



OHIO'S ELECTRIC COOPERATIVES CURRENT

May 2017

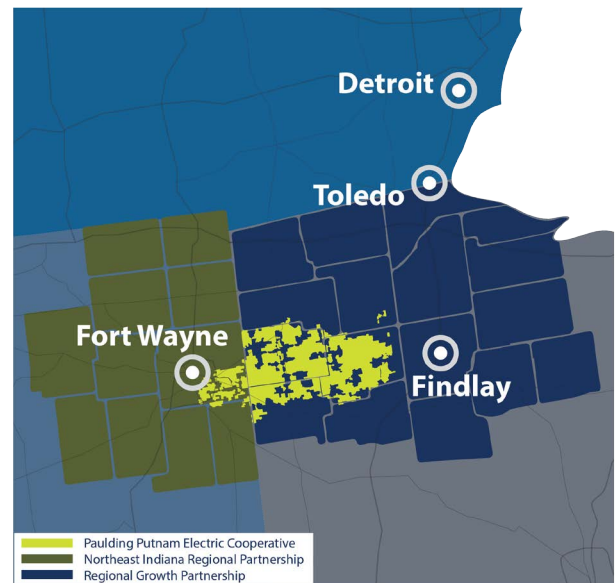
Why Cooperation Works

Headlines today urge Americans to “do more with less” and “work smarter, not harder.” Good advice, for sure, but how does that apply to site selection and economic development?

With Paulding Putnam Electric Cooperative (PPEC) as the initial conduit, Northeast Indiana Regional Partnership and Regional Growth Partnership (RGP) in Toledo, Ohio are collaborating on ways to advance the region and simultaneously increase efficiency in the site selection process.

Shared challenges need shared solutions

By their very existence, electric cooperatives are the vanguard of rural economic development. PPEC was formed by farmers and other rural residents in 1936 and accessed the capital to bring electric power service to rural farms through the Rural Electrification Administration program, one of President Roosevelt’s Depression-era economic stimulus programs.



Just as rural residents came together more than 80 years ago, PPEC is still connecting people to solve common problems. “PPEC has long been an active supporter of [Northeast Indiana Regional Partnership](#) and [Regional Growth Partnership](#),” shares Erika Willitzer, PPEC marketing and economic development manager. “It was apparent that the organizations faced similar challenges, had like-minded leadership, and were open to creative, collaborative approaches.” PPEC President and CEO George Carter adds, “We brought together their leadership teams to explore ways we could further enhance the region’s attractiveness to new residents and business interests.”

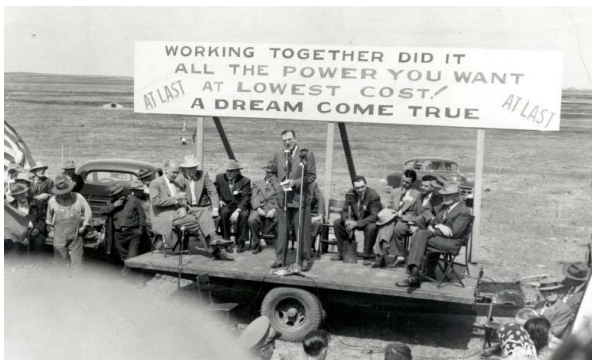


Photo courtesy of NRECA

Invisible boundaries need not be barriers

“Businesses locate in places, not municipalities, townships or counties,” states John Sampson, president and CEO of the Northeast Indiana Regional Partnership. “Much more important than jurisdiction is how political entities and local businesses work together to help ensure that communities and businesses have an available trained workforce, well-maintained infrastructure, and a quality of life that retains and attracts residents.”

Two of Ohio-based PPEC's largest electricity users—SDI LaFarga and Superior Aluminum—and more than 27 percent of member-owners are located in the Fort Wayne, Ind. region. These plants draw employees from a laborshed that includes three states, the Fort Wayne region, numerous counties, and many municipalities.



Making sure the rural talent pool is stocked

Finding talent is the No. 1 driver in site location. A major initiative to help ensure talent is available was launched in 2015 by the Northeast Indiana Regional Partnership. [The Road to One Million](#) is the vision to grow the Fort Wayne regional population from 789,015 to 1,000,000 residents by 2031. If the projected best-in-class population growth rate of 2.1 percent per year is achieved, the region would double real GDP and add over 120,000 workers, 40,000 children (ages 0-17), 94,000 young adults (ages 25-44), and 143,000 more housing units.

Collaboration yields regional benefits

“There are always benefits to understanding your counterparts,” notes Dean Monske, Ohio’s Regional Growth Partnership president and CEO. Shortly after the initial Northeast Indiana/Ohio RGP meeting, Monske met a businessperson at a social function who was considering acquisition of a company in Indiana. Monske connected the individual to John Sampson’s Northeast Indiana team, which was able to provide the company with significant financial support to retain and expand the company.

Superior Aluminum (top) and SDI LaFarga (bottom), located in Allen County, Ind., are two of Ohio-based Paulding Putnam Electric Cooperative’s largest electricity member-owners.

“The broader ‘super-region’ has the same assets, abilities and issues as RGP’s territory,” said Monske. “We’d much rather have a company across the state line instead of located in a different part of the country.” Sampson adds, “Each organization has its own stakeholders and constituents, but we’re looking for opportunities to help each other when appropriate.”



Amazon Web Services, Inc. contracted with EDP Renewables to construct and operate the 100 megawatt Amazon Wind Farm US Central in Paulding County, Ohio. The \$200M investment is expected to start generating approximately 320,000 megawatt hours (MWh) of wind energy annually beginning in May 2017, or enough to power more than 29,000 US homes. The energy generated will be delivered into the electrical grid. PPEC provides power to several of the turbine locations.

Cross-regional efforts continue to grow

Paulding Putnam Electric Cooperative is also an investor in Greater Fort Wayne Inc., the chamber of commerce and economic development organization for Fort Wayne and Allen County, Ind. The University of Toledo’s Economic Engagement & Business Development Programs team has convened joint meetings with the regional economic development organizations to explore potential areas of collaboration including venture funding, training, mentorship opportunities and grant strategies.

Further proof that collaboration works

Regional Growth Partnership is one of six privately funded economic development partners in the Jobs-Ohio Regional Network. Serving the 17 counties of Northwest Ohio, RGP is the lead economic development organization proactively marketing and selling the region to both national and international audiences.



The chart below reports the 2016 projects, jobs and investment results for the area served by RPG. Every county in the region has projects in RGP's top five industries, which further demonstrates that working collaboratively benefits individual entities and the collective region.

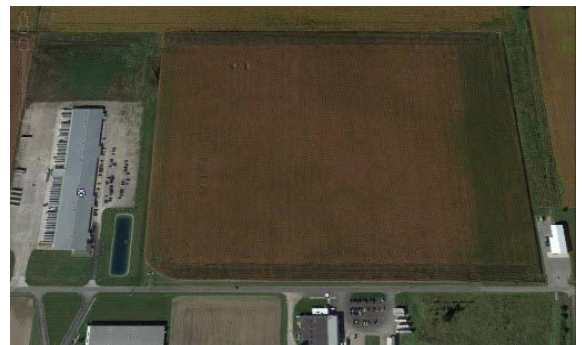
Industry	Number of Projects	Number of New Jobs	Direct Investment
Food Processing	15	338	\$200 million
Advanced Manufacturing	47	1,442	\$374 million
Energy	16	148	\$853 million
Logistics	9	198	\$48 million
Automotive	17	1,663	\$1.44 billion
Other	14	171	\$345 million
Total	118	3,960	\$3.26 billion

Shovel-ready cooperative-served sites

Opportunities abound to be part of the success of the Northeast Indiana and Northwest Ohio 'super region.' Below are representative examples of the shovel-ready industrial sites served by Paulding Putnam Electric Cooperative.

Paulding Industrial Park

- Maximum size: 47 acres
- Divisible: Yes
- Zoning: Industrial
- Topography: Flat, current ag farmland
- All utilities are at the property or across the road. Great access to major highways.
- Incentives: Enterprise Zone, TIF District
- Located in the Village of Paulding's industrial area
- County/state: Paulding County, Ohio



Highland Industrial Park Site #1

- Maximum size: 125 acres
- Divisible: Yes, minimum 10 acres
- Zoning: Industrial
- Utilities: Fully serviced
- Incentives: Foreign Trade Zone, Enterprise Zone
- Ownership: Property is owned by the Village of Ottawa
- County/state: Putnam County, Ohio



Highland Industrial Park Site #3

- Maximum size: 35 acres
- Divisible: Yes, minimum 5 acres
- Zoning: Industrial
- Utilities: Water and sewer just off site
- Incentives: Enterprise Zone; cost per acre can be lowered based on number of jobs created
- Ownership: Property is owned by the Village of Ottawa
- County/state: Putnam County, Ohio



Monroeville Industrial Park

- Maximum size: 41 acres
- Divisible: Yes
- Zoning: Industrial
- All utilities are at the site and are sized to serve adjacent industrial users
- Incentives: Foreign Trade Zone
- Located in Monroeville
- County/state: Allen County, Indiana



For additional information about these and other sites served by Ohio's Electric Cooperatives, contact Buckeye Power's Dennis Mingyar or explore these site databases:

[JobsOhio Site Selection](#) and [Northeast Indiana Sites & Buildings Search](#)

Buckeye Power and Ohio's Electric Cooperatives can help with:

- Comprehensive site and building portfolios
- Preliminary site studies
- Site search tours
- Assistance in identifying financial incentives
- Electric rate analyses
- Community profiles
- State and local government contacts
- Contractor introductions

Look for Us:

Industrial Asset Management Council (IAMC) Fall Professional Forum

October 7 - 11, 2017
Richmond, Virginia



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