



ECONOMIC DEVELOPMENT REPORT TO COUNCIL

March 20, 2023

MEETINGS

- 2/21 Mid Ohio Development Exchange meeting
- 2/22 Rickenbacker Employer Assistance Network (REAN) meeting
- 2/28 Mike Bowers, Columbus State Community College SBDC re: small business training program
(See attached flyer describing proposed programming for Groveport)
- 3/1 Company Visit: SK Food Group / Gina Krenek & Nyshieka Hunley (See notes below)
Melissa Bennett / Lissie Bee's Boutique re: Rarey's Port space
- 3/3 One Columbus Economic Development Advisory Council (EDAC)
- 3/6 Mark Ours / MODE Architects, Melissa Bennett Re: potential tenant build-out at Rarey's Port
- 3/7 Matt McCollister & Haley Young / One Columbus re: ED strategies
- 3/8 Alec Land discussion of possible development of Floyd's Hot Rod Shop site
- 3/9 Company Visit: KDC One w/ JobsOhio and One Columbus (See notes below)
Meeting with Clous Road Partners and Sansone Group re: Development of Studley property
- 3/10 Company Visit: Crane Worldwide Logistics / Brett Blair (See notes below)
- 3/13 Meeting w/ J. Schimmer / Franklin County Development and Kelly Fuller / Columbus Chamber
of Commerce re: Workforce
- 3/15 Internal meeting to discuss Floyd's Hot Rod building demolition issues
- 3/16 Spoke to Southeast Realtor's Association about Groveport Development
Field meeting at Floyd's Hot Rod Site (Moore, Farst Strayer, King and Green)
Meeting with Eric Allen / SK Food Group and Justin Bickle / One Columbus re: possible
expansion/ consolidation.

NOTES FROM COMPANY VISITS

- **SK Food Group-** Met with Gina Krenek (Facility Manager) and Nysheika Hunley (Sr. HR Specialist). Currently employing 566 permanent full-time and 245 temporary employee; Primary Groveport line is sandwiches for Starbuck's and they have also taken on the production of charcuterie boards for another customer.

Workforce issues the company has experienced in the past have eased significantly. Current senior management was not familiar with GREAT of the City's recreational amenities. Bob Dowler and Seth Bower were going to reach out and drop off materials.

- **KDC/One**—Met with Ian Kalinosky along with a rep from JobsOhio and two reps from One Columbus. Groveport facility, which primarily handles production of soaps for Bath & Body Works, represents \$110 MM investment and another \$20 MM is being spent on further expansion. The Groveport facility also handles packaging and distribution for some Proctor & Gamble products.

KDC currently employs 278 permanent full-time employees plus some temp employees. Pay is \$15-30/hr.

Bath & Body Works sales have declined in the past year, but have been showing signs of improvement. Company is also currently in negotiations with another brand. Goal for Groveport is 500 million units per year.

- **Crane Worldwide Logistics**—Met with Brett Blair and Operations Managers Todd Young and Bogdan Salamakha. Crane opened in the Columbus region in 2010 and currently operation 3 facilities, including their Pontius Road, Groveport facility. In 2022 the company reported \$50 million in gross revenue for Columbus. They currently employ 200 permanent full time workers at a starting rate of \$28-25/hr.

Mr. Blair reported that the company has experienced no issues since opening in Groveport and, in fact, was very complimentary of Groveport staff and had good things to say especially about the building department.

2023 PRIORITIES

- Small business training programs (new and existing businesses)
- Downtown Parking
- Development of Land property
- Area "C" Master Plan and Economic Feasibility Study.
- Downtown "pocket park" at Front & Main
- New developments on Main Street
- Downtown signage
- Business retention and expansion/in-person visits



Small Business
Development Centers
Columbus State Community College

Start-Up process

THREE SIMPLE STEPS FOR HELPING SMALL BUSINESS OWNERS ESTABLISH A SOLID FOUNDATION FOR GROWTH AND SUCCESS

Step1 *B.A.S.E. Workshop*

This one-evening virtual workshop sets the stage for business ownership. Evaluate your initial concept, determine readiness, learn how to identify and target customers, and explore goal setting. Business structure and funding will also be discussed.

Business Tax Workshop

This one-evening workshop will provide you with an overview of federal and state business taxation rights, requirements, and responsibilities, and is suitable for entrepreneurs in both the pre-venture and startup phases.

Step2 *BizStart 2.0*

This four-week program will walk you through the process of validating your business model. Working with an advisor, you'll explore entrepreneurship, planning and market research, marketing, sales, business operations, business plans, financing, and legal entities. (*Prerequisite B.A.S.E. Workshop*)

Step3 *Business Growth Advising*

After completing steps 1 & 2 you will be assigned to an Ohio SBDC Certified Business Advisor. Your Advisor will coach you through the development, launch and growth of your business.



*All sessions are offered virtually monthly and taught by a Certified Business Advisor.
Visit website for more details and listing of dates and times*

www.SBDCColumbus.com/events



U.S. Small Business
Administration

The Ohio Small Business Development Center (SBDC) Program is funded in part through a cooperative agreement with the U.S. SBA. The SBDC program is also funded in part by the Ohio Development Services Agency. All services are extended to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals. Reasonable accommodation for persons with disabilities will be made if requested at least two weeks in advance. Contact SBDC at (614) 287-5294 or at our website: www.sbdccolumbus.com.



Small Business Development Centers

Columbus State Community College



The Ohio Small Business Development Center at Columbus State Community College (SBDC) is the number one resource for the growth oriented small business and entrepreneurial owner in Central Ohio. Through an integrated combination of consulting, advising and educational programs the SBDC assists small business owners establish and improve business management operations and technical.

The SBDC is an integral part of Columbus State Community College's Workforce Development efforts. The SBDC is supported by the U.S. Small Business Administration, the Ohio Department of Development, Columbus State Community College, and other local partners. Through its programs and services, the SBDC is focused on building strong and sustainable businesses throughout its eight-county district.

For information on SBDC visit us at www.SBDCcolumbus.com

2022 SBDC ECONOMIC IMPACT STATISTICS (10/1/21 – 9/30/22)

Clients Advised	5,582	Job Creation & Retention	3,060 jobs
Advising Hours	10,203 hrs	Business Starts:	80 businesses
Capital Infusion	\$13.6 million	Training Events Conducted:	131 events
Client Sales Increase:	\$5.9 million	Training Attendees Served:	4,059

ALL UNDER ONE ROOF

SBDC: The SBDC is the primary management and business consulting engine for the overall Ohio SBDC program in Central Ohio. Through Certified Business Advisors, the SBDC provides a wide array of technical assistance to support business performance, sustainability and enhancement of the development and growth of small businesses.

Kiva Columbus: The Ohio SBDC at Columbus State is proud to be the Kiva Hub for Central Ohio. Understanding the challenges that many small businesses experience with access to capital due to limited collateral, credit challenges, limited owner investment, and early-stage lending, Kiva removes those barriers by providing a non-traditional capital alternative.

Export Assistance Network: The Ohio SBDC Export Assistance Network at Columbus State (EAN) is focused on the development of exporting opportunities in global markets. The EAN works in partnership with the Ohio Department of Development Export Assistance Office. Exporting enables companies to diversify their portfolios and weather changes in the domestic economy. Services offered:

- Export Counseling and Education
- International Market Support
- Ohio Export Internship Program
- International Market Access Grant for Exporters (IMAGE)

SMALL BUSINESS TRAINING

The key to our success is making sure business owners are educated in operations and business management. We do so by conducting over 100 training, conferences, and networking sessions per year. Some of those include:

- BASE: Basis for a Successful Enterprise
- BizStart 2.0
- Small Business Breakthroughs
- Business Clinic Series
- Market Plan Workshop
- Social Media Strategy: The Plan Before the Post
- Ohio Small Business Tax Workshop
- Funding Your Business – Complete Loan Packaging
- Lift One to Lift Many – Kiva Capital Funding
- Understanding Small Business Certifications
- Understanding Your Business Financials, and more...

HOW TO ENGAGE

New Business Starting a business? Register for B.A.S.E. at SBDCcolumbus.com/events

Existing Business Contact our office to meet with an Advisor. Advisor meetings are by appointment only: sbdc@csc.edu or (614) 287-5294



Mailing Address: 550 E. Spring Street, Columbus, OH 43215 | Physical Address: 320 N. Grant Ave Ste 1062, Columbus, OH 43215
TEL 614.287.5294 | FAX 614.287.6311 | sbdc@csc.edu | SBDCcolumbus.com



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