



OHIO
ECONOMIC
DEVELOPMENT
ASSOCIATION

2020
VIRTUAL
Annual
Summit

Creative P3 Approaches

September 30, 2020

Delaware County Economic Development



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Both serve as staff liaison to the
Delaware County Finance Authority



The Numbers


Delaware County Statistics (pre-COVID)

Unemployment Rate	2.90%	
Median Income	\$102,990	Highest In State; 15 th In Nation
New Jobs Created	3,121	
Jobs Retained	88,069	
Population Below Poverty Line	4.90%	Lowest In State
Population w/ Bachelors Degree	52.50%	Highest In State
Mean Wage, * Adjusted for Cost of Living	\$46,050	Highest In State
County Bonds	AAA Rated	

About the DCFA



The Delaware County Finance Authority
(an Ohio Port Authority)

- Was created in 2006 by the County Commissioners
 - 7 member board of professionals and business leaders
 - Serves as the economic development entity for the County
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Recent Successes

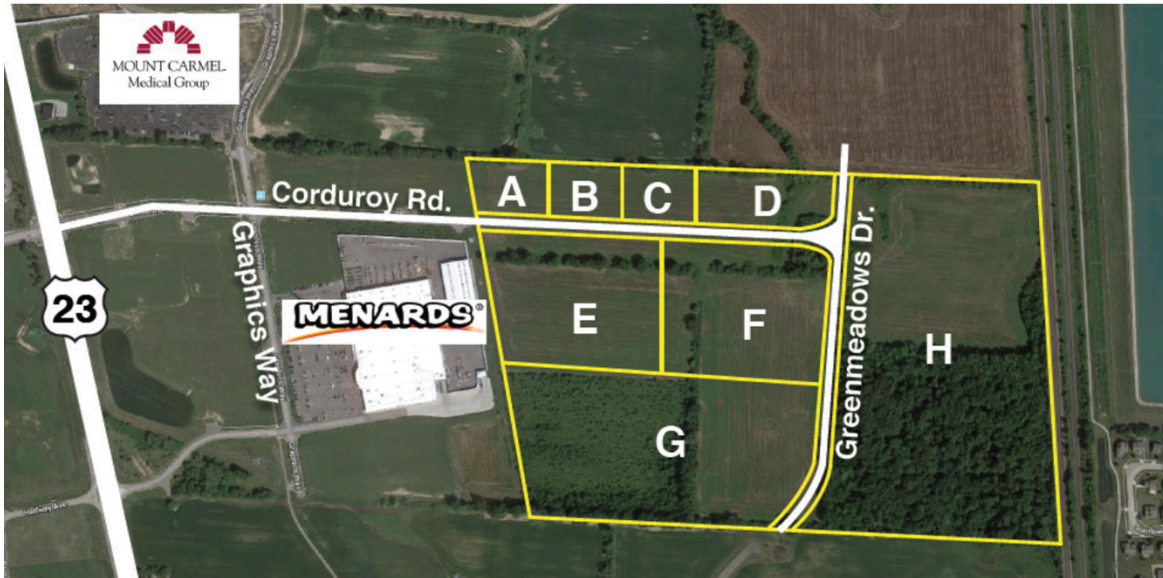
2016 - 2019 Projects

Projects Finalized	13
Value of Projects Finalized	\$ 381.5 million
Bond Financing	\$ 88.5 million
Jobs Created	2,544

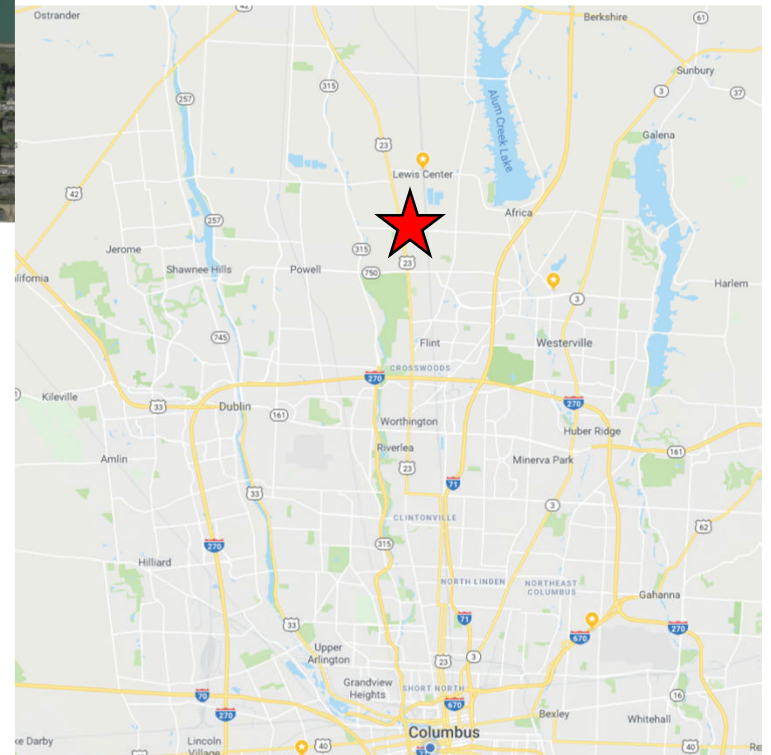
What Was Missing?

- Stream-Lined Process
- Zoning
- Due Diligence Items
- Utilities
- Communication

Recent Success



Creekside Industrial Park

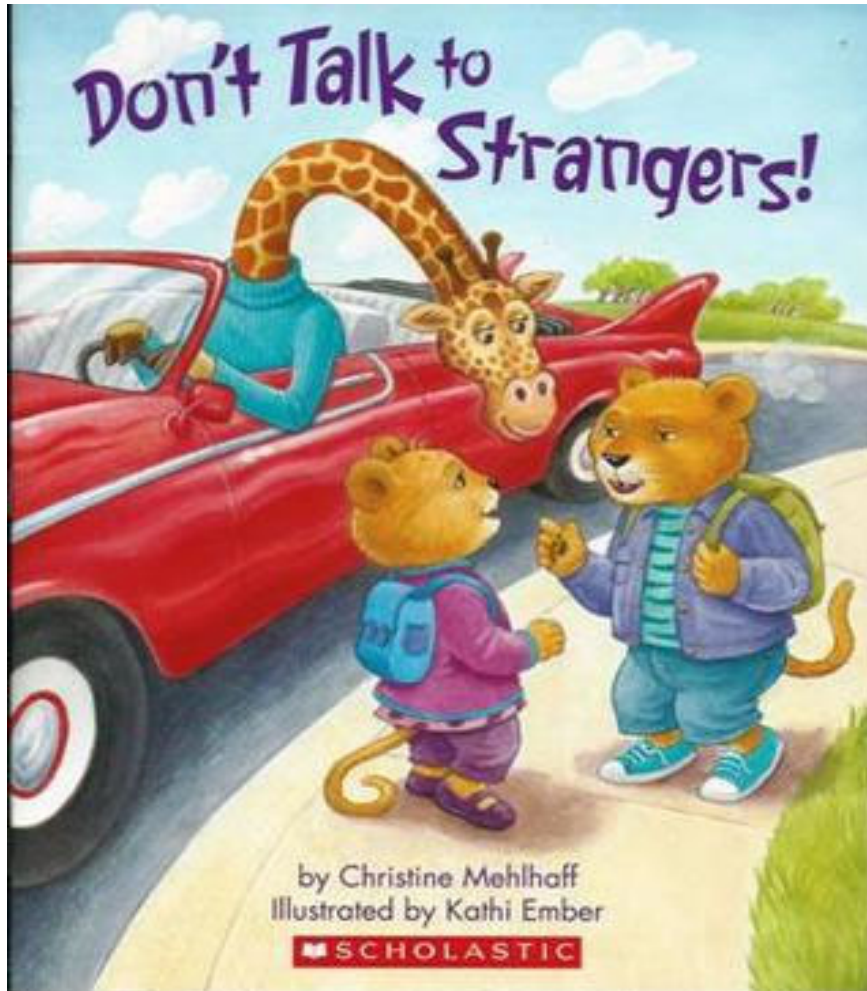




But...
Times Are Changing



Remember This?



**Now we pay to get into
their cars**




How We Have Adapted

Elected officials and community leaders are staying ahead of the curve

- Creation of the Transportation Improvement District
- Digital Submittal of Applications and Plans
- Cellular Site Plan
- TIF/CRA Policy
- And...




DelCo Ready Program

- Incentive package creation
 - Zoning approvals
 - Utilities in place or planned
 - Community partnerships
- 

Our Community Team




Four Important Groups

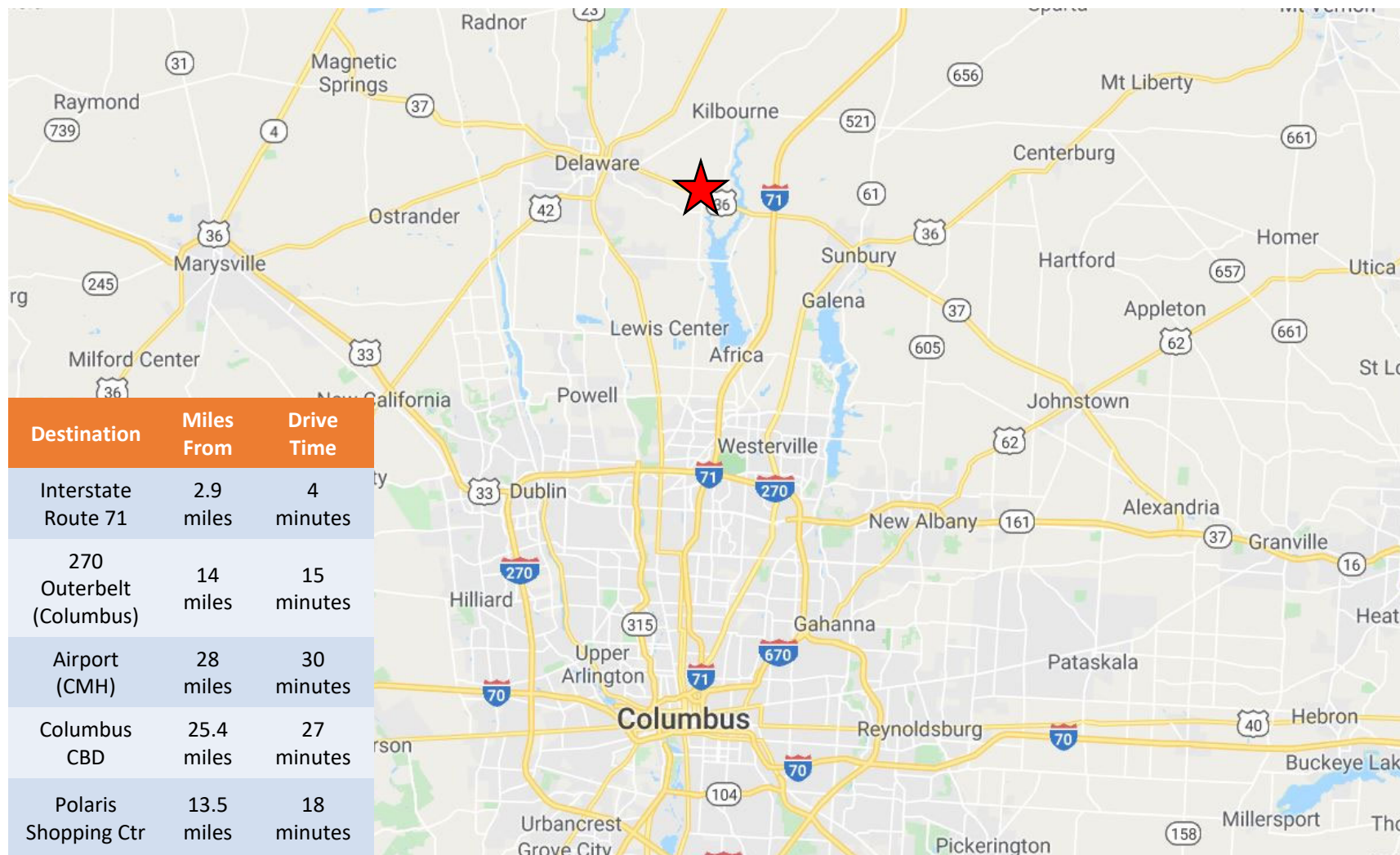
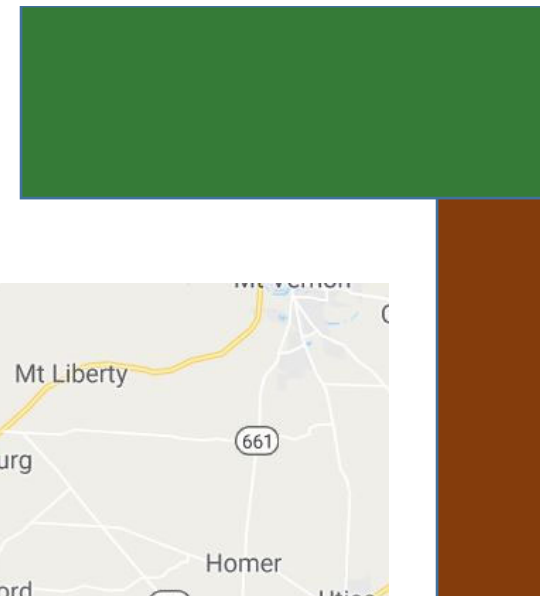
- County, Townships, Cities & Villages
 - Elected Officials in the Delaware Communities
 - The various Boards and Committees
 - School Systems
 - Business Community
 - Residential Community
- 



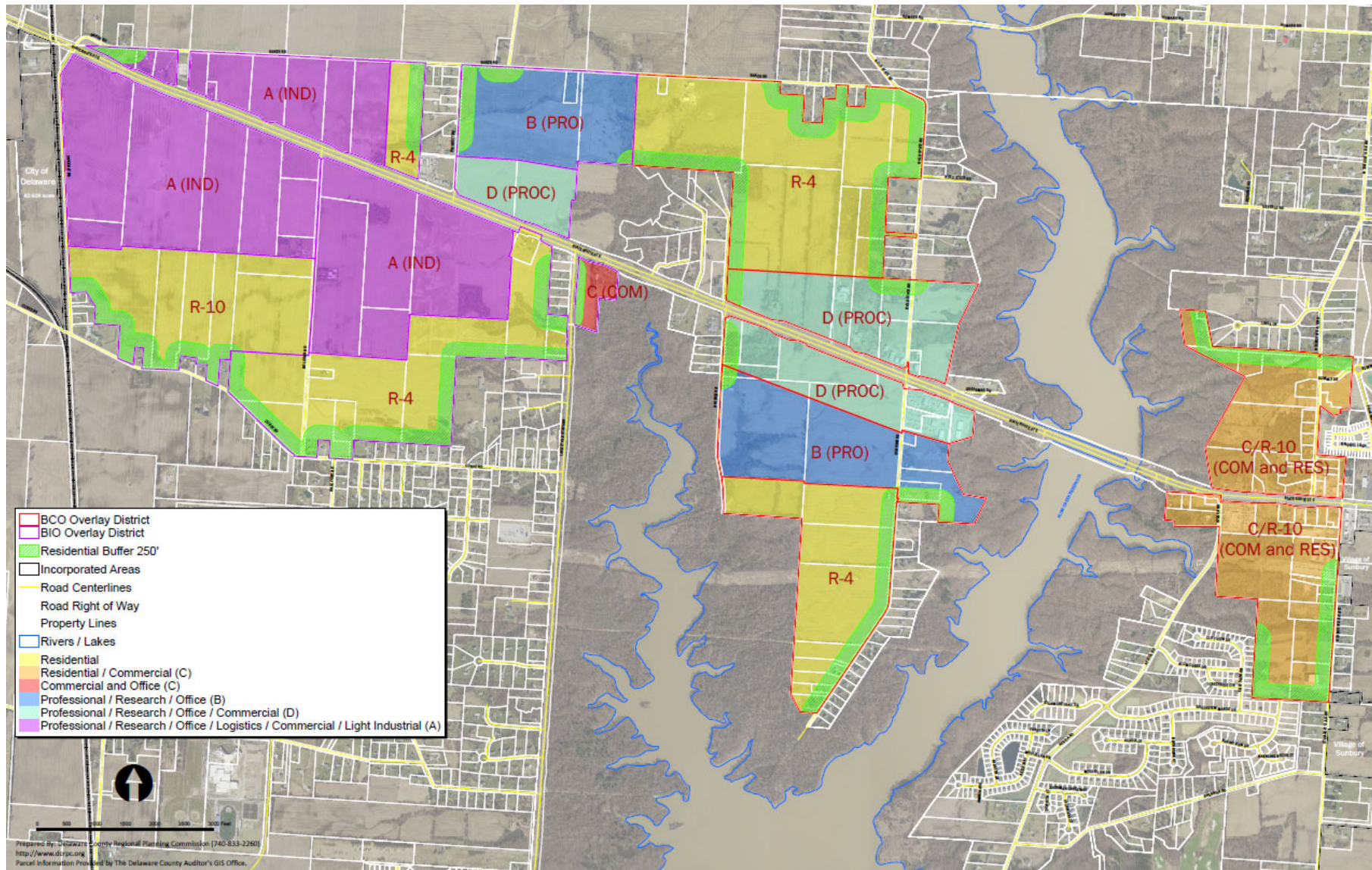
Berlin Business Park

- +/-2,000 acres
 - Currently zoned AG or single family
 - Located along a major corridor
- 

Berlin Business Park



Berlin Business Park



The Incentives

TIF – 20 year/75%
CRA – 15 year/50% for 10 years, reduces to 0% in last 5 years
JEDD – 2% income tax rate with 73.5% to township
PACE
NCA

The Numbers

(estimates)

Job Creation	5,500
New Payroll	\$743,378,790
New Commercial Res. Units	4,290
New Public Infrastructure	\$250,000,000
Square Feet @ Build Out	8,485,000

Why?

- School District Impact
- \$250M Public Infrastructure Improvements
- Local Revenue Potential – JEDD
- Community Identity

Let's Look At The Why's

School District Impact

	New Students	Cost to Educate New Students
No Planning = All Single Family Homes	7,020	\$77,220,000
DCFA Compromise Plan	1,158	\$12,738,000

Let's Look At The Why's

Public Infrastructure Revenue

	TIF Revenue
No Planning = All Single Family Homes	\$0
DCFA Compromise Plan	\$340,185,881

Let's Look At The Why's

JEDD Revenue

	Township Revenues
No Planning = All Single Family Homes	\$0
DCFA Compromise Plan	\$10,381,287

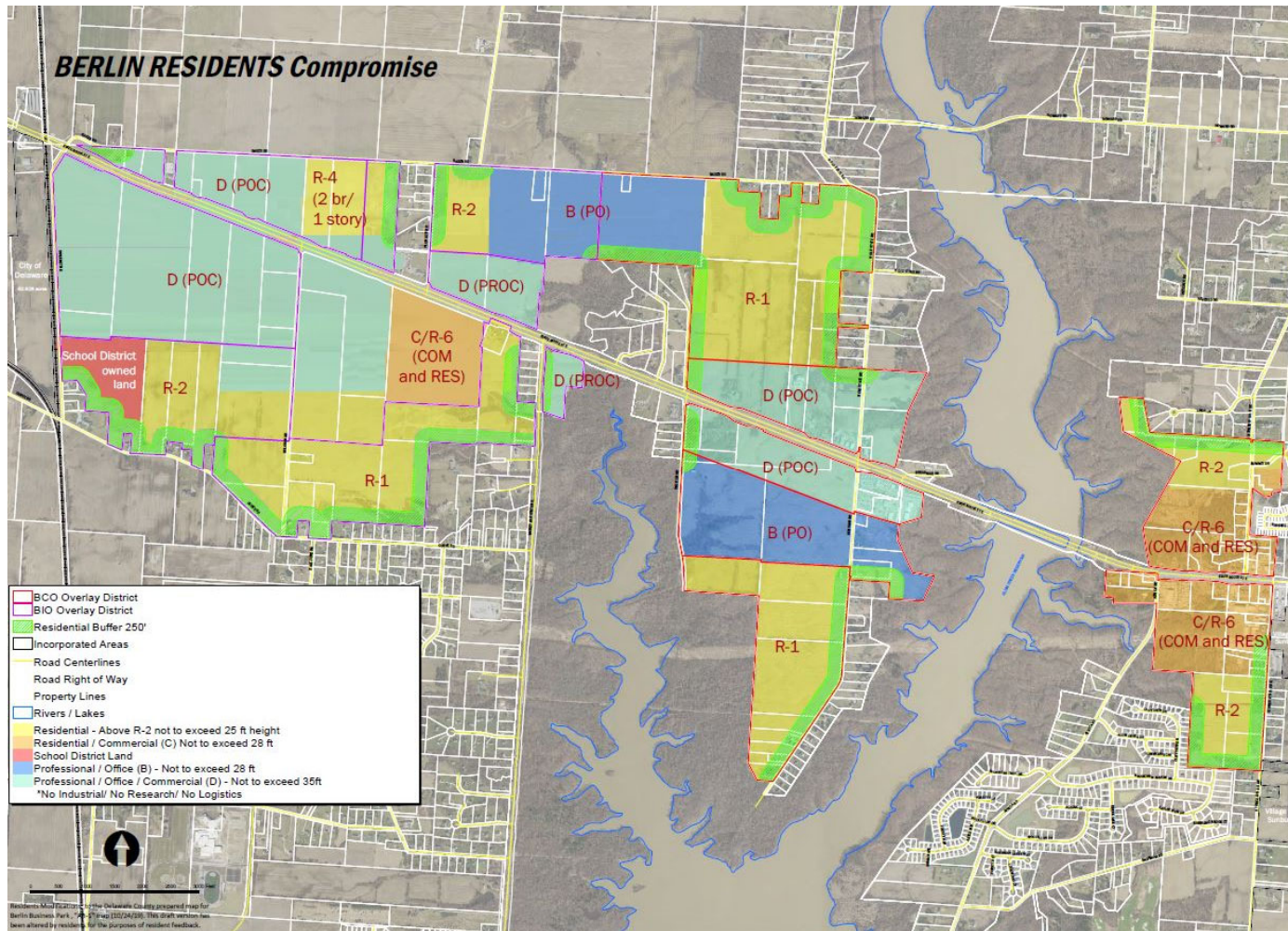
Let's Look At The Why's

Community Identity

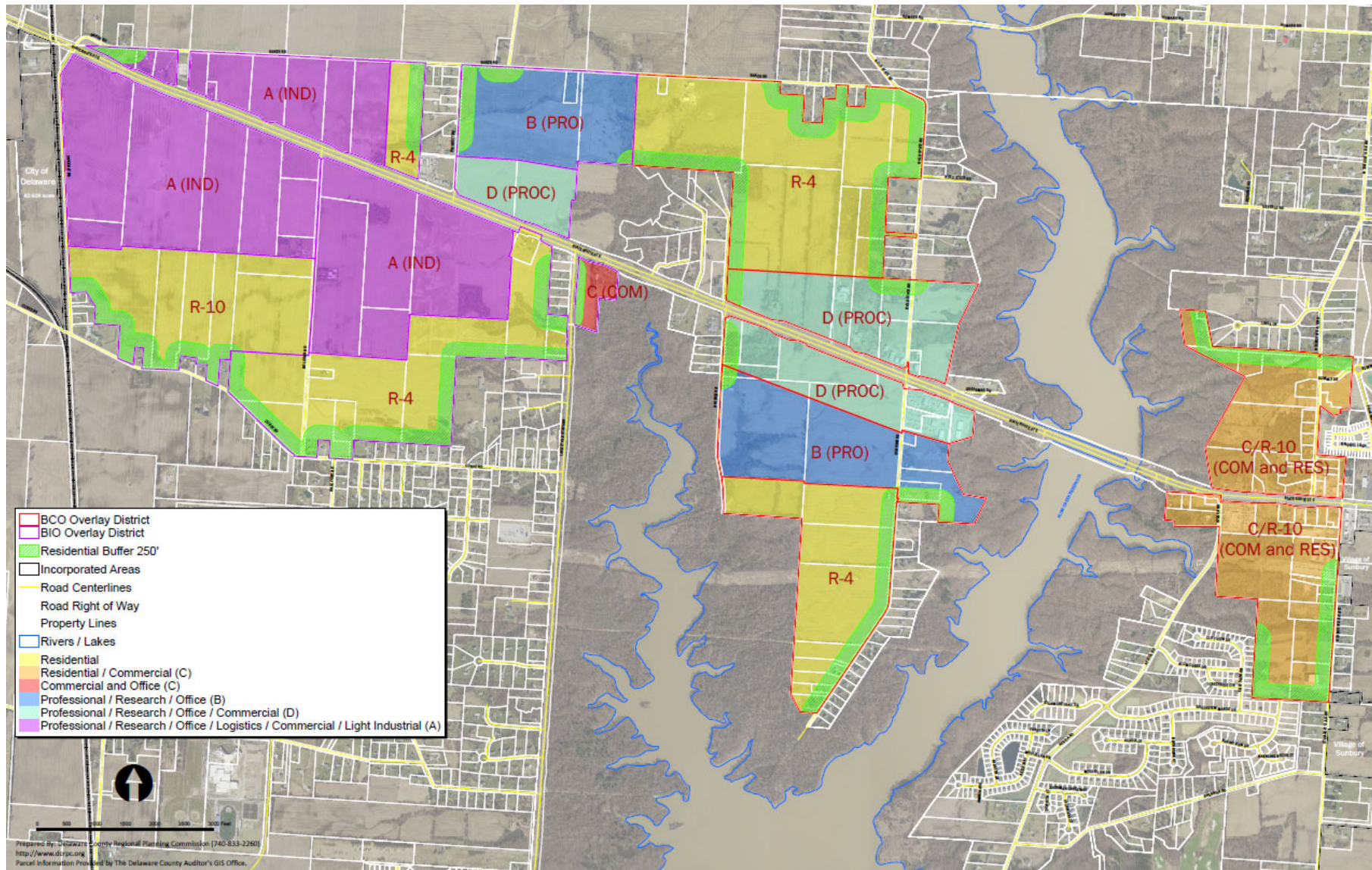


Berlin Business Park

Residents' Requested Plan



Berlin Business Park



Now Let's Look At The How's


DCFA has allocated over \$500K for the following:

- Engineering/Phase 1 Environmental
- Wetlands mapping
- Design and Development Standards
- National brokerage firm

How?




School District, County, Township have contributed the following:

- Staff time and resources
 - Zoning assistance
 - Incentives (TIF, JEDD, PACE, CRA, NCA)
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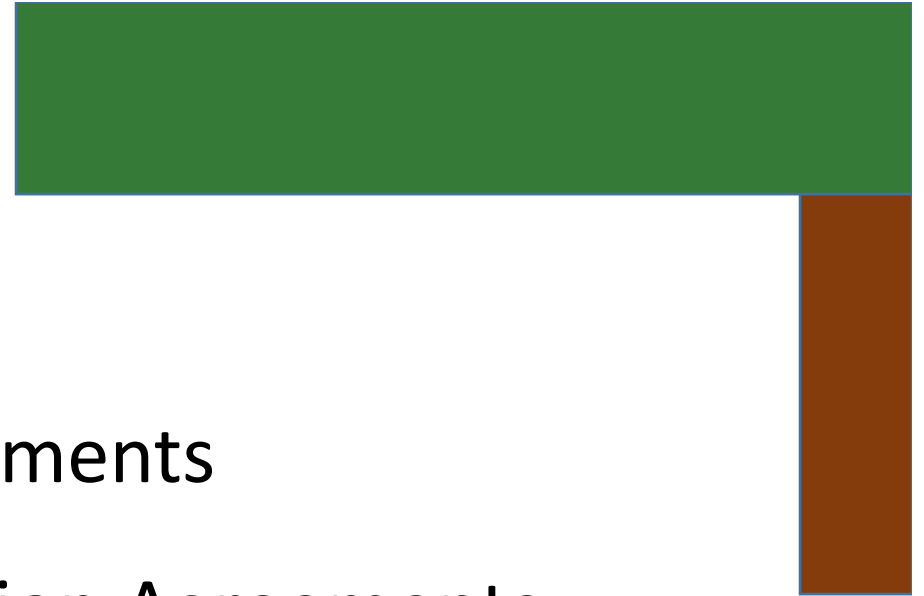
How?



Property Owner's Role

- Memorandums of Understanding
 - Development Agreements
 - Brokers and Developers
- 

How?



Developer's Role – P3 Agreements

- Development/Compensation Agreements
- Large tracts under contract
- Financial commitments



How?



Community Engagement Process

- Multiple hearings
- Neighborhood outreach meetings
- Meetings with elected officials





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