



Leading Through Crisis and Recovery

Matt Waldo

Director of Research and Analysis

waldo@jobsohio.com

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The JobsOhio Model

Unique Model

- **Independent funding** allows for flexibility and long-term planning
- Private sector functionality with an independent board
- Integrated **network** of cooperation with regional and local partners
- Proven **return on investment model** guides investments and decision-making

Customer-Focused Efficiency

- Focus on **long-term relationships** and not just the transaction
- Assist in removing barriers to growth
- Maintain **confidentiality** during negotiations and planning
- **Quick action** to address market needs, company needs
- Long-term stability and predictability with private model

Industry Expertise

- Leaders with 200+ years of combined **industry experience** opens doors to deeper and broader industry connections, unparalleled insights
- Long-term business and economic growth **strategies centered around future trends**, technology innovation and industry advancements



*JobsOhio is unique in its setup
and is designed to move at the
speed of business.*

JobsOhio Support

The outcome of the model design is reflected in the services and support JobsOhio provides today:

- ✓ Site selection and research services
- ✓ Business development incentives
- ✓ Workforce recruitment and training support
- ✓ Streamline permitting process
- ✓ Introduction to service providers
- ✓ Long-term partnership for business success

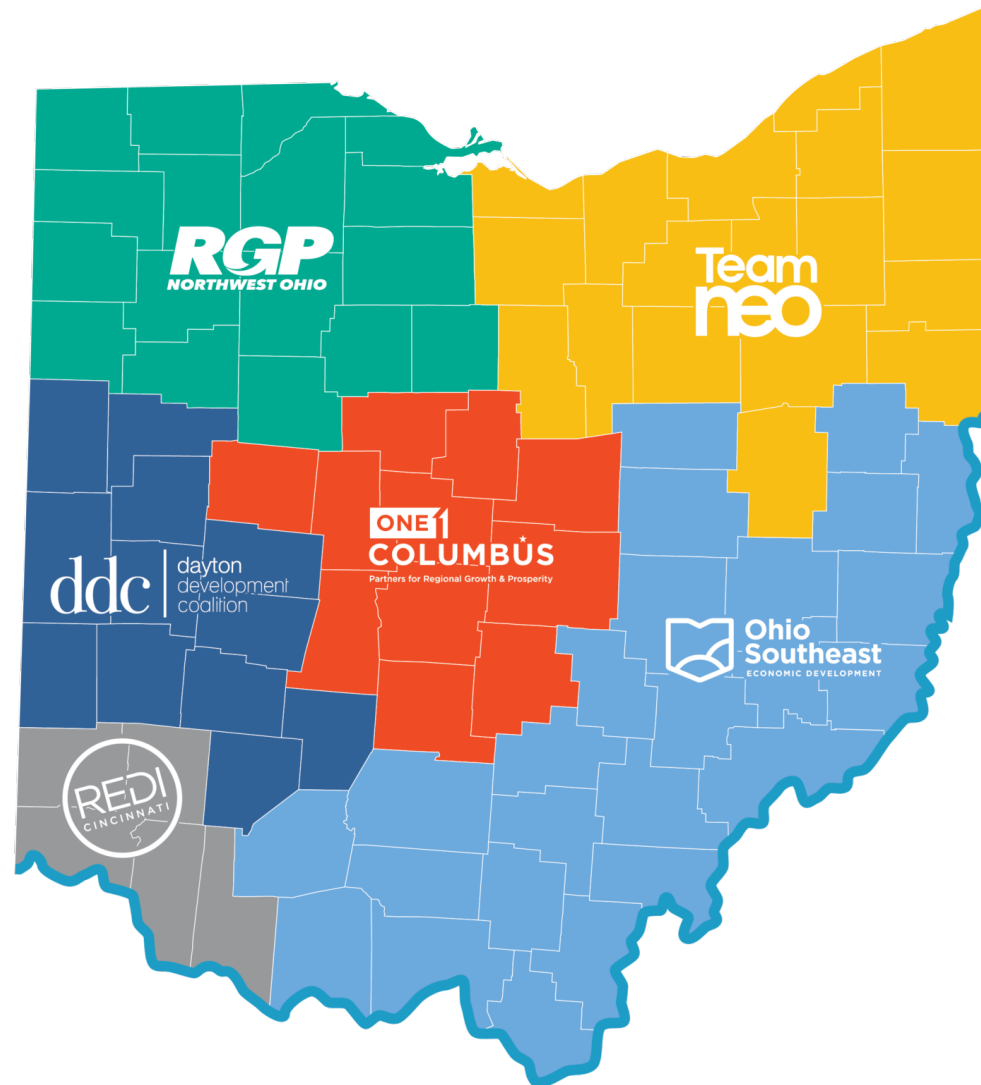


JobsOhio provides comprehensive support to companies looking to invest in Ohio.

One Firm, One State

One of the most important decisions made when creating JobsOhio was to build capacity across the state.

JobsOhio partners with six regional economic development organizations around the state to deliver economic development services.

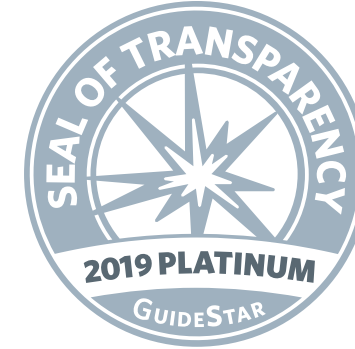


JobsOhio Recognized for Transparency and Effectiveness

Awarded Guidestar's Platinum Seal of Transparency

Guidestar is the nation's premier nonprofit database, founded to promote transparency and provide a central repository for 1.8 million IRS recognized nonprofit organizations.

<https://www.guidestar.org/profile/45-2798687>.



Consistently Ranked in Top 5 Best State EDOs

Development Counselors International has consistently ranked JobsOhio in the top 3-5 best performing state economic development organizations in the United States over the past five years.

From 2011 - 2019, JobsOhio assisted companies on over 2,500 projects that committed to create over 198,000 new jobs and invest \$56.6 billion of new capital in Ohio, earning top-five honors in project success rate every year from EY and Site Selection.



JobsOhio Industries and Cross Sector Strategies



Ohio is one of the few states that has all 5 “Game Changers” identified by McKinsey Global Institute: Shale Energy, Big Data Analytics, Advanced Manufacturing, Infrastructure, and Talent



Cross Sector Strategies:

1. Internet of Things
2. Fintech
3. Health Tech
4. Carbon Fiber
5. Smart Mobility



Sectors of Focus:

1. Advanced Manufacturing
2. Aerospace & Aviation
3. Automotive
4. Healthcare
5. Technology
6. Energy & Chemicals
7. Financial Services
8. Food & Agribusiness
9. Logistics & Distribution

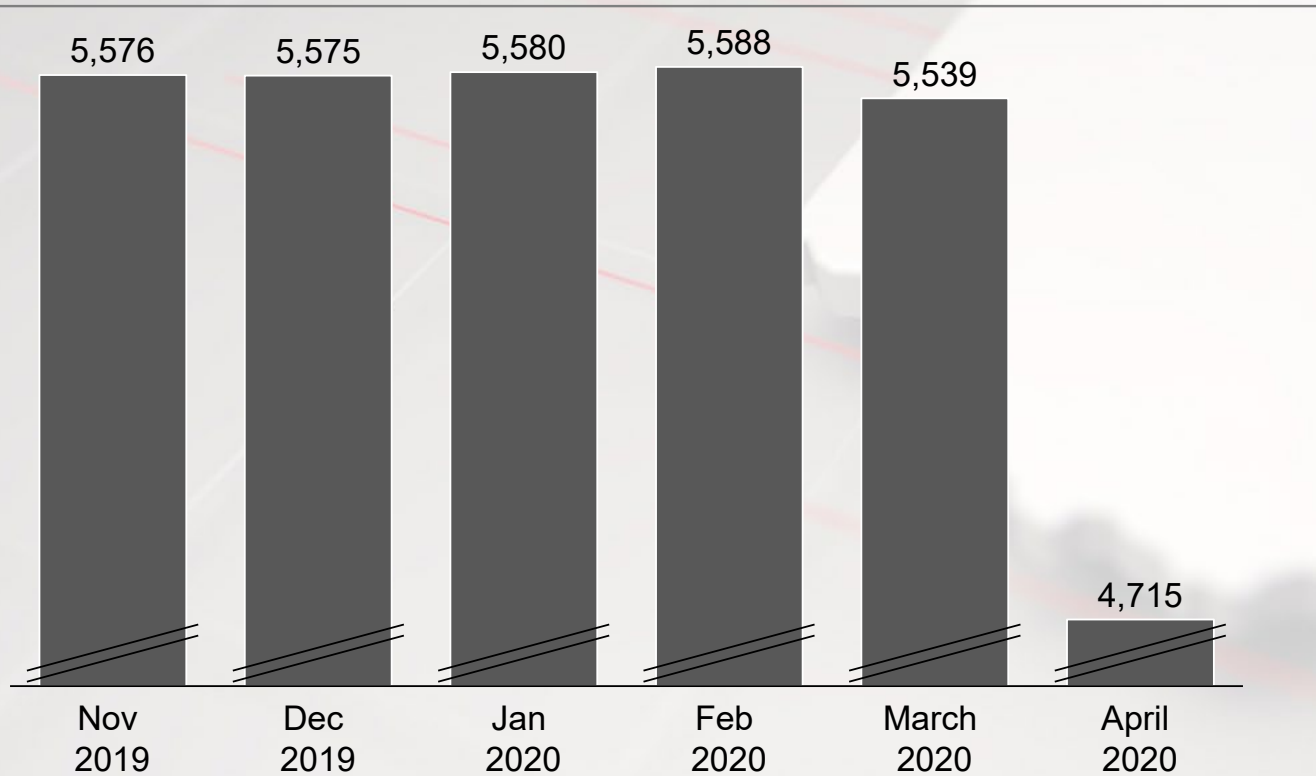
COVID-19 Pandemic Causing Dramatic Disruptions in the Ohio Economy

- 1 Ohio is facing an economic crisis not seen since the Great Depression**
Pre-C19, Ohio was ranked a top 10 business and talent destination in at least a half dozen media sources. C19 created 16-20% potential unemployment rate for May 2020 vs. 4.1% in Feb 2020; 3-8.5%, or \$18-52B estimated GDP drop
- 2 Building resilience and secure supply chains is more important**
Opportunity to capture more growth sectors, protect 'backbone' industries, and selectively pursue reshoring opportunities
- 3 Low-skilled are occupations at risk, high-skilled talent will drive the recovery**
85% of jobs displaced have been held by people with less than a college degree, STEM jobs among least impacted
- 4 SMBs, startups and investments in innovation are at risk**
50% of SMBs have ~27 days of cash buffer; estimated 30% decrease (\$300M) in funding for startups
Regions that invest in innovation and research in down-cycles outperform peers
- 5 The vulnerable have been the most impacted**
~81% of jobs at-risk pay less than \$40K/year; non-white workers are 37% of the labor force but 58% of the newly-unemployed

Ohio Lost ~30K Jobs/Day in April, State Unemployment Rate of 16.8% = 6th Highest in U.S.

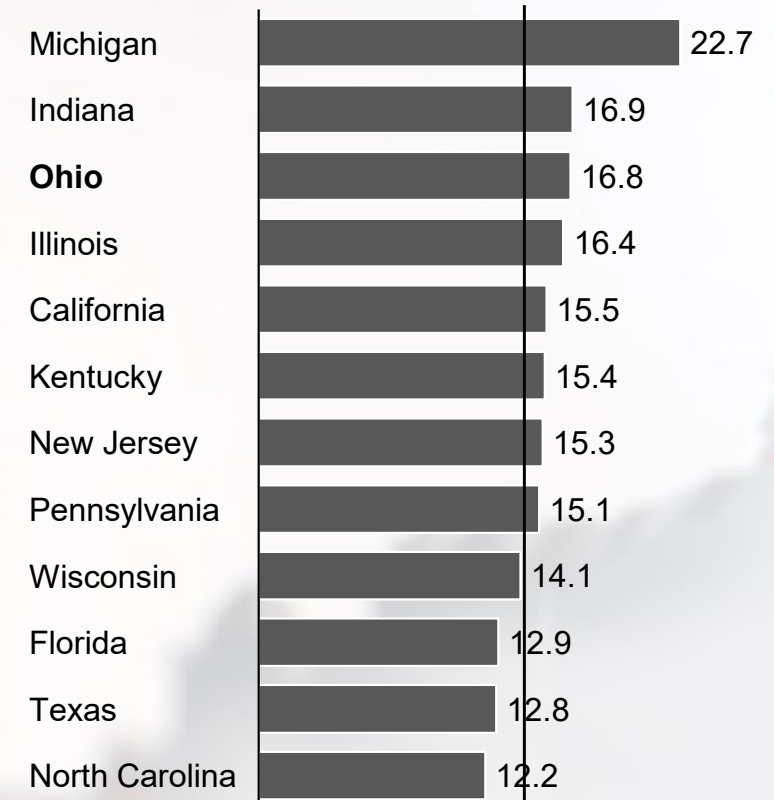
Total Employment in Ohio, Nov 2019 – April 2020

Ths.



Unemployment Rate, April 2020^{1,2}

Percent



U.S. = 14.7

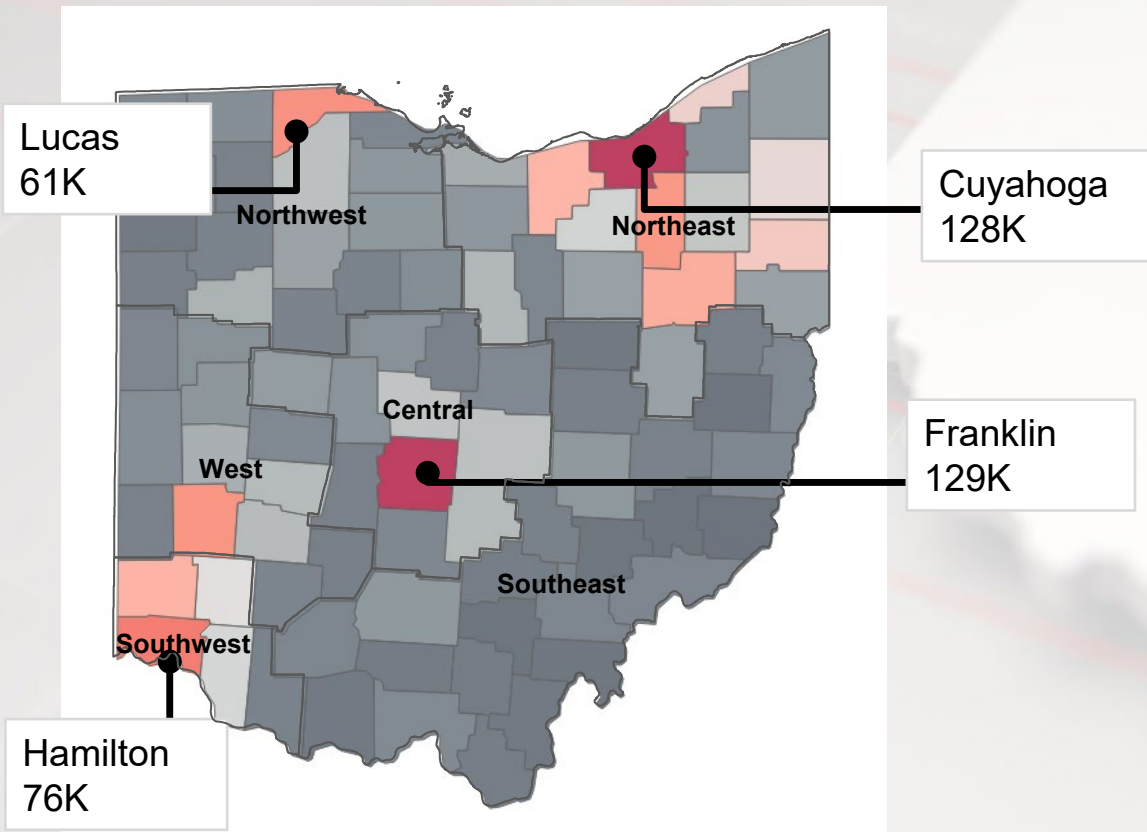


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All Regions Significantly Impacted – NE Ohio Saw Most Displaced By Volume

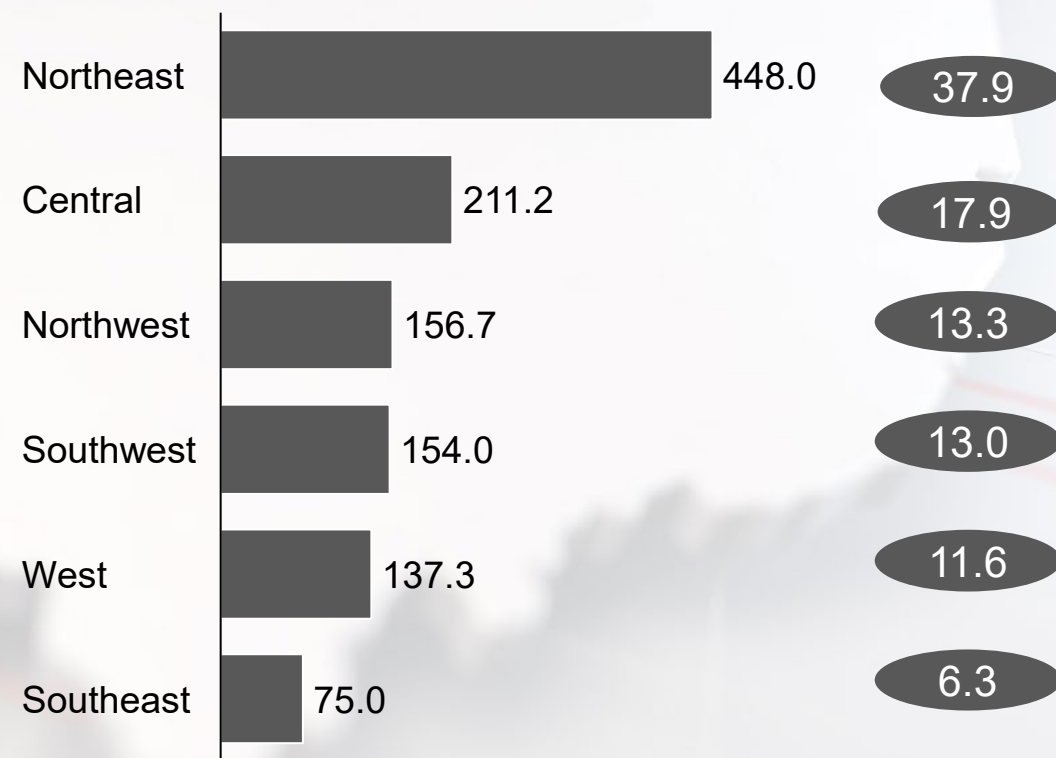
Initial Unemployment Claims by County, March-May 16, 2020¹

Number of initial claims



Initial Unemployment Claims by Ohio Region, March-May 16, 2020

Ths. of initial claims, Bubble = Pct of total, %



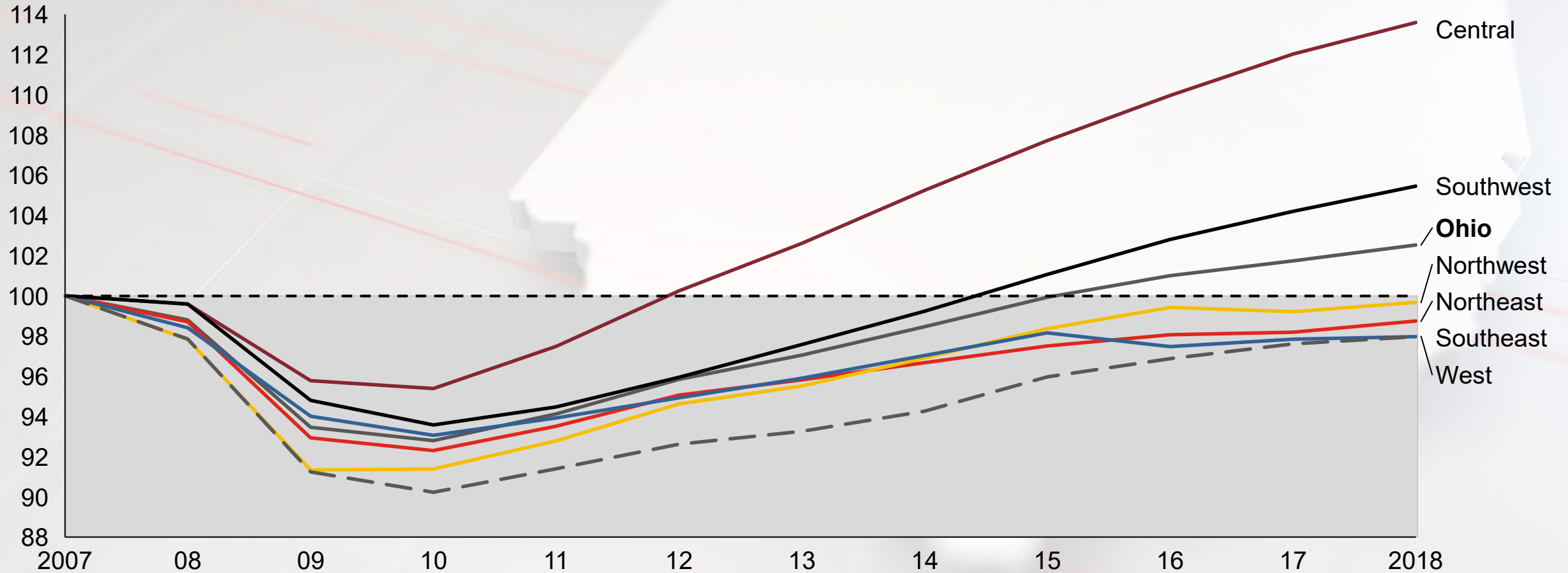
1. ~40K claims or 3.7% of total initial unemployment claims in March 2020 were not mapped

Source: Ohio LMI, US Department of Labor, Ohio SE, OneColumbus

Learning from the 2008-09 'Great Recession' – Greater Emphasis Now on Inclusive Recovery

Total Nonfarm Employment by Ohio Region, 2007-2018

Indexed to 2007



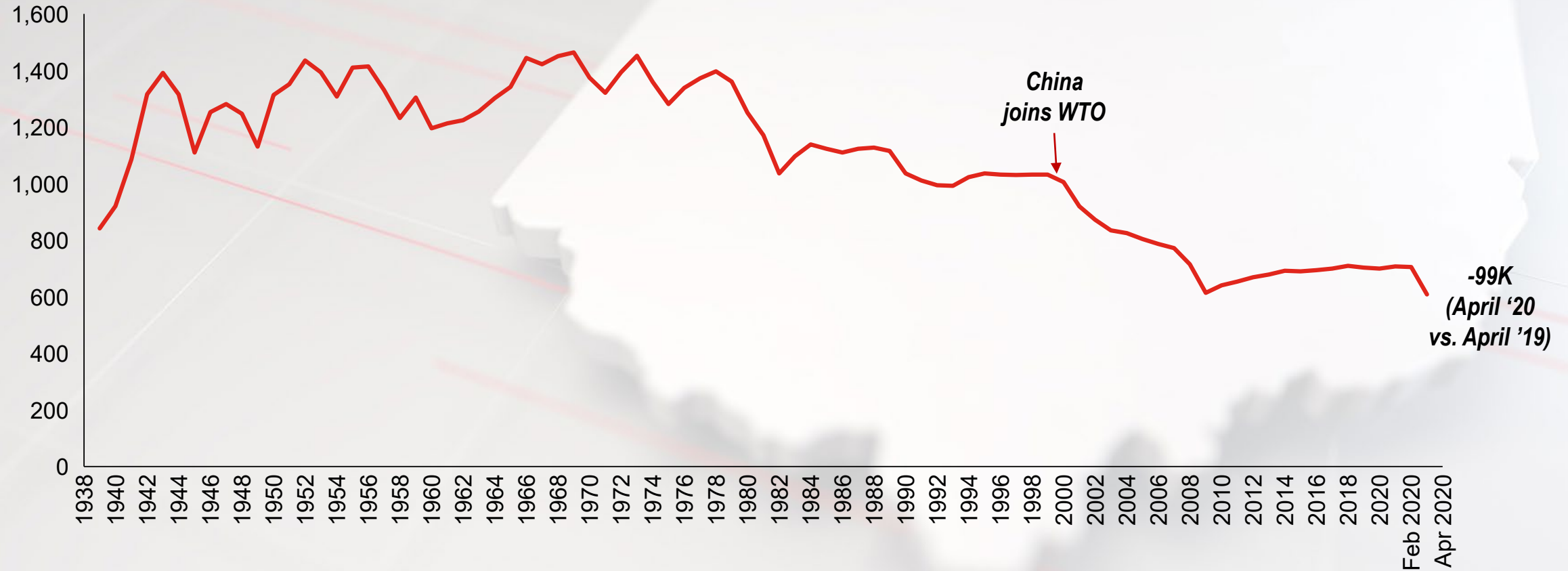
Source: US Bureau of Labor Statistics, Moody's Analytics



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Manufacturing Employment Loss Particularly Concerning – What Seemed Temporary Risks Permanency

Ohio Manufacturing Employment (in Thousands), 1939 - Present



Note: Data from 1990 to present are from BLS CES and Ohio LMI; Data prior to 1990 are from discontinued SIC data series.

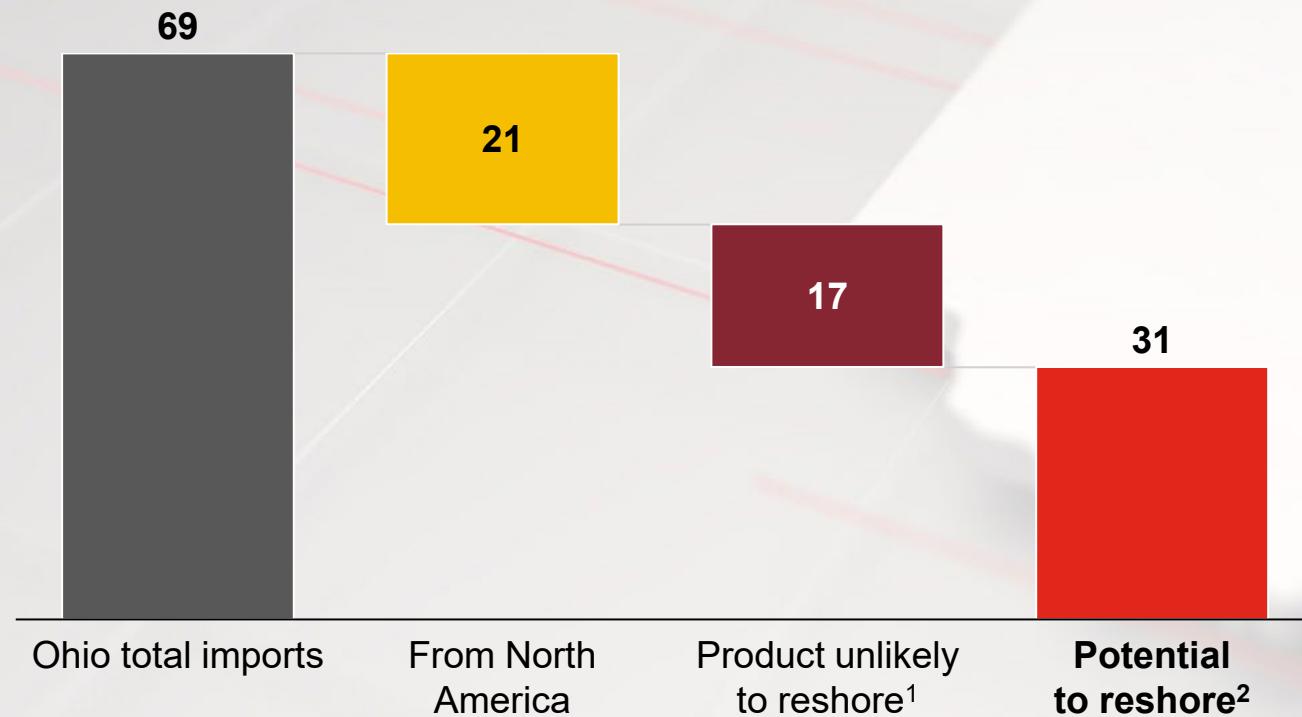
Source: U.S. Bureau of Labor Statistics, Ohio LMI



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Finding Opportunity in the Current Situation: How Big is the Reshoring Opportunity?

Ohio imported goods by high-level assessment of reshoring potential, \$B, 2019



1. Includes Vehicles; Apparel, not knit; Apparel, knit; Furniture; Tools, implements; Footwear; and Other product categories

2. Includes industrial machinery, Electric machinery, Pharma, Iron and steel, Plastics, Optics and med instruments, Organic chemicals, Iron and steel products, Rubber, Aluminum, Aircraft, Mineral fuel, Base metal, and Chemical products product categories

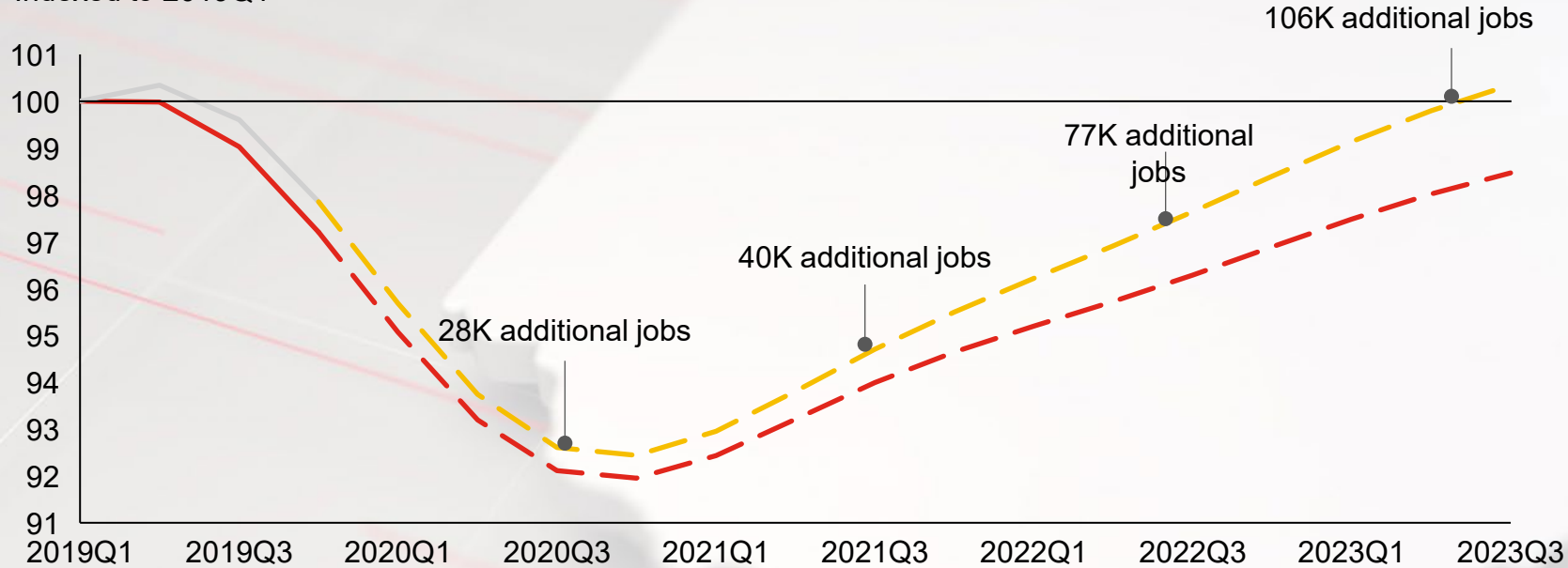
Source: Ohio Development Services Agency

- Ohio businesses import ~\$31B of goods from international locations in product categories that could be subject to reshoring due to COVID-19 (for, e.g., national security priorities)
- Beyond “winning” its own imports, Ohio’s upside could grow by winning reshoring for other states’ imports (USA imports ~25-30x Ohio imports)

Bold Investment Required to Bend Economic Recovery Curve Upward

Employment Recovery, 2019Q1 – 2023Q3

Indexed to 2019Q1



Achieving top 10 recovery performance would create

106K
additional jobs by 2023Q3

\$4.8B
additional GDP by 2022Q1

\$10.4B
additional wages by 2022Q1

1. Above OH's current forecast; DC counted as a State
2. US Census - Census Regions and Division of the United States, includes both West North Central and East North Central, includes 12 States
3. Tennessee is the Top 10 State in Employment Recovery

Source: US Bureau of Economic Analytics, Moody's Analytics



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Relief



Status	Initiative	Status (as of 5/10)
✓	Bar and restaurant owners affected by COVID-19 could return high proof liquor products purchased between 2/12–3/15	Over 850 businesses supported, total paid ~\$1.5M
✓	Six-month deferral of payment on JobsOhio loans (until October 1, 2020)	Launched March 19, ~40 borrowers elected to defer
✓	Ohio Personal Protective Equipment (PPE) Database – Manufacturers, distributors, and potential contract manufacturers to FDA-approved entities	Many PPE supply/demand market inquiries processed. Resource shared with state, OMA, OHA https://repurposingproject.com/ launched
✓	Temporary – \$50M Workforce Retention Loan Program. Forgivable loan program allows for 6 monthly draws of up to \$100,000, but not to exceed total monthly payroll	Letter released, March 27 – Over 220 companies expressed interest, 90 received assistance
✓	Appalachian Growth Capital (AGC) – \$2M Investment. Long-term, low interest loan to AGC to help more small companies in Appalachian Ohio with financing	Press release, March 31 – Long-term, Low interest loan to AGC
✓	New – \$50M Innovation Fund. Ohio-based, venture backed private businesses (targeted loan per deal is between \$250K-\$2.5M (matched by at least 1:1)	Launched April 4 – Convertible loans toward Ohio's most promising and innovative companies
✓	Temporary Adjustments to Existing Programs – Case-Specific Compliance Waivers	Enhanced incentive programs for existing JO client companies to allow maximum flexibility + support
✓	New (Temporary) – \$50M Community Bank Partnership pilot with Peoples Bank and First Federal/Home Savings Bank	Launched April 21 – Lending Support for Small Business



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Restart (Phased)

Relief

Restart

Recover

Status	Initiative	Status (as of 5/10)
✓	Provided extensive analytical assistance to the Governor's Economic Advisory Board, which led to a phased restart	Complete
✓	Collecting data from hundreds of Ohio companies and secondary sources to understand post-COVID safety, talent and other realities	Ongoing
✓	Amplifying Responsible RestartOhio protocols to Ohio businesses	Responsible RestartOhio protocols
✓	Liquor Rebate: One-time support restaurants and bars to defray cost of restocking high-proof spirituous liquor	\$500 rebate in high-proof spirituous liquor to eligible permits for purchases made through Ohio Liquor Contract Liquor Agencies (\$6.8M potential value)

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Go-Forward

Relief

Restart

Recover

Goal: Comprehensive strategy that brings together the best economic recovery and growth plan, responsible parties and range of potential outcomes.

State of Ohio

- COVID19 testing
- Max federal funds
- Stimulate demand through procurement
- Pro-growth legislation
- Regulatory relief
- BroadbandOhio

JobsOhio + Regional Partners

- Amplify Ohio message
- Adjust JO 2.0, for post COVID conditions
- Assess effectiveness of new programs
- Maintain flexibility given economic unknowns

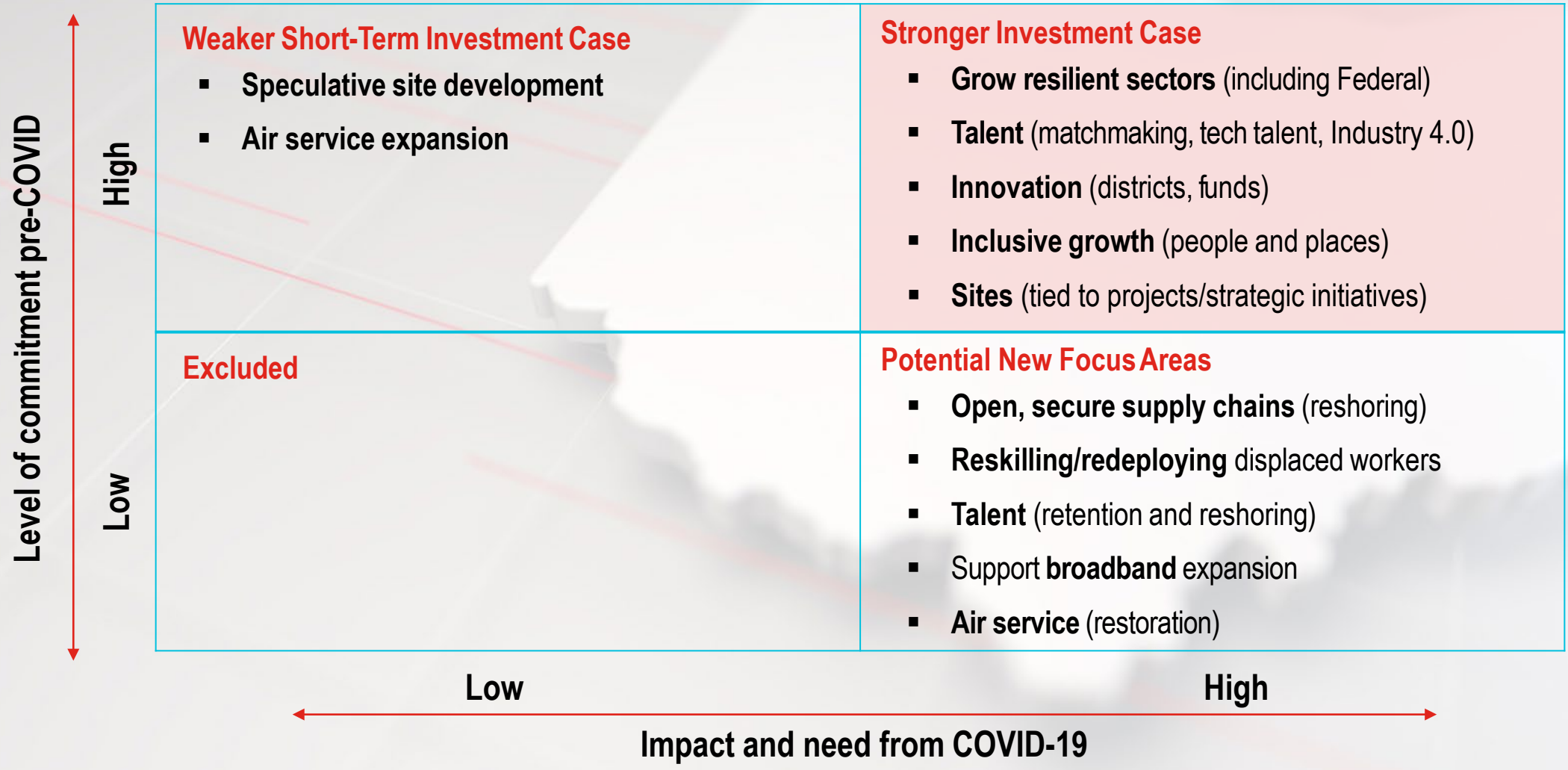
Business Groups

- Amplify Ohio message
- Safety best practices and playbooks
- Stoke consumer confidence
- Evangelize more secure supply chains

JO Recovery Priorities



Priorities for recovery strategy



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The Known Unknowns

- Need to monitor and understand the **temporal, geographic, demographic, and talent** implications of each:
- How well will health systems, governments, businesses and individuals respond to **flatten the infection curve**?
- What are the dimensions of **unemployment** and **business closures**?
- How have **public sector fund balances** been affected? What lasting impacts will this have?
- When will **consumer spending** rebound? In what ways will spending patterns change?
- What are the dimensions of **supply chain** resiliency?
- Which **sectors** and companies will decline and thrive? What are the global, state and regional dimensions?
- How many **COVID curves** will there be?
- How **long will the virus pose a serious health risk** to mass populations?