



## 2009 ANNUAL REPORT

T. Alex Beres  
Executive Director

### Officers:

President: Gary Mortus, First Energy/Ohio Edison  
Vice President: Brian Humphress, City of Willard  
Secretary: Shawn Tappel, Village of New London  
Treasurer: Jerry Shoemaker, Greenwich Chamber of Commerce

Huron County Commissioners:  
Mike Adelman, Gary Bauer and Larry Silcox

### Membership Directory

#### ***GOLD MEMBERSHIP LEVEL:***

#### **Fisher-Titus Medical Center**

Duane Woods

272 Benedict Avenue, Norwalk, OH 44857



Fisher-Titus Medical Center

Tomorrow's Technology.  
Today's Personal Care.

#### **Northern Ohio Rural Water**

Tom Reese

P.O. Box 96, Collins, OH 44826



#### **City of Norwalk**

Sue Lesch

Mayor

#### **City of Willard**

Brian Humphress

City Manager

**City of Bellevue**

David Kile  
3000 Seneca Ind. Pkwy, Bellevue 44811

**Village of New London**

Darwin Anderson/Shawn Tappel  
115 E. Main St., New London 44851

**Village of Greenwich**

Lowell Etzler  
45 E. Main St., Greenwich 44837

**Village of Wakeman**

Chris Hipp  
53 River St., Wakeman 44889

**Village of Plymouth**

Keith Hebble/Bill Sexton  
48 W. Broadway, Plymouth 44865

***Silver Membership Level*****Firelands Electric Cooperative**

John Noss/Shelley Robenalt  
One Energy Place, New London, OH 44851

**First Energy/Ohio Edison**

Gary Mortus  
2508 W. Perkins Ave., Sandusky, OH 44870

**Janotta & Herner**

Ted Kastor  
P.O. Box 307, Monroeville, OH 44847

**National City Bank/PNC**

Albert Tegel/Rita Jackson  
9 E. Main St., Norwalk, OH 44857

**Pride One Norwalk, LLC**

Dave Conwill  
387 Medina Rd., Ste. 600, Medina, OH 44256

**Star Design-Build Contractors**

Craig Trick  
46405 Telegraph Rd., Amherst, OH 44001

**Sutton Bank**

Bill Alford  
110 Myrtle Ave., Willard, OH 44890

***Bronze Membership Level*****Barnes Wendling CPAs LLC**

Tim Mayles  
5002 Timber Commons Dr., Sandusky, OH 44870

**Greenwich Chamber of Commerce**

Jerry Shoemaker  
82 New Road, Greenwich, OH 44837

**Home Savings & Loan**

Steve Beal  
50 W. Main St., Norwalk, OH 44857

**Huron County Job & Family Services**

Teresa Alt  
185 Shady Lane Drive, Norwalk, OH 44857

**Mercy-Willard Hospital**

Lynn Detterman  
110 E. Howard St., Willard, OH 44890

**Milan Chamber of Commerce**

Ann Basilone-Jones  
P.O. Box 544, Milan, OH 44846

**New London CIC**

Ellen Simmons  
115 E. Main St., New London, OH 44851

**Norwalk Economic Development Corporation**

Ellen Heinz  
10 W. Main St., Norwalk, OH 44857

**Norwalk-Huron County Chamber of Commerce**

Melissa James  
10 1/2 W. Main St., Norwalk, OH 44857

**Norma Schaechterle**

Mike Myers Realty-Century 21  
92 E. Main St., Norwalk, OH 44857

**Telamon Construction**

Mike Bossetti  
5505 Milan Rd, P.O. Box 418,  
Sandusky, OH 44870

**WSOS-CAC**

Ben Kenny  
109 S. Front St., Fremont, OH 43420

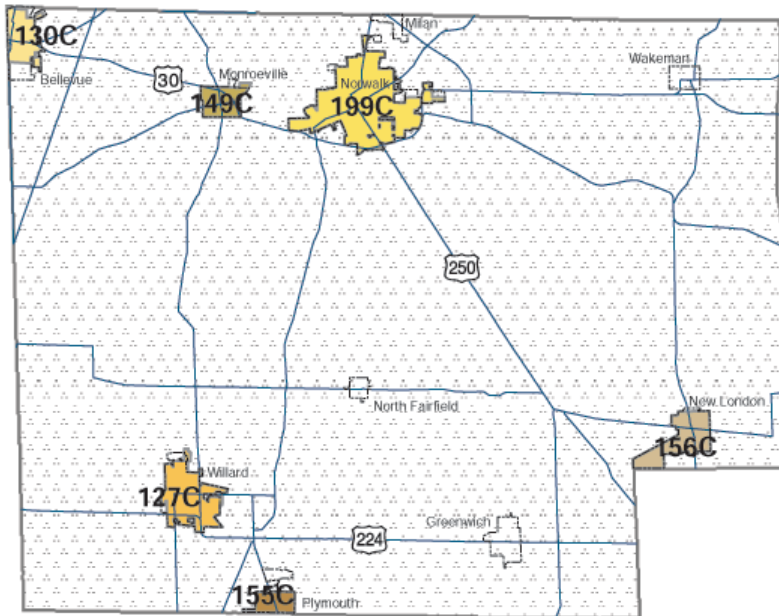
## REVOLVING LOAN FUNDS

The Huron County Development Council markets both the Huron County Revolving Loan Fund, as well as the New London CIC Revolving Loan Fund to businesses with appropriate funding needs and geographic locations. Revolving Loan Funds serve as “gap financing” where a project cannot be fully funded through conventional private lending. The RLF will then fill a secondary gap where appropriate. WSOS CAC, Inc. out of Fremont, Ohio, and HCDC administer loans and work with businesses seeking assistance. The Huron County RLF is restricted from being used in the Norwalk and Bellevue city limits as they have their own RLFs; the City of Norwalk’s administered by WSOS CAC, Inc., and the City of Bellevue’s administered by the Bellevue Development Corporation. In 2009, the Development Council worked with several companies that are considering using the Revolving Loan Fund to fill a gap in financing their projects.

## ENTERPRISE ZONE PROGRAM

The Huron County Development Council staff administers the Monroeville and Plymouth Enterprise Zone Programs in Huron County. The enterprise zone law in the State of Ohio allows tax abatements of up to 75 percent for ten years for enterprises locating or expanding in cities and villages and 60 percent for those locating or expanding in unincorporated areas. Currently there are six designated enterprise zones located in Huron County: City of Norwalk, City of Willard, City of Bellevue, Village of Monroeville, Village of Plymouth, and Village of New London. The city and village administrators of Willard and New London administer their respective municipalities’ enterprise zones, while the Bellevue Development Council administers the City of Bellevue’s and WSOS CAC administers the City of Norwalk’s.

**Huron County Enterprise Zones** Credit: Ohio Department of Development



## **PROCURE / AVAILABLE SITES AND BUILDINGS**

The Huron County Development Council keeps a list of available sites and buildings that are located for industrial development within Huron County. The Development Council uploads this information onto the [www.e-procuresite.com](http://www.e-procuresite.com) website, which is a partnered project between AEP, Ohio Department of Development and local development agencies. The Procure database is utilized when the Ohio Department of Development is contacted by site selectors for assistance in finding suitable locations for new or expanding businesses. The state then sends leads generated through this system to each county's Procure administrator (HCDC) and the local administrator sends back appropriate sites and buildings suitable to the needs given by the company. The Development Council submitted appropriate county sites and buildings to the Ohio Department of Development through the Procure system.

## **ECONOMIC DEVELOPMENT PLANNING**

The Huron County Development Council staff was involved in two planning projects in 2009. The Development Council lead an initiative to have Huron County become involved in the first multiple county Comprehensive Economic Development Strategy within North Central Ohio. The Strategy is a joint planning document between Huron, Ashland, Crawford, and Richland Counties that coordinates collaborative projects that are regionally focused as well as being the required prerequisite for the U.S. Dept. of Commerce, Economic Development Administration grant funding. Told by Federal officials that the planning for such a document would take at least a year, the four counties were able to put together a sound strategy within a of couple months. A four-county Revolving Loan Fund that will help leverage local, state, and private lending within the region may be sought for grant funding through the EDA due to this initiative.

The Development Council working in tandem with WSOS CAC, Inc. is also coordinating the planning of an "exclusively Huron County" Comprehensive Economic Development Strategy. The last county planned strategy was completed in 2001, with a quick update to that document in 2002. This document will coordinate economic development needs and projects in the county, help to strategize the Development Council's work plan, and also serve as a prerequisite for U.S. Dept. of Commerce, Economic Development Administration funding. The planning and committee meetings for this strategy are currently underway with a completion date set for April of 2010.

## **HURON AND ERIE COUNTY REGIONAL COLLABORATION**

In 2008, Erie and Huron Counties received a Regional Collaboration grant from the Ohio Department of Development. The grant funded *The Regional Collaboration Study: Assessing the Economic Impact of the Runway at the NASA Plum Brook Facility*, which was conducted by the Bowling Green State University's Center for Regional Development. The study showed the tremendously positive economic impact that would happen within the two counties were a runway constructed to help facilitate large space and aeronautical equipment to be tested at the Plum Brook Station. It also gave many possible scenarios in which a regional governmental authority could possibly operate and govern a regional airport.

## **BUSINESS RETENTION AND EXPANSION**

The Huron County Development Council recognizes that from 80 – 85% of all business expansion usually comes from existing businesses within your community. Thus, Development Council staff has made it a priority to reach out to businesses within Huron County so to understand their needs and concerns, as well as to develop working partnerships for economic development. The Development Council applied for and received a grant from American Electric Power which allowed us to purchase a license for the Synchronist Business Information System, by Blane Canada Ltd. This software allows the Development Council staff to easily record, track, and compile information gathered from local business visits. Currently, HCDC has coordinated partner visits in the Willard area with the Willard Area Chamber, and the Willard Area Economic Development Corporation, as well as partner visits in Greenwich with Greenwich Chamber and Council members. Business visits have resulted in seven current partnership projects between HCDC and county businesses.

The Huron County Development Council was also a participant in Norwalk Economic Development Corporation's 6<sup>th</sup> Annual Business Appreciation Week. In one week, over 50 volunteers visited with over 100 companies. The Development Council appreciates being a part of such a successful program.

## **REAL ESTATE DEVELOPMENT**

The Huron County Development Council acts as the Community Improvement Corporation for the County as well as the municipalities within Huron County. A Community Improvement Corporation is a non-profit organized under Ohio Revised Code 1724. A Community Improvement Corporation may act as a development agency for a municipality and is allowed certain development powers that a municipality would not be able to directly exercise without extremely difficult regulations and political restrictions.

In 2009 the Huron County Development Council exercised its Community Improvement Corporation powers for the City of Norwalk, acting as a conduit for a business equipment loan, and for the City of Willard, where it currently is overseeing the potential sale of city real estate.

## **GRANT AND LOAN ADMINISTRATION**

The Huron County Development Council acts as the administrator for economic development grants and loans received by the county. HCDC is administering an Ohio Department of Development Industrial Site Improvement Fund grant for a Norwalk Rail Spur Project that will allow New Horizon's Baking Company to ship all their raw flour in by rail. This will be the start of a three year administrative process. 2009 was the last year of administration for a State Industrial Site Improvement Fund grant for the Norwalk Commons Project. Grant administration lasts many years after the project completion and the Development Council takes pride in its working relationships with the State of Ohio, and area businesses and developers in making the process as smooth and efficient as possible.