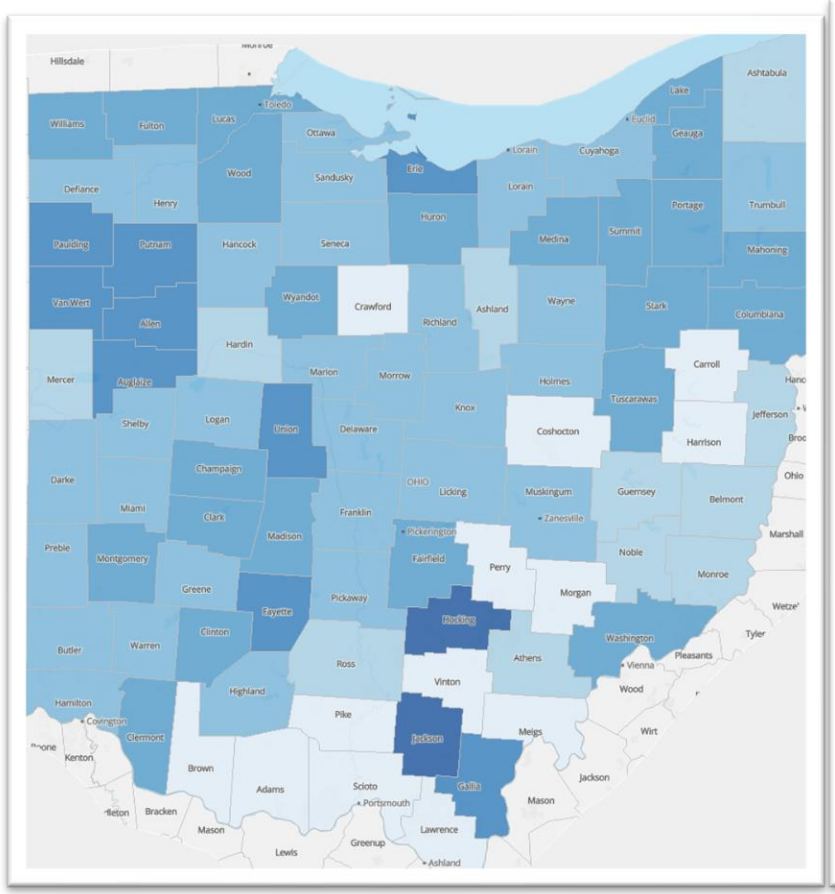
Labor Force Participation is Low

(particularly for men...)

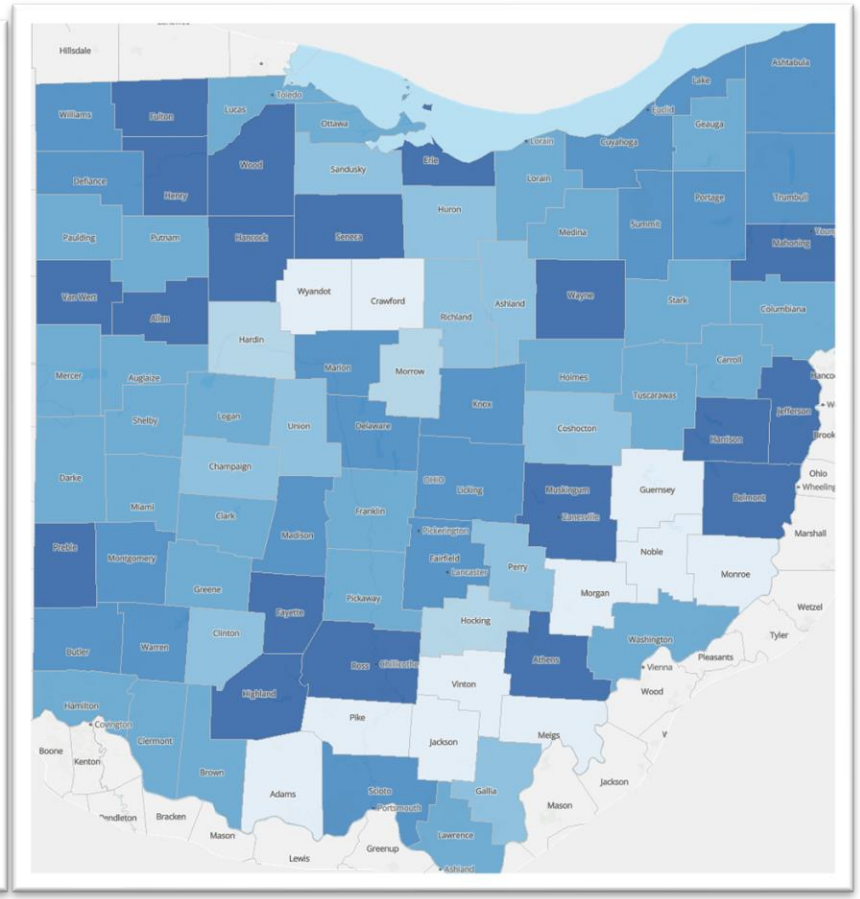
% Change	since 1948	since 1980
Men	-21%	-12%
Women	80%	12%
16-19	-29%	-33%
20-24	12%	-7%
25-54	30%	7%
55+	-11%	19%



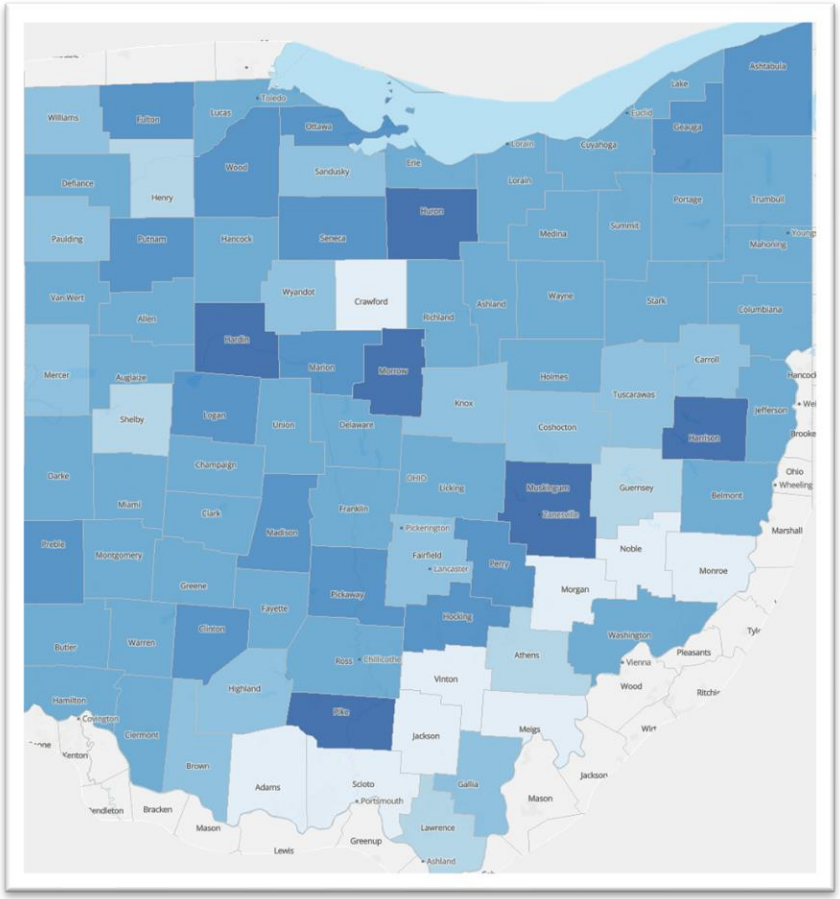
Regional Shortages: Average Length of Time to Fill Top Occupations



Manufacturing



Office



Retail, Dining & Entertainment

Pricing and Costs

46% Manufacturing employment cost increase since 2010.

45% cost increase in electricity rate for all US Cities since 2010.

73% Producer Price Index increase for Construction Materials since 2010.

105% Increase in Construction Spending to increase water supply since 2018.

Housing

1.61%

over 5 years

Ohio ranks 40th in housing unit production over the last 5 years.



41% of renters and 17% of homeowners are cost-burdened by rents and mortgages.

2x

The average annual rate of job growth in Ohio is nearly double the rate of housing unit growth.

Political Implications

- Emphasis in **onshoring**.
- Price changes from **tariffs.**
- Changes in **government spending** and employment.
- Change in **supplier/contracting** policies and employment **demographics**.
- Federal **alignment** with **State** and **Local** governments.



Takeaways

Summary

Ohio's **business growth through economic development** efforts are driving opportunities **beyond the three C's**.

Regions outside of 3Cs (Cincinnati, Cleveland and Columbus) are having their **own unique industry experience**.

Aviation and aerospace, **food manufacturing**, **battery production** and **semiconductors** will continue to create significant economic spinoffs throughout the state.

Geographically, growth is expected to be the strongest in **Franklin** County, **Pickaway** County**, Cincinnati** and **Cleveland suburbs**, **Montgomery** County, **Lucas** County and **Wood** Counties when analyzing a combination of recent growth and new projects.

Labor force participation, **political policies**, **rising costs** and **inadequate housing** inventory will continue to create barriers to growth.

Small business growth in **food services**, **entertainment**, **family care** and **recreation** continues to outpace other industries in Ohio's regions.

