



SOUTHEASTERN OHIO
PORT AUTHORITY

2022 ANNUAL REPORT



PRODUCED WITH GRATITUDE THANKS TO OUR MAJOR SUPPORTERS



WASHINGTON
COUNTY, OH



OUR MISSION

To enhance the economic environment in the Washington County, Ohio region through leadership and collaborative, innovative partnerships to retain existing jobs, recruit new companies, and redevelop sites; providing a growing, vibrant economy.

OUR STAFF

Jesse Roush
Executive Director



Hannah Schaffer
Executive Coordinator



2023 BOARD OF DIRECTORS

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DIRECTOR'S NOTE

Looking back at the metrics, it's clear that 2022 was the most active and productive year in our 20-year history. Whether in a leadership role, as an advocate, or as an advisor, **we were meaningfully engaged in more than two dozen public and private sector projects throughout the year.** Our efforts were rewarded with historic investments in Washington County by JobsOhio and the Ohio Department of Development, which allowed us to achieve measurable progress across all our strategic priorities.

Regardless of the market conditions, resource availability, or opportunities we encounter, our ability to deliver measurable results as Washington County's lead developer, business recruiter, resource navigator, and community convener will determine the outcome of economic development efforts in Washington County for the foreseeable future. Economic development doesn't happen in a vacuum - it's a slow, grinding process that requires forward-thinking, proactive leadership and consistent communication across a variety of stakeholder groups. **The Port is uniquely positioned to support the planning, implementation, and execution of projects throughout the county by providing technical assistance and facilitating collaboration.**

Simply put, the Port Authority plays a critical role in a complex system, and without our efforts, progress would occur much slower than it does now!

2022 IMPACT FOR WASHINGTON COUNTY

HIGHLIGHTS OF THE YEAR



Over \$1M in direct investment into Washington County, including public and private funding sources - a reflection of the largest combined income from County Contributions and fundraising in SeOPA history.



Received over \$812K in grant funding, including \$611K in Ohio Department of Development Brownfield Assessment Funding, \$182K from JobsOhio for Site & Infrastructure Improvements, and \$12K from OhioSE for Preliminary Site Assessment & Design.



Facilitated the receipt of over \$1.3M in grant funding for local businesses for 5 different companies, successfully supporting new construction, building revitalization, workforce, business expansion, and technology.



2022 was a record-setting year for site selection inquiries received via the JobsOhio Request for Information (RFI) process. Over 50 RFIs were fielded by SeOPA, with 6 receiving a formal response from JobsOhio - the most accepted in SeOPA history.



Facilitated unique touch points with over 60 private sector companies, representing 9 countries across 4 continents, to garner interest in Washington County.



Social media engagement increased exponentially. Facebook reach increased by 475% with 20% growth in followers while LinkedIn page views increased by 865% with 50% growth in followers in 2022.



“

As a Commissioner, I value the opportunity to work with Jesse and our Port Authority on a consistent basis.

I believe this partnership is a necessary piece to improving economic development through infrastructure needs here in Washington County. We have worked over the last few years to identify areas that can provide the footprint needed to create jobs.

Although it can be a slow grind at times, I believe through comprehensive planning the future is bright here in Washington County!

-Washington County Commissioner Charlie Schilling

Washington Co. Commissioner Charlie Schilling (left) with SeOPA Executive Director Jesse Roush (right) looking at a resolution from the Ohio House of Representatives congratulating the organization on its 20th anniversary, courtesy of Ohio Rep. Jay Edwards. *Photo courtesy of The Marietta Times*

2022 IMPACT FOR WASHINGTON COUNTY

SITE DEVELOPMENT & PROMOTION



In partnership with Buckeye Hills Regional Council, Project RISE funding was secured through the U.S. Economic Development Administration to support **preliminary engineering assessments of the Putnam Commons**, the 2nd largest building in downtown Marietta, for the creation of a development prospectus.

In an effort to increase housing inventory, one of Washington County's largest challenges, **5 different residential development firms were engaged**.

In response to development prospectus reports for 6 different properties, **2 properties were sold and 1 was leased** thanks to partnerships with each landowner.

A new business park was evaluated in Veto after \$12K in funding was secured from OhioSE for preliminary site assessment and engineering.

After confirmation that Muskingum River Industrial Park is suitable for a petrochemical project, **\$182K in Ohio Site Inventory Program funding from JobsOhio was secured to upgrade electrical, water, and wastewater services, as well as to add wireless broadband**.

To support further economic development in Washington County, **SeOPA hosted 5 site visits** for projects in the metals, petrochemical, and data/crypto industries.

To develop Washington County's only publicly owned and operated multimodal port facility and the only river-to-rail connection in the County, a **Purchase & Sale Agreement was negotiated and signed on the former Richard H. Gorsuch Generating Facility**. A preliminary site plan was developed in partnership with Marietta College and \$281K was secured in grant funding to conduct Phase 1 and Phase 2 Environmental Site Assessments.

BUSINESS RETENTION & EXPANSION

Over **a dozen business retention & expansion visits were facilitated** to support economic development goals for Washington County.

In order to support ongoing business expansion efforts across Washington County, **SeOPA engaged public and private partners to extend sewer from Belpre to Blue Knob Road on SR 7 and served as Project Lead for the SR7 South Sewer project**.

In support of the Par Mar Project in Harmar, **a conduit real estate transfer was facilitated** between the City of Marietta, Peoples Bank, and Par Mar.



2022 IMPACT FOR WASHINGTON COUNTY

WORKFORCE DEVELOPMENT

In response to workforce-related needs and opportunities, **SeOPA promoted job opportunities, assisted in recruiting efforts, made references to program providers, and provided resources to support hiring and training efforts** for four different companies in Washington County. For one company, funding was awarded from JobOhio as a result of those support services.

Supported the creation of 137 jobs in companies across Washington County in a variety of sectors.

Supported the retention of 130 jobs in companies across Washington County in a variety of sectors.

Thanks to SeOPA's private sector partners, **a commitment of \$20.7M in fixed assets were invested in workforce development** across Washington County.



RESOURCE SHARING & POLICY ADVOCACY

To support the activity of four private real estate development firms, SeOPA provided resource navigation and technical advising services including **market assessment, conversation facilitation with regulatory and resource partners, and buyer/seller matchmaking.**

Thanks to promotion of the Mid-Ohio Valley Statistical Port, the #1 Inland Waterway Port in the U.S. and the #17 overall Port in North America by tonnage, **SeOPA advocated for maritime-related policies and programming through the Ohio Department of Transportation and the Ohio River Coalition of Ohio (ORCO).** Since Washington County has the most river frontage of any of Ohio's river counties, SeOPA maintains active involvement on an ORCO committee intended to increase awareness of opportunities for investment along the Ohio River.

To advocate for HB685 - the EnergizeOhio Bill, **SeOPA provided written testimony to advocate for the provision of 5 unique financial/tax incentives for companies that develop natural gas infrastructure in underserved areas of the state.** Since Washington County is a key proving ground for this legislation, SeOPA maintains active involvement on a committee of the Ohio Gas Access Partnership to support the passage of this Bill.



LEADERSHIP & LOOKING AHEAD

In March, the Southeastern Ohio Port Authority Board of Directors gathered together for a retreat to reflect on the past, engage with the present, and plan for a strong future for the organization. **The result of this meeting was the 2022-2025 Strategic Roadmap. This roadmap re-established the SeOPA mission, refined the organization's purpose, and set goals for growth by the year 2025.** Thanks to its Board leadership and supportive partners, SeOPA is already making waves in reaching strategic goals internally which further instigates big impact externally for Washington County.

1

Focus Area: Muskingum River Industrial Park

Goal: Complete site readiness projects, like water upgrades, wastewater, electricity, and broadband, and recruit businesses to lease/purchase the property.

2

Focus Area: Richard H. Gorsuch Generating Station

Goal: Acquire the property, complete site readiness projects, and recruit businesses to lease/purchase the property.

3

Focus Area: Site Identification & Development

Goal: Convene community leaders to identify and develop additional sites that could be mixed use (e.g., commercial & residential). Prioritize Porterfield and Veto sites.

4

Focus Area: SeOPA Office

Goal: Acquire a space in downtown Marietta that can serve as SeOPA's home and a shared space with other community builders.

5

Focus Area: SeOPA Internal Capacity

Goal: Build SeOPA staff by hiring an Operations Director, incorporate new software and technology into services, and continue ongoing professional development efforts.

COMMUNITY ENGAGEMENT

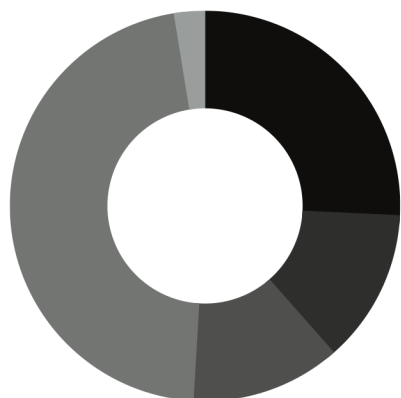
SeOPA maintains active involvement in and support of area organizations that engage in community & economic development that strengthens both the Mid-Ohio Valley and Washington County.

- Belpre Area Chamber of Commerce
- Downtown PKB
- Greater Parkersburg CVB
- Historic Harmar Bridge Company
- Marietta-Washington County CVB
- Marietta Area Chamber of Commerce
- Marietta Board of REALTORS
- Marietta Main Street
- Muskingum Valley Beverly-Waterford Chamber of Commerce
- Region 15 Workforce Investment Board
- Washington County Home Builders Association
- Wood County Development Authority



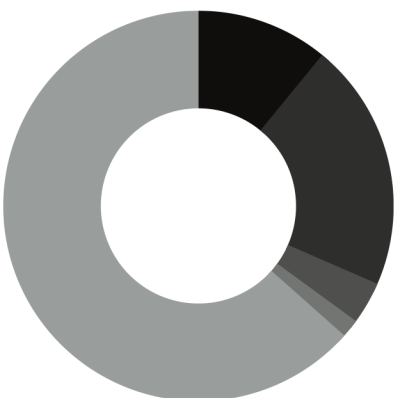
FY22 FINANCIAL OVERVIEW

REVENUE



Contributions	●	\$66,460.88
Projects	●	\$32,892.76
Bonds	●	\$32,085.25
County Contributions	●	\$120,000.00
Other Revenue	●	\$6,641.59
Total Revenue	○	\$250,080.48

EXPENDITURES



Professional Services	●	\$30,967.50
Projects	●	\$58,410.19
Travel, Meetings & Membership	●	\$9,960.89
Marketing	●	\$4,292.73
Administration & Operations	●	\$179,851.23
Total Expenditures	○	\$283,482.54



In 2022, Washington County invested the most it ever has into SeOPA: \$120,000!

In 2023, these contributions are \$140,000 and lay an even stronger foundation for SeOPA to lead the way in economic development.



SeOPA directed over \$182,000 in major investments into the redevelopment of the Muskingum River Industrial Park.

Funds from the Ohio Site Inventory Program of JobsOhio were used to upgrade electrical, water, and wastewater services, and to add wireless broadband.



At the end of FY21, SeOPA projected a larger loss in FY22 than was realized.

Thanks to the aggressive management of expenses and savvy budgeting, FY22 expenditures were undercut by nearly \$5,000.



Despite limited cash flow in FY22, SeOPA was able to leverage cash reserves to make major investments into new assets across Washington County, including a \$35,000 contribution to the Muskingum River Industrial Park.



Thanks to a keen sense of fiscal responsibility and Board leadership, SeOPA closed the year with nearly 2 years of operating expenses in reserve, ensuring sound administrations and operations financial resources moving forward.



The SeOPA Fund at Marietta Community Foundation has received approximately \$50,000 in contributions, which are strategically invested in community-forward strategic planning efforts like the Belpre Strategic Action Plan, Enrich Marietta, and site planning.

SUPPORT THE PORT

Thanks to private donations from area businesses, individuals and industries as well as an annual appropriation from the Washington County Commissioners, SeOPA is leading the way in economic development efforts that set Washington County up for a strong future.

Your support of our mission is critical to the future development of Washington County.

Tax-deductible contributions can be made through the Marietta Community Foundation, via our website, or mailed directly to our office at 223 Putnam Street, or to P.O. Box 381, Marietta, OH 45750.

OUR PROUD PARTNERS INCLUDE:

Air Heater Seal	Marietta Ventures
American Producers Supply Inc	Mark Mondo Building & Excavating
Artex Oil Company	McCarthy Real Estate, Inc
Asphalt Materials	McCauley, Webster, & Emrick Attorneys at Law
BD Oil Gathering	McDonalds of Marietta
Broughton Commercial Properties	Metaltech Steel
CAM Refrigeration	Morrison Incorporated
City of Belpre	Muskingum Valley Beverly-Waterford Chamber of Commerce
Dietz, Futrell & Walters Insurance	Peoples Bank
Dimex	Pickering Associates
Edgell Jackson Trucking	Pioneer Group
Eramet/Good River Distribution	Plumbers & Pipefitters UA Local 168
First Settlement Orthopaedics	The PM Company
FLEDA (Frontier Local Economic Development Assoc.)	Price Inland Terminal - The Shelly Company
Greenleaf Landscapes	River City Dental Group
Haessly Hardwood Lumber Co	Riverview Credit Union
Hall Financial	Riverview Industrial Supply
Harrison Construction	Schwendeman Agency Inc.
Inland Wood Products	Settlers Bank
Jani-Source	Solvay
Ken Strahler Masonry	Tenney & Associates
Kinetic Networking	Teri Ann's
Kraton	The Peoples Savings Bank
Luminant	Warren's IGA
Magnum Magnetics	Washington Electric Cooperative Inc.
Mahone Tire	Washington County Commissioners
Marietta Area Chamber of Commerce	WesBanco
Marietta College	Wetz Investment Company
Marietta Silos	WMOA 1490 Radio
Marietta Times	Wolf Creek Contracting



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