

For Years:
2008-2009



ANNUAL REPORT OF THE

Lawrence Economic Development Corporation and Lawrence County Chamber of Commerce





Business Report 2008/2009

Inside this issue:

Chamber of Commerce	5-15
Lawrence Economic Development Corporation	16-21
The Point Industrial Park	22-25
So. Ohio Procurement Outreach Center	26-31
Safety Council	32
Convention and Visitors Bureau	33-35

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Leading the Race for 26 Years!

Formed in 1983, our office has stood the test of time as one of the very few successful Chamber and Economic Development Corporation agencies in the United States, offering business services to the community for over 25 years! We owe this long run of success to the invaluable partnerships with various entities throughout Lawrence County, the Tri-State, State of Ohio, and federal organizations. As a community we've run this race to economic growth and stability successfully and with great will. In 2009, several accomplishments have put Lawrence County in the lead.

With the Chamber of Commerce representing the business community, a full expansion of services and publicity is underway. Our office has kicked off a new race to increase membership and offer incentives to members with a quarterly Business After Hours, the Monday Morning Mix, and Safety Council program, to name a few. Please join us this October as we recognize our top business and community leaders.

The Southern Ohio Procurement Outreach Center (SOPOC) is still picking up speed with over 300 clients, over \$25 million in prime and sub-contracts this year! Over 512 full time jobs have been created as a direct

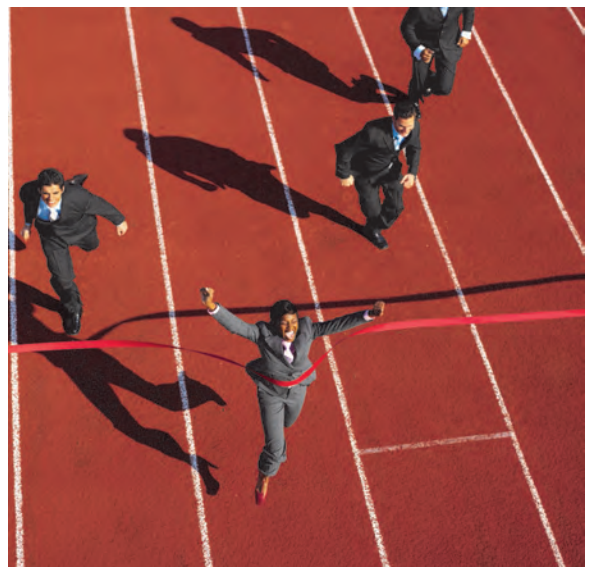
result of those contracts. SOPOC is one of the only regional federal procurement technical assistance center that services 10 counties (Adams, Brown, Highland, Scioto, Lawrence, Jackson, Pike, Gallia, Ross, and Vinton) and offers business workshops on how to do business with state and federal government entities.

We are on the fast track with The Point Industrial Park's multi-modal project that will bring together river, rail, and road transportation. The Lawrence Economic Development Corporation's (LEDC) premier industrial park located in South Point, Ohio was awarded American Recovery and Reinvestment Act (ARRA) funds to build the first phase of development for this project. As a component in this development, The Point will also be receiving full Foreign Trade Zone activation status by the end of this year to accommodate the movement of foreign items in and out of Southern Ohio.

A new hotel has become a pacesetter of opportunities. The Convention and Visitors Bureau (CVB) partnered with Comfort Suites to offer high

quality overnight accommodations to tourist and business travelers in Lawrence County. This hotel is only the first stage of a total renovation of the area suitable for shopping and restaurant development. CVB will also be kicking off a new marketing grant program in 2010 to assist non-profit organizations in publicizing local events and attractions.

LEDC is the umbrella organization that houses all of these entities and their accomplishments. LEDC will always be here to find ways to better serve the community through micro-loan programs for new and expanding businesses, or as a liaison for state and federal grant opportunities. With LEDC and the Chamber, you don't have to run the business marathon alone.



From the Executive Director:



It is important to periodically pause to look back at the recent past and observe the community's position in comparison to the previous year and other communities throughout Ohio. As we can see in Lawrence County, many small steps have led to major growth and progress for our community in both industry and commerce. These positive changes occurring locally have been recognized by publications such as the "Toledo Blade News," as their articles noted that Lawrence County was among Ohio's three "Top Performing" counties and "Trade and Industry Magazine's" editorial focusing on the County's premier logistics accomplishment. These media recognitions, coupled with Ohio's acknowledgement of our progress by providing a \$3.6 million ARRA Stimulus grant, help us to realize that Lawrence County has not been part of the first brigade of communities across Ohio and the country to nosedive into recession. We

would like to see our economy more vibrant and realize that some are having difficult times; however, as is reflected in this LEDC Annual Report, Lawrence County is healthy when compared to the majority of Ohio.

Although this is LEDC's Annual Report, the accomplishments and positive growth reviewed are the result of teamwork of private, public, and not-for-profit organizations. Tens of thousands of volunteer hours by hundreds of people helped to move the community forward. The floral beautification projects to the opening of new industries would not have happened without the joint efforts of many committed to the future of Lawrence County. Numerous small businesses including a cabinet shop, three construction companies, health service companies, professional offices, the Comfort Inn and Suites, restaurants, and many others have opened their doors as part of the Lawrence County family. In the area of industrial growth, foundations for hundreds of new jobs have been laid with the opening of new industries including D. J. Manufacturing in Burlington, Mercier's in South Point, Phoenix Hydraulics in South Point, Premere Precast Concrete in Ironton, and McGinnis Marine in Sheridan building one of the nation's most environmentally friendly barge repair/manufacturing facilities in South Point. Additionally, existing companies such as McSweeney's Manufacturing on Solida Road, Superior Marine at Burlington, McGinnis at South Point, J and M Machining, Liebert Industries,

and Muth Lumber, all of Ironton have continued to grow and increase employment.

LEDC's partnerships with the Ironton-Lawrence Community Action Organization, the Lawrence County Commission, both local port authorities, and the many councils throughout the County have positioned our community for continued growth. Plans are in place for a major medical facility in Ironton, a major retail/entertainment development in Ironton, the construction of a Chatham Steel facility in Hanging Rock, major expansions in river logistics operations, and other job growth opportunities that will guarantee a major positive report for 2010.

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 as 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 2010.

(Before taking the role as Executive Director of LEDC and the Chamber, Bill Dingus received his PhD in Higher Education from Ohio University, and served as Dean of the Southern Campus. Dingus is married to Donna Ann and has two daughters, Cara Dingus-Brook, and Rebecca.)



Tyler Walters is Finance Manager of Physician Services at Our Lady of Bellefonte Hospital. Tyler is married to Julie and has two children, Maria and Chase. They currently reside in Ironton, Ohio.

Message from the 2008-2009 Chamber President: Tyler Walters

Dear Chamber Members:

Wow – what a year! That sums up this past year for our Lawrence County Chamber of Commerce. We have had a very exciting year and we have made enormous strides in making the Chamber accessible and valuable for its members. An out-growth of this has been an expansion of our membership, 55 new members this year alone. I believe this has been accomplished by introducing our weekly email updates, newsletters, and allowing membership payments on-line. Not only that, but we had Chad Pennington as our guest of honor for our first ever Spotlight Dinner, we started up our quarterly Business After Hours which has been very successful (your attendance has been appreciated), and we are starting a Young Professionals Group. Those are just some of the things we have achieved in 2009.

I have been very fortunate to have been able to work with a great staff at the Chamber and Bob Smith has been a tremendous asset to our organization. We have also had a great and active executive board which assisted in everything we did this year, so please thank them for their hard work and dedication when you get the opportunity. I have thoroughly enjoyed serving as your President this past year, but I hope the things we have accomplished and started will continue at the Chamber for years to come. Thank you for the honor in serving you and thank you for your continued support of the Chamber.

Sincerely,

Tyler Walters, President

Greater Lawrence County Chamber of Commerce

Message from the 2009-2010 Chamber President: Stephanie Burcham

Dear Chamber Members:

Thank you for the opportunity to serve as your 2009-2010 Chamber President. It is both an honor and a privilege and I look forward to building upon the successes of last year by continuing to grow and improve Chamber services. With a rapid increase in new memberships, the formation of the Young Professionals Association and a renewed enthusiasm, it truly is an exciting time for the Chamber and for Lawrence County.

Your Chamber is committed to serving and representing the interests of its membership. Thus, the Chamber bylaws are being reviewed to ensure they reflect current needs. Additionally, the five Chamber committees (Legislative, Social Affairs and Marketing, Transportation, Natural Resources and Education) are meeting to prioritize goals for the upcoming year. Please let me know if you would like to participate on one of these committees or if you have recommendations for the bylaws or other initiatives. Your input is both welcomed and valued.

The Greater Lawrence County Area Chamber of Commerce has a talented staff, a dedicated Board of Directors, and a strong membership base. Working together, I know it's going to be a great year! Again, I thank you for this opportunity to serve as your 2009-2010 President.

Sincerely,

Stephanie Burcham, President

Greater Lawrence County Chamber of Commerce



Stephanie is Director of Ohio University Southern's Proctorville Center. She is married to Rodney and currently resides in Proctorville, Ohio.

Your Chamber Board and Committees



2008-2009

Executive Board:

President
Tyler Walters,
 Our Lady of Bellefonte Hospital
Internal Vice President
Stephanie Burcham,
 Ohio University Proctorville Center
External Vice President
Joe Jenkins,
 Briggs Lawrence Co. Public Library
Treasurer
Sandy Carroll,
 Safeguard Business Systems
Secretary
Doug Korstanje,
 St. Mary's Medical Center

2009-2010

Executive Board:

President
Stephanie Burcham,
 Ohio University Proctorville Center
Internal Vice President
Doug Korstanje,
 St. Mary's Medical Center
External Vice President
Sandy Carroll,
 Safeguard Business Systems
Treasurer
Tyler Walters,
 Our Lady of Bellefonte Hospital
Secretary
Ron Eastham,
 Eastham Associates

Board of Directors:

Larry Anderson
 Great Lakes Minerals
Casey Baker
 Huddleston Bolen LLP
Sandra Blackburn
 McSweeney's
Doug Cade
 E. L. Robinson Engineering
Mike Caldwell
 Ironton Tribune
Mark Compston
 Wells Fargo
Steve Dodgion
 Collins Career Center
Ted Edwards
 Aaron's Products
John Galloway
 Picket Concrete/Poured Concrete
 Walls
Scott Howard
 Chesapeake Schools
Joe Jenkins
 Briggs Lawrence Co. Public Library
Ralph Kline
 Community Action Organization
Tony Payne
 Rumpke

Committees:

Legislative:

Casey Baker
Doug Cade
Jodi Rowe-Collins
Ted Edwards
Dan Evans
Dan Mooney

Transportation:

Don Capper
Rod Depriest
Ron Eastham
John Galloway
Ralph Kline
Dan Lester

Richard Slack
Gordon Waters

Social Affairs and Marketing:

Sandra Blackburn
Mike Caldwell
Dianne Clement
Jodi Rowe-Collins
Doug Korstanje

Education:

Don Baker
Steve Dodgion
Scott Howard
Joe Jenkins
Tony Payne

Natural Resources:

Larry Anderson
Bill Dickens
Tyler Walters

Sign up today!

*To inquire about committee service,
 please contact Bob Smith at 740-377-
 4550 or
bobsmith@lawrencecountyohio.org*





2009 Report of the Lawrence County Chamber of Commerce

Bob Smith, Director: bobsmith@lawrencecountyohio.org

New Members

The year began with a heavy emphasis on recruiting new members to the Chamber. As of this printing, 63 businesses and agencies had joined the Chamber in 2009. You will find a complete listing of Chamber Members at the end of this report.

4th Friday Luncheons

4th Friday luncheons were re-established beginning in February allowing the increased opportunity for businesses to connect and network. Speakers for 2009 were WSAZ-TV News Anchor Tim Irr, State Senator John Carey, Lawrence County Commissioners Jason

Stephens, Doug Malone and Les Boggs, State Representative Todd Book, Charlene Farrell, Director of Huntington Hospice, and Mike Hamrick, Marshall University Athletic Director. The luncheons rotated at different locations across the county.

Business After Hours

Business After Hours social gatherings began on a quarterly schedule in March with Engines Incorporated hosting Chamber members. In June, Our Lady of Bellefonte Hospital invited the community to its new Ironton facility. Liebert Incorporated sponsored the September event and Ohio

University Proctorville Center welcomed all chamber members to a holiday event in December.

Newsletters

Two different forms of communication to chamber members began with "Monday Morning Mix", a weekly e-newsletter and "The Chamber Caboodle", a bi-monthly printed newsletter.

1st Annual Spotlight Dinner & Auction

South Point High School was the scene of the Chamber's 1st Annual Spotlight Dinner and Auction. NFL quarterback Chad Pennington was the keynote speaker for the event. The former Marshall University standout gave a rousing endorsement for leadership to a packed house of more than 200 people. Pennington told his audience that leadership was the responsibility of not just a few but everyone. The Miami Dolphins quarterback was intro-



duced by his former coach at Marshall, Bobby Pruett.

The dinner and auction was a fund raising event for the Chamber with

much of the proceeds going to assist high school students in their travel to the state capitol. The Chamber also presented a check for \$2,500 to Pennington for his 1st & 10 Foundation.



Legislative Day



The Chamber of Commerce sponsored its annual Legislative Day, Thursday, May 14th. A chartered motor coach rolled out of the Ironton Hills Plaza at 7 am sharp for the trip to the State Capitol. Upon arriving, participants divided into three separate breakout sessions. The transportation group was led by Ralph Kline. Department of Highways officials brought the Chamber up to date on several construction

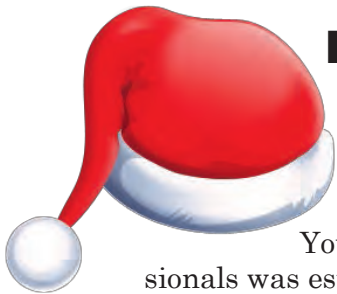


projects both underway and in the planning stage. Viviane Vallance and Dan Mooney supervised the session devoted to economic development with assistance from several members of the Ohio Department of Development Staff. Doug Korstanje led the remaining group on tours of the Capitol Building. Senator Tom Niehaus also presented an update on bills making their way



through the legislative process. At noon the entire group of approximately 75 people enjoyed a tasty lunch in the Capitol Atrium. Director of Development Mark Barbash was the keynote speaker for the lunch event. Brief greetings were given

by Senator John Carey and Representative Clyde Evans. Chamber sponsorship allowed nine students from several Lawrence County High Schools to attend the event.



Lawrence County Young Professionals Association

The Lawrence County Young Professionals was established as an arm to the chamber. The organization presents a good mix of business people with a two-fold purpose. The group hopes to get young people involved in the community so they have a reason to stay in the community, and

there is the desire to get businesses to understand there are very capable people in Lawrence County who can help them get businesses to grow. It didn't take long for the Young Professionals to get involved in a community project. Jobs and Family Services was unable to continue sponsoring the "Secret Santa" program because of budget cuts so the Young Profes-

sionals adopted the program and got off to a running start. The program provides needy children up to the age of 12 with clothing and toys for Christmas. The fund-raising goal was \$15,000 with an eye toward helping at least 300 kids.

The Young Professionals will meet bi-weekly for business meetings and bi-weekly for social gatherings.

Annual Awards Dinner

More than 200 people turned out for the 2009 Annual Awards Dinner at Ohio University Southern in Ironton. Awards were handed out to McGinnis Incorporated for Business of the Year, Doug Cade for the George Patterson Person of the Year, FoodFair Markets for Business Entrepreneur of the Year and Herb Nida for Community Service Volunteer of the Year.



The chamber used the opportunity to honor South Point Mayor Bill Gaskin with the unveiling of a sign naming the bridge that crosses Solida Road, the "William A. Gaskin Bridge." Ohio Department of Transportation Division 9 Director Jim Brushhart traveled from Columbus to announce the special recognition. Bill Gaskin has been mayor of South Point since 1979 and has been responsible for many improvements through the years including the building of a boat ramp park and expansion of water and sewer services. He was also instrumental



in developing the U. S. 52 overpass which now bears his name. Jim Cantrell, Division Manager of Marathon Petroleum, was keynote speaker for the event, giving an overview of the oil industry and its effects on the tri-state area.

New officers were installed for 2010 with Ohio University Proc-



torville Center Director Stephanie Burcham taking over as President of the Chamber. She succeeds Our Lady of Bellefonte Hospital's Finance Manager for Physician Services, Tyler Walters. St. Mary's Medical Center Communications Director Doug Korstanje is the internal vice presi-



dent and Sandy Carroll, owner of Safeguard Business and Promotional Products, is the new external vice president. Tyler Walters remains on the board as Treasurer and Ron Eastham, owner of Eastham and Associates, is the new Secretary.

New services were offered in 2009 both to current and new members of the Chamber. For the first



time, the payment of dues could be paid on line via credit cards through the chamber website. Through a partnership with the Ironton Tribune, "Discovering Lawrence County" was published. The magazine profile will be distributed over the next two years to chamber members and to visitors to Lawrence County. Ten thousand copies are in print and will provide a revealing portrait of the county's positive features.



2008 Annual Report of the Lawrence County Chamber of Commerce

2007-2008

Executive Board

President

Mark Compston, A. G. Edwards

Internal Vice President

Joe Jenkins, Briggs Lawrence
County Public Library

External Vice President

Tyler Walters, Shawnee Mental
Health Center

Treasurer

Stephanie Burcham, Ohio Uni-
versity Proctorville Center

Secretary

Brenda Finley, Area Agency on
Aging

Board of Directors

Larry Anderson

Great Lakes Minerals

Stephanie Burcham

Ohio University Proctorville Cen-
ter

Doug Cade

E. L. Robinson Engineering

Michael Caldwell

Ironton Tribune

Steve Dodgion

Collins Career Center

Ron Eastham

Eastham & Associates

Ted Edwards

Aaron's Products

Brenda Finley

Area Agency on Aging, District 7

John Galloway

Pickett Concrete

Mark Gordon

Our Lady of Bellefonte Hospital

Michael Manns

Superior Marine Ways, Inc

Laura Jane Murphy

Ohio State University Extension

2008-2009

Executive Board

President

Tyler Walters, Our Lady of Belle-
fonte Hospital

Internal Vice President

Stephanie Burcham, Ohio Uni-
versity Proctorville Center

External Vice President

Joe Jenkins, Briggs Lawrence
County Public Library

Treasurer

Sandy Carroll, Safeguard Busi-
ness Systems

Secretary

Doug Korstanje, St. Mary's
Medical Center

Board of Directors:

Larry Anderson

Great Lakes Minerals

Doug Cade

E. L. Robinson Engineering

Michael Caldwell

Ironton Tribune

Steve Dodgion

Collins Career Center

Ron Eastham

Eastham & Associates

Ted Edwards

Aaron's Products

John Galloway

Pickett Concrete/Poured Concrete
Walls

Sandra Blackburn

McSweeney's

Mark Compston

Wells Fargo

Robert Dalton

Dalton Architect

Ralph Kline

Community Action Organization

Committees

Legislative:

Doug Cade

Jodi-Rowe Collins

Steve Dodgion

Dr. Dan Evans

Doug Malone

Dan Mooney

George Patterson

Jason Stephens

Natural Resources:

Larry Anderson

Bill Dickens

Ron Eastham

Ray Howard

Jason Stephens

Transportation:

Robert Dalton

Ralph Kline

Doug Cade

Judge Don Capper

Jodi-Rowe Collins

Rod Depriest

Ron Eastham

John Galloway

Dan Lester

Doug Malone

George Patterson

Richard Slack

Jason Stephens

Gordon Waters

Social Affairs:

Sandy Blackburn

Dianne Clement

Jodi-Rowe Collins

Education:

Stephanie Burcham

Dr. Don Baker

Joe Jenkins

Steve Dodgion

2008 Chamber News and Events

Luncheons

The first official chamber event of 2008 was a luncheon at Country Hearth Inn & Suites in South Point. It was held on Friday, February 22nd at noon.

Chamber President Mark Compston presided. A County projects report was given by Bill Dingus, Executive Director of the Lawrence Economic Development Corporation and the Lawrence County Chamber of Commerce. Ralph Kline, Assistant Executive Director of the Ironton/Lawrence Community Action Organization, presented an

update on county projects as well.

A luncheon was held Friday, March 21st at Austyn's Restaurant in Ironton. A panel discussion was held featuring Ohio Senator Tom Niehaus. Discussions revolved around Ohio legislation and issues that had immediate impact on the Lawrence County community.

In April the chamber met on Friday the 18th at the new South Point High School. Keynote speaker was Senator John Carey, Jr. Also speaking were Chamber Executive Director Bill Dingus and South

Point School District Superintendent Ken Cook. Tours were offered to all those who attended the event.

Annual Christmas Director's Luncheon

The Annual Luncheon was held Tuesday, December 16th at noon at the Chamber of Commerce building in South Point. Attending the luncheon were representatives from the Chamber Board of Directors, the Lawrence Economic Development Corporation Board of Trustees, the Ironton Port Authority and the Lawrence County Port Authority.

Legislative Day

Legislative Day for 2008 was on May 15th. A motor coach load of chamber members and guests headed for the State Capitol Building, left the Ironton Hills Plaza at 7am. Upon arrival in Columbus, the motor coach was greeted by state legislators and office holders.

Concurrent breakout sessions began at 10am on the subjects of Transportation, Economic Development, and Health Care. State officials from the

respective departments were on hand to present an update on the various issues affecting Lawrence County. D. R. Gossett, Executive Director for Ironton/Lawrence CAO, facilitated the Health Care session. Transportation committee member Bob Dalton led the Transportation discussion and Chamber President Mark Compston presided over the Economic Development session.

At the noon luncheon held at the Hyatt on



Capitol Square, State Sen. John Carey, Sen. Tom Niehaus, and Representatives Todd Book and Clyde Evans were all on hand to make remarks. The day ended at 2pm with the return trip to Ironton.



Candidate's Forum

The 2008 Candidates Forum sponsored by the Lawrence County Chamber of Commerce and Ohio University Southern was conducted Thursday, October 16th at Bowman Auditorium on the campus of Ohio University Southern.

Participating in the forum were:

State Representatives Candidates-

Representative Todd Book (D)

Representative Clyde Evans (R)

Shane Meldick (D)

State Senate Candidates-

Senator Tom Niehaus (R)

Gregory Napolitano (D)

Commissioner Candidates-

Commissioner Jason Stephens (R),

Wayne Pennington (D)

Commissioner Tanner Heaberlin (D)

Les Boggs (R)

Welcome and Introductions were given by Dave Lucas, Ohio University Southern Associate Dean and Tyler Walters, Legislative Committee Chair, Chamber of Commerce.

Moderator for the event was Tim Irr, News Anchor for WSAZ-TV.



Annual Awards Banquet

The Lawrence County Chamber of Commerce concluded another successful year with the Annual Awards Dinner held this year at Ohio University Southern in Ironton.

Mark Compston of Wells Fargo ended his tenure as Chamber President and turned the gavel over to incoming President, Tyler Walters of Our Lady of Bellefonte Hospital. Carol Allen headed up a renowned group of recipients

by receiving the George Patterson Person of the Year award for her continuous dedication and service to the community. Joe Freeman took home Entrepreneur of the Year for his vision to create and maintain jobs with the innovative development of his healthcare business. The Ironton Tribune was named Business of the Year for their support of local events and non-profit organizations. Operation TLC and Ironton In Bloom both re-

ceived Project Impact Awards to honor their leadership efforts in beautifying Proctorville and Ironton.





Employee Spotlight: Bob Smith



Native of Huntington West Virginia.

Bob attended Public Schools in Huntington through High School. Graduated from Huntington High in 1956.

First job was delivering prescriptions on a bicycle for Crummett Drug Store in Guyandotte. (East Huntington)---Age 15.

Graduated from Marshall University in 1961 with a B A degree in Speech and Journalism Employed by several radio stations while attending Marshall.

Upon graduation, was employed by Radio Station WDOC in Prestonsburg, Kentucky.

Four months after graduation, drafted into the U. S. Army.

Stationed at Ft. Bragg, North Carolina, assigned to Psychological Warfare Operations. Upon discharge from the Army in 1963, employed by WVOW Radio in Logan, West Vir-



ginia. Held positions as Disc Jockey, Salesman, and Program Director.

In 1967 accepted employment at WOWK-TV in Huntington, West Virginia (Then WHTN-TV).

First position at WOWK-TV was staff announcer. Joined the news department in 1970 and became News Director in 1971. (One of the first stories covered after joining the news department was the Marshall University Plane Crash that claimed the lives of 75 people).

Accepted assignment as News Anchor for WOWK-TV in 1974 (6 & 11 o'clock newscasts).

In 1986, accepted position as News Anchor for 6 & 11 Newscasts at WSAZ-TV in Huntington. Retired from WSAZ in 1996.

Retired from the U. S. Army Reserve in 1988 with the rank of Lieutenant Colonel.

Taught journalism for one year at Ohio University Southern in Ironton beginning in 1999.

Accepted Director of Development position at Ohio University Southern in 2000 and managed the Bi-Centennial Fund Raising Campaign, helping to raise nearly \$5 million for a variety of programs and projects.

Became Director of the Chamber of Commerce in December 2008.

Married to Billie in 2003.

First Wife—Patricia---Deceased in 2001

Two children; Scott who is pastor of Arlington Heights Baptist Church in Indianapolis, and Dr. Sherri Smith, Executive Director for The Center of Teaching and Learning at Marshall University.

Two Grandchildren, Morgan, attending Indiana University—Purdue University—Indianapolis (IUPUI) and Nick attending Butler University in Indianapolis.

Bob is a member of the Marshall University School of Journalism Hall of Fame, member of the Museum of Radio & Technology, and West Virginia Broadcasting Hall of Fame.

Interests and Hobbies:

Member of New Baptist Church in Huntington, West Virginia. Deacon, Choir Member, Generations Quartet Member, Chairman of the Constitution and Bylaws Committee.

Enjoy traveling, and golf



Employee Spotlight: Janie Payne



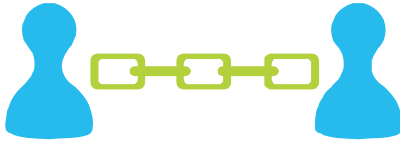
Janie has lived in Ironton, Ohio most of her life except for the 16 years that she lived in Beckley, W.V. She graduated from Woodrow Wilson in Beckley and was in the band, which was also lucky enough to participate in the Orange Bowl parade in 1963. She worked at Biggs-Johnston-Withrow printing company in Beckley before moving back to Ohio.

In 1970 she began her 31 year career with Ashland, Inc. and ended with Marathon Ashland Petroleum (Mid Valley Supply). During those years, Janie



was a typist, billing clerk, worked in accounts payable, and accounts receivable assistant. In 2003 she began working as a receptionist for the Lawrence County Chamber of Commerce. She has two brothers, Pat (retired) and Tony, who also live in Ironton.

Janie is a member of the St. Joe women's and mixed choirs, and a member of St. Lawrence Church in Ironton.



Chamber Membership List

AAA
 AAA Fire & Water Restoration
 Aaron's Products
 Abbott Home Care, Inc.
 Advanced machine & Fabrication LLC
 Advantage Toyota
 Allman Giovanni's Inc.
 Allyn's Jewelers
 Alpha welding & Fabricating, Inc.
 America's Styrenics
 American Electric Power
 American Health Centers
 America Red Cross
 AT & T
 Anderson & Anderson
 Appalachian Family & Children First
 Area Insurance Network Inc
 Area Agency on Aging District 7
 Armstrong Utilities
 Arundel Gallery
 Ashland Community and Technical College
 Ashland Office Supply
 Austyn's
 Attitude Aviation Inc.
 Barcus Pool Supplies
 Blessed Care Solutions LLC
 Bob Blankenship
 Raymond Bailey
 Bel Resources, Inc.
 Bentley RxPress
 Best Western-River Cities
 BG'S Quick Serve and Freezette
 Bob Clyde, Pontiac, Olds, GM.
 Bragg's Paint & Body Inc.
 Bob Evans Restaurant—South Point
 Briggs Lawrence County Library
 Bryant Health Center
 Buckeye rural Electric
 Campbell Business machines
 Cardiovascular Imaging Services
 Carvaka
 Catering with Joy
 Char-Cal, Inc
 Chesapeake Lion's Club
 Chesapeake Schools
 Chick-fil-a
 Cintas Corporation
 Citi Loan Financial
 City National Bank
 Collins Career Center
 Country Hearth Inn & Suites
 Community Action Organization
 Community Home Health Care, Inc.
 Robert H. Compton
 Conley Painting
 Connoisseur Media
 Convention and Visitors Bureau
 Creative Financial Solutions
 Curry & Johnson Heating & Air Conditioning
 D. J. Manufacturing
 Dalton Architect
 Development enterprises—Ceredo LLC
 Desco Federal Credit Union
 Document Solutions
 Judge Donald Capper
 Dow Chemical Company
 Dr. Candace Duty
 Dr. Robert Barnett
 Dress for Success/River Cities Inc.
 Duke Energy
 DVR Inc.
 Early Construction
 Eastham & Associates
 Econo Lodge of South Point
 Edward Jones Investments
 Edward, Klein, Anderson & Shope
 E. L. Robinson Engineering
 Engines, Inc. of Ohio
 Envision, Inc.
 Excel Mining Products
 Fairland Local School District
 Fibernet LLC
 First Sentry Bank
 Flower Shop
 Fluid Component Services
 Foodfair Markets
 Foundation for the Tri-State Community
 Freedom Choice Benefits
 Freeman Roofing & Construction
 Freeman's Heating & Cooling
 General Building Supply
 Gilpin's Creative Trophies & Awards
 Glockner Auto Credit of Chesapeake
 Goodwin Family Foods, dba Little Caesar's
 Great Lakes Minerals
 Gregory Prater, DDS, Inc.
 Guy's Floor Covering
 Haley Equipment Co.
 Hall Funeral Home
 Harmony Point Church
 Hatcher's Greenhouse
 Health Management Nursing Services, Inc.
 Heartland of Riverview
 Hecla Water
 Heffner Excavating
 Heiner's Bakery
 Herald Dispatch
 Holzer Clinic
 Hood Realty
 Hospice of Huntington
 Huddleston Bolen LLC
 Huntington/Ironton Empowerment Zone
 Hurley Insurance Agency
 Hutchison Insurance Agency Inc.
 Idearc
 Industrial Sanitation
 Info Tech Services
 Ireland Lawrence, Ltd.
 Ironton Associates
 Ironton Chiropractic
 Ironton City School District
 Ironton Physical Therapy
 Ironton Tribune
 J & H Construction
 J. Stewart Kaiser, Attorney at Law
 Jenkins Fenstermaker, PLLC
 Jim's Termites and Pest Control
 JVC Metals Co., LLC
 King's Daughter's Medical Center
 Kirby Milem Outdoor Advertising
 Leach State Farm Insurance
 Lawrence County Auditor
 Lawrence County Clerk of Courts
 Lawrence County Commissioners
 Lawrence County Coroner
 Lawrence County Recorder
 Lawrence County Treasurer
 Lawrence County Historical Society
 LEDC Treasurer
 Leadership Tri-State
 Lester State Farm Insurance
 Liberty Federal Savings Bank
 Liebert Corporation
 Light Express
 Little Caesar's Pizza
 Lowe's Home Center
 Luther Transfer
 M & K Maytag Home Appliances
 M & M Inflatables
 M & M Mailing Co., Inc
 M & M Service/Mid Valley Supply
 Manpower Temporary Services
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Muth Lumber Company
National City Bank
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ODJFS
Ohio American Water Company
Ohio Rehabilitation Services
Commission
Ohio River Bank
Ohio State University South Centers, Piketon
Ohio University Southern
Ohio University Proctorville Center
Old Colony Realtors
Operation TLC
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River Grove Development
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Riverside Physical Therapy
Robert Payne, CPA
Phil Roberts/Congressman Charlie Wilson
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Safeguard Business Solutions
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Schneider-Griffin Funeral Home
Scott-Gross Company Inc.
Service Glass Company of Huntington, Inc.
Sen. John Carey Jr.
Sen. Tom Niehaus
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Shawnee Mental Health Center
Sheriff's Office-Lawrence County
Sherwin Williams
Skyboards LLC

Snak Shak LLC
Southern Ohio Behavioral Health
Beford South Point Ford Inc.
South Point Local School District
South Point Storage & U-Haul
Southern Ohio Machine & Repair Shop
Sparetime Recreation
Southern Ohio Procurement Outreach Center
Spice of Life Catering and Events
Spriggs Distributing
Staley's Pharmacies
Star Community Justice Center
Stephens & Son Insurance Agency
Superior Marine Ways, Inc .
Sunoco Chemicals
Sunset Nursing Home
Tackett 's Body Shop
Tech Servant, Inc.
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The Ohio SBDC at Ohio State University
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Three Gables Surgery Center
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Weber Insurance
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WEMM Gospel 107.9
WesBanco
Western & Southern Life
Westview Development
Workforce Development Resource Center
Worley's Machine & Fab. Inc.
WOUN
York's Unlimited Appliances.

2008-2009 Report of the 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 the 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 2008-2009, 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
- Workforce Development Resource Board
- The LEDC and its staff was actively involved in many local activities including, but not limited to:
 - Charitable City Missions Fund
 - Chesapeake Lions Club
 - Community Dining Guide
 - Development of Inland Riverport
 - Development of The Point Industrial Park
 - Empowerment Zone
 - Friends of Ironton (Gus Macker, Oktoberfest, Rally on the River events)
 - 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

LEDC values 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, and the Ohio Department of Development. Lawrence County has benefited greatly by their active participation in our district.

2008 Highlights and Headlines



Movement, job creation, and community involvement played the largest role in the growth of Lawrence County in 2008. The Lawrence Economic Development Corporation (LEDC) is proud to have partnered with the following entities to continue success in the community: Lawrence County Commissioners, Village and City Mayor's Offices, local Township Trustees, Ironton City Council, Ironton/Lawrence Community Action Organization, Lawrence County Port Authority, Ironton Port Authority, Ohio Valley Regional Development Commission, Southern Ohio Agricultural and Community Development Foundation, Ohio Department of Development, Ohio Department of Transportation, KY-OVA Interstate Planning Commission, the Tri-State Airport Authority, Foundation for the Tri-State Community, Tri-State Transit Authority, and many other entities.

With the partnerships mentioned, Lawrence County has successfully encouraged the "movement" of the community in the literal sense. This

past summer marked the establishment of the new bus system, TTA-Ohio, which has allowed simple and affordable access to the major retail, medical, and educational complexes in the Tri-State. Also, with LEDC's partnership in the Tri-State Airport, our region now has reasonably priced reciprocated routes to and from Florida's largest tourist locations.

Through a partnership with ILCAO and the City of Ironton, plans for revitalization have also begun to increase the "foot traffic" in downtown Ironton. By re-establishing the downtown area, our community will have better facilities for community events as well as newly renovated building facades and green space.



Moving our community towards adequate healthcare has also been a major goal for 2008 and 2009. Last year, the community announced the development of a medical center in Ironton. Lawrence County Healthcare, LLC has taken the lead role in this venture to keep our community in motion when it comes to their lives and well being. To accurately gauge the success and usage of

the center, this project will be developed in phases according to the needs of the community.



Job creation is at its highest in Lawrence County. With the economic downturn currently jeopardizing many larger cities in the Midwest, Lawrence County and Southern Ohio has continued to prove we are a self-sustaining community. The Point Industrial Park has experienced continued accomplishments with the potential increase of jobs with the development of Spec Building #3 after the proven success of previously developed buildings. Because of the multi-modal access, the 504 acre site continues to be a large asset to the State of Ohio. Mercier's, a right of way maintenance company, also announced their development in the park earlier this year with the creation of over 25 new jobs.

Also, in South Point/Burlington is the \$2.6 million development of DJ Manufacturing alongside Route 52. DJ is currently moving their facility to Lawrence County, keep-

2008 Highlights and Headlines (continued)



ing their current job base and adding 50 new jobs to Ohio.

The Comfort Suites Development off of Charley Creek began in 2008 with a completion goal for Spring of 2009. This hotel has created over 20 new jobs.

Farther west in Sheridan, McGinnis, Inc. has begun their expansion in the barge manufacturing, maintenance, painting, and fleeting industry. They have invested over \$20 million and created over 30 new jobs.

Through the support of Southern Ohio Agricultural and Community Development Foundation (SOACDF), several growing businesses have been given the opportunity to purchase equipment, and to increase revenue and employees. J&M Steel in Ironton recently purchased the Meehan Steel building to grow the Ironton Machine Shop by 20 new employees. Big G, Inc., owner of Pickett Concrete in Chesapeake, formed a new company in Ironton called Premere Precast Concrete. This industrial concrete molding company will be creating

over 10 new jobs. Advance Machine and Fabrication now located in the former Wolohan building in Ironton will create 5 new jobs. All of these were made possible with LEDC's request for equipment purchase grants from SOACDF.

The Hanging Rock/Haverhill region also has the promise of growth with the development of the Chatham Steel project along County Road 1. This steel distribution company has the potential of creating over 60 new jobs in the region.

When it comes to community involvement, Lawrence County has a strong network of civic organizations and volunteers. In 2008, LEDC was the main spoke that started a wheel of beautification in Lawrence County. The Ironton In Bloom organization (IIB) was formed in the early part of 2008. IIB raised funds exceeding \$45,000 to plant and maintain 100 pole planters, 30-thirty six inch planter pots, and 24 hanging baskets to compete in the national America In Bloom competition, in which they received first place honors for Best Floral Displays.

Through the Convention and Visitor's Bureau (CVB), LEDC continues to market community events throughout Lawrence County, from the Gus Macker Basketball tournament to the Symmes Creek Restoration Com-

mittee. Under the direction of the Lawrence County Commissioners, the CVB has also developed a grant program utilizing the hotel/motel tax funds to increase the promotion of travel and tourism related projects in Lawrence County.

LEDC also understands the great asset of the business community. Through the work and accomplishments of the Southern Ohio Procurement Outreach Center, this organization of LEDC has become a powerful leader for Southern Ohio by securing over \$46,157,190 in government sub and prime contracts and creating nearly 1000 new jobs. This organization also continues to increase the business community's knowledge of government contracting by hosting informational and hands-on educational seminars throughout the 10 county region of: Adams, Brown, Pike, Scioto, Jackson, Lawrence, Gallia, Vinton, Highland, Ross.

Lawrence County continues to stay strong despite the national economic trend. In 2008, as the nation's unemployment rate rose to 7.1%, Lawrence County remained #2 in the State of Ohio with 5.3%. Although LEDC cannot take credit alone, it is the work of the ENTIRE community that keeps us moving and growing.

2009 Highlights and Headlines of the Lawrence Economic Development Corporation

Bill Dingus, Executive Director: dingus@ohio.edu; Viviane Vallance, Assoc. Exec. Director: viviane@ledcorp.org

2009 proved to be a year of persistence and accomplishments for the Lawrence Economic Development Corporation. Many changes and ideas were created and many plans began to come into fruition. We continue to be thankful to the community for their support of our efforts to better strengthen Lawrence County for the future and are strong advocates in developing relationships with local, state, and federal organizations in order to meet our goal of inspiring economic success.

In 2009, our team triumphed in many areas. Several department highlights included:

- The Convention and Visitors Bureau officially announcing the development of a grant for marketing with the first round of awards beginning in 2010. These funds will be available for local non-profit groups in Lawrence County to promote their events and attractions.
- The Procurement Outreach Center had yet another successful year and received highest possible reviews from the Defense Logistics Agency. This depart-

ment continues to be a top performer among Procurement Technical Assistance Centers nationwide.

- The Lawrence County Port Authority moved forward on continuing the vision of creating a bus station in Downtown Ironton. This is a continued phase of development after the



2008 TTA Ohio Bus System took its first route through Lawrence County .

- Designs for the proposed medical complex came to light. This development along State Route 141 in Ironton will serve as Lawrence County's medical center through a partnership with Lawrence County Healthcare, LLC.
- The Point Industrial park received the first of many funds through the ARRA



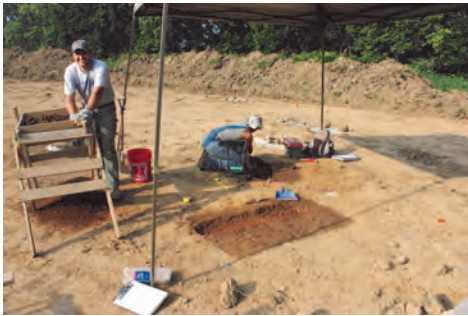
program to develop Phase 1 of a multi-modal river port facility in South Point.

- Completion of Spec Building #3 in The Point Industrial Park. This building was developed due to the demand and rapid success of the first two spec buildings constructed in the park.
- Plans for the activation of Foreign Trade Zone #270 began with US Customs. This is the first step of opening up Lawrence County to global business competition that is crucial to maintaining a solid economy for Southern Ohio.



2009 Highlights and Headlines (continued)

- Ground breaking of a new shell building, also in The Point, by a private firm began in late summer and will be completed in early-to-mid 2010.
- Plans to develop security and surveillance along LEDC's portion of the Ohio River through a partnership with Lawrence County EMA and the Department of



Homeland Security.

- Completion of the last archaeological site surveys and digs for the entire industrial park.

LEDC continued its efforts to develop the City of Ironton by pushing forward with the development of loft apartments downtown, and creating a partnership with the Ironton Port Authority, CAO, Lawrence County Port Authority, and the Lawrence County Commissions to create a new revitalized plan for the 9th Street area in Ironton. Plans are also continuing with the Downtown Revitalization project and Depot Square development for entertainment/festivals venues, farmers market, and store front design.

The Point Industrial Park

is also moving forward through the award of American Recovery and Reinvestment Act funds to develop rail and road loading and unloading. This is the first stage of LEDC's plans to fully develop The Point Industrial Park as the main multi-modal facility for the State of Ohio. Plans are underway for the development of Phase 2 that consists of a River Port Facility for rail loading and unloading, and the development of mooring cells and a sheet pile dock for the barge loading and unloading from the Ohio River. This development has been viewed as being the State of Ohio's main entrance for distribution in and out of the Midwest.

The Lawrence Economic Development Corporation, with the support of the community, stands ready to rapidly build on and follow through with this proposed project in order to secure the economic future of not only Southern Ohio but the entire Midwest. Being located near the busiest inland river port - Port of Huntington, Heartland Corridor, and Pritchard Inland Port, we are confident Lawrence County is the premier site for future growth in national and global trade for our nation.

LEDC also continued with the development of Chat-

ham Steel in Hanging Rock and assisted in the designs for road and rail development as well as the site layout. Chatham plans to break ground in early 2010 with completion before the end of that year. This will result in the creation of over 60 new full time jobs.

As in years past, LEDC has



maintained partnership with local, state and federal entities including CAO, Lawrence County Port Authority, Lawrence County Commissions, OVRDC, SOACDF, ODOD, our state and federal legislators and many tri-state entities including HADCO, Ashland Alliance, and the Tri-State Airport Authority. It is always the collaborative efforts of the entire community that completes projects and develops innovative ideas that are best for this region.



2008 and 2009

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Village of Proctorville

William Gaskin, Mayor

Village of South Point

Dick Gilpin, Mayor

Village of Chesapeake

Chris Davidson, Mayor

Village of Hanging Rock

Larry McDaniel, Mayor

Village of Coal Grove

Douglas Malone

Lawrence County Commissioner

Jason Stephens, President

Lawrence County Commissioner

Les Boggs

Lawrence County Commissioner



Employee Spotlight: Viviane Vallance



Viviane Khounlavong-Vallance has her bachelor's degree from Morehead State University in Humanities/Television Production and Direction and is a proud resident of Ironton.

Vallance has been on staff at LEDC/Chamber since 2001 and is currently the Associate Executive Director of the agency assisting in oversight of all activities and departments. She also develops and maintains all applications for funding for many projects in Lawrence County, including those for The Point Industrial Park.

As a member of several development organizations, including the International Economic Develop-

ment Council, and as an active board member and representative of Region 7 for the Ohio Economic Development Association, Vallance has created many partnerships of best practice with local and national economic development professionals.

She is also very active in the community as fundraising chair and secretary of Ironton In Bloom, board member of Leadership Tri-State, active member of the Gus Macker Tournament Organizing Committee, and volunteer through the Friends of Ironton. On any given day, she can be spotted either planting daffodils in the City of Ironton, serving coffee at Ok-

toberfest, making funnels cakes at the Rally on the River, picking up trash after annual events downtown, organizing discussions on community leadership, teaching piano, or singing in the church choir of Sandy City Freewill Baptist.

Viviane spends most of her free time snowboarding at various resorts around the US with her husband of 2 1/2 years, Jeff, who is a paramedic.



2008-2009 Report of The Point Industrial Park

Jeremy Clay, Director of Operations: jeremy@ledcorp.org



Step by step, project by project, LEDC is transforming The Point Industrial Park into a dynamic inter-modal facility, the only one in southern Ohio south of Cincinnati. The site encompasses over 500 acres of developable land with 3,400 feet of Ohio river frontage. Eight miles of rail allows material to be easily moved in either direction from river to rail or truck. Aggressive development of spec buildings has enabled LEDC to offer well designed and constructed facilities to major businesses. To date, Spec Buildings One and Two are finished and house successful companies. Spec Building Three is near completion and a lease agreement is imminent. Currently the park is home to six businesses: Engines Inc of Ohio, Mid Valley Supply, Calgon Carbon, Applied Technologies, M & M Mailing, and our newest business, Mercier's Inc. Mercier's has hired over 30 employees from the local area and is completing its new 10,000 square foot building in the industrial park.

This year, LEDC received \$3.6 million in federal stimulus (ARRA) funding to begin work on two critical components of the future port facility. The first is a river access road project which will construct an industrial roadway to connect the river to the industrial park, providing businesses complete access to three major modes of transportation and distribution:

water, rail, and roadway. The increased capacity of barge transportation will enable businesses to offload large quantities of liquid, steel, bulk items and other high volume products directly up this new

access road into the industrial park and then out for both local and national distribution.

The second project funded by the ARRA dollars is also an integral part of this inter-modal project. Work is being started on a rail transfer facility inside The Point. A concrete pad will be constructed along with new 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.

In 2006, LEDC and the Lawrence County Port Authority had the foresight to acquire general Foreign Trade Zone 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 For-

eign Trade Zone status will prove to be an invaluable additional selling point to attract businesses to our industrial park.

In another arena, researchers have finished extensive work on the last 4 of 24 archaeological site surveys within The Point property. These environmental surveys were required before further development could be done on the sites. The sites were of varying sizes, some up to 18 acres. In 2001, when the project started, the 24 sites



were identified. Each site had to undergo an evaluation and recovery process with up to three phases of development. Phase 1 identified the site locations and articulated compliance or the need for additional phases of inspection. Phase 2 included light exploration and evaluation for future work and development. Phase 3 moved into comprehensive digging, excavation and identification of archaeological findings that were then shipped to



the state for research and preservation. Completing surveys on all of these sites marks a major milestone in utilization of The Point property. This clears the way for unhindered forward progress in the cultivation and marketing of an additional 160 acres, which were previously unavailable for development.

Frequent travelers in the Tri-State Area have seen the noticeable cosmetic improvements to The Point's property. New fencing has been put up along Collins Ave. and I-52. Coming soon is a high tech signage system to identify and market businesses to the thousands of potential customers, clients, and businesses who pass by our park each day.

The past few years have seen the successful building and leasing of two impressive spec buildings. This year, work is being finished on Spec Building 3, a 34,500 square foot facility designed for light manufacturing with an indoor office complex.



Jeremy Clay is Director of Operations for the Lawrence Economic Development Corporation and the Director of the Point Industrial

Work on this project is on schedule for completion in January 2010. Plans are already underway for a Spec 4 Building. This is projected to be a 30-50,000 square foot facility and will bring an estimated 30 new jobs to Lawrence County. Expectations are that this building will be up and running by August 2010.

The success of the spec buildings has been contagious. Local entrepreneur, Don Hadsell of Hadsell Development Corp., is currently constructing a 50,000 square foot heavy manufacturing facility to be completed mid 2010. This site will bring both new businesses to The Point and create jobs for Lawrence County and the Tri-State Area.

For the future, along with the Spec 4 Building, plans are to complete the current projects funded by the ARRA money and move forward to secure additional



funding to build a fully functional port facility. We are excited about the progress being made to transform The Point into a premiere industrial park for the State of Ohio and anticipate that additional businesses and jobs will be brought to our communities by the integration of The Point into a fully operational port facility. 2009 has proven to be a very active and productive year.

Employee Spotlight: Jeremy Clay

Park. He was born and raised in Lawrence County and attended South Point schools. He is a graduate of Ohio University with a degree in Organizational Communication and is currently working towards his Masters in Industrial Engineering. Utilizing his knowledge of design, construction, and utilities, Jeremy is heavily involved in economic development for the community.

His main responsibilities are oversight of all properties and construction activities as well as operational activities such as employee management, legal documentation, surveys, and permits.

On a daily basis he checks on various projects within the park, meets with current and prospective contractors, and works on grants for continuing development. Jeremy has managed several large projects for LEDC including: Spec Building #2, Spec Building #3, Ohio University Training Center, and numerous large rail projects.

Jeremy is an avid sports fan and loves working around his home. He loves spending time with his daughter Kathryn and wife Amanda and takes in a movie whenever he can find time.

Business Highlight: M&M Mailing Company

“We make pretty mail,” exclaims Ken McGuire when asked to name some of the outstanding qualities of M&M Mailing, one of the premiere businesses headquartered in The Point Industrial Park. Genuine enthusiasm and pride light up his face as he talks about the qualities that make his company special. At first his description sounds sort of fluffy, but you can bet his customers appreciate his excitement and passion for his work when they see them focused into the careful production of their very important marketing materials. Attention to detail, cleanliness, orderliness, and a service-oriented attitude are some of the foundational principles Ken and his employees have built into their company for over 28 years.

Ken began the direct mail company in 1982 in his carport at his home in South Point with an \$18 investment. Everything was done by hand. From there, he moved the company to Huntington where it grew and flourished for over 25 years. The bulk of M&M’s work is direct mailing for commercial clients, but many non-profit organizations use its services for fundraisers and other announcements. Businesses employ M&M for holiday cards and during election time, both conservative and liberal candidates call on M&M for its services. Although the majority of customers are from the local Tri-State area, over 20% of M&M’s orders come from companies around the country. Customer referrals and networking have gotten the word out about the value of this small business and it keeps growing. Clients ap-



preciate the variety of mailing services available from M&M and are impressed not only by the high quality of the product, but also by the quick turnaround times achieved by a hard working staff using the company’s state of

the art equipment.

As the company continued to grow, Ken began to look for a place he could build his own facility that would provide room for future expansion. He had to

M&M Mailing (continued)

look no further than where it all began- his hometown of South Point. The Point Industrial Park offered a perfect location for his operation. Ken shares that he was able to design a building that exactly matched the needs of his industry. There is a certain flow to the direct mail process and he was able to tailor his office/warehouse complex to these exact specifications. Furthermore, the easy access to the major highways, plenty of room to maneuver and load large tractor trailers, and the security of a more private, rural setting proved to be attractive selling points for the choice of The Point. Another major benefit Ken has appreciated was not realized until after he began building his new facility

and moved to the park. "You would not believe all the people who come by and knock on my door to offer help and support. You just don't find that kind of support everywhere. That motivates you to do your best."

This passion to be his best is the driving force behind the success of M&M. "I come to work every day with goals, with a plan." He is proud that even during this economic downturn he has not had to lay off any of his employees. The business is steady. Ken can't talk about his business without mentioning the enthusiasm and accomplishments of his staff, his team. He has a story to relate about how each of his 12 employees brings something unique and valuable to

the company. With excitement he says, "Write down this name- Brian McDonald." Brian, a young man challenged with autism, has overcome many obstacles to become a vital member of the M&M team. He started with the company as a junior in high school and has grown with the company for 20 years.

There is a lot that goes into making "pretty mail." Goals, enthusiasm, attention to detail, teamwork, and a genuine concern for the needs of the customer are part of what makes M&M Mailing such a valued participant in the business life of The Point.



Employee Spotlight: Phil Ramsey



Phillip Ramsey is the Chief Financial Officer for the Lawrence County Chamber of Commerce and the Lawrence Economic Development Corporation. Originally from Scioto County, he moved to the area in 2001 to begin his employment with our agency. His past experience in accounting and writing has proven beneficial in meeting the everyday goals of this multifaceted position.

Phil has extensive experience in the accounting field, having worked as a bookkeeper, tax preparer, accountant, and auditor trainer/instructor for the lodging industry. He has varied experience in freelance writing, ranging

from having authored training manuals to writing biographies of entertainers for a publisher of an entertainment encyclopedia.

Phil married his second wife, Rhonda, in 1982. He is a proud father, grandfather, and great-grandfather, having four daughters, three sons, eight grandsons, three granddaughters, three great grandsons, and three great granddaughters. Talk about a Christmas list!

In the eight plus years Phil has served as the financial arm of LEDC and the Chamber, he has seen continued growth in size and welfare of the agencies. Four new

positions have been added, and the agencies' assets have increased by 110%! Phil is pleased with this progress and envisions even greater growth for the future!



2009 Report of the Southern Ohio 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. 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 vari-

ous registrations and assist with the various components of the bid/award process. They also sponsored 14 small business workshops and co-sponsored 22.

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 ser-

vices 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 conferences 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

The program year ended on September 30, 2009 for the SOPOC agency. SOPOC serviced 321 small business clients this year with over 1,545 counseling sessions (71 initial counseling sessions & 1,474 follow-up counseling sessions.) The total number of contracts awarded for the program year was **141!**



2009 SOPOC Report (continued)

This is up almost 25% from last year and includes: 64 – Department of Defense & other federal agencies, 41 – state/county/municipal government agencies, and 36 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 reporting \$25,605,822.25 in contract award revenue for this program year with approximately 512 jobs created!

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 each workshop that was conducted this year by the Center.

“Doing Business with the Wayne National Forest” – October 15, 2008 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 25 small business owners attended the event

“What is a PTAC?” – January 12, 2009 The purpose of this workshop was to familiarize chamber members in Oak Hill, Ohio on what PTAC's (Procurement Technical Assistance Centers) have to offer and how they can help small businesses in their community and how they can in turn help the PTAC's. This workshop was also held on April 21, 2009 at the Portsmouth Chamber of Commerce in Portsmouth, OH and on May 19, 2009 at the Chesapeake Lions Club in Chesapeake, OH, and at the Vinton County Chamber of Commerce on July 8, 2009.

“An Introduction to Government Procurement” – February 4, 2009

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”. 24 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 19, 2009 at Southern State Community College's Enterprise Center (17 people) and August 27, 2009 at the Lawrence County Chamber of Commerce in South Point, OH (12 people).

“Downtown Business Marketing Workshop” – March 11, 2009 The purpose of this workshop was to give local business owners ideas on how to market themselves to the community and to government agencies. 14 business owners took part in this workshop at the Briggs Public Library in Ironton, OH.

2009 SOPOC Report (continued)

“The Bonding Process” – March 11, 2009 The purpose of the workshop was to discuss the basics of bonding and what contractors need to know in securing bonding for public works projects. The event was conducted at the Shoemaker Center, Ohio University-Chillicothe, and 10 people participated in the event. Topics that were highlighted at the workshop include:

What are the different bonding programs?

What does bonding do for my company?

How do you use bonding to benefit your business?

What are bonding companies?

How can SBA help with bonding issues?

Why is bonding important to my company?

What are my liability and legal responsibilities on the job?

How do I get a jump start?

Bonding & Sub-contracting.

Doing Business with the Ohio Department of Transportation – April 16, 2009 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. 20 people attended this event at Ohio State Endeavor Center in Piketon, OH.

“2009 PTAC Fair” – June 22, 2009

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”. 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, 2009 at Southern State Community College’s Enterprise Center in Winchester, OH.

“Doing Business with the Veterans Administration” – September 16, 2009 This workshop focused on how to do business with the VA. Over 17 business owners attended this event. Business owners were shown where to find solicitations from the VA and the process of submitting their bids. This session also covered what to watch out for when submitting bids to the VA.



Employee Spotlight: Jordan Lucas



Jordan Lucas is the Program Manager of the Southern Ohio Procurement Outreach Center located at the Lawrence County Chamber of Commerce. He has worked with SOPOC since February of 2007. Before working for the Southern Ohio Procurement Outreach Center Jordan held positions in:

Research and Development - Chartwell International

Marketing Coordinator - RJReynolds
Quality Control Coordinator—Parker Stanbury, LLP

Technical Supervisor—BellSouth
Project Supervisor--Prodigy

Jordan has also served as the Safety Council Manager for Lawrence County for over two years. Currently working on his Masters Degree from Ohio University in Industrial and Systems Engineering, Jordan is thinking

about continuing on for his Doctorate. He graduated from Ohio University in 2001 with a Bachelor of Science Degree in Communication.

When he is not teaching Marketing or Advanced Audio Production classes as an adjunct faculty member at Ohio University Southern, or maintaining the network for the Chamber, you can find him volunteering as a Boy Scout counselor in Aviation. Jordan holds his private pilot license and has been flying since 1998.

Jordan is a native of Lawrence County and grew up in Chesapeake, Ohio. Once he graduated from Ohio University in Athens, Ohio he moved to Los Angeles, where he lived for almost 6 years.

He loves his job and loves working for Lawrence County!



2008 Report of the Southern Ohio 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 team made considerable progress in reaching out to all of the ten counties it serves. 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. They also continued their Rotary/Chamber luncheon program and gave informational presentations throughout the ten counties. Counselors have contacted and met with new and existing small business clients to help with various registrations and assist with the various components of the bid/award process. The SOPOC sponsored 14 small business workshops and co-sponsored 10. Services offered by SOPOC include assistance in a variety of areas - for example:

- Completing required regis-



trations; e.g. Central Contractor Registration, Online Representations and Certifications, Ohio Vendor Registration

- Identification of small business designations and help with certifications; e.g. HUB-Zone 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 network-

ing 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 conferences 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.

The program year ended on September 30, 2008 for the SOPOC agency. SOPOC serviced 324 small business clients this year with over 3,725 counseling sessions (65 initial counseling sessions & 3,660 follow-up counseling sessions.) The total number of contracts awarded for the program year was 93 (34 – Department of Defense & other federal agencies, 31 – state/county/municipal government agencies, and 28 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 de-

2008 SOPOC Report (continued)



partment is reporting \$46,157,190.06 in contract award revenue for this program year with approximately 1000 jobs created! This was a \$3,315,382.22 gain from last year.

Conferences and Seminars

The Southern Ohio POC 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 are asked to also 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 each workshop that was conducted this year by the Center.

“Doing Business with the Wayne

National Forest” – October 23, 2007

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 25 small business owners attended the event

“Veterans/Small Business Town Hall Workshop – January 8, 2008

The purpose of the workshop was to familiarize service disabled veterans and veteran owned small business with various topics relating to government contracting and to assist them in overcoming obstacles in doing business specifically with the federal government. Thirty-eight small business owners, federal contracting officers, and economic development agency representatives attended the event. The workshop was conducted at the Shawnee State University in Portsmouth, Ohio.

“Marketing 101 and Web Page Building for Small Business Owners” – January 16, 2008

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”. Ten 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 July 16, 2008 at the Lawrence County Chamber of Commerce in South Point, OH.

“Basics of Bonding Workshop” – March 11, 2008

The purpose of the workshop was to discuss the basics of bonding and what contractors need to know in securing bonding for public works projects. The event was conducted at the Shoemaker Center, Ohio University-Chillicothe and 21 people participated in the event. Topics that were highlighted at the workshop include:

What are the different bonding programs?

What does bonding do for my company?

How do you use bonding to benefit your business?

What are bonding companies?

How can SBA help with bonding issues?

Why is bonding important to my company?

What are my liability and legal responsibilities on the job?

How do I get a jump start?

Bonding & Sub-contracting.

8a/DBE – April 16, 2008

The SBA administers two particular business assistance programs for small disadvantaged businesses (SDBs). These programs are the 8(a) Business Development Program and the Small Disadvantaged Business Certification Program. While the 8 (a) Program offers a broad scope of assistance to socially and economically disadvantaged firms, SDB certification strictly pertains to benefits in Federal procurement. Companies which are 8(a) firms automatically qualify for SDB certification. The DBE program is a federal program operating under the guidance of the United States Department of Transportation. The overall goal of the DBE program is to ensure that



firms owned and controlled by minorities, women, and other socially and economically disadvantaged persons have the opportunity to grow and become self-sufficient in order to create a level playing field on which they can compete fairly for contracts and subcontracts in the transportation industry. This workshop was held at the OSU Endeavor Center in Piketon, OH.

“Deal or No Deal” – Contracting Basics – June 11, 2008

The goal of the seminar was to discuss contracting basics in doing business with the federal government. Topics that were covered was the understanding of the difference between bids, proposals, & quotations, understanding various contract types, how to prepare a proposal, past performance, performance and responsibility, source selection, understanding what to do after the award process, debriefings, sections of a contract, risk management, and federal regulations, including FAR, DFAR and AFFARS. The featured speaker was Ms. Dixie Wightman, Small Business Specialist, 544th Electronics Systems Group, Wright Patterson AFB, OH and was held at Ohio University – Chillicothe.

Chamber/Rotary Presentations – Various Dates

These presentations focused on outreach and education to reach

out to the businesses and community leaders in our 10-county region. Each production was the keynote address following a chamber or rotary breakfast or luncheon. A POC counselor keyed off a PowerPoint presentation highlighting the background of the PTAC program, detailing the important components of government contracting, and illustrating the resources available to small businesses including our Bid-Match service. Participants learned about local buying agencies and potential sales opportunities and were shown the registrations required to move forward into government contracting. POC counselors answered questions and encouraged new businesses to contact SOPOC for help with all stages of the contracting process. Presentations were held with various chambers, rotaries and business groups in South Point, Chillicothe, Wellston, Waverly, Portsmouth and Gallipolis.



Employee Spotlight: Hayward Chappell



Hayward Chappell is a Business Counselor for the Southern Ohio Procurement Outreach Center. His primary responsibilities focus on assisting small businesses

in acquiring the knowledge, skills, registrations, and resources necessary to effectively do business with the federal, state and local government agencies.

One primary function of his daily activity involves outreach and education. Hayward seeks to actively find new businesses within the 10-county coverage area by a variety of means: direct calls from area phone directories, searching online resources, networking with chamber and

economic development personnel and outreach presentations such as promotional events at chambers, rotaries and other organizations throughout the region. He also produces and presents training workshops for small businesses on government contracting basics, specific components of contracting, and seminars directed towards selling to specific government agencies.

The heart of ongoing SOPOC work involves one-on-one counseling work with local small business owners and sales representatives. Counseling meetings are conducted at the Center's facility, at centers throughout the region and directly at company offices. Follow-up meetings are often handled over the phone or again live at one of these same locations. Counseling includes education on the contracting process, help with required registrations, instruction in locating contracting resources, and training in

basic marketing and sales strategies.

Daily work also involves updating the client database, writing Public Service Announcements on upcoming events, creating articles for newsletters, quarterly, and annual reports and other publications.

Hayward also contributes to the daily activities of the entire LEDC environment. This ranges from assisting other entities with reports and projects to answering the phone for the receptionist. He provides support for LEDC meetings, Chamber functions, and Safety Council events. He also works closely with a local volunteer group, Symmes Creek Restoration Committee, which is dedicated to enhancing the value of Symmes Creek for all Lawrence County residents and visitors. Recently, he has also been invited to assist with the local chapter of Connect Ohio, a group seeking to bring broadband internet access to all of Lawrence County.



Employee Spotlight: Rodney Young



Rodney was born on June 25, 1949 in Ironton, OH and has lived his entire life in Lawrence County, Ohio. Rodney attended schools in the Dawson

Bryant School District from September 1955 until graduating in May 1967. He went to work for the Kroger Company in Ironton in the spring of 1967 and worked there until securing employment at Armco Steel Corporation in Ashland, KY in April 1968. He was employed there until March 1995, when he retired. Rodney also enlisted in the U.S. Air Force from July 1968 until August 1972. While working at Armco, Rodney received an Associate's Degree in Business from Ashland Business College and attended Ohio University Southern Campus for an additional two years.

After retiring from Armco Steel Rodney went to work for Special Metals Corporation in Huntington, WV and was employed there until March of 2002. Having reenlisted in the Air Force Reserves in June 1983, he went

on active duty at Wright Patterson Air Force Base in Dayton, OH from August 2003 until September 2005. Rodney began employment with the Lawrence Economic Development Corporation in January 2007 as a small business counselor. In June 2009, Rodney retired from the Air Force Reserves after serving thirty years.

Rodney Young has been married to the former Deborah Hacker since June of 1970 and has two grown daughters, Colleen and Kelli and two beautiful granddaughters who both reside in Hilliard, OH with their husbands Erick and Troy.

Lawrence County Safety Council

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 third year of the Safety Council proved to be an outstanding success! We saw a rise in not only our membership, but in our attendance as well. While attempting to provide helpful and relevant training topics, the safety council's calendar consisted of the following topics:

- OSHA
- Transitioning US Armed Forces Back Into the Workforce
- Workplace Violence
- Electrical Safety
- The Business Case For Safety
- Weather Safety
- Ohio EPA
- Transitional Work
- Sexual Harassment
- Emergency Preparedness
- Lawrence County Projects/ Updates
- Fire Safety at Your Business

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 49 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.



2008-2009 Report of the Convention and Visitors Bureau

Viviane Vallance, Director: viviane@ledcorp.org



The Lawrence County Convention and Visitors Bureau (CVB), established 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 both state 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 2008 and 2009 included the following, as well as many other smaller events in which the



CVB helped in either the 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 ac-



tivities for the physically and mentally disabled.

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 2009 attracted over 12,000



visitors to Lawrence County for one weekend in May.

Memorial Day Parade – The longest running parade in the history of the United States, 141 years in 2009 with over 2000 participants and over 30,000 spectators.

Vesuvius Furnace Festival- A cultural festival at the Wayne National Forest in Pedro with historical re-enactments, storytelling by nationally acclaimed performers, music, and a parade of antiques and historic characters.

Annual Appalachian Uprising – A bluegrass music festival located in Scottown, which in 2009 had performances by Sam Bush, The Avett Brothers, The Grascals, Bobby Osborne and the Rocky Top X-Press, Larry Keel and Natural Bridge, Steep Canyon Rangers, Melvin Goins and Windy Mountain, Dana Romanello, One Way Rider, Jessica Lea Mayfield, ETA and many more.



2008-2009 CVB Report (Continued)



Wayne National Forest in Pedro, there are 24 miles of ATV trails and also 51 ponds at the former strip mine.



torical 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 direc-

Lawrence County Fair – Held annually at the fairgrounds in Proctorville, the festivities include the sale of livestock from our local 4-H Club members, crafts, vendors, and local and national musical performers.

Rally on the River – The 6th annual motorcycle rally which was held in Ironton in August. During this weekend, over 25,000 motorcycle enthusiasts of all ages traveled the streets of Ironton and Hanging Rock to get a glimpse of river life and the festivities.

Oktoberfest - This annual event held in Ironton hosts sev-



eral German bands and authentic German food, games and activities.

Festival of the Hills- An arts and crafts expo with local bluegrass and country musicians playing throughout the day.

ATV Trails- Located in the

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 Tour – A walk through different churches throughout the area where a short musical or rhe-



tions and information before heading on to their final destination. 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 a lead role in the update and redesign of the Lawrence County webpage. This site was updated this past spring to encompass the entire county as well as the agency departments of the Chamber of Commerce, LEDC, The Point, SOPOC, and CVB. This 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.

Community Volunteers Work to Beautify Downtown Ironton



The CVB has teamed up with local volunteers and the Community Action Organization to plant pride in downtown Ironton. The Ironton in Bloom Organization has been developed as a campaign effort to plant and maintain floral arrangements on the sidewalks of the city. The Ironton America in Bloom project is built upon the idea of planting community pride, improving the quality of life and unifying the community and is a program to recognize community participation projects involving beautification,



heritage and environmental awareness. The real strength in this program lies in the social and health impact participation has in building a sense of pride through community involvement. This project has the commitment from the City of Ironton, Community Action Organization, Lawrence Economic Development Corporation, Friends of Ironton, Convention and Visitors Bureau, local small business own-



ers, home owners and several community volunteers to turn around the views of Ironton toward revitalizing and re-beautifying both the business community and the residential community throughout all four seasons in the year. Awards will be given monthly for the most improved residential appearance and overall curb appeal for both



homes and businesses. Each June, the community will also participate in the national America in Bloom competition which judges its' communities in late spring. The local efforts will be judged on eight different aspects: floral displays, environmental aspects, landscaping, tidiness, urban forestry, heritage preservation, turf and community involvement. This competition alone has generated a large interest among the citizens of Ironton.

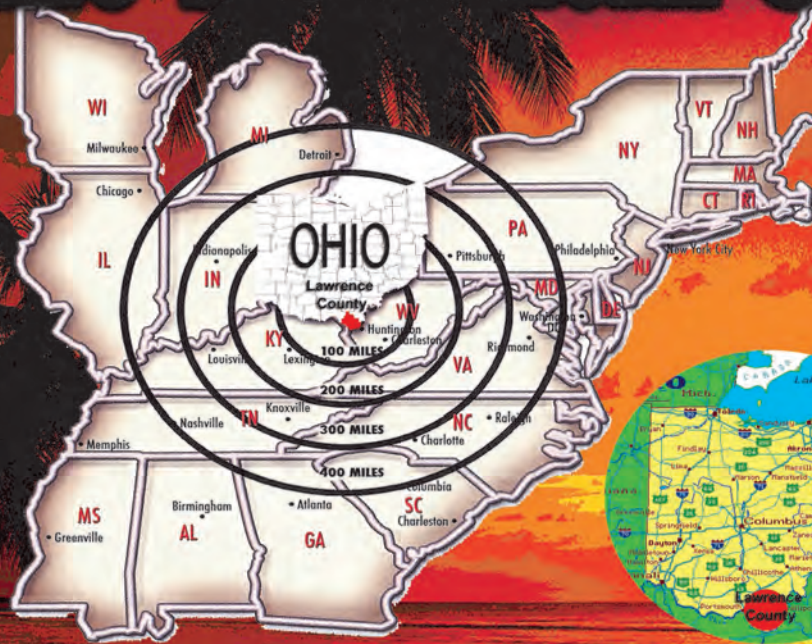


New Hotel Opens in South Point

The Lawrence County CVB is very proud to announce the opening of the new Comfort Suites during the fall of 2009. Junior and Hammond Patel, hotel developers from Ashland, KY, began construction of this new hotel in November 2007. This new development, along Charley Creek Road in Eastern Lawrence County, offers a broad range of rooms and amenities to visitors and travelers.



Ohio's Southern Coast



On the banks of the great Ohio River!
Visit: www.ohiosoutherncoast.org

Alongside the Ohio River lies the Point Industrial Park, one of Ohio's brightest jewels, offering efficient manufacturing and logistics opportunities. With eight miles of private rail connected to Norfolk Southern's Heartland Corridor, and nearly a mile of Ohio River deep-water frontage with permits, the newly developed Point Industrial Park is open for business.

With 100's of shovel ready acres and close access to I-64 connecting to I-71, I-75, and I-77, the Point is perfect for meeting the industrial/logistical needs for the Midwest, the Nation, and as Foreign Trade Zone #270...the entire globe. The Point and Lawrence County has made its mark in support of manufacturing by offering unique programs and a strong partnership reducing site costs in exchange for job creation.

We are located at the southern-most tip of Ohio that borders Kentucky and West Virginia. This area is served by the Huntington Tri-State Airport which during some months of 2008 was the nation's fastest growing airport offering Delta connections to the Cincinnati hub, US Air connections to the Charlotte hub, and now direct flights to popular beach destinations in the east and south. When not traveling hike through the Wayne National Forest, catch an off-Broadway show, enjoy live classical music, or visit the many shopping districts the region has to offer.

Let Lawrence County be your destination of choice and your home of opportunity. Visit ohiosoutherncoast.org or lawrencecountyohio.org to explore the Point Industrial Park or many of the surrounding amenities nestled on Ohio's Southern Coast.