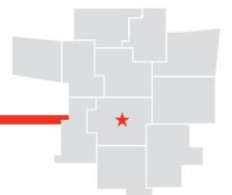


Columbus Region Logistics Council enabling Vision, Collaboration & Execution

“He who aims at nothing is sure to hit it.”

(Quote by Anonymous)



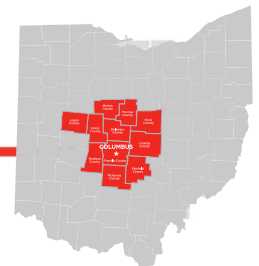
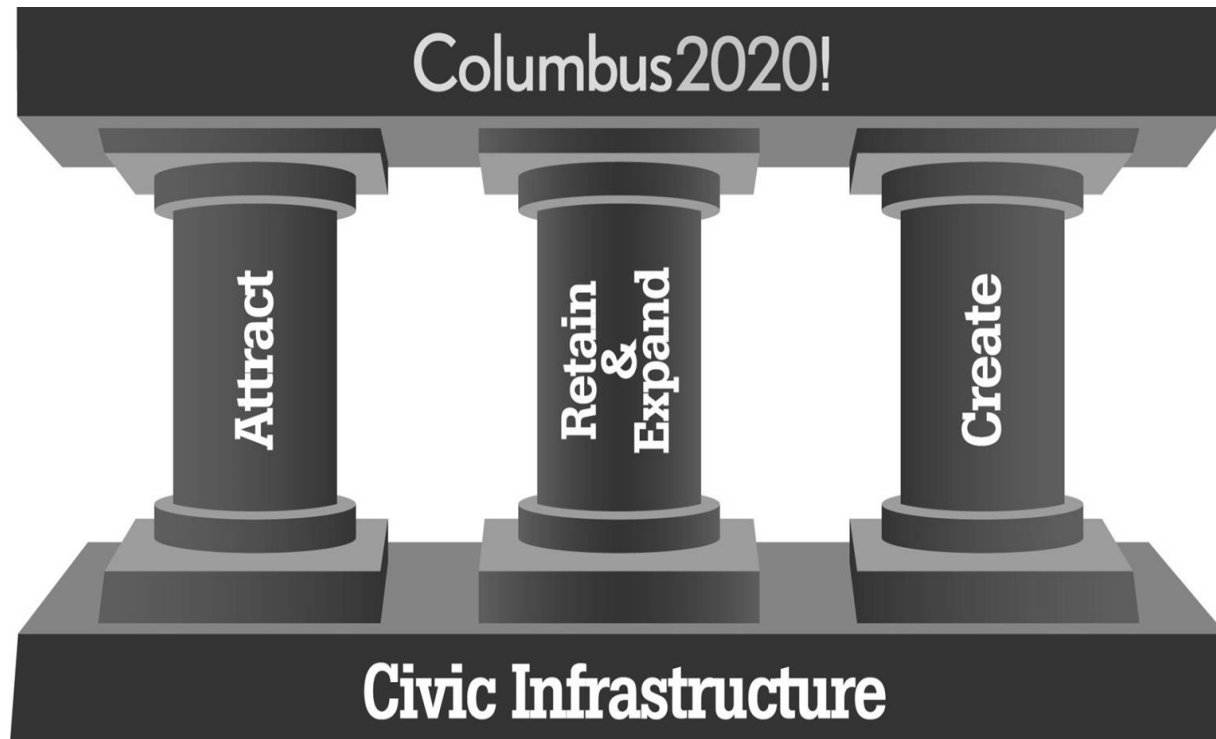


THE
COLUMBUS
REGION

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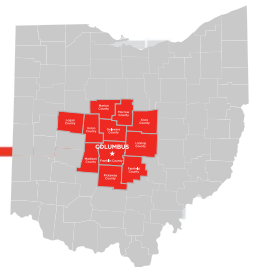
Columbus2020! is a **Private, Not-For-Profit**, regional economic development initiative focused on strategies to **Attract, Create, Retain and Expand** companies and investment.

The Columbus Region is our product and global brand.



10 Year Goals

- 150,000 net new jobs
- \$8 billion in new capital investment
- Raise per capita income to over \$50,000
- Be recognized as the most dynamic economic development initiative in the U.S.



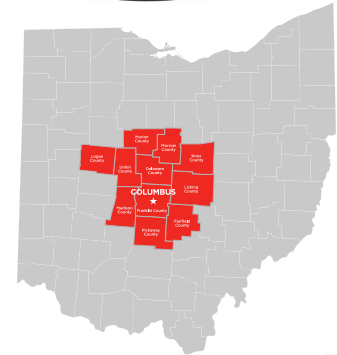


- 1. Columbus Region Overview**
- 2. Logistics Industry**
- 3. World Class Market Access**
- 4. Low Operating Costs**
- 5. Workforce**
- 6. Columbus Region Logistics Council**

The Columbus Region

Regional Overview

- Eleven-county region located in Central Ohio
- Nearly 2 million people
 - Population growth of nearly 14% since 2000
 - 2nd fastest major MSA growth in the Midwest
- 5.65% MSA unemployment rate Dec. 2012 (Ohio 6.7%)
- Largest city in Ohio and the 4th largest capital city the U.S.
- Home to 15 Fortune 1000 HQ's, including 6 Fortune 500 headquarters
- An additional 17 Fortune 1000 companies are among the Region's top 100 employers
- More than 40 colleges and universities enroll 145,000 students
- In the past decade, the fastest growing sectors have been education and health (+21 percent), transportation and utilities (+12 percent), and professional and business services (+13 percent).



The Columbus Region

Key Private Sector Employers- Balance and Diversity

Fortune 1000 HQs



Major Presence



Target Sectors:

- Corporate headquarters / managing offices / back office functions
- **Logistics**
- Manufacturing
- Technology





1. **Columbus Region Overview**
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The Columbus Region

Logistics Sector Highlights

- The Columbus region is home to **3,218** logistics establishments employing **80,000+ workers**.
- The Columbus region experienced a logistics **employment increase** of **57%** between 1998 and 2007, compared to 9% nationwide.
- Employment growth of **22.1%** is projected between 2006 and 2016.
- Industry leaders formed the **Columbus Region Logistics Council** in 2008 to serve as the catalyst for the growth of the Region's logistics capability. The CRLC is leading the implementation of a strategic roadmap to grow the Region as a logistics hub by:
 - o Fostering a logistics-friendly **business environment**
 - o Developing and enhancing an advanced logistics **infrastructure**
 - o Infusing working-class logistics **technology** into regional industry
 - o Building a high-skill **workforce** for competitive advantage

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The Columbus Region

Logistics Sector Highlights





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Key Advantages

“Inland Port”- Market Access

The Columbus Region provides access to more Americans than any other major inland or coastal port. The Columbus Region is within a one-day truck drive or one-hour flight of:

- 51% of U.S. population
- 53% of U.S. manufacturing capacity
- 49% of U.S. corporate offices
- 40% of Canadian population



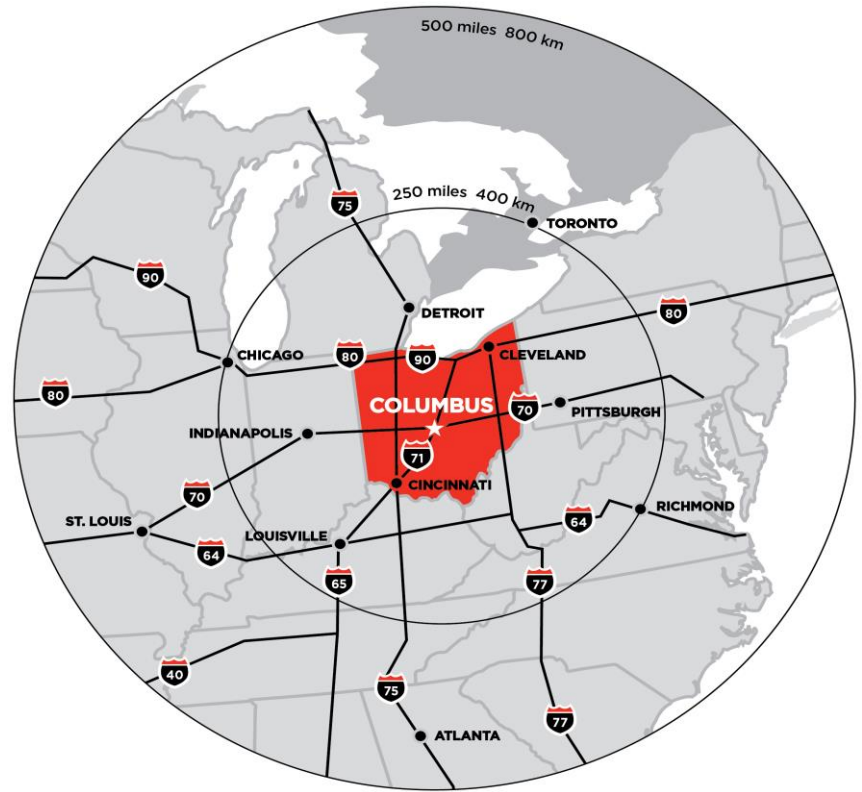
Area within a 10 hour drive of Columbus



Key Advantages

“Inland Port”- Highway Access

- Crossed by eight major highways
- Lower levels of traffic congestion than nearly all other major cities*
- Better road conditions than nearly all other major U.S. cities**



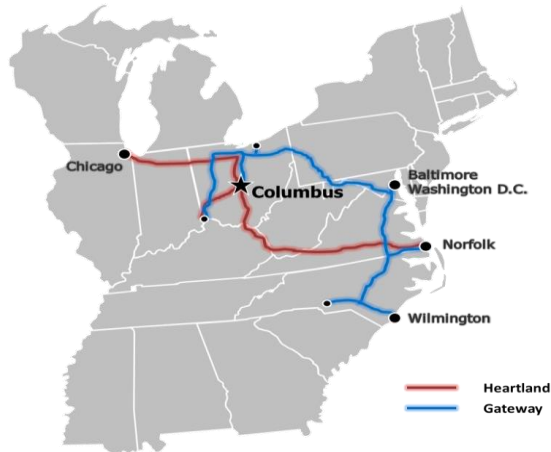
*Source: Texas A&M University – Texas Transportation Institute, Urban Mobility Report 2010

**Source: Tripnet Urban Roads Report, September 2010



Key Advantages

“Inland Port”- Deepwater Access



- The Columbus Region is easily accessible from all major U.S. seaports with outstanding rail connections, equating to a superior logistical advantage for the Region.
 - **Norfolk Southern Heartland Corridor provides direct one-day double-stack service** between the Columbus Region and the Port of Norfolk, Virginia.
 - **CSX Gateway project** connects the Columbus Region to deep-water ports in New Jersey, Washington D.C., and Wilmington, NC.
 - Four intermodal yards capable of more than 800,000 lifts per year.

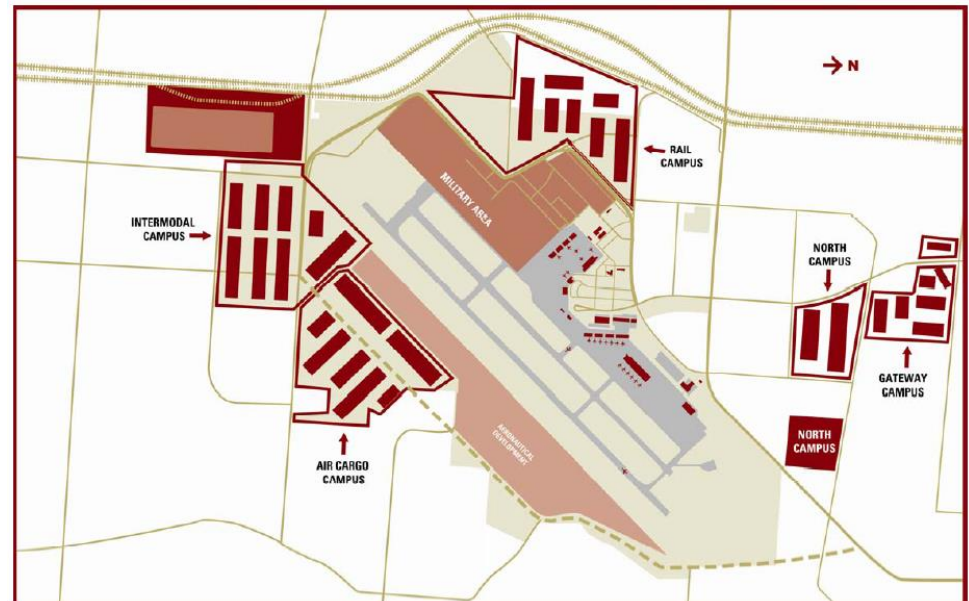


Key Advantages

“Inland Port”- Air Access/ Infrastructure

- Rickenbacker International Airport is a high-speed international, multi-modal logistics hub and strategically planned cargo complex that serves:
 - International air-freight
 - Cargo airlines
 - Freight forwarders
 - Logistics companies
 - Manufacturers
 - Distributors

Rickenbacker Global Logistics Park





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Key Advantages

Low Operating Costs

- Real Estate
 - Industrial Rate: Average Quoted **\$3.26/SF**
 - Flex Rate: Average Quoted **\$6.98/SF**
 - Office Rate: Average Quoted **\$14.03/SF**
- Available Spec and prime “Cluster” acreage for development
- Private Sector Workforce Unionization Rate- **5.2%**
- Effective Tax Rate on New Investment – **4.4%**
- Competitive:
 - Market of Utility providers
 - Workers’ Compensation Premium Rates
 - Unemployment Insurance Tax Cost





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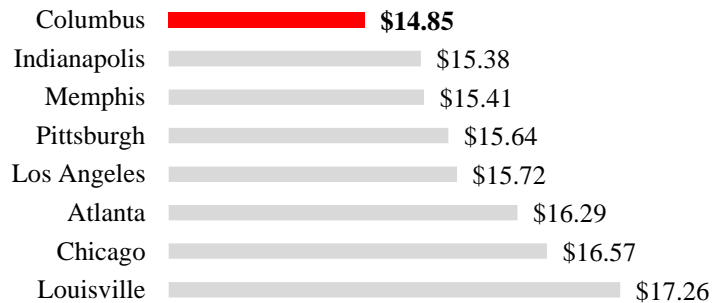
Key Advantages

Competitive Labor Costs

Source: U.S. Bureau of Labor Statistics,
Occupational Employment Statistics, May 2010

Average hourly wage in...

...Transportation and Material Moving Occupations



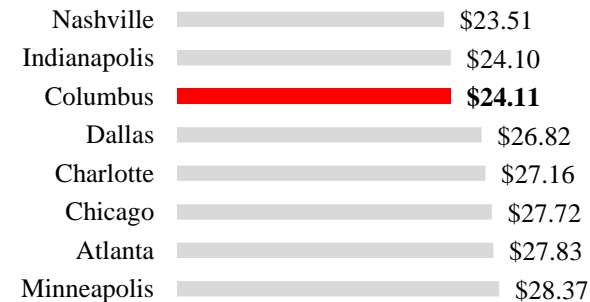
...in Production Occupations



...in Science, Engineering and IT Occupations



...in Management, Business and Office Support Occupations



Key Advantages

Large Graduate Pipeline- access to trained, quality talent

- More than 145,000 students enrolled at 40+ institutions of higher education.
- The **Ohio State University Fisher College of Business** is ranked 8th best among supply chain/logistics programs nationwide (U.S. News & World Report 2010).
- **Columbus State Community College** - the largest community college in Ohio and among the largest in the nation. Offers associate degrees in business and engineering fields including an **A.A in Logistics** and **3 + 1 B.S. (OSU)**
- **Columbus State Community College's Center for Workforce Development** is focused on developing an entry- to mid-level workforce for the region's logistics businesses → **LogisticsART.**



Columbus College
of Art & Design



OTTERBEIN
UNIVERSITY

DENISON
UNIVERSITY



Ohio
Wesleyan
University





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CRLC Strategy Roadmap

Columbus Region Logistics Council- *“catalyst for the growth of the Region’s logistics capability”*

4 Key strategies:

- Fostering a logistics- friendly **business environment**
- Developing and enhancing an advanced logistics **infrastructure**
- Infusing world-class logistics **technology** into regional industry
- Building a high-skill **workforce** for competitive advantage

Structural framework that remains intact.



CRLC Program Events

CRLC Core Programs:

- Committee Meetings- Industry/ members meet bi-monthly to focus on industry **benchmarking, collaboration, best practices** and identify **potential solutions** in response to need.
- Job Fairs- semi- annual Council sponsored event to “**connect**” **talent with Industry opportunity.**
- Education events- quarterly event affording Industry/ members and participants **networking, education and connections.**

CRLC Accomplishments

Strategy/ 2012 Accomplishments:

- Fostering a logistics- friendly ***business environment***
 - Ongoing Member Education events focused on Central Ohio logistics industry
 - Published Columbus Region Logistics Report 2012 White Paper
 - “Inbound Logistics”- 1 page article overviewing Region’s logistics assets
 - IMS Worldwide Logistics study- benchmark “Central Ohio Logistics Competitiveness vs. other Midwest Inland Ports”

CRLC Accomplishments

Strategy/ Accomplishment:

- Developing and enhancing an advanced logistics **infrastructure**
 - Secured \$16 million TIGER (Transportation Improvement Generating Economic Recovery) grant to fund critical roadway improvement- final phase of the Rickenbacker “East-West” Connector.



CRLC Accomplishments

- Building a high-skill **workforce** for competitive advantage
 - Job Fairs (2)- 50 employers participated with an average of 300 job seekers per event
 - 80% of participating employers were satisfied/ very satisfied with the caliber of the participating talent
 - 75% of participating employers hired or planned to hire candidates they met as a result of Job Fair
 - LogisticsART
 - Private sector planning 2007-2008. Funding granted by the Ohio Board of Regents available by the ODJFS. Fully funded by a \$4.6 million dollar U.S. Department of Labor grant
 - 2 pathways: **Warehouse and Distribution** 3 week program and **CDL Class A truck driving licensure**. Potential to earn 3 college credits
 - Education/Training from March 2010 to February 2013
 - 1,080 dislocated, underemployed or veterans complete education/training activities in Logistics Industry entry level skill sets
 - 150 incumbent workers given enhanced skills training in Leadership and 21st Century Skills. Potential to earn 3 college credits

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Questions





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