



# Ohio Department of Development



**Ohio**

**Department of  
Development**

Ted Strickland, Governor  
Lee Fisher, Lt. Governor

Lisa Patt-McDaniel, Director

800 | 848 1300

[www.development.ohio.gov](http://www.development.ohio.gov)



## Share the Ohio Story

### Global Markets Division

**Deborah Scherer, Director**

614 | 466 5363 • Deborah.Scherer@development.ohio.gov

The Global Markets Division is extending Ohio's economic reach into the global marketplace. Ohio's trade managers and 11 international offices – in Canada, Mexico, Belgium, Chile, Brazil, Israel, South Africa, Shanghai (China), Japan, India, and Southeast Asia (Thailand/Vietnam) – promote the exports of Ohio goods and services and work to solidify Ohio's position as a premier location for investment.

### Ohio Film Office

**Jeremy Henthorn, Director**

614 | 644 5156 • Jeremy.Henthorn@development.ohio.gov

The Ohio Film Office promotes our state as an ideal destination for all forms of visual production. The Ohio Film Office provides a film-friendly environment that works on every step through the production process. The Office is aligned with three regional film commissions and partners to provide film production needs.

Ohio has enacted a Motion Picture Tax Credit that provides a refundable credit against the corporation franchise or income tax for motion pictures produced in Ohio. The term "motion picture" is broadly defined and includes a lengthy list of entertainment content from feature-length films and documentaries to videos, digital media, commercials, and videogames.

### Ohio Tourism Division

**Amir Eylon, Director**

614 | 466 3704 • Amir.Eylon@development.ohio.gov  
DiscoverOhio.com

Ohio's Tourism Industry is a vital component of Ohio's economic health and overall prosperity, providing a significant economic impact as well as contributing an infrastructure that promotes Ohio as having a high quality of life. The Ohio Tourism Division "Shares the Ohio Story" by developing and implementing innovative and effective marketing strategies to promote the state in partnership with the industry it represents.

To learn more about The Ohio Story, visit:

- [ambassador.ohio.gov](http://ambassador.ohio.gov)
- [enterpriseappalachia.com](http://enterpriseappalachia.com)
- [hivelocitymedia.com](http://hivelocitymedia.com)
- [ohiomeansbusiness.com](http://ohiomeansbusiness.com)



## Strengthen our Strengths

### Entrepreneurship and Small Business Division

**Iris Cooper, Director**

614 | 728 7367 • Iris.Cooper@development.ohio.gov

The Entrepreneurship and Small Business Division works in partnership with a broad network of public and private partners across the state to provide the information, assistance, and advocacy needed to facilitate small business growth and development. The

flagship program of the Division is the Small Business Development Centers of Ohio (SBDC). The Ohio SBDC program is the gateway for small business owners and entrepreneurs to access support services. The SBDC offers FREE counseling and no- to low-cost training to help with specific business needs. Thirty nine centers across Ohio offer resources and services to help businesses grow and succeed.

#### Programs and Initiatives

- 1st Stop Business Connection
- Check Ohio First
- MicroEnterprise Support Program
- Ohio Lender Participation Program
- Small Business Hotline
- Women's Business Resource Program
- Entrepreneur Expo and other outreach events

#### Online Services

- Back to Business Website
- Small Business & Women Directories
- Small Business Advocate
- Small Business Hotline
- Small Business Register

### Minority Business Enterprise Division

**Ronald Wiley, Director**

614 | 466 5700 • Ronald.Wiley@development.ohio.gov

The Minority Business Enterprise Division assists in the creation, growth, and development of minority business enterprises throughout the state. A key priority of the Division is to increase the level of services statewide that support minority businesses and emerging entrepreneurs in the urban core.

In addition to its wide range of programs and services, the Division also administers the newly formed Minority Business Advisory Council.

#### Programs and Initiatives

- Jumpstart Launch100 Initiative
- Minority Business Assistance Centers
- Minority Business Development Organizations
- Procurement Technical Assistance Centers
- Office of Minority Financial Incentives
  - Minority Business Bonding Program
  - Ohio Capital Access Program
  - Ohio Minority Direct Loan Program

### Office of Insurance and Financial Development

**Jim Raussen, Director**

614 | 728 6675 • James.Raussen@development.ohio.gov

The Office of Insurance and Financial Development is the state's lead unit for the development and implementation of strategies, initiatives, and programs designed to retain and create insurance and financial services jobs in Ohio. This Office cultivates cooperative relationships among businesses, educators, and the state to collaborate on tactics aimed at encouraging the growth of the insurance industry in Ohio.

### Ohio Energy Resources Division

**Chadwick Smith, Interim Director**

614 | 466 8411 • Chad.Smith@development.ohio.gov

The Ohio Energy Resources Division works to grow Ohio's economy by connecting companies and communities with financial and technical resources to deploy renewable energy technologies and energy efficiency. The Division provides technical assistance and administers federal and state funds to projects for the deployment of renewable energy technologies including wind, solar photovoltaic, solar thermal, and biomass, as well as energy efficiency measures for



industrial, commercial, and residential. The Division also administers energy programs, which are funded through the American Recovery and Reinvestment Act, to stabilize energy prices, modernize Ohio's energy infrastructure, and attract the jobs of the future to Ohio through the growth of environmentally friendly industries.

**Grants**

- Alternative Fuel Transportation Grant Program
- Ohio Advanced Energy Fund

**Programs and Incentives**

- Energy Efficiency and Conservation Block Grant Program
- Ohio Energy Efficient Appliance Rebate Program
- State Energy Program

**Strategic Business Investment Division**

**Mark Barbash, Interim Director**

614 | 466 4551 • Mark.Barbash@development.ohio.gov

The Strategic Business Investment Division plays a key role in establishing a targeted industry approach to Ohio's economic development. Increased prosperity and a higher quality of life are achieved and sustained through the creation, expansion, retention, and attraction of business; growing Ohio's businesses contributes to job growth and healthier, more vibrant communities. The Division includes the Office of Business Development, Loans and Servicing Office, and Office of Grants and Tax Incentives.

**Grants**

- Ohio Job Ready Sites Program
- Rapid Outreach Grant
- Roadwork Development (629) Grant

**Loans**

- 166 Direct Loan
- Innovation Ohio Loan Fund
- Ohio Enterprise Bond Fund
- Regional 166 Direct Loan
- Research and Development Loan (with corresponding tax credit)
- Rural Industrial Park Loan
- Urban Redevelopment Loan

**Tax Incentives**

- Community Reinvestment Areas
- Enterprise Zones
- Job Creation Tax Credit
- Job Retention Tax Credit

**Technology and Innovation Division**

**John Griffin, Director**

614 | 466 3887 • John.Griffin@development.ohio.gov

The Technology and Innovation Division builds clusters of high technology industries in targeted technology areas with commercial opportunity and supports research, product development, entrepreneurship, capital access, and talent to help ensure Ohio's high technology economy remains competitive within the global marketplace. The Division also fosters the growth of early-stage Ohio technology companies and attracts new technology companies to the state.

**Programs and Initiatives**

- Ohio Manufacturing Extension Program
- Ohio Third Frontier
  - Pre-seed and Entrepreneurial Services Programs
  - Wright Centers and other research collaborations
  - Cluster Development Programs
  - Third Frontier Internship
  - Research and Commercialization Grants

- Ohio's Thomas Edison Program
  - Seven Edison Technology Centers
  - Thirteen Edison Technology Incubators
  - Ohio Manufacturing Extension Partnership Program
- Ohio Venture Capital Authority
- Technology Investment Tax Credit Program

 **Cultivate Top Talent**

**Workforce and Talent Division**

**Daniel Reynolds, Director**

614 | 466 4271 • Daniel.Reynolds@development.ohio.gov

The Workforce and Talent Division is committed to supporting Ohio's most valuable asset: our workers. The Division connects Ohio's economic development and workforce development resources at the state, regional, and local levels, working through its staff of Regional Workforce Directors and Business Services Representatives. The Workforce and Talent Division continues to build on successful partnerships with agencies such as the Ohio Department of Job and Family Services and the Ohio Board of Regents.

**Programs and Initiatives**

- Appalachian Training Investment Program
- Energizing Careers Program
- Governor's Workforce Policy Advisory Board
- Ohio Third Frontier Internship Grant Program
- Ohio Labor Management Cooperation Program
- Ohio Workforce Guarantee Program
- Project HIRE
- Ohio Means Home
- Ohio Means Jobs

 **Invest in our Regional Assets**

**Community Development Division**

**William Graves, Director**

614 | 466 3144 • William.Graves@development.ohio.gov

The Community Development Division provides the solid foundation necessary for Ohio's citizens and economy to flourish. The Division solidifies Ohio's infrastructure, improves housing conditions, creates jobs, addresses energy needs, and supports local social service initiatives. The Community Development Division houses the Office of Community Services and Office of Housing and Community Partnerships.

**Programs and Initiatives**

- Community Development Block Grant Program
- Community Services Block Grant Program
- Electric Partnership Program
- Emergency Shelter Grants Program
- Home Energy Assistance Program
  - Summer Crisis Program
  - Winter Crisis Program
- HOME Investment Partnerships Program
- Home Weatherization Assistance Program
- Housing Opportunities for Persons with AIDS Program
- Interagency Council on Homelessness and Affordable Housing
- Ohio Housing Trust Fund
- Percentage of Income Payment Plan (PIPP)
- PIPP Plus (November 2010)



## Governor's Office of Appalachia

**Chris Shaffer**, *Interim Director*

614 | 995 3298 • Chris.Shaffer@development.ohio.gov

The Governor's Office of Appalachia is an advocate for Ohio's 32 Appalachian counties. The Division works with the Appalachian Regional Commission in Washington, D.C. to promote the region's assets and support local, regional, state, and federal initiatives. These initiatives contribute to the economic, educational, and community advancement of the Appalachian region. The Division provides direction for the Appalachian Regional Commission funding within Ohio. New initiatives such as Enterprise Appalachia help stimulate economic activity in our Appalachian region by initiating a small business attraction and creation campaign highlighting the success of entrepreneurship in the region.

### Programs and Initiatives

- Community Investment Funds
- Distressed County Program
- Regional Initiative Program
- The Appalachian Regional Commission's Federal Access Road Program
- The Rapid Response Fund

## Regional Economic Development Offices

The Regional Economic Development Offices, strategically located in our 12 economic development regions, are often the initial point of contact for the Department. As part of our plan for economic development, our Ohio Hubs of Innovation and Opportunity and Regional Economic Development Teams leverage our regional strengths to further statewide and regional economic development goals. Acting as an informed resource for local stakeholders, our Regional Economic Development Directors and Workforce Directors serve as liaisons for the Department and state government. Our Directors focus on identifying and exploring the economic, business, and community opportunities throughout each region by working with local business leaders, elected officials, and economic development groups.

### Region 1 (Columbus)

**Megan Gordon-Lakey**, *Regional Economic Development Director*  
614 | 466 9627 • Region1@development.ohio.gov

### Region 2 (Toledo)

**Eileen Granata**, *Regional Economic Development Director*  
419 | 245 2445 • Region2@development.ohio.gov

### Region 3 (Lima)

**Jerry Good**, *Regional Economic Development Director*  
419 | 229 5320 • Region3@development.ohio.gov

### Region 4 (Dayton)

**Kevin Carver**, *Regional Economic Development Director*  
937 | 285 6185 • Region4@development.ohio.gov

### Region 5 (Cincinnati)

**Quinten Harris**, *Regional Economic Development Director*  
513 | 852 2826 • Region5@development.ohio.gov

### Region 6 (Shelby)

**Herman Stine**, *Regional Economic Development Director*  
419 | 347 1284 • Region6@development.ohio.gov

### Region 7 (Chillicothe)

**Elizabeth Scott**, *Regional Economic Development Director*  
740 | 775 0612 • Region7@development.ohio.gov

### Region 8 (Cleveland)

**Jennifer Ruggles**, *Regional Economic Development Director*  
216 | 787 3471 • Region8@development.ohio.gov

### Region 9 (Akron)

**Leah Anglin-Walsh**, *Regional Economic Development Director*  
330 | 643 3392 • Region9@development.ohio.gov

### Region 10 (Cambridge)

**Lisa Duvall**, *Regional Economic Development Director*  
740 | 439 2263 • Region10@development.ohio.gov

### Region 11 (Marietta)

**Christi Lynch**, *Regional Economic Development Director*  
740 | 373 5705 • Region11@development.ohio.gov

### Region 12 (Youngstown)

**Arnold Clebone**, *Regional Economic Development Director*  
330 | 797 6312 • Region12@development.ohio.gov

## Urban Development Division

**William Murdock**, *Director*

614 | 466 4484 • William.Murdock@development.ohio.gov

The Urban Development Division creates economic growth by assisting communities with place-based redevelopment by investing grants, tax credits, and loans into the revitalization of brownfields and abandoned buildings in Ohio's downtowns and historic places. This helps to cultivate a successful business climate by preserving, sustaining, and transforming forgotten places into new opportunities for growth. The Division works to remove barriers to private reinvestment such as environmental contamination and legacy costs by identifying the resources and financing necessary to achieve the economic priorities of Ohio's communities. This involves close collaboration with partners such as the State and Federal Environmental Protection Agencies, the Ohio Department of Transportation, and the Ohio Historic Preservation Office.

### Programs and Initiatives

- Brownfield Revolving Loan Fund
- Clean Ohio Assistance Program
- Clean Ohio Revitalization Fund
- Livable Communities Initiative
- Ohio Historic Preservation Tax Credit
- Ohio Hubs of Innovation and Opportunity
- Ohio New Markets Tax Credit Program



## Focus on our Customers

## Policy Research and Strategic Planning

**Steve Kelley**, *Senior Economist*

614 | 466 9350 • Steve.Kelley@development.ohio.gov

The Office of Policy, Research, and Strategic Planning provides data and analysis on the economic, industrial, demographic, and program trends of the State of Ohio, its businesses, and its people. The Office acts as the state government liaison to the U.S. Bureau of the Census and the U.S. Bureau of Economic Analysis. It gathers and disseminates information through reports, maps, and databases, as well as descriptive data on the economic activity and population trends of Ohio's cities, villages, townships, and counties.

**Ed Jerse**, *Director, Government Relations Office and Ombudsman*

614 | 644 8630 • Ed.Jerse@development.ohio.gov



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