



DEVELOPMENT HIGHLIGHTS

1. On January 18th, we completed our acquisition of 165-acres of the **former AEP Muskingum River Plant** in Waterford. Shortly after closing, we rebranded the site and are **now marketing it as the Muskingum River Industrial Park (MRIP)**. Since closing, SeOPA has been awarded three grants totaling \$41,867.00. These awards helped cover the costs of a preliminary site assessment, the creation of marketing materials, a wetland delineation, and an assessment of the wastewater treatment plant. We currently have several projects in the pipeline including utility upgrades for water, wastewater, electricity, and broadband, along with traditional development projects that present opportunities to anchor significant capital investment and most importantly, jobs at MRIP. Restoring the economic vitality of the site remains an ongoing priority for SeOPA.
2. Since taking over operation of the rail assets in Washington County, **the BIP railroad has significantly increased rail movements** in the area. As a result, Washington County's heavy industrial base is saving money and creating jobs as they keep pace with their enhanced rail service. In August, SeOPA and BIP leadership traveled to CSX headquarters to promote Washington County and the Muskingum River Industrial Park to CSX industry sector experts. Our partnership with the railroad has increased the attractiveness of Washington County when it comes to large-scale development projects. As a result, **2021 was our most competitive year ever** in response to new project inquiries from JobsOhio.
3. **The Ingenuity Center was SeOPA's first speculative development project** and by all measures, it was an extremely successful venture. From its inception in 2012, until the sale this April, the Ingenuity Center generated an increase of nearly **\$250,000 in real estate taxes, facilitated the creation of 100+ jobs** representing a payroll of several million dollars, and it gave SeOPA a key asset to leverage for future projects. Our sale of the building helps anchor a key employer here in Washington County and the proceeds were vital to completing our acquisition of the Muskingum River Industrial Park.
4. Throughout the year, SeOPA was **in communication with leadership at American Municipal Power** regarding the site of their former Richard H. Gorsuch Generating Station. The Gorsuch Site is one of two decommissioned coal-fired power plants in the county. With **access to road, river, and rail**, it represents a strategic link between Washington County's economy and the world's markets. Developing a plan for restoring this site to economic vitality is a top priority for SeOPA in 2022.
5. In March, **The Economic Development Action Plan for the City of Belpre** was finalized and presented to the City. Immediately thereafter, implementation of several key strategies commenced. The City has hired Sixmo City Services to assist with the implementation of a **Business Retention & Expansion Program**, a review of Zoning regulations, and various other tasks highlighted in the Action Plan. SeOPA continues to assist with the ongoing implementation efforts.
6. With housing inventory at historic lows and an ever-increasing concern that the lack of housing is inhibiting growth, **SeOPA is working closely with the County Commissioners** to engage local builders and developers in an effort to identify opportunities to encourage, and increase, the **development of residential housing** in the county. Housing of all types, varieties, and price points are being considered.



DEVELOPMENT HIGHLIGHTS CONTINUED...

7. **Collaboration was key** to the success we experienced in 2021. SeOPA remains committed to building strong partnerships with the Buckeye Hills Regional Council, Marietta Main Street, the Marietta-Washington County Convention & Visitors Bureau, OhioSE, our Township Trustees, Wood County (WV) Economic Development, the Washington County Commissioners, and more.
8. In addition to the development efforts previously described, **SeOPA continues to support businesses and landowners throughout the county** with various needs as they relate to development. We also remain engaged in conversations involving the County sewer, and our local water associations.
9. Lastly, in anticipation of our 20th anniversary, SeOPA has hired a local consulting firm to guide the **development of a new strategic plan for release in October 2022**. The Ethos Leadership Group will conduct a series of stakeholder interviews leading up to a facilitated, one-day action planning session with the SeOPA Board of Directors. Ethos will conclude the process by preparing a planning document to guide SeOPA's operations in the future.

FISCAL HIGHLIGHTS — '21 VS '20 COMPARISON

- Cash Balance Increase of **\$449,260.96**
 - Driven by equity position in Ingenuity Center when sold
- 360% Increase** in Total Income
 - Driven by sale of Easement & Lease to BIP Railroad
- Total Equity Position **Decreased 40%**
 - Reflects sale of Ingenuity Center
 - MRIP carries at a lower value on our Balance Sheet
- Operated **under budget** in all but one category
 - Professional Services expenditures were up
- Fundraising efforts mirror 2019 and 2020 totals
 - **Raised \$77,285.88 YTD**

FISCAL HIGHLIGHTS — COMMUNITY SUPPORT

- Belpre Action Plan** — \$10,000 to support the development of the Economic Development Action Plan for the City of Belpre.
- Muskingum River Industrial Park** — SeOPA contributed nearly \$15,000 as match towards the \$41,867 in grant funding received in 2021. Additionally, Wolf Creek Local Schools approved a 4-year, 50% tax abatement that saves SeOPA more than \$50,000 over that time period. We are committed to reinvesting our savings into the development of the site.
- Southeastern Ohio Port Authority Innovation Fund** — In partnership with the City of Marietta and the Marietta-Washington County Convention & Visitors Bureau, the SeOPA Innovation Fund was established to support a new grant program coming in 2022!

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