

Business Retention and Expansion

The Number 1 Economic Development Priority in Ohio

Supporting existing companies is THE top economic development priority in our region and in Ohio. Meetings with company leaders are an important part of the state's Existing Business Retention and Expansion (BRE) effort.

Confidential, in-person meetings with existing employers help us learn about your business concerns and impediments to growth and profitability so we can help pursue solutions. We also want to share information about programs and services available to companies, and familiarize you with our team members and capabilities so you know who to call when support is needed.

In 2019, JobsOhio, its regional affiliates like APEG and local partner development organizations met with over 1,000 Ohio employers. In the 25 county southern and eastern region of Ohio over 170 companies were visited to discuss their needs and provide solutions.

TYPICAL MEETING AGENDA

1. Introduction
 - Purpose of visit – to learn about your company and its products and services, discuss future plans if able, and explain how we can help.
 - Confidentiality – anything shared about your company is strictly confidential.
 - Not selling anything –instead we are offering information on financial assistance programs available to businesses.
2. Explanation of the roles of JobsOhio, APEG and your local development organization.
3. Explanation of the company's operations, industry, products and services.
4. Conversation about the company's needs, challenges, and concerns.
 - Workforce
 - Facilities
 - Energy
 - Machinery and equipment
 - Permitting and zoning
 - Environmental
 - Regulations
 - Taxation
 - Public services
 - Other
5. Programs and services available to your company at the state, regional and local level.
 - Financial assistance and development incentives
 - Other programs and opportunities

JobsOhio is the state's leading economic development corporation and it provides financial support to eligible growing companies.. APEG is a nonprofit organization that represents JobsOhio and provides its services to eligible businesses in 25 counties in southern and eastern Ohio.