

Working With Small and Medium – Sized Ohio Communities Roundtable

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Jennifer Chrysler

City of New Albany

Greg Myers

Wapakoneta Area Economic Development Council

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Wapakoneta, Ohio
AUGLAIZE COUNTY


The northern gateway to the Dayton Region
-- 45 minutes north of Dayton --

- County seat of Auglaize County – city population: 9,730
- County population: 45,838 Industrial jobs: 7,243
- 5th lowest unemployment rate in Ohio – 3.7%
- *Site Selection* project rankings: Top 25 micros, 9 of the past 10 years
- Wapakoneta has a strong historic downtown district – 98% occupancy
- Armstrong Air & Space Museum – 2.5 million visitors since 1972
- West Central Ohio Industrial Center at I-75 & US 33
- 760 dual-certified, shovel ready acres: Job Ready Site, CSX Select Site




Armstrong Air & Space Museum
Hometown of Neil Armstrong





PLANTING NEW ROOTS IN WAPAKONETA



- Project to build a state-of-the-art, hydroponic greenhouse complex at the West Central Ohio Industrial Center in Wapakoneta
- Closed loop, controlled micro-climate – no pesticides
- Yields are 15 to 20 times field grown and irrigated crops
- Zero environmental burden: nutrients, fertilizer, water—all recycled
- Radical reduction in “food miles” – Ohio grown versus Mexico
- Reshoring greenhouse capacity and jobs from Mexico
- Ohio holds the ideal greenhouse value proposition for access to Eastern U.S. markets.
- Phase One is completed with \$22.5M investment, 20-acre (870K SF) greenhouse creating 82 jobs—average wage \$17 per hour
- Master Plan to expand complex to 200 acres of greenhouses at full build out – \$250M investment creating 400 jobs

Components of Local Incentives Package

PROPERTY TAX VALUATION & ABATEMENT

- How to value it – Commercial vs. Agriculture Decision: Greenhouse—Agriculture with CAUV Warehouses—Commercial
- CRA Abatement: 100% for 10 years

ELECTRIC

- Project is a large power user – Wapakoneta is a Public Power Community.
- City created new Mega Power User class – allowing purchase of power in the open market.
- City agreed to rebate 50% of Kilowatt Hour Tax for 10 years.

WATER & WASTEWATER

- City agreed to abate 100% of water and wastewater tap and cost recovery fees.

NATURAL GAS

- Project is a very large gas user – concerns regarding cost and capacity.
- Gas provider agreed to make capacity upgrades – company signed multi-year usage contract.

ROADWAY EXTENSION

- Project required extension of an existing roadway – collaborative project with ODOT and JobsOhio funding.

RESIDENTIAL PROPERTY RELOCATION

- Local CIC held option of farmland for project – adjacent residential property to be impacted by project.
- ED office negotiated home purchase and moving strategy.

REQUIRED ZONING VARIANCES

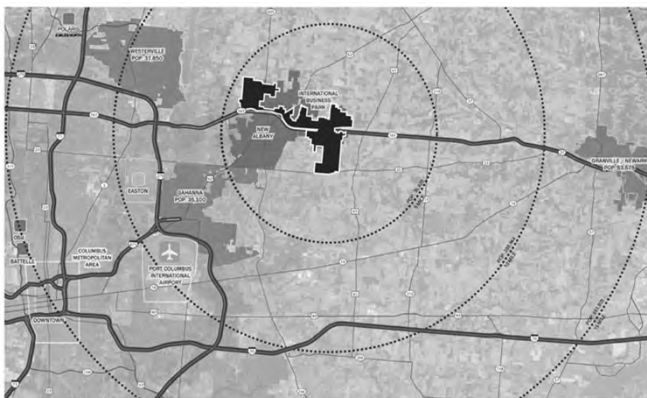
- Irrigation Tower Height – Off Street Parking – Multi-unit Housing in Industrial District



TOTAL LOCAL INCENTIVES:
\$1.79 Million

New Albany, Ohio

- Population: 9,879
- Median Age: 37
- Median Income: \$185,076



New Albany, Ohio

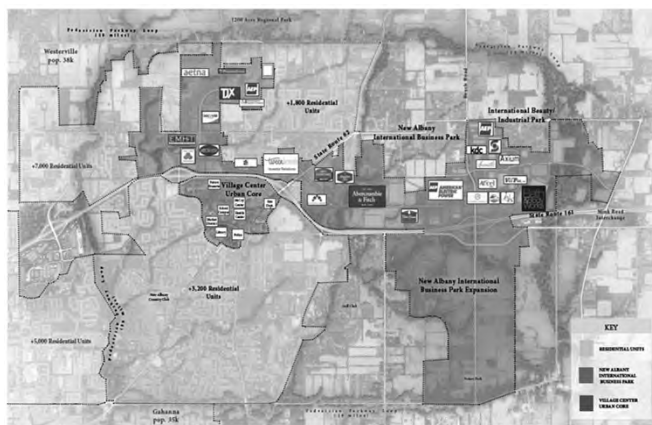
We've Mastered Planning

- Carefully Master Planned to protect long term investment – 4 Pillars
 - *Variety of residential options*
 - *Amenities-restaurants, retail, and services*
 - *Vibrant village center*
- Infrastructure & State of the Art Technology
- Leisure trails, parks and green space



New Albany International Business Park

- Over 9 million square feet
- 13,000+ employees
- Over \$2 billion in private investment



Contact Information

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Scott is a partner in the Vorys Columbus office and a member of the tax group. He focuses his practice on the utilization of economic development incentives, tax incentives, economic development financing mechanisms, public-private partnerships and special economic development entities to assist developers, operating businesses and political subdivisions in developing and redeveloping property and creating jobs and economic growth. He also has substantial real property tax valuation litigation experience and significant experience with other aspects of state and local taxation, including oil and gas tax matters and unclaimed funds law. Scott leads the firm's state and local tax efforts with regard to the firm's numerous oil and gas clients involved in the Utica shale play.

Practice Areas

Corporate and Business Organizations
Government Relations
Litigation
Taxation

Industries

Commercial and Residential Real Estate
Government
Retail
Transportation and Logistics

Education

Harvard Law School, J.D., 1997, *cum laude*
Harvard Journal of Law and Public Policy, 1994-1997
Bowling Green State University, B.A., 1993, *magna cum laude*, Phi Beta Kappa, Phi Kappa Phi

Career highlights include:

- Serving as incentives counsel to a majority of the ten largest public companies in Central Ohio
- Serving as incentives counsel in connection with three of the largest five incentives packages in the history of the Ohio Department of Development
- Designing and implementing an innovative joint economic development zone-based structure to facilitate the construction, by one of the world's largest developers, of a major industrial park in Central Ohio
- Representing a West Coast-based Fortune 50 company as incentives counsel in 12 states
- Serving as special counsel to an Ohio city in helping the city win a site-selection contest for a 1,400-employee corporate headquarters facility and construct \$50M+ of public improvements to leverage the headquarters and related development

Scott J. Ziance (Continued)

- Leading a number of post-Historic Boardwalk Hall historic tax credit transactions
- Serving as lead counsel in connection with the establishment of dozens of tax increment financing districts
- Acting as lead counsel for dozens of tax incentives agreements (enterprise zone and community reinvestment area exemptions, Ohio job creation tax credit and others) that are triggering billions in investments and creating thousands of jobs
- Leading efforts to save the Ohio historic tax credit when it was slated for elimination as part of the 2015 Ohio budget bill
- Drafting or assisting in the drafting of 18 Ohio statutory amendments related to economic development incentives
- Securing millions in tax savings for clients in real property tax valuation cases and personal property tax refund claims
- Advising numerous producers, midstream companies and other Utica shale play participants with novel state and local tax issues

Scott is a member of the Federalist Society, NAIOP Ohio, NAIOP Central Ohio Chapter, the Council of Development Finance Agencies, Heritage Ohio and the Ohio State Bar Association.

Scott regularly works with economic development officials from states, political subdivisions and private, non-profit economic development entities, such as JobsOhio, on credit and incentives matters throughout the United States. He has made presentations throughout the United States on tax increment financing, historic tax credits, new markets tax credits, economic development incentives and economic development financing, and he has testified before an Ohio Constitutional Modernization Commission committee concerning economic development provisions in the Ohio Constitution. In addition, Scott has authored numerous columns on economic development incentives for Ohio business newspapers.

Scott received his J.D. *cum laude* from Harvard Law School, where he was a member of the *Harvard Journal of Law and Public Policy*. He

Scott J. Ziance

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received his B.A. *magna cum laude* from Bowling Green State University, where he was a member of Phi Beta Kappa and Phi Kappa Phi.

Insights

"*State and Local Tax Alert: Lame Duck Economic Development Incentive Legislative Activity – DRD Update, TIF Opt-Out, CRA Remodeling Exemption Changes, and ORC Section 5709.87 Covenant Not to Sue Exemption Revisions,*" January 5, 2017

"*State and Local Tax Alert: New Property Tax Exemption Available for Commercial or Industrial Property Under Development,*" December 29, 2016

"Downtown Redevelopment Districts: Overview and Implementation Strategies," Fall 2016

"*State and Local Tax Alert: Changes to Taxation of Oil and Gas Reserves,*" August 23, 2016

"The Evaluator - Special Edition: Ohio BTA Holds That Big Box Property Is NOT Special Purpose; Finds Value Near Taxpayer's Total," June 23, 2016

"*State and Local Tax Alert: New Economic Development Incentive Tools Created – Downtown Redevelopment Districts and Innovation Districts,*" April 25, 2016

"Analysis of Appeals of BTA Decisions," Winter 2016

"Ohio Supreme Court Decisions," Winter 2016

"Time to File Ohio 2015 Real Property Tax Complaints," Winter 2016

"*State and Local Tax Alert: Board of Tax Appeals Decides First Case Concerning Allocation of Property Taxes from Horizontal Drilling,*" September 16, 2015

Scott J. Ziance

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Professional and Community Activities

Ohio State Bar Association, Chair of the Taxation Committee, 2006-2008
Columbus Chamber, Infrastructure Steering Committee, 2007-2009
Columbus Region Logistics Council, Business Environment Committee, 2008-2011
Heritage Ohio, Board of Directors, 2008-2012, Vice Chair of Records and Legal Affairs, 2009-2012
NAIOP Central Ohio Chapter Board of Directors, 2012-present; Secretary
NAIOP Ohio Board of Directors, 2013-present; Vice President
Bowling Green, Ohio City Council, 1992-1993

Honors and Awards

Columbus CEO, Top Lawyers in Columbus, 2015-2016
The Best Lawyers in America, Public Finance Law, 2011-2017
Ohio Super Lawyers Rising Stars, Tax, 2006-2007
Bowling Green State University, Recent Graduate Award, 1999

Events

Top Ten Tax Increment Financing Misconceptions
Top Ten Tax Increment Financing Misconceptions
How to get your Development Done in 2017: Valuable New Incentives & Opportunities
2017 Ohio Economic Development Incentives Conference
Developing Columbus: The Impact of Tax Incentives
Top Ten TIF Misconceptions
An Introduction to HB233 Downtown Redevelopment Districts
Grow Licking County Economic Development Series
Ohio Economic Development Incentives Conference
Historic Tax Credits 101: What Every CCIM Should Know
Historic Tax Credits 101: What Every Real Estate Lawyer Should Know
24th Annual Ohio Tax Conference

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Semi-Annual General Policy Council Meeting and Luncheon

2014 CDFA Ohio Financing Roundtable Conference

Central Ohio NAIOP meeting

Ohio Mid-Eastern Governments Association Meeting

Ohio Legislative Briefing Call

The 23rd Annual Ohio Tax Conference

Economic Development 411

Revitalizing Ohio's Vacant Properties Conference

Mid-West Regional State Tax Seminar

22nd Annual Ohio Tax Conference

Top Ten Tax Topics to Watch for in 2013

35th Annual Real Estate Economic Seminar: 2013 Forecast

Columbus Accounting Show

Ohio Constitutional Seminar: "Shall There Be a Convention to Revise, Alter, or Amend" the Ohio Constitution?

2012 Annual Ohio Tax Course

Utica Shale Play – What It Means for Real Estate Professionals

Developing Effective Tax-Based Strategies for Ohio Oil and Gas Production

Ohio Brownfield Conference

21st Annual Ohio Tax Conference

IPT Credits and Incentives Symposium

2011 Annual Ohio Tax Course

Ohio Business Law

CityScape Columbus: A View Towards Development & Growth Opportunities

CityScape Cleveland: A View Towards Development & Growth Opportunities

CityScape Cincinnati: A View Towards Development & Growth Opportunities

2011 Chamber Government Day

20th Annual Ohio Tax Conference

Using Economic Development Financing Tools in Our Current Economy

2010 OANH Annual Convention - New Frontiers in Medicaid Litigation:
Federal Court Legal Challenges to State Medicaid Reimbursement Rates

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2010 Ohio Municipal League Annual Conference

2010 Municipal Law Institute

Heritage Ohio Annual Conference

Real Property Law Institute

19th Annual Ohio Tax Conference

Small Town Economic Development Incentive Strategies Seminar

2009 CREW Network Convention & Marketplace

Economic Development Financing Seminar

18th Annual Ohio Tax Conference

Bar and Court Admissions

Ohio



Jennifer Chrysler
Director, Community Development
New Albany, Ohio

Jennifer Chrysler has served as the Community Development Director for New Albany since May 2005. The department is responsible for all development functions within the city including building, planning, engineering, zoning and economic development.

Jennifer has been instrumental in assisting New Albany with the creation of a comprehensive economic development plan to guide future decisions, a Community Improvement Corporation, a strategic economic development marketing plan and the implementation of cutting edge business incentive strategies. Since 2009, New Albany has realized significant growth in the business park with over \$1.2 billion in investments, 4.5 million square feet of commercial development and the creation of over 6,900 new jobs for the community with 4,400 of those jobs new to the state of Ohio.

Jennifer holds bachelor's degrees in Urban Studies and Sociology from the University of Pittsburgh and an M.C.R.P. Master of City and Regional Planning from The Ohio State University. She is a volunteer basketball coach and an active member of St. Luke Lutheran Church. Jennifer and her husband have three children in the Gahanna-Jefferson School District.

GREG MYERS PROFILE

Greg Myers has served as the Executive Director of the Wapakoneta Area Economic Development Council (WAEDC) since 2005. His major project since arriving at WAEDC has been the development of the 760-acre West Central Ohio Industrial Center – certified as one of the first Ohio Job Ready Sites and CSX Select Sites.

A recent, major project in the WCOIC is Golden Fresh Farms, a 200-acre hydroponic greenhouse complex. At full build-out, the project will represent a \$250 million investment and employ 400. Golden Fresh Farms will provide fresh produce to U.S. markets.

Myers is a member of the Ohio Economic Development Association, Dayton Development Coalition, and West Central Ohio Development Committee. He was recently invited to become a member of the European American Investment Council.

Prior to accepting the position with WAEDC, Myers spent eight years as the first executive director of the SW Auglaize County Chamber of Commerce. Before establishing the Chamber he worked for 18 years as a regional sales representative for a Midwestern distributor of industrial and construction supplies. He also served eight years as the Mayor of Cridersville, Ohio and eleven years as a member of the Board of Education for the Wapakoneta City School District.

He currently serves on the board of directors for the Armstrong Air & Space Museum, Auglaize & Mercer Counties Convention and Visitors Bureau, and Wapakoneta Area Chamber of Commerce. Myers lives in Cridersville.

SUZANNE C. CLARK

Sue Clark is the Executive Director of the Bowling Green Community Development Foundation, the economic development organization for the City of Bowling Green. She has held this position since 1991.

Sue oversees the City's Revolving Loan Fund and Energy Efficiency Loan Fund programs. She is an active member of the ODEA, serves on the 166 Board for the region, and has also developed three industrial business parks in Bowling Green. Sue has experience in retail as well; in 1984 she started a business in Bowling Green that is still in operation today.

Sue has a Bachelor of Science Degree in Education from Bowling Green State University.