



2010 Annual Report

Lawrence Economic Development Corporation
Lawrence County Chamber of Commerce



www.lawrencecountyohio.org

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Greater Lawrence County Area Chamber of Commerce

216 Collins Avenue
South Point, Ohio 45680
Phone: (740)377-2091
Fax: (740) 377-2091
www.lawrencecountyohio.org



Traffic Count

Copies:

GLCA Chamber of Commerce	9,368 (5,649)
Convention & Visitors Bureau	12 (0)
Point Industrial Park	10,265 (850)
Lawrence Economic Dev. Corp.	16,877 (14,462)
Procurement Outreach Center	14,462 (8,561)
TOTAL	50,984 (28,129)

Incoming Fax:

GLCA Chamber of Commerce	78
Convention & Visitors Bureau	11
Point Industrial Park	69
Lawrence Economic Development Corp.	53
Procurement Outreach Center	75
TOTAL	286

Outgoing Fax:

GLCA Chamber of Commerce	60
Convention & Visitors Bureau	1
Point Industrial Park	17
Lawrence Economic Development Corp.	87
Procurement Outreach Center	17
TOTAL	182

Incoming Mail:

GLCA Chamber of Commerce	1,186
Convention & Visitors Bureau	105
Point Industrial Park	200
Lawrence Economic Development Corp.	868
Procurement Outreach Center	225
TOTAL	2,584

Outgoing Mail:

GLCA Chamber of Commerce	7,370
Convention & Visitors Bureau	102
Point Industrial Park	513
Lawrence Economic Development Corp.	1,568
Procurement Outreach Center	2,785
TOTAL	12,338

Calls:

GLCA Chamber of Commerce	2,511
Convention & Visitors Bureau	506
Point Industrial Park	814
Lawrence Economic Development Corp.	1,389
Procurement Outreach Center	1,144
TOTAL	6,364

Visitors:

GLCA Chamber of Commerce	88
Convention & Visitors Bureau	220
Point Industrial Park	103
Lawrence Economic Development Corp.	191
Procurement Outreach Center	45
TOTAL	647

Internet:

GLCA Chamber of Commerce	7,308
Convention & Visitors Bureau	6,414
Point Industrial Park	4,055
Lawrence Economic Development Corp.	8,445
Procurement Outreach Center	23,526
TOTAL	49,748

Agency Staff

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Bill Dingus

A Message from the Executive Director



An annual report offers a great opportunity to assess the forward movement of developments in a community like Lawrence County. Economic and community development moves so slowly as you are attempting to merge numerous forces, personalities, and resources together to overcome barriers and obstacles facing the development of projects, so the annual report causes a team to pause and reflect. These reflections are being made through this report as we provide an overview of completed projects and a status report on numerous others that will hopefully appear next year as winners.

Throughout 2010, Lawrence County retained its position as having one of Ohio's lowest unemployment rates. Additionally, foreclosure rates, bankruptcies, and other factors of economic status portrayed Lawrence County as healthy compared to the State and national averages. We want it to be better, and our goal is as the nation's economy strengthens to keep our community in the same successful status.

Lawrence County has scored extremely high in grants, and in both federal and state funds allocated during 2010. With the projects under construction and in process totaling over \$100,000,000, this year should be bolstered with jobs and growth. Additionally, private investment in 2010 was very healthy as McGinnis, Inc. completed and placed in operation their new manufacturing facility, LEDC directly and in partnership constructed two new shell buildings, leased the shell building completed in 2009, and numerous small businesses were birthed.

LEDC leaders have intensified their efforts to build on the region's greatest strength of transportation associated with maritime, rail, and truck. As the Heartland Corridor, Norfolk Southern's rail corridor, transports double-stack container trains from the deep water Norfolk port through our area, and the Maritime 1 corridor, a developing water corridor permitting ocean freighters to move product through an enlarged Panama Canal opening in three years, meet in Lawrence County, we want to be prepared to provide for a major interconnect. The development of the intermodal facility at the Point Industrial Park should give way to positioning our community as a center for distribution for the Midwest.

As the County and region continues to develop, LEDC has pledged to be a strong partner. Retail, hospitality, medical, commercial, and industrial projects are in motion throughout Lawrence County and LEDC is working with the Ironton Lawrence Community Action Organization, the Ironton Port Authority, the Lawrence County Port Authority, and numerous private sector representatives to be able to include them in the 2012 report.

In closing, every reader of this report has ties, relationships, and ideas to improve Lawrence County's growth and development, and I ask you as an individual or a member of a work, church, social, or community group to look for ways to live the old adage, "If it is to be, it is up to me", and be our partner in moving Lawrence County forward in 2011.

Doug Korstanje

A Message from the Chamber President



Dear Chamber Members:

Thank you for the opportunity to serve as your 2010-2011 Chamber President. This promises to be an exciting year as our Chamber continues to grow and prosper. I want to thank each of you for playing such an important role in making Lawrence County what it is today. Attendance at our 4th Friday luncheons is one of the best ways to stay active and involved in your Chamber, and I hope you can attend all of our other chamber events this year as well. Please pass along any ideas you have to improve the way the Chamber serves the business community.

We're planning our annual spotlight dinner for the spring and the proceeds will again be used for student scholarship and leadership programs.

Our annual trip to Columbus in May will be special because it is the 25th anniversary of this event. We hope this will be a homecoming celebration for everyone who has attended over the past quarter of a century.

When I was growing up in Chesapeake, I never imagined myself in this role. I certainly feel honored to be in this position and part of what's happening all across our county. The Greater Lawrence County Chamber of Commerce has a dedicated staff so be sure to pass along your thanks for all they do. Special thanks also go to our board members for the volunteer hours they give throughout the year. I think we can all be proud of this amazing County and the great things planned for the year ahead.

Sincerely,

Doug Korstanje, President

Greater Lawrence County Chamber of Commerce

Board of Directors

Lawrence County Chamber of Commerce

Chamber Executive Board for 2010

Stephanie Burcham
President

Doug Korstanje
Internal Vice President

Sandy Carroll
External Vice President

Ron Eastham
Secretary

Tyler Walters
Treasurer

Board Members

Larry Anderson
Ted Edwards
Casey Baker
John Galloway
Sandra Blackburn
Joe Jenkins
Doug Cade
Ralph Kline
Michael Caldwell
Tony Payne
Mark Compston
Dr. Scott Howard
Steve Dodgion

Chamber Executive Board for 2011

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Ralph Kline
Mark Compston
Tony Payne
Steve Dodgion
Rachel Sargent
Tyler Walters

2010 Annual Report

Greater Lawrence County Area Chamber of Commerce

Bob Smith, Director (bobsmith@lawrencecountyohio.org)

It was a very active year for the Lawrence County Chamber of Commerce in 2010. We saw continued strong growth with 47 new members. At the same time attrition was low with six businesses/agencies withdrawing their membership. Our gratitude is extended to Stephanie Burcham for her strong leadership as President of the Chamber in 2009-2010.

The Chamber continued its involvement with new businesses in Lawrence County by assisting in three grand openings.

- MSC Industrial Supply in South Point
- Close to Home III in Ironton
- Casa Grande Restaurant in South Point

The Chamber was visible through advertising in the Ironton Tribune and the Skyboards Digital Message Board at the Walmart/Sam's complex. The Chamber used these methods to publicize upcoming events and showcase new members.

We continued publishing our weekly Monday Morning e-newsletter (Monday Morning Mix) to all members with email addresses. The newsletter features a combination of upcoming

events, news items affecting area businesses and agencies, educational, health and training opportunities and timely small business advice from a variety of sources.

We published our bi-monthly newsletter (Chamber Caboodle) six times. This continues to provide a more comprehensive look at Chamber news and events both past and future. A new feature in 2011 will allow businesses and agencies to include their own flyers in our bi-monthly mailings. The associated fee will be \$75.

In cooperation with Huddleston Bolen of Huntington, we established Biz4Breakfast, a series of one hour breakfast seminars held at rotating locations throughout the county. These meetings will continue on a quarterly basis. They are free events, featuring a continental breakfast.

Our first seminar in October featured Rebecca McPhail Randolph, with the Marshall University Foundation, speaking on Social Media. Current Chamber President and Marketing Director for St. Mary's Medical Center, Doug Korstanje was guest speaker at our most recent event, January 18th at Ohio University Proctorville Center.

In cooperation with Ashland Community Technical College we have established a website where our members may post job openings they have within their companies. 3StateJobs.com is an exclusive benefit for all Lawrence County Chamber of Commerce members.

Seven 4th Friday Luncheons were held at rotating locations throughout the county. Below are the dates and guest speakers:

January

Carrie Haughwout, Director
Ohio Small Business Council
Ohio Chamber of Commerce

February

Charlie Wilson
U. S. House Representative

March

Viviane Vallance
Tyson Compton
Sue Dowdy
Directors of the three area Convention and Visitor's Bureaus.

April

Jewell Hackworth
Workforce Development
Resource Center

Gene Myers

Ohio Department of Jobs
and Family Services.



**4th Friday Luncheon Speakers
(Continued)**

June

Kim Wolfe

Mayor of Huntington, West Virginia

Brandi Jacobs-Jones

Director of Finance

September

Melanie Shafer

WSAZ-TV News Anchor

November

Lawrence County

Young Professionals



Business After Hours gatherings were held on a quarterly basis at the following locations:

- | | |
|------------------|------------------------------|
| March | WesBanco |
| June | MSC Industrial Supply |
| September | Rumpke |
| December | Allyn's Jewelers |



The chamber handed out 9 \$500 scholarships to one student at each of the Lawrence County High Schools and the Collins Career Center. The scholarships were funded from money raised at our Spotlight Dinner and Auction featuring NFL Quarterback Chad Pennington.

This program will continue in 2011 with featured speaker Chris Jansing, MSNBC and NBC News Anchor. Ms. Jansing will bring her wealth of news reporting and anchoring experience to South Point High School, Friday, April 8th.

Legislative Day was held May 13th and featured Lisa Patt-McDaniel, Director of the Ohio Department of Development. Governor Ted Strickland greeted our group of 75 people before the luncheon. Several high school students had the opportunity to meet the Governor. Breakout sessions were conducted upon our arrival with discussions centered on Transportation and Development.

In 2011 we are anticipating a great celebration for our 25th trip to the state capitol. This will be a special homecoming event as we invite all those people who have ever attended legislative day, to make a return trip. Special events are being planned and will be revealed later in the year.

In October the Chamber conducted its bi-annual Candidates Forum with WS AZ-TV News Anchor Tim Irr acting as moderator. All of the contested Legislative Races were featured in a forum format. Representatives from the news media and from the audience asked questions to all of the participants.

The premier event of the year was the Chamber's Annual Awards and Installation of Officers Dinner held October 14th before a packed audience at Ohio University Southern in Ironton. The keynote address was delivered before by Ohio State Chamber of Commerce President, Andrew Doeh-



rel. The Chamber President stressed the importance of the Chamber and community working together to champion the cause of small business.

Awards were presented in several categories including Business of the Year, to Big G Incorporated, Business Person of the Year to Ironton Automobile Dealer, Bob Clyse, Business Entrepreneurs of the year to Riverside Physical Therapy and Tri-State Rehab and Preferred Fitness, Public Servant of the year to the Lawrence/Scioto Solid Waste Management District and to Huntington Attorney Casey Baker as Young Professional of the year.

Long-time Marathon Petroleum Communications Director and Chamber Activist, Dianne Clement received special recognition for her contributions to the chamber on the occasion of her retirement.

The annual dinner was also a time for outgoing Chamber President Stephanie Burcham to turn the gavel over to incoming President Doug Korstanje. The audience received a special treat from Miguel Monroy, visiting from Mexico. Miguel is Director of the Coahila Chamber of Commerce but is also a classical pianist. He treated the crowd to his version of "Ballade Pour Adeline."

A new and vibrant part of the Chamber is "The Young Professionals." This very active group has just completed its second "Secret Santa" project which helps young children receive toys and clothing over the Christmas Holiday. In 2010, LCYP assisted more than 660 children. The group meets on a regular basis at rotating locations throughout the Tri-State Area.

The chamber is doing some preliminary work with a new Student Leadership Program which will be implemented soon. Chamber Board Member Scott Howard is leading the charge for this new chamber project.



2010 Annual Report

The Point Industrial Park

Jeremy Clay, Director of Operations (jeremy@ledcorp.org)

2010 proved to be a great year of growth as Lawrence Economic Development Corporation (LEDC) took major steps towards its goal of turning The Point Industrial Park into a dynamic inter-modal facility, the only one in southern Ohio south of Cincinnati. The site is well situated with 500 acres of developable land including 3,400 feet of commercial riverfront frontage on the Ohio River. Eight miles of rail allows material to be easily moved in either direction from river to rail or truck. Currently the park is home to seven businesses: Engines Inc of Ohio, Mid Valley Supply, Calgon Carbon, Applied Technologies, M & M Mailing, Liebert Inc. and Merciers Inc.

Aggressive development of spec buildings has enabled LEDC to offer well designed and constructed facilities to major businesses. To date, Spec Buildings One, Two and Three have been completed and house successful companies. Furthermore, Spec Building Four is ready to house a new business. This 60,000 square foot facility is designed for manufacturing and industrial use. It has been designed to accommodate over 4 twenty ton cranes and has ceiling heights of over 33 feet. Once a tenant is secured, the build out of the building will be completed to its specifications.

The current vitality of the industrial park is the result of the foresight, planning, and action of the LEDC board and staff over the past few years. In 2009, LEDC received \$3.6 million in federal stimulus (ARRA) funding to begin work on two critical components of the future port facility. The first piece is a river access road project which is an industrial roadway to connect the

river to the industrial park, thus providing businesses complete access to three major modes of transportation and distribution: water, rail, and roadway. This project will be completed this spring.



The second project funded by the ARRA dollars is a rail transfer facility inside The Point. A concrete pad will be constructed along including new rail spurs and rail scales. This facility will enable businesses in and around the industrial park to distribute incoming or outgoing products via rail, truck or barge. When all these components are in place, Lawrence County will have a highly versatile industrial park and inter-modal transportation facility unmatched in the Tri-State Area. This project is scheduled to be completed in early summer 2011.

Through its partnership with the Ohio Department of Development, LEDC was able to acquire funding in 2010 to apply towards the development of a port facility. Construction of the port facility begins in 2011 and is broken down into three separate projects. The first project is the rehabilitation of the two existing one million gallon tanks which have been out of service since the late 1990's. These tanks route directly to the riverfront

for the loading or unloading liquid product. The second project involves the construction of a sheet pile dock along the Ohio River to move large items from the river to either truck or rail. This facility will be managed by a national barge company already located in Southern Ohio which has agreed to oversee the unloading of goods from barge to road by either boom crane or other means necessary.

The final project will start this summer and is scheduled for completion in late 2012.

It includes the construction of rail spurs along the riverfront to move product directly to or from the river to the railway. This project will include over 15,000 track feet of rail with rail crossovers to maximize utilization of the riverfront tracks. The current permit Applications for permits have been submitted for the handling corn and other grains, as well as container goods and bulk items. Further expansion and the creation of another river dock is possible in the future as more industries look to cut shipping costs.

All of this construction has been planned with a view to inviting and stimulating freight traffic in the Tri-State area on both the national and international levels. In 2006, LEDC and the Lawrence County Port Authority had the foresight to acquire general Foreign Trade Zone (FTZ) status for The Point. This status allows foreign products to be stored or serviced in the park with no tariff fee. With the access road and rail transfer facility in place, the Foreign Trade Zone status will prove to be a valuable additional selling point to attract businesses to our industrial park. To serve both the

port and FTZ, LEDC is planning the creation of a warehouse and other storage space for containers and bulk items. Design plans are underway for a secured storage area for domestic and foreign goods; as well as a storage unit facility where items can be brought in and modified or stored for later shipment to other countries or areas within the United States.

LEDC is not the only developer taking advantage of the resources available in The Point. Local entrepreneur, Don Hadsell of Hadsell Development Corp., is currently constructing a 55,600 square foot heavy manufacturing facility to be completed spring 2011. Through a partnership with LEDC this facility will be the new home of Chatham Steel from Savanna, Georgia. This business is projected to bring 40 new jobs to Lawrence County and the Tri-State Area.

Visibility is an important consideration not only for current tenants in The Point, but also to those considering a move to the industrial park. To this end, The Point developed and installed a contemporary, highly visible signage system to identify and market businesses to the thousands of potential customers, clients, and business owners who pass by the park each day on Route 52.

Expectations are high as work continues to complete these projects and look ahead to future expansion. We are excited about the progress being made to transform The Point into a premiere industrial park for the State of Ohio and anticipate the additional businesses and jobs that will be brought to our communities by the transformation of The Point into a fully operational port facility.



2009-2010 Annual Report

Greater Lawrence County Procurement Outreach Center

Jordan Lucas, Program Manager (jordan@sopoc.org)

Hayward Chappell, Counselor (hayward@sopoc.org) - Rodney Young, Counselor (rodney@sopoc.org)

The Southern Ohio Procurement Outreach Center's (SOPOC) purpose is to identify business firms that are qualified to sell their goods and services to the Department of Defense (DoD), other federal agencies, and state government programs. This process can result in a stimulation of the economy which leads to economic growth and creation of jobs. Currently, the SOPOC serves an area referred to as the Region 7 South Central Ohio Business Development Center Consortium which includes the counties: Adams, Brown, Gallia, Highland, Jackson, Lawrence, Pike, Ross, Scioto, and Vinton.

The SOPOC continued reaching out to small businesses in all of the ten counties it serves. We had a shortened fiscal year as a result of the DLA changing our fiscal year. As always, the counselors met with economic development directors, key chamber personnel, and business development representatives throughout the region to educate them on the services available from the SOPOC and to solicit their support in engaging potential clients. Counselors have contacted and met with new and existing small business clients to help them with various registrations and assist with the various components of the bid/award process. They also sponsored 18 small business workshops and co-sponsored 17 this year.

Services offered by SOPOC include assistance in a variety of areas:

- Completing required registrations; e.g. Central Contractor Registration, Online Representations and

Certifications, Ohio Vendor Registration

- Identification of small business designations and help with certifications; e.g. HUBZone and EDGE certifications, Veteran-owned business, Woman-owned business, Minority-owned business
- Bid-Match service which searches major websites for agency solicitations and awards
- Development of a "Capability Statement" that highlights company assets and strengths along with special designations and certifications



- Marketing assistance to target agencies and prime contractors that purchase goods and services from client's small business
- Cultivating relationships with local buying agents to assist referrals and networking opportunities for small business clients
- Presenting workshops on selling to government agencies and hosting workshops in which local contracting agents communicate the "how to" of selling to their agency
- Hosting match-making conferenc-

es where small businesses can meet directly with a variety of buying agents

- Assisting clients in developing an effective marketing strategy with strong emphasis on helping in the creation of a strong web presence

SOPOC serviced 348 small business clients with over 834 counseling sessions (54 initial counseling sessions & 780 follow-up counseling sessions.) The total number of contracts awarded for the program year was 115! This includes: 50 - Department of Defense & other federal agencies, 50 - state/

county/municipal government agencies, and 15 subcontract awards received by small businesses.

Clients were awarded contracts to build utility lines, make tent poles for the DoD, construct public schools, roads, and buildings, assemble sandbags, perform janitorial services, manufacture parts for military components for the DoD, repair and build roofs for public housing projects, sell electrical supplies to military and state agencies, and to perform maintenance, health, and landscaping services. The SOPOC department is report-



ing \$47,766,354.80 in contract award revenue for the program year with over 964 jobs created! This is almost double last year's numbers!

Conferences and Seminars

The SOPOC has varied the types and locations of workshops and seminars that are sponsored by the agency in order to target the many different kinds of businesses that operate within the coverage area. A variety of economic development agencies and Region 7 partners were asked to co-sponsor these workshops in order to keep the flow of information about procurement issues current. These agencies always assist in the promotion and success of each event and the end result is that the SOPOC is able to reach a broader client market. It is the client's needs and requests that drive the timely topics addressed at these conferences. Below is a brief synopsis of the main workshops that were conducted this year.

"Doing Business with the U.S. Forestry Service" – October 15, 2010

The purpose of this workshop was to familiarize small business owners with various topics relating to doing business with the U.S. Department of Agriculture and to assist them in overcoming obstacles specifically with the U.S. Forest Service and the Wayne National Forest. The event was

conducted at Ohio University – South Point and 15 small business owners attended the event

"Doing Business with the Army Corps of Engineers" – November 17, 2010

The purpose of this workshop was to familiarize small business owners with various topics relating to doing business with the Army Corps of Engineers and to assist them in overcoming obstacles specifically with the Army Corps. The event was conducted at Ohio University – South Point and 24 small business owners attended the event.

"An Introduction to Government Procurement" – February 3 & 25th, 2010

The purpose of the workshop was to provide companies with sufficient information on the overall government purchasing process to enable them to successfully compete for federal, state, and local government contracts. Topics that were discussed included: "How to Do Business With the Government"; "How the Government Purchases What It Needs"; "Conducting Your Market Research;" "What You Need to Get Started"; "Electronic Bid-Matching Program"; "Certification Programs;" and "How to Become a PTAC client". 13 people participated in the event and it was conducted at the OSU Endeavor Center in Piketon, OH and the same workshop was also

conducted on February 25, 2009 at Southern State Community College's Enterprise Center (15 people).

"EDGE Wokshop" – March 9, 2010

The purpose of the workshop was to discuss the basics of the state of Ohio EDGE program. The event was conducted at the Shoemaker Center, Ohio University-Chillicothe and 17 people participated in the event. This helped business owners see how they could go about getting certified and the importance of obtaining such a certification.

Doing Business with the Ohio Department of Transportation – April 7, 2010

This workshop focused on how to do business with the Ohio Department of Transportation. Everything from where to look for solicitations to submitting bids was discussed. 19 people attended this event at Ohio State Endeavor Center in Piketon, OH.

"2010 PTAC Fairs" – June 22, 2010

The purpose of the workshop was to provide companies with sufficient information on the overall government purchasing process to enable them to successfully compete for federal, state, and local government contracts. Topics that were discussed included: "How to Do Business With the Government"; "How the Government Purchases What It Needs;" "Conduct-

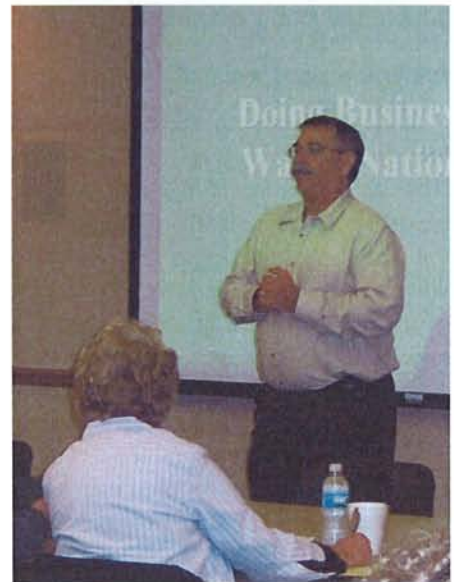
ing Your Market Research.” “What You Need to Get Started”; Electronic Bid-Matching Program”; “Certification Programs;” and “How to Become a PTAC client”. This workshop was designed to give participants the chance for one-on-one counseling sessions for them to get their specific government contracting questions answered. This event was also held on September 29, 2010 at Southern State Community College’s Enterprise Center in Winchester, OH.

“The Business of Defense” –June 30, 2010

13 businesses came out to Lawrence County Chamber of Commerce to get an overview of the business that the defense market drives all across the globe. Businesses were shown the federal procurement process and how to possibly make their businesses more attractive to various government agencies.

“Ohio Women Business Roundtable Discussion” –June 29, 2010

Held in Gallipolis, Ohio, the Ohio Women Business Roundtable Discussion was a chance for women business owners to learn new ways to expand and drive their businesses in the new market. This was an open forum for owners to share their experiences so that others may benefit from them.



2010 Annual Report

Lawrence Economic Development Corporation

Bill Dingus, Executive Director (dingus@ohio.edu)

Viviane Vallance, Assoc. Exec. Director (viviane@ledcorp.org)

The Lawrence Economic Development Corporation (LEDC) was established in August of 1983 to address the economic needs of Lawrence County, Ohio. The LEDC was one of the first economic development agencies to recognize the value of consolidation of resources under one agency umbrella. As a result of the coordinated efforts of the community leaders, the Greater Lawrence County Area Chamber of Commerce (The Chamber) was created with the merger of two small volunteer organizations and joined the LEDC in a single, centrally located facility in South Point, Ohio. The two organizations maintained their separate identities as single incorporated agencies with the Chamber serving the needs of existing business and industries and the LEDC providing the services necessary to recruit and retain industry and business. The agencies' services complement one another and during the past 24 years of continuous service, the consolidated agency has proven to have great merit in the Appalachian county. It is from this joint agency that multiple services are provided. The cost effective, professional operation attracted the attention of the Tri-State community and was a contributing factor in the City of Ironton, Ohio and City of Huntington, West Virginia applying for, and receiving, an Urban Empowerment Zone designation.

The Executive Director and the staff of the LEDC served on numerous state and local committees and functions during 2010, including, but not limited to the following:

Chamber of Commerce Executives of Ohio
Community Action Organization Board
Sunoco Citizen Advisory Panel
Empowerment Zone Executive Board
Foundation for Appalachia Ohio
Institute for Local Government Administration and Rural Development
KYOVA Planning Commission
Lawrence County Department of Jobs and Family Services
Lawrence County Planning Commission
Lawrence County Port Authority
Leadership Tri-State
Ohio Economic Development Association
Ohio Rural Development Partnership
Ohio Valley Regional Development Council (OVRDC) Nominating Committee
OVRDC Caucus
Region 7 Advisory Board
Transportation Review and Advisory Council
Workforce Development Resource Board

The LEDC and its staff was actively involved in many local activities including, but not limited to the following:

Charitable City Missions Fund
Chesapeake Lions Club
Development of Inland Riverport
Development of The Point Industrial Park
Empowerment Zone
Friends of Ironton Community Service Organization
Ironton Lions Club
Ironton Rotary Club
Ironton In Bloom
Lawrence County Planning Commission
Legislative Committee
Monthly Chamber Membership Functions
Natural Resources Committee
Ohio Rural Development Partnership
Retention and Expansion Committee
Transportation Committee
Tri-State Airport Board
Tri-State Regional Airport
Workforce Development
Workforce Development Planning and Strategies Committee

**Lawrence Economic
Development Corporation**



LEDC staff continues to remain active with the Region 7 Advisory Commission and through the continued partnership with the Ohio Department of Development, has played a major role in the attraction of new businesses, as well as the expansion of existing industries. LEDC has valued the excellent support from Governor Ted Strickland, Congressman Charlie Wilson, U.S. Senator Sherrod Brown, U.S. Senator George Voinovich, Senator John Carey, Senator Tom Niehaus, Rep. Todd Book and Rep. Clyde Evans in 2010. The legislators have been outstanding economic development supporters, and Lawrence County has benefited greatly by their active participation in this district.

2010 marked another great year in the growth of our community. Lawrence County flourished in the diverse number of projects.

The Point Industrial Park Riverport Intermodal Development:

This project encompasses all phases of work at the river front site to construct a dock staging facility that will handle usage of a crane to load and unload containers, large items and bulk goods from road to barge and vice versa, development of road extensions from the developing access road to run parallel to the Ohio River, and the development of rail to allow movement of product from rail to other modes of shipping. This project will tie the Heartland Corridor from the east to the newly developed Panama Freight Channel from the west.

The success of this project will drastically change the usage of The Point Industrial Park to accommodate heavy manufacturing in Southern Ohio. This phase includes the repair of 2-1million gallon liquid loading tanks, development of a sheet pile dock and mooring cells, development of a rail by-pass track that runs parallel to

the Ohio River to be used for storage and movement of containers and bulk items, and land acquisition which also includes a building to be re-developed with crane usage capabilities to meet the training needs for the logistics industry; i.e. barge and water vehicle repair and other marine related training to initiate and promote the use of the port facility.

The completion of these improvements will allow the development of sites that can support many existing and new industries specializing in movement of materials, raw products and goods, emerging energy heavily dependent upon the transport of bulk and oversized goods; and offer manufacturing sites for tanks, ducts, etc. that may be too large for road or rail shipment.

In addition to the industrial expansion related to the emerging energy industry, there appears to be similar need for industrial expansion in the transportation industry. This includes both the rail and Ohio River, both of which can be uniquely served by The Point Industrial Park. Therefore, the Multi-Modal Project is anticipated to result in both investment and job creation well beyond the levels in which negotiations are undergoing at this time.

The Point Industrial Park Intermodal Transfer Facility:

As the Southernmost tip of Ohio, South Point has the potential and is in demand of creating a logistical facility that can handle the movement of bulk items, metals, containers, liquids, corn, etc. Currently, The Point Industrial Park has the permits in place for liquid handling from the river for storage in 2-1 million gallon tanks within the industrial site itself. Permit applications are underway for handling corn and other grains; and container goods and bulk items.

This project has been proposed in three separate phases, all in which are dependent on each other to insure success and proper cost effective manageability. Phase 1 of the project involves the development of an access road along the river front. This road will not only make the riverfront project easily accessible for movement of products to the liquid loadout facility but is also a necessity as jobs are created along the riverfront to have adequate roads for emergency management purposes. Phase 1 also includes the development and refurbishing of rail. The existing rail track in the industrial park will be upgraded and be made into a loading and unloading facility from rail to truck and vice versa. Valley Drive will be developed and made contiguous to the rail loading/unloading pad and a container/bulk items storage area thus making it a passageway for items to be moved from the industrial site to their prospective clients in the State of Ohio and the Midwest.

Phase 2 of the project is the development of the river dock area itself. The access road from Phase 1 will open up the area along the Ohio for a river dock and loading system from river to road. This facility will be managed by a national barge company already located in Southern Ohio whom have agreed to oversee the unloading of goods from barge to road by boom crane or other means necessary. Also, having the access road already in place will determine whether an expansion and creation of another river dock is possible should a significant increase of shipped goods happen in the future as more industries look to cut shipping costs.

Phase 3 of the development is the creation of a warehouse and other storage space for containers and bulk items. Design plans are underway for a secured storage area for domestic and foreign goods; and a storage unit facility where items can be brought in and

modified or stored for later shipment to other countries or areas within the United States.

Foreign Trade Zone Security and Surveillance Development:

The Point Industrial Park is currently developing up to date physical/perimeter security and video surveillance that will improve domain maritime awareness, protection, prevention, and response preparedness. The three proposed components of this project, perimeter fencing, video surveillance equipment, and pass-code protected security gates, increase awareness, prevent harmful attacks, and increase response capabilities.

1. Installation of video surveillance equipment will enhance our response capabilities by optimizing physical security and maritime domain awareness. The video cameras, strategically placed and in real-time transmittal video and digital feeds through a networking system, will provide a mechanism by which to monitor all activities along the riverfront, Foreign Trade Zone storage area, domestic storage area, two-1million gallon tanks connected to the liquid handling facilities, truck and rail scale systems, truck and rail loading and unloading sites, river loading and unloading site, and storage unit for manufacturing and alteration of foreign items. Monitoring these facilities will decrease the security vulnerabilities. In the event an external threat takes place, the video surveillance would provide a mechanism to identify a breach in security and guide response operations to the exact location of the incident and record the date and time of when the event initially began. Not only will the surveillance system provide a response trigger for terrorist activities and other threats, but would also provide a safety monitoring system in the event of a disaster (i.e. fire, material leak, etc.).

2. Installing fencing (nearly 3000ft of chain linked fence and three strands of barbed wire) as a perimeter to the storage area for foreign and domestic items, and as a perimeter to foreign stored items within the proposed storage building. Installed perimeter fencing will greatly decrease the likelihood of individuals from gaining access to any of the items in that area and the operations of the facilities. Fencing will also secure river access, which is the most critical area to be monitored under this development.

3. Pass-code protected entrance areas will also decrease the vulnerability of the river access site and storage facilities within the industrial park. Pass-codes will be mandatory for all shipments entering and leaving the specific sites and will be issued by LEDC for contracted logistics companies and emergency management teams. This will allow LEDC to monitor, in real-time, individuals accessing these areas and as items are removed or stored. This pass-code card reader system will be developed as a TWIC compatible system. TWIC will be implemented as activity increases in the future.

Several projects have been made possible through strong partnerships with the Lawrence County Commissions, Ironton/Lawrence Community Action Organization, Lawrence County Port Authority, and the Ironton Port Authority.

The Depot Square:

The Depot Square Project is a continuation of a multi-phased Downtown Revitalization Project. The Project is designed to 1) support the greening of the downtown to support continued residential development, 2) support festivals and daily events in Downtown, and 3) provide infrastructure support for the County Intermodal Transit Center at that location. Key components of the Project

include streetscaping improvements, additional parking, a multi-purpose structure to be utilized for pedestrian shelter, farmers market, vendor areas, and staging, and general landscaping and underground utility improvements.

The project has completed all the ODOT design approval stages and should soon go out to formal bid. Construction should begin as soon as there is an awardable bid. Portions of the project were undertaken by the Non-Profit Friends of Ironton in the construction of the Splash Park portion of the project. Construction of that portion of the project is underway and nearly completed

Medical Campus Project:

The Project consist of the development of an approximate 15 acre medical campus that will accommodate a Phase 1 a 44,000 SF medical building. The Phase 1 building will house free standing emergency room by St. Mary's Hospital, imagining, diagnostics, pediatric, primary care, and specialty care clinics. The project is being developed to where medical services within the community can be expanded to hopefully replace those services lost with the closure of the former County hospital in 2000. The campus is being developed as a complimentary component to Ohio University Southern Campus, and will also serve as community green space at that 141 entrance into the City of Ironton.

The project recently completed a 5 year programming, design, and permitting process. The project was bid in two phases, the first which will allow for temporary modular medical units currently under construction. Bidding of the Phase 2 which includes the 44,000 SF permanent medical building and the balance of site improvements has been completed and contracts being prepared for sign off.

At proceed on Phase 2 construction anticipated to begin in 30 days.

Transit Center Project:

Spearheaded by the Lawrence County Port Authority, proposed is the construction of an Intermodal Transit Center that will act as administrative, dispatching, and convenience center for the Lawrence County Transit System. The facility will be able to utilize the multi-modal infrastructure of the City's Depot Square. It will also serve as a connection point for fixed route public transit interconnecting the City of Ironton, Huntington WV, and Ashland KY. The project consist of a Phase 1 historical restoration to the Berg Building in Downtown Ironton, and supports the continued Downtown Revitalization efforts of the City.

Construction of the Project is currently underway and is estimated to be approximately 40% completed.

The Lawrence Economic Development Corporation Board of Trustees 2010

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2010 Annual Report

LEDC's Convention and Visitor's Bureau

Viviane Vallance, Director (viviane@ledcorp.org)

The Lawrence County Convention and Visitors Bureau (CVB), established by the Lawrence Economic Development Corporation in 1983, is in charge of promoting travel and tourism in Lawrence County, Ohio. The CVB still averages over 350 inquiries per month and serves as the county's tourist information center along U.S. Route 52. Although the only source of funding utilized by the CVB is through the Lawrence County Hotel/Motel Tax, the bureau functions productively with a department director and several volunteers throughout the community organizing and marketing events and attractions.

The primary function of the CVB is to market the entire county to potential visitors statewide and nationwide. In keeping up with yearly publications, an annual calendar of events is published each year to market Lawrence County's major events. After the publication is designed and printed, the events are also logged and updated into our state's travel and tourism websites: discoverohio.com, travelohio.com, and appalachianohio.com. Events placed on these sites in 2010 included the following as well as many other smaller events in which the CVB helped in either planning and/or marketing of:

The Wheelin' Sportsmen Fishing Event at Lake Vesuvius

-sponsored by the Wild Turkey Federation Lawrence County Chapter and the Wayne National Forest to encourage outdoor activities for the physically and mentally disabled,



Lawrence County Trade Days and Flea Market-a seasonal event held in the spring, summer and fall that attracts buyers and sellers from all over the eastern end of the United States,

Gus Macker Basketball Tournament

-an annual event that takes place in downtown Ironton organized by the Friends of Ironton. This event continues to grow and in 2010 attracted over 10,000 visitors to Lawrence County for one weekend in May,

Memorial Day Parade

-the longest continuous running parade in the history of the United States,

Annual Appalachian Uprising

-a music festival that attracts fans from all over the country. 2010 hosted musical legend Sam Bush and other popular groups from the bluegrass scene,

Lawrence County Fair

Rally on the River-fourth annual motorcycle rally that took place in downtown Ironton. During this weekend in August, over 25,000 motorcycle enthusiasts of all ages roared through the streets of Hanging Rock and Ironton to get a glimpse of river life and festivities,

Historic Cemetery Walk at Woodland Cemetery

-local members of the Lawrence County Historical Society await visitors during the dark evening hours to tell the tales of our founding fathers,

The Lion's Club Haunted Tunnel

-ghouls and goblins line the walls and creep around the corners in Ohio's only such event that takes place in the historic tunnel on U.S. Route 93,

Candlelight Church Walk

-a walk through different churches throughout the area where a short musical or rhetorical program is given in each and ending at the Lawrence County Historical Museum.

The CVB also acts as a hub for information to our region. Since our office is the first stop off of Interstate 64, many visitors come in for directions and pamphlets before heading on to their destination of choice. Lawrence County doesn't have a state funded visitor's center, but the CVB takes on the responsibilities of displaying marketing materials and travel information as well as reciprocating partnerships with surrounding states and counties in order to assist in the promotion of the entire region as a whole. With this duty, the CVB also has maintained all information for tourist and information seekers through the Lawrence County webpage. This site is continually updated to encompass the entire county as well as the agency departments of the Chamber of Commerce,

LEDC, POC, and CVB. The site now has information regarding lifestyle, utilities, government, development, attractions and education and can be used as a drawing factor for visitors, developers and people who are looking to relocate.

The Lawrence County Convention and Visitors Bureau Announces Marketing Grant Program

Mini-grants are now available to promote quality of life through the efforts of local event organizers and volunteers!

Officially established in 2009, the Lawrence County CVB through a partnership with the Lawrence County Commissioners, adopted an increase of the Hotel/Motel Tax to help create a funding source and support local non-profits in promoting events and tourism in Lawrence County, Ohio. It is the goal of the CVB to increase capacity for recreation and activities, and to market those events and attractions throughout the nation.

Requests can be up to \$2500 and eligible for local non-profit/non-governmental entities to promote and organize local events and activities in the county. Each organization is required to have at least a 50/50 match per project funded. It is an open funding cycle with awards given quarterly. For further information, please email: viviane@ledcorp.org.



2010 Annual Report

Safety Council

Jordan Lucas, Safety Council Manager (jordan@sopoc.org)

The Ohio Bureau of Workman's Compensation Division of Safety & Hygiene sponsors more than 70 safety councils, across the state, organized through chambers of commerce, trade and manufacturing associations, American Red Cross chapters or other local safety-minded organizations. These safety councils provide their local communities with quality programs addressing occupational safety and health, workers' compensation and risk management education and information. They inform participants about new techniques, products and services, and provide a thorough knowledge of these services.

Our fourth year of the Safety Council has been exciting! Our membership continues to grow, as well as our overall attendance. While attempting to provide helpful and relevant training topics, the safety council's calendar consisted of the following topics:

Fraud and Your Business

Rail Safety

OSHA 300 Log

Drugs in the Workplace

Ergonomics

Service Reliability and Storm Restoration

Combating H1N1/Flu

Weather Safety

Fire Prevention

The Business Case for Safety

Lawrence County Projects/Updates

Shelter in Place



The safety council provides the tools needed to operate a safer and a more educated workplace and an opportunity to network with other businesses. Along with the possible 4% savings on worker's compensation benefits, the values produced by this program are obvious. Approximately 50 businesses took part in this year's program and we're hoping to grow even more next year! The Lawrence County Area Safety Council meets the first Friday of each month and plans to continue to offer this valuable service to the area's businesses.

For more information about the Lawrence County Area Safety Council contact:

Jordan Lucas,
Safety Council Manager

jordan@sopoc.org

ph. 740.377.4550



2010 Chamber Membership List

AAA	Bragg's Paint & Body Inc	Donald Capper, Judge	Hansen Tacker Company
AAA Fire & Water Restoration	Bob Evans Restaurant-South Point	Dow Chemical Co.	Hatcher's Greenhouse
Aaron's Products	Briggs Lawrence County Library	Dr. Candace Duty	Health Mgt. Solutions
Abbott Home Care, Inc.	Buckeye Rural Electric	Dr. Robert Barnett	Heartland of Riverview
Action COACH	Burton Payne, M.D.	Dress for Success River Cities, Inc.	Hecla Water
Advanced Machine & Fabrication LLC	Cabell Huntington Hospital	Duke Energy	Heffner Excavating
Advantage Toyota	Campbell Business Machines	DVR Inc.	Heiner's Bakery
Allman Giovanni's Inc	Cardiovascular Imaging Services	Early Construction	Herald Dispatch
Allyn's Jewelers	Carvaka	Eastham & Associates	Holt Politics
Alpha Welding & Fabricating, Inc.	Case Grande, Inc.	Edward Jones Investments	Holzer Clinic
America's Styrenics	Catering With Joy	Edwards, Klein, Anderson & Shope	Hood Realty
American Electric Power	Char-Cal, Inc.	E.L. Robinson Engineering	Hospice of Huntington
American Health Centers	Chesapeake Lions Club	Elkins Creek Horse Camp	Huddleston Bolen LLC
America Red Cross	Chesapeake Schools BOE	Engines, Inc. of Ohio	Huntington Regional Chamber of Commerce
AT&T	Chick-fil-A	Envision, Inc	Hurley Insurance Agency
Anderson & Anderson	Cintas Corporation	Fairland Local School District	Hutchison Insurance Agency Inc.
Appalachian Family & Children First	Citi Loan Financial	Fibernet LLC	Industrial Sanitation
Area Insurance Network Inc	City National Bank	First Sentry Bank	Info Tech Services
Area Agency on Aging District 7	Close to Home III	Flower Shop	Ireland Lawrence, Ltd.
Armstrong Utilities	Collection Services, Inc.	Fluid Component Services	Ironton Associates
Ashland Alliance	Collins Career Center	Foodfair Markets	Ironton Chiropractic
Ashland Community & Technical College	Country Hearth Inn & Suites	Forth's Foodfair Markets	Ironton City School District
Ashland Office Supply	Community Action Organization	Foodfair Markets	Ironton In Bloom, Inc
Ashland Physical Therapy/ Tri State Rehab	Community Benefits Insurance	Foundation for the Tri-State Community	Ironton Physical Therapy
Austyn's	Community Home Health Care, Inc.	Freedom Choice Benefits	Ironton Tribune
Attitude Aviation Inc.	Community Hospice of Southern Ohio Inc	Freeman Roofing & Const.	J&H Construction
Barcus Pool Supplies	Robert H. Compton	Freeman's Heating & Cooling	J & J General Maintenance, Inc.
Bailey, Raymond	Conley Painting	Frontier Communications	J. Stewart Kaiser, Attorney at Law
Balestra, Harr & Scherer, CPAs, Inc.	Connoisseur Media	General Building Supply	Jenkins Fenstermaker, PLLC
Bentley Associates	Convention and Visitors Bureau	Gilpin's Creative Trophies & Awards	Jim's Termite and Pest Control
Big Brothers Big Sisters of the Tri-State Inc.	Creative Financial Solutions	Global Liquidations	John Thomas Financial
Blessed Care Solutions LLC	Curry & Johnson Heating & Air Conditioning	Glockner Auto Credit of Chesapeake	JVC Metals Co., LLC
Bob Blankenship	DC Tree Service	Goodwin Family Foods, dba Little Caesar's	King's Daughter's Medical Center
Bel Resources, Inc	D. J. Manufacturing	Great Lakes Minerals	Kirby Milem Outdoor Advertising
Best Western-River Cities	Dawson-Bryant LSC	Gregory Prater, DDS, Inc.	Lawrence County Auditor
BG's Quick Serve & Freezette	Development Enterprises-Ceredo LLC	Guy's Floor Covering	Lawrence County Board of DD
Bob Clyse Chevrolet, Buick, GMC	Desco Federal Credit Union	Haley Equipment Co.	Lawrence County Clerk of Courts
	Document Solutions	Hall Funeral Home	Lawrence County Commissioners
			Lawrence County Coroner

2010 Chamber Membership List (continued)

Lawrence County Recorder	Services Commission	Rumpke	Stay Well Chiropractic, Inc.
Lawrence County Senior Services	Ohio River Bank	Russell Cellular/Verizon Wireless	Stephens and Son Insurance Agency
Lawrence County Treasurer	Ohio State University South Centers	Safeguard Business Solutions	Superior Marine Ways, Inc.
Lawrence County Transit	Ohio University Southern	Sales Success Solutions , Inc. dba Sandler Sales Inst	Sunoco Chemicals
Lawrence County Historical Society	Ohio University Proctorville	Sam's Club	Sunset Nursing Home
LEDC Treasurer	Old Colony Company, Realtors	St. Joseph & St. Lawrence Catholic Schools	Supermedia
Lawrence-Scioto	Operation TLC	St. Mary's Medical Center	Symmes Valley Local School District
Solid Waste Management	Our Lady of Bellefonte Hospital	Security America	Tackett's Body Shop
Leadership Tri-State	Pauley's Construction	Shawan Marquis Agency, Inc.	The Ohio SBDC at Ohio State University
Lester State Farm Insurance	Personnel Development Strategies	Scherer Mountain Insurance	The Sanctuary of the Ohio Valley
Liberty Federal Savings Bank	Phillip's Funeral Home	Schneider-Griffin Funeral Home	The Wells Group
Liebert Corporation	Pick N Save	Scott-Gross Company Inc	Three Gables Surgery Center
Light Express	Pickett Concrete	Senior Employment Center	Time Warner Cable
Little Caesar's Pizza	Plumbers and Pipefitters #577	Service Glass Company of Huntington, Inc.	Tony Burge Consulting
Lowe's Home Center	PNC Bank	Sen. John Carey, Jr., 17th District	Tracy Brammer Funeral Home
M & K Maytag Home Appliances	Point Industrial Park	Shawnee State University Development Foundation	Tri-State Bible College
M & M Inflatables	Ponderosa	Sen Tom Niehaus	Tri State Airport Authority
M & M Mailing Co., Inc.	Prestera Trucking	Shawn Walker & Associates, Architects	Tri-State Industries, Inc.
M & M Realty Services Inc	Printing Express	Sheriff's Office-Lawrence County	Tri-State Nurseries
M&M Service/ Mid Valley Supply	Pritchard Electric	Sherwin Williams	US Bank
MADHU LLC	Proctorville Animal Clinic	Skyboards LLC	United Way River Cities, Inc
Manpower Temporary Services	Professional Safety & Supply LLC	Slack & Wallace Funeral Home	Valvoline Express Care
Marathon Petroleum LLC	Pyro-Chem	Snak Shak LLC	Village Floor Covering
Mayo Kitchens	Reliable Staffing Services LLC	Southern 52 Excavating Inc.	Village of Coal Grove
Mayor of Ironton	REMAX Realty	Southern Ohio Behavioral Health	Wal-Mart #1478
Mayor of South Point	Rep. Todd Book	Southern Ohio Medical Center	Ward's Service Center Inc
McDonald's of Chesapeake	Rep. Clyde Evans	Beford South Point Ford Inc	WCHS-TV/Fox-11 TV
McGinnis, Inc.	Resource Recovery	South Point Local School District	Wayne National Forest
McGuire Realty Company	Rick Eplion Paving	South Point Storage & U-Haul	Weber Financial Services & Wealth Mgt.
McSweeney's, Inc.	Riedel-Wilks Building Structures Inc	Southern Hills Inn	Weber Insurance
Meyers & Neville	Riley Development	Sparetime Recreation	Weber's Florist & Gifts
Millwright Local #1519	River Grove Development	Southern Ohio Procurement Outreach Center	Wells Fargo Advisors
Minova USA	River's Bend Health Care, LLC	Spectrum Family & Youth Outreach Services	Wells Fargo Insurance Services of Kentucky Inc
Morton Buildings, Inc.	Riverview Bed & Breakfast Inn	Spice of Life Catering and Events	WEMM Gospel 107.9
MSCNS (Mountain State Computer Network Solution)	Riverside Insurance Resources	Spriggs Distributing	WesBanco
MSC Industrial Supply Inc	Riverwalk Land Development	Staley's Pharmacies	Western and Southern Life
MUG & PIA	Riverside Physical Therapy	Star Community Justice Center	Westview Development
Mullins Construction Company Inc.	Robert C. Byrd Institute		Workforce Dev. Resource Center
Muth Lumber Company	Robert Payne, CPA		WOUB
ODJFS	Robinson Contracting Inc		York's Unlimited Appliances
Ohio American Water Company	Rock Hill Local School District		
Ohio Rehabilitation	Rolo Excavating & Contracting Inc		

The Point

SOUTHERN OHIO'S PREMIER
INDUSTRIAL PARK



The Multi-Modal Port of Ohio!
**Serving the Midwest
from the Ohio River.**

Lawrence Economic Development Corporation

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