



ECONOMIC DEVELOPMENT • 1140 Terex Road • Hudson, Ohio 44236 • (330) 342-1893

MEMORANDUM

Date: March 26, 2025
To: Thom Sheridan, City Manager
From: Katie Behnke, Economic Development Manager
CC: Brian Griffith, Assistant City Manager
Greg Hannan, Community Development Director
Re: JobsOhio SiteOhio Authentication

Background

The Community Development Department is pursuing the JobsOhio's SiteOhio program for 996 Hines Hill Road with the goal of generating more high-quality leads for the acreage. The update below includes an overview of the program, current action items, and commentary on the alignment with the 2024 Comprehensive Plan.

Program Overview

The SiteOhio program is used vet commercial properties, business parks, and industrial sites to certify they are construction ready statewide. Site authentication requires a *“comprehensive analysis and guarantees that all utilities are to the property with adequate capacity, that due diligence studies have been completed, and that all state and federal entities have provided concurrence with the studies. SiteOhio authentication also ensures the site is free of incompatible uses, with no limitations or insurance liability based on surrounding properties.”*¹

JobsOhio Staff refers prospective businesses to authenticated sites first as those sites are known to be immediately ready for development and therefore most compelling. As a result, authenticated sites are submitted to more leads than non-authenticated sites. Authentication does not place any restrictions on type of use or future development that may occur on the site, that discretion remains with the landowner.

To facilitate the program, JobsOhio partners with site selection consultants, InSite. InSite has served 620 clients worldwide and has sited projects worth \$41 billion in capital investment and more than 97,000 jobs. The firm has operated in 42 states and 58 countries on behalf of their clients². Their broad experience base allows their team to deliver detailed, unbiased feedback throughout the program.

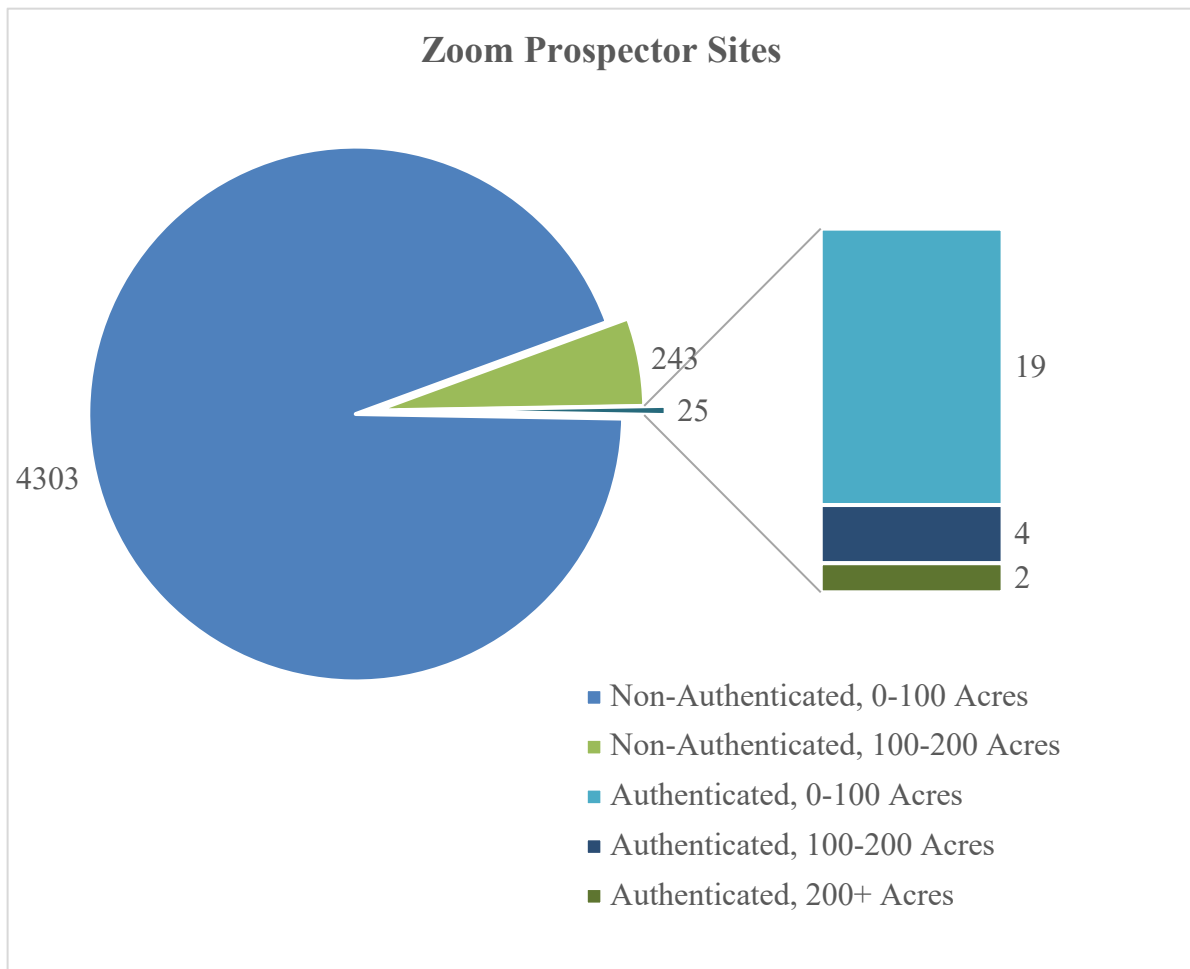
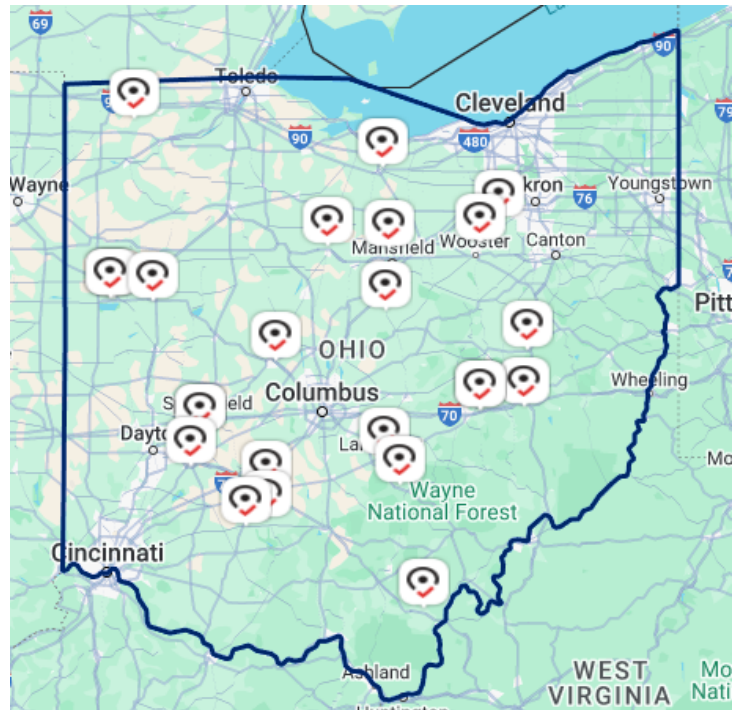
¹ JobsOhio. “SiteOhio Certified Sites.” <https://www.jobsohio.com/en/programs-services/sites/available-sites>. Accessed 25 March 2025.

² Insite. “About InSite.” <https://www.insitelocation.com/home/about-insite>, Accessed 2 January 2025.

Current JobsOhio Authenticated Sites

As of March 2025, there are only twenty-five SiteOhio Authenticated Sites and only five within the Northeast Region. None of the sites are in Summit, Portage, or Cuyahoga Counties. Achieving this certification would give 996 Hines Hill Road a distinct advantage in the region.

In Ohio, Zoom Prospector is the online tool most commonly used for site selection. As of March 2025, there are 4,571 available properties within the state of Ohio listed in the portal. As shown below, there are 246 sites that are greater than 100 acres, but only six of those sites are certified. If authenticated, 996 Hines Hill Road would be considered with the six other large, authenticated sites for development, before the remaining 243 sites of the same size because the JobsOhio and Team NEO groups would have confidence in the sites ability to be developed for a commercial or industrial user.



JobsOhio Leads and Projects

The Mission of Jobs Ohio is “to empower world-class corporations, entrepreneurs, and talented individuals to build their businesses and careers in Ohio. Our advocacy and investments in partnership with the State enable sustainable economic growth and a better quality of life for all Ohioans through the power and dignity of work.” To carry out their mission, JobsOhio focuses on ten strategic industries in which they believe Ohio’s infrastructure and talent are best poised to win in the marketplace. They are:

- › Advanced Manufacturing
- › Aerospace & Aviation
- › Automotive
- › Energy & Chemicals
- › Financial Services
- › Food & Agribusiness
- › Healthcare
- › Logistics & Distribution
- › Military & Federal
- › Technology

JobsOhio is focused on meaningfully growing the income tax base in Ohio through fulfilling jobs. As a result, they generally do not focus on retail, restaurant, or entertainment types of users. While the 2024 JobsOhio Annual Report is not yet available, the 2023 Annual Report included a summary of projects won for the state and the number of new jobs and capital investment expected as a result.³

2023 TARGETED INDUSTRY RESULTS			
INDUSTRIES	WON PROJECTS	NEW JOBS	CAPITAL INVESTMENT (\$M)
Advanced Manufacturing	145	4,552	\$1,848
Aerospace & Aviation	7	2,372	\$546
Food & Agribusiness	43	2,265	\$1,163
Automotive	21	1,642	\$450
Logistics & Distribution	23	1,215	\$86
Financial Services	10	1,135	\$21
Military & Federal	4	937	\$0
Information Technology	25	857	\$9,704
Healthcare	9	768	\$403
Other*	25	411	\$17
Energy & Chemicals	15	303	\$155
Totals	327	16,457	\$14,391

YEAR-OVER-YEAR STATISTICS				
JOBSOHIO METRICS	2020	2021	2022	2023
Won Projects	307	414	296	327
New Jobs	19,021	29,104	26,323	16,457
New Jobs Payroll	\$1.0 Billion	\$1.59 Billion	\$1.84 Billion	\$1.1 Billion
Retained Jobs	39,208	75,416	53,818	27,836
Retained Jobs Payroll	\$2.4 Billion	\$4.5 Billion	\$3.78 Billion	\$1.78 Billion
Capital Investment	\$7.8 Billion	\$6.9 Billion	\$31.56 Billion	\$14.39 Billion

*Represents Headquarters & Back Office

Notable recent JobsOhio projects include the January 2025 announcement that Andruil

³ JobsOhio “JobsOhio 2023 Annual Report | 2024 Strategic Plan” <https://www.jobsohio.com/annual-report-2023>
Accessed 25 March 2025.

Industries, a defense technology corporation, selected a site in Pickaway County delivering more than 4,000 new advanced manufacturing jobs by 2035 and add nearly \$1 billion to Ohio's gross domestic product. This project represents the largest job creation and new payroll project in Ohio's history. In 2022, JobsOhio was critical in landing Intel's \$28 billion dollar project for chip factories in Licking County. City of Hudson Staff typically receive at least one lead a week from JobsOhio who then organize responses from interested sites and pass along the best matches to the site selection consultants or business.

Team NEO, the northeast Ohio regional arm of JobsOhio, closed 125 projects in 2024 which was the most by any region in a single year in JobsOhio's history. To reach this level of activity, Team NEO stays very engaged with the regional corporations and is active in recruiting efforts internationally including trade missions to places like Ireland, Germany, Italy, and Spain. Achieving authentication will keep 996 Hines Hill Road top of mind for Team NEO as they meet with regional businesses in need of expansion or bring outside businesses to the region in need of facilities. In February 2025, pharmaceutical manufacturer, Eli Lilly, announced plans to build four new manufacturing plants in the US creating over 3,000 new jobs and investing \$27 billion in facilities. Based on Team NEO's involvement in the 996 Hines Hill Road SiteOhio Authentication process and the mock site visit, Team NEO sought out City of Hudson participation as a preferred NEO site in the RFI process.

SiteOhio Program Timeline

996 Hines Hill Road is in Wave 5 of the JobsOhio program following the below timeline:

- April 24, 2023: Wave 5 Announced by JobsOhio
- June 29, 2023: Staff Submission of Opt-In Form for 996 Hines Hill Road
- August 2, 2023: Notification that 996 Hines Hill Road advanced in the program
- October 25, 2023: Staff Submission of Detailed Site Data Template Due to JobsOhio
- February 7, 2024: Staff Responses to Open Questions in Site Data Template
- October 22, 2024: Mock Pitch and Road Tour with InSite Consulting, JobsOhio, and Team NEO Staff
- November 19, 2024: Report of Action Items for Authentication Received
- November 19, 2025: Deadline for Completion of Action Items for Authentication

Authentication Action Items

The program review has identified eighteen mandatory action items detailed in the report with the following requiring City Council alignment or allocation of time or financial resources.

Note, authentication will not be granted without the completion of every mandatory step. The most significant of which have been listed below with their current status.

- Wetlands Delineation with jurisdictional determination from US Army Corp of Engineers – *Engaged Davey Resource Group for \$9,550, Completed in Q1 2025.*
- Phase I ESA - *Engaged Davey Resource Group for \$5,740, Completed in Q1 2025.*
- Geotechnical Study – *Engaged GPD Group for \$18,000, to be performed in Q2 2025.*
- Endangered Species Study with US Fish and Wildlife Letter - *Engaged Davey Resource Group for \$2,600, Letters sent in Q1 2025, awaiting agency responses.*
- Cultural Resources Phase I Study – *Initial quotes range from \$35,000 to \$60,000, with City Council for consideration for appropriation.*
- Create a Master Plan with concept subdivision of the property with price per acre – *In process with internal Staff resources.*
- Develop and record restrictive covenants for the site.
- Relocate the Salt Barn and remove all remaining Youth Development Center infrastructure (soccer goals, football uprights, etc.).
- Cut grass and underbrush and develop a landscape maintenance plan. – *Maintenance*

plan drafted, will be incorporated into Spring Schedule.

In addition to the mandatory action items, Staff is reviewing partnerships and funding opportunities to improve Hines Hill Road and the gateway into Hudson from I-80 and Route 8.

2024 Comprehensive Plan Alignment

As SiteOhio Wave 5 was underway concurrent to the update to the Comprehensive Plan, Staff was diligent in reviewing the Steering Committee discussions and recommendations regarding the YDC Site Focus Area to ensure the goal of the program continued to be aligned with community feedback on the site. The final plan sites the following action item:

“1.3.4 YDC Focus Area: Keep YDC as passive open space until a compelling business park office redevelopment presents itself under current D6 zoning, at which time a business park office redevelopment should be encouraged.”

Conclusion

With City Council’s support, Staff will continue to pursue SiteOhio Authentication in 2025 to cast the broadest possible net to generate credible, transformative leads for high-income tax generating tenants which is aligned with the goal outlined in the Comprehensive Plan.