

Ohio's Economic Development Strategy

Strengthening Ohio's Manufacturing Ecosystem

March 26, 2012

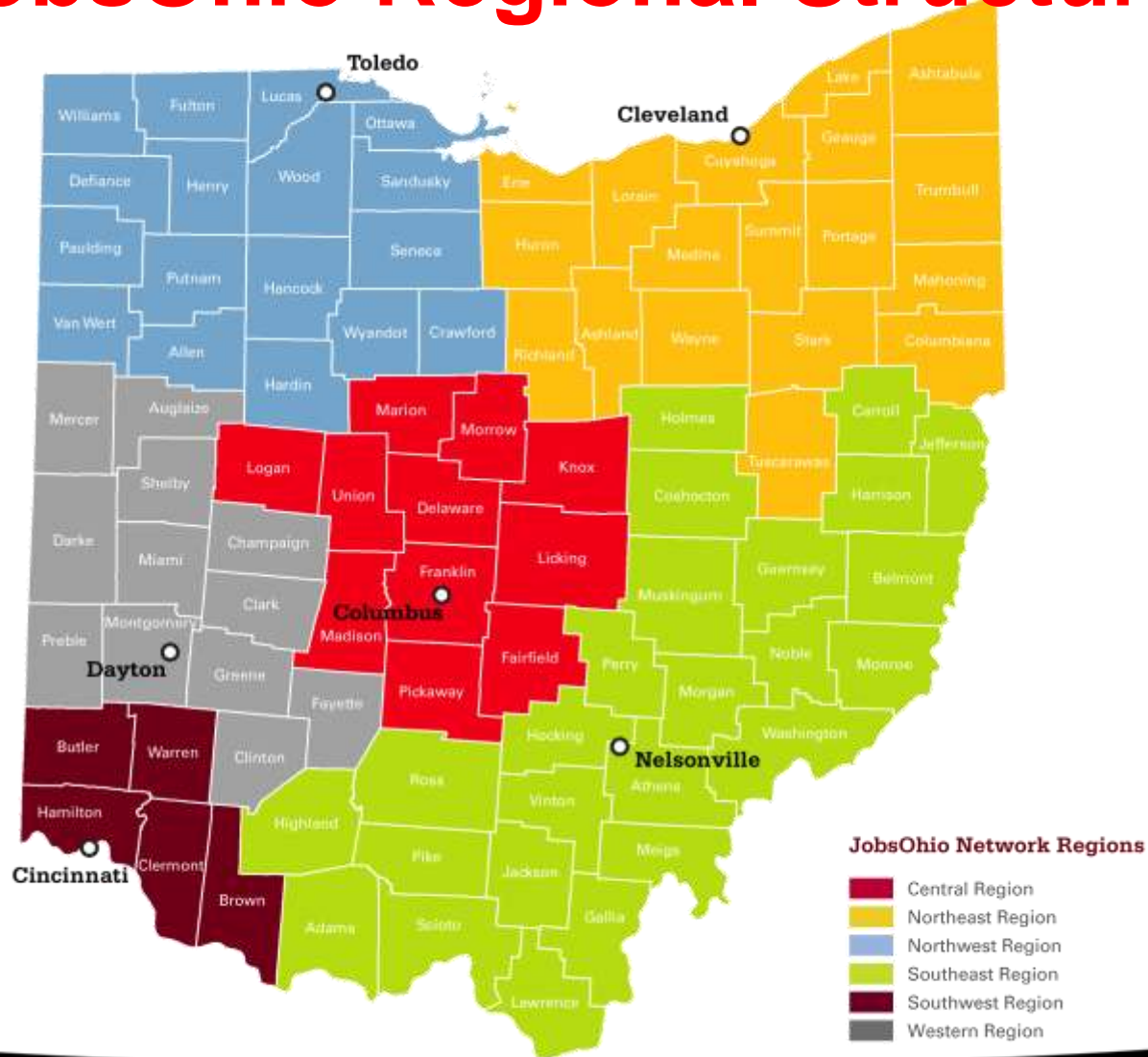
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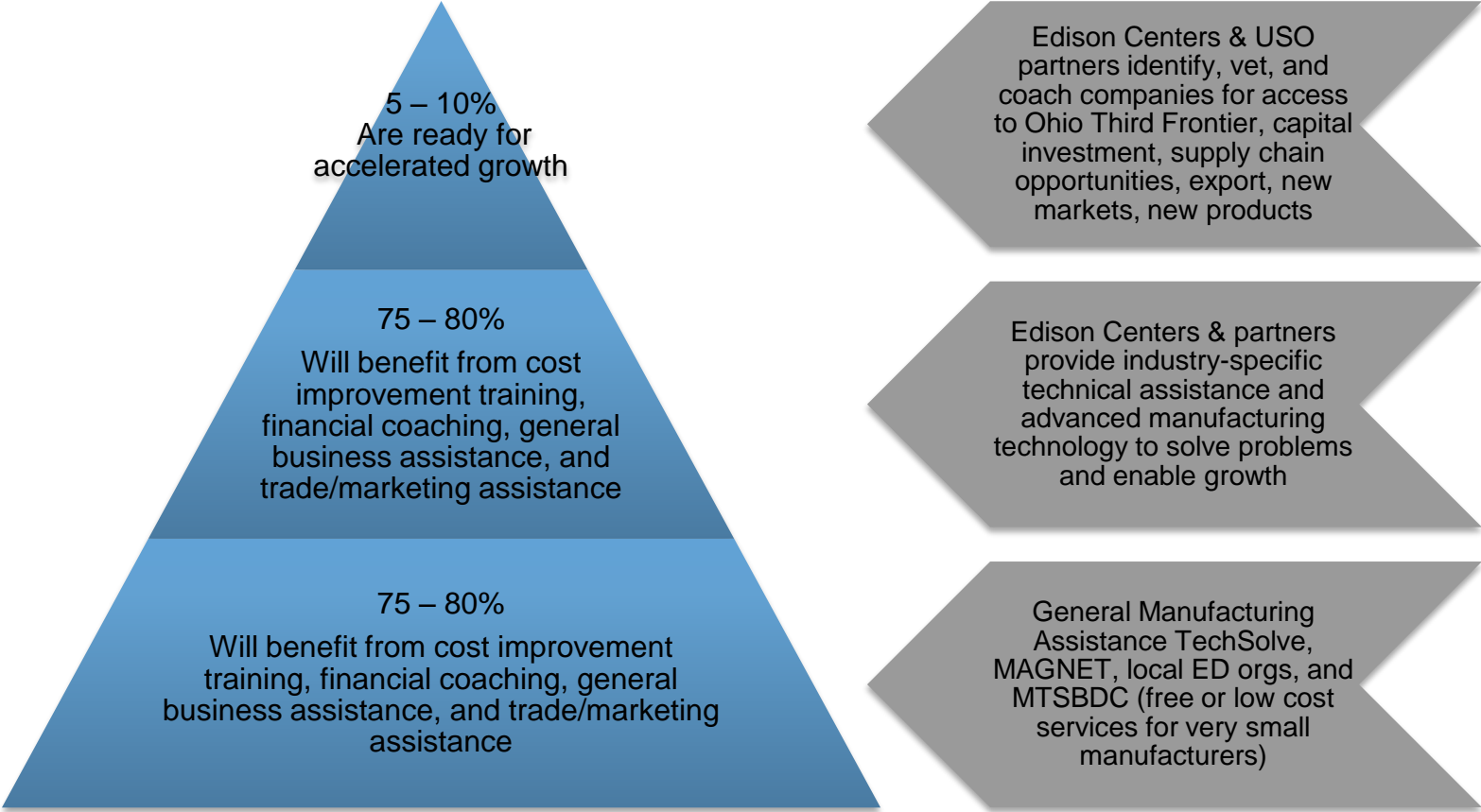
Ohio Manufacturing Statistics

- 5th in the country for Gross Domestic Product derived from Manufacturing
- 3rd in the country for the number of employees in manufacturing
- From 2004 to 2009 Ohio lost 214,000 manufacturing jobs
- Ohio now has 648,000 manufacturing jobs - up from 609,000
- Cincinnati, Cleveland, Toledo and Youngstown are showing manufacturing employment gains in 2012

JobsOhio Regional Structure

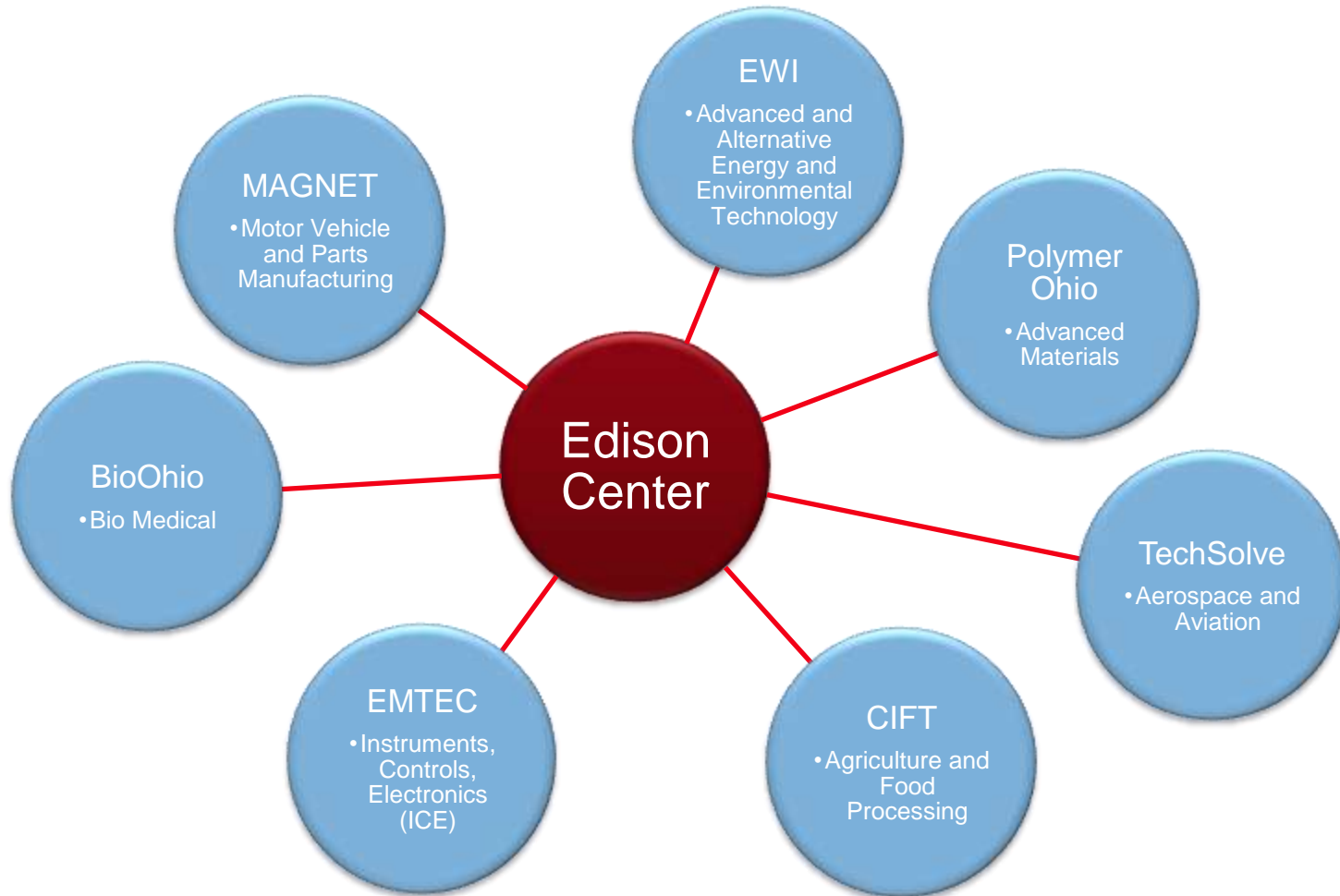


Ohio Edison/MEP Overview



How we operate as a program

Edison Centers by Industry



Edison Technology Centers

2

CIFT
Toledo

4

EWI
Columbus

3

EMTEC
Dayton

7

TechSolve
Cincinnati



5

MAGNET
Manufacturing Advisory & Growth Network
Cleveland

6

OH! Polymer
PolymerOhio, Inc.
Westerville

1

BioOhio
Columbus

OHIO'S
EDISON
TECHNOLOGY
CENTERS

WHERE INDUSTRY MEETS INNOVATION

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General Manufacturing Assistance

Howland Machine Company – Niles, Ohio

Company Profile:

- Machining, Fabricating Metals

Need:

- Revenues dropped in 2010 to below 2008 levels

MTSBDC Assistance:

- Business planning for growth
- Sales and leadership coaching

Results:

- \$1.5M in new sales
- 5 new employees
- Achieved ISO 9000 compliance



Specialized Subject Matter

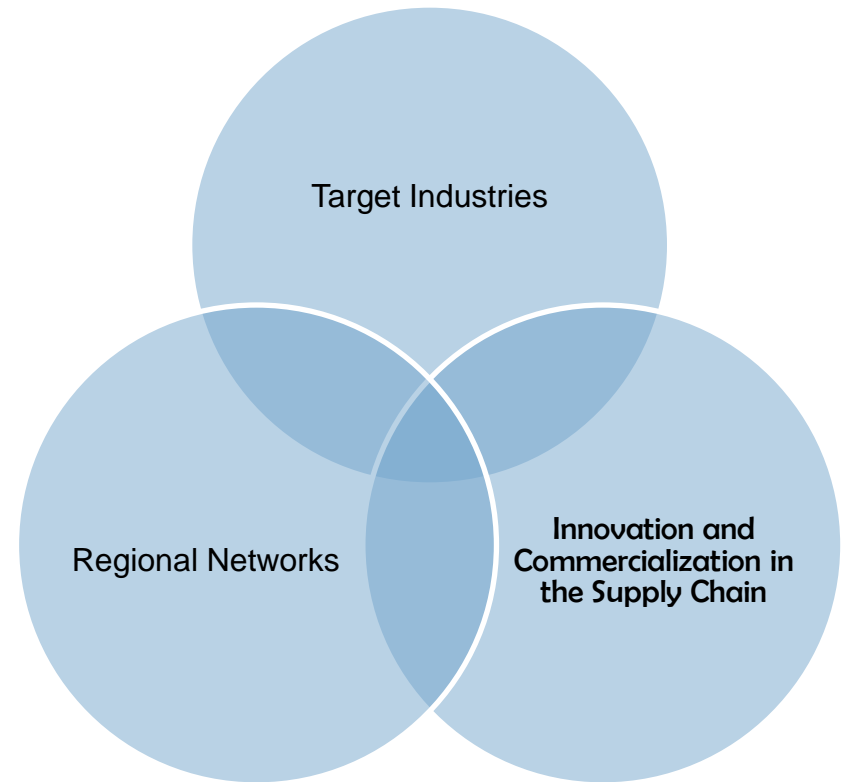
Greenfield Solar – Cleveland, Ohio

- **Company Profile:** Cleveland, Ohio Produces proprietary high intensity concentrated photovoltaic cells (CPV)
- **Problem:** Photo Volt Cells previously bonded to bus bar with adhesive or hand welding is labor intensive and slows production
- **Solution:** EWI, applied their welding expertise to provide an inexpensive solution using off- the-shelf equipment to reduce assembly time and improve quality of the welds
- **Impact:** From 2 production units per week to 100!

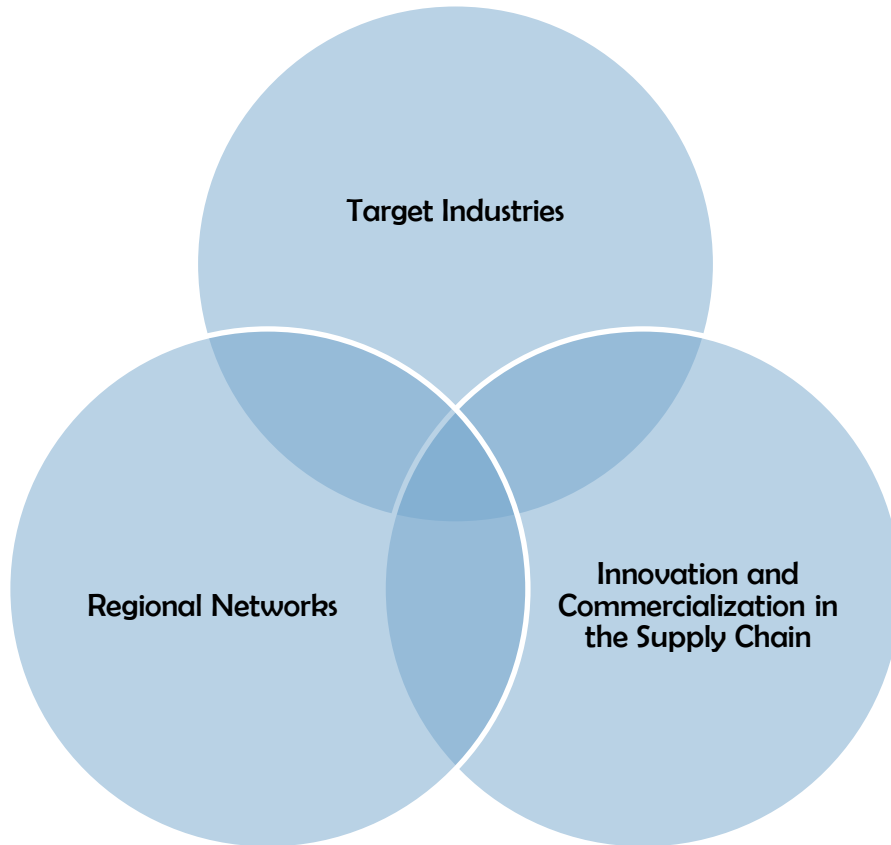


Merging and Aligning Missions

- **Target Industries** – Utilizing Ohio’s current assets and strengths in these target industries, Ohio MEP and JobsOhio have identified industries that have the most potential for growth.
- **Innovation and Commercialization in the Supply Chain** – Improving the products and services offered by Ohio’s small manufacturers makes Ohio more attractive to larger manufacturers, thereby providing JobsOhio with an attraction tool.
- **Regional Networks** – Working together through a regional model, JobsOhio and Ohio MEP can identify potential assets during company recruitment as well as identify companies on the verge of growth that may need state assistance.



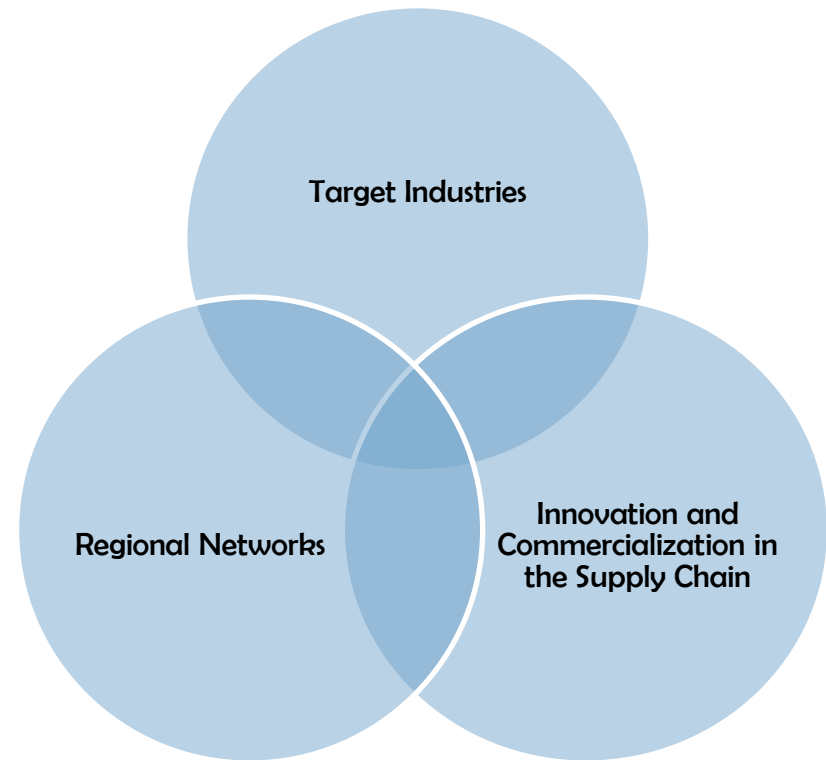
Target Industries



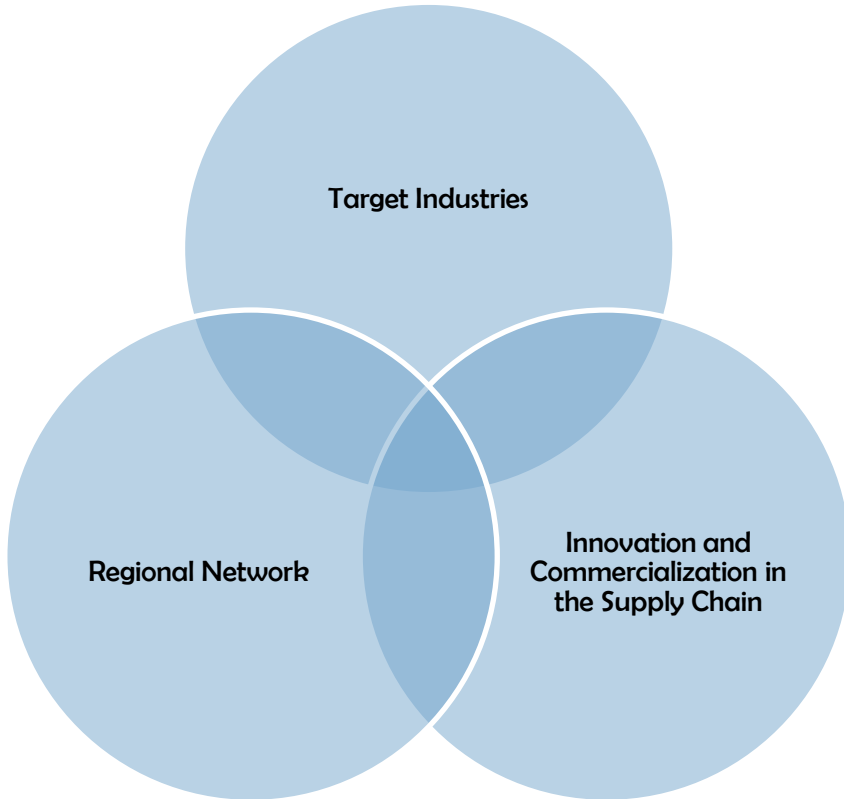
- Energy
- Polymers and Chemicals
- Automotive
- Aerospace and Aviation
- Advanced manufacturing
- BioHealth

Innovation and Commercialization in the Supply Chain

Increase the technical capabilities and business competencies of Ohio manufacturers within core competencies, and assist with the development of new products and markets



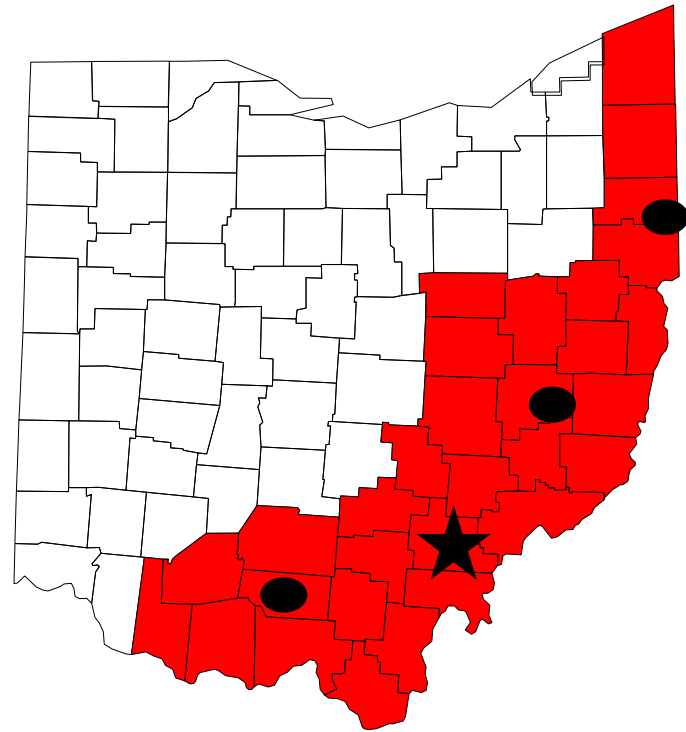
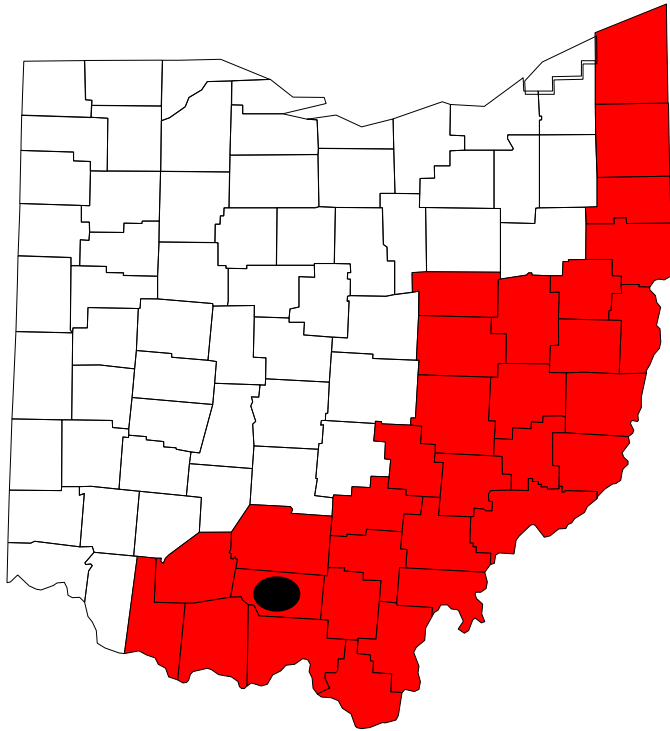
Regional Network



- JobsOhio Network Partners
- Edison Technology Centers
- Ohio MEP Center
- TechSolve and MAGNET
- MTSBDC
- Community Colleges
- Local Economic Development organizations

Program Update

- Pilot MEP Program in Appalachian Ohio
- Workforce Development
- MEP Portal



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