



To: Members of Dublin City Council
From: Dana L. McDaniel, City Manager
Colleen Gilger, CEcD, Director of Economic Development
Date: Monday, July 27, 2020
Re: Economic Development Update

Overview

The following is a second quarter activity update from Economic Development.

Business Retention & Expansion Update

The Economic Development team found itself down one member, as Jeremiah Gracia accepted a new role as the Director of Economic Development in Grand Rapids, Michigan. The rest of the team was busy with multiple rounds of calls and video conferences with Dublin's top businesses. Once the team was able to establish a baseline status for most companies, we made additional calls through the spring and early summer to understand individual businesses' return-to-work plans and pressure points. We were able to assist many companies find access to PPE suppliers in order to modify workspaces and provide introductions to lenders to assist them with loan and grant applications.

Several companies already in the pipeline continued forward with plans to upgrade, renovate and move into new spaces. Northwoods moved into its new HQ on Rings Road. Ruscilli is finishing renovations on its new HQ. Air Force One is preparing to purchase the City's 5800 Shier Rings Road building to allow for expansion space. The Dave Thomas Foundation for Adoption moved into its new HQ as well. Vadata continues work on its data center campus, as building #3 begins construction. And both the Ohio Health Dublin Cancer Center and MAG Porsche are about to begin construction on new facilities.

Eight of the top 10 largest regional leases signed in Q2 occurred in Dublin. Two technology companies took on significant new space. Veeva Systems leased an additional floor of 28,800 SF on Parkcenter. Management & Network Services relocated within Dublin taking 15,000 SF on Emerald Parkway. Council's next packet will have the full Q2 Dublin Real Estate Report.

Innovation & Entrepreneurship

Since February, REV1 has vetted and provided 22 new tenant leads to the Dublin Entrepreneurial Center, most in the technology space. The DEC did lose a handful of tenants during the economic shutdown, which was expected. Several companies at the DEC are also looking to add additional people and lease more offices. The DEC while closed continued to provide educational webinars to the start-up community. They also conducted virtual tenant meetings to ensure companies stayed engaged and received support. The REV1 mid-year update is attached for your review. Two Dublin

companies, which receive funding and support from REV1, saw increases in business during the early months of the pandemic. Both Updcox and Healthy Roster fielded a dramatic number of new customers

Business Attraction Activity

As expected, business attraction activity dipped, as site consultants were no longer traveling and most companies either paused or canceled expansion projects in the JobsOhio and OneColumbus pipeline. We remained active in discussions with our local real estate brokerage community to understand touring activity. The Corners development project received its zoning approval in June; and Daimler is well underway with soliciting tenants for the retail spaces. Building permit review will begin within a few weeks.

Return to Work Plans

Our individual polling of Dublin companies show smaller enterprises are returning to work, while large employers are making accommodations to potential return to work later this fall/winter. Colliers International, which represents the owners of a significant portion of Dublin multi-tenant office buildings, conducted a Q2 office re-entry tenant survey (results attached). In partnership with JobsOhio and OneColumbus, Dublin will be distributing free Small Business PPE Safety Kits to 100 small businesses in Dublin. Kits include masks hand sanitizer and safety tips. Targets include high foot traffic retail, restaurants and service businesses open to the public, as well as small technology companies that have open floor plan office spaces.

The Future of Traditional Office

The emergence of COVID-19 has caused uncertainty around the world, and many are contemplating how the pandemic will impact the future of commercial real estate. With a large majority of office employees successfully working from home, the question of whether traditional office space is still needed is unavoidable. Some argue that if employees are just as productive working remotely, the expense of space is not worth it and companies will reduce their real estate footprint. On the other hand, some experts believe that random interaction and collaboration in the workplace breed ideas that are essential to business. Location also plays a part, as top companies prioritize being near a highly-skilled workforce and this workforce wants to be near not only jobs, but entertainment, culture and friends. No one knows what the future holds, but there are many reasons to indicate that the office isn't going anywhere.

Paycheck Protection Program

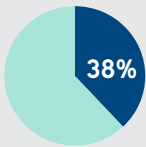
Approximately 1,588 Dublin businesses secured PPP loans over the last few months totaling \$244,963,347. This kept 22,681 jobs intact and in paid status. Largest lenders serving Dublin companies include Huntington National Bank and JPMorgan Chase Bank. The average loan amount is roughly \$155,000.

Recommendation

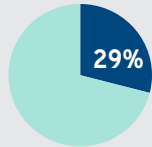
Information only. Please contact Colleen Gilger (cgilger@dublin.oh.us; 614-410-4615) with any questions.

OFFICE RE-ENTRY TENANT SURVEY

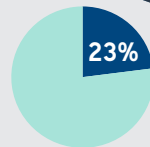
Tenants of Colliers | Columbus' managed office properties were surveyed at the beginning of Q2 2020. Here is a snapshot of the initial findings from the respondents.



38% of respondents have not determined when they will re-occupy



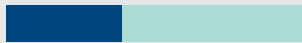
29% are already occupying their space in some way



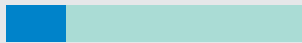
23% had planned to re-occupy their space in May



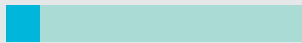
38% of respondents are re-occupying in assorted phases



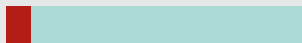
29% are still determining their re-occupancy plan



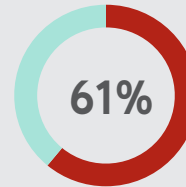
15% are not re-occupying until the entire staff can



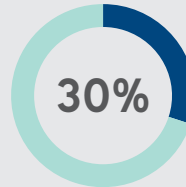
10% already have full staff occupying



8% are not re-occupying in phases as they are able to social distance with full staff



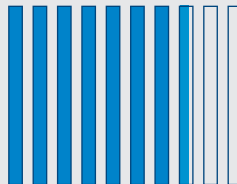
61% of respondents still have not determined when they anticipate resuming to full operations, while 8% never stopped.



30% plan to resume full operations at some point this summer.

72%

of respondents have protocols in place including social distancing, cleaning and daily temperature checks!



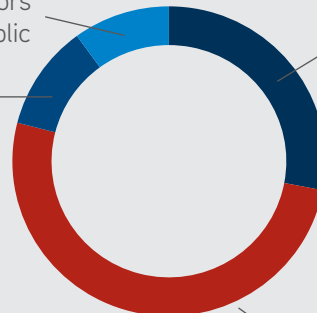
76%

of respondents have wipes, sanitizers and cleaning supplies available, while 17% have not yet obtained any supplies.



10% are open to visitors and the public

11% have not determined if they will be open to visitors and the public



28% are limited to vendors, clients & maintenance

51% are not open to visitors or the public

City of Dublin Economic Development Strategic Plan – Midyear Report

July 27, 2020

Strategy 1: Create distinctive development nodes to meet 21st Century Industrial demand for vibrant space while maintaining Dublin’s high quality-of-place standards.

Action 1 – Build on the momentum of Bridge Park/Bridge Street District

Momentum continues at a healthy pace. In addition to the City opening the Dublin Link in early March, Crawford Hoying continued construction during the economic shutdown, progressing on four new buildings in Bridge Park Block D. The Dublin North Market will open later this summer; and Hagerty, while already hiring locally, will move into its new office space in October. As retail and restaurants began to reopen, the City worked with Bridge Park businesses to create an expanded outdoor seating/dining space in public spaces to allow businesses to capture a larger market share while allowing customers to be spaced safely. Several new restaurants and retailers opened recently or plan to open later this year, including a sandwich shop, yoga studio, and barbershop. Construction work also continues on Blocks F & G. Bridge Park West saw The Pearl open; and COhatch completed its renovation of the former Brazenhead building, with tenant North High Brewing now open. COhatch completed demolition of the second building on the block, and is beginning construction on a co-working and meeting facility to open in Q1 2021.

Action 2 – Move the West Innovation District forward by setting the conditions for development attractive to the targeted industry clusters

We continue to work weekly with The OSU Medical Center on both the construction of University Boulevard and the new ambulatory care facility. The plat received approval in Q2; and the creek relocation project is underway. The City, following its strategy to prepare job-ready sites, completed a commercial capacity study for the residual ground west of the medical campus site with the intent to begin marketing the site for development by year’s end. Staff also continues to have regular discussions with Ohio University regarding development opportunities on and around its Dublin campus. We continue to market the City-owned site at SR 161/Crosby Court for flex development.

Action 3 – Focus efforts to redevelop the Dublin Corporate Area/legacy office parks and provide additional points of connection to alternative living/retail spaces.

The DCAP area continues to see major investments. The City’s joint development commercial and public park project with Daimler at the corner of Rings and Frantz roads, The Corners, received Final Development Plan approval at Planning & Zoning Commission and will quickly begin the site and building permit process. Work on DCAP zoning text continues with phase one text covering the east side of Frantz Road. Staff presented the draft to the Community Development Committee in May receiving positive feedback, and regularly communicate with the Llewellyn Farms HOA through each step in the process. Staff continues working with one of our newest and soon to be largest companies, Quantum Health, on the extensive renovations to one of our oldest

corporate campuses, the Ashland complex. Sarepta Labs continues investing in renovations and upgrades to a former Ashland laboratory building. City Barbecue is nearing renovation completion on its new HQ along Blazer Parkway.

Action 4 – Connect development nodes through deployment of mobility technologies and serve and a suburban test bed.

Economic Development is now involved in an automotive-focused business development group with partners including OneColumbus, Union County, Marysville, ODOT, SMRT Columbus, TRC and OSU. The COG completed new branding and marketing initiatives for the 33 Corridor in Q2.

Strategy 2: Streamline and make more predictable development processes thereby reducing uncertainty.

Action 5 – Foster understanding and predictability regarding the types of development being sought, and adhere to the stated vision/plan for development.

Staff continues to move forward with the DCAP, West Innovation and Bridge Street vision plans.

Action 6 – Reduce uncertainty in the decision-making process.

To identify potential areas of improvement with the City's development processes, the Office of the City Manager conducted a study to compare the average costs to develop a commercial office building in Dublin and surrounding jurisdictions. Staff studied building permit fees, inspection fees, and water/sewer tap and usage fees. The attached report/memo highlights those study findings; and we welcome Council comment.

Strategy 3: Nurture growth of targeted industry clusters through proactive attraction and business retention/expansion activities.

Action 7 – Enhance existing economic development efforts

Several collaborations and partnerships were launching just as the global pandemic shuttered businesses, causing those collaborations to shift focus. While most Dublin businesses were either shuttered or shifted to a work-from-home system, Economic Development staff partnered with the Dublin Chamber of Commerce, DCVB, HDBA, local SBA office, JobsOhio and OneColumbus to provide access to information and PPE, advocacy, webinars to explain Federal funding resources, and virtual job fairs, just to name a few. We conducting surveys with the local business community to understand short and long-term impacts and needs (see attached Dublin Chamber survey results). The DCVB created new business marketing materials and the Chamber built new business support Facebook and web pages through this collaboration. Once business retention and expansion visits return to a face-to-face format, staff hopes to involve Council members.

Action 8 – Focus the team's efforts on key industry clusters.

Economic Development in partnership with Dublin's CIO and Division of CPI completed a community-facing technology project with Leading Edge. They developed a Dublin chatbot

program for future integration with the City's website and app, to improve customer service responses to the most standard questions received by City staff. Additionally, the Dublin Reality Check event, although canceled as an in-person gathering, went on as planned in a digital platform. The panel discussion included recruiting tips and information about hiring and retaining a diverse workforce.

Action 9 – Capture a larger portion of the Greater Columbus Region's scaling/high-growth companies.

We continue to leverage Dublin's live/work/play advantages, especially now as populations want to spread out, have a plethora of outdoor amenities, and feel safe. We also continue to leverage Dublin, as we expand the Dublin Transport 100 Gig program. We released a new marketing highlighting the benefits of Dublin, and several new office buildings were connected to the system. Setting these conditions now through infrastructure and marketing investments, while company growth has slowed nationally, will give Dublin an advantage coming out of the pandemic.

Strategy 4: Foster sustainable partnerships to catalyze value-added collaborations.

Action 10 – Connect industrial leadership with city leadership on a regular basis.

Conducting roundtable events with industry has been paused until social distancing measures have ended. In exchange, staff has been working diligently to have one-on-one conversation with many of our targeted industry companies and the real estate brokerage community.

Action 11 – Establish more effective to better connect local companies to each other and to the broader community as well as better connect the public and non-profit sectors to one another and industry.

Again, formal networking and hosting regional events are currently on hold.



City of Dublin

Office of the City Manager

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Memo

To: Members of Dublin City Council
From: Dana L. McDaniel, City Manager

Date: July 16, 2020

Initiated By: Kirby Dearth, City Management Intern
Colleen Gilger, CEcD, Director of Economic Development

Re: Development Fee Structure Analysis

Background

As a result of inquiries regarding the cost of development in the City of Dublin, the Office of the City Manager compiled a list of our Building Standards and Engineering fees, as well as those of municipalities throughout the region for comparison. In order to standardize the analysis across the different fee structures, Staff chose a 17,642 square foot commercial office building in the Camden Professional Center as the model commercial development for comparison. Per the guidance of the City Manager and the Economic Development Director, Staff compared the Dublin's fees to those of the municipalities that the City commonly competes against in attracting commercial development, including Columbus, Westerville, New Albany, Delaware, Marysville, Worthington, and Hilliard. To ensure the accuracy of this analysis, Staff collaborated with our internal Building Standards division, as well as with the Building Standards staff in the municipalities listed. The analysis is provided alongside some contextual information presented below.

Building Standards Fee Structures

When looking at just Building Standards fees, the City of Columbus is the most expensive municipality to develop within. This is largely carried by Columbus' charges for additional inspections. While the City of Dublin bundles the price of inspection into the cost of each permit, the City of Columbus provides a limited number of inspections per permit and charges \$150 per additional inspection required (Figure 3.). In the case of the Camden Building, the City of Dublin provided a total of 92 inspections under the issued permits. If this process were to be conducted within Columbus, only 12 of those 92 inspections would be covered, requiring the developer to pay \$12,000 for the remaining 80 inspections. The City of Columbus also charges for Foundation Start permits, resulting in an additional \$7,106 in Building Standards fees not found in the City of Dublin's fee structure (Figure 3.). In total, the City of Columbus would charge a developer \$30,667 for the permits and inspections associated with the approval of a 17,642 square foot office building (Figure 3.). This results in the City of Columbus charging over twice as much for Building Standards permits as the City of Dublin would charge the same development.

The City of Dublin and Westerville's Building Standards fee structures are relatively similar in their totals. They are the second and third most expensive Building Standard fee structure respectively. The City of Dublin's total of \$12,469 is largely carried by the cost of the general new build permit and inspection and the cost of commercial plan review (Figure 3.). Similarly, the City of Westerville's total of \$13,825 can be attributed to the City's new build permit, the cost of plan review two, and the fees associated with revisions (Figure 3.). Additionally, Westerville charges a foundation start fee of \$1,300, while Dublin does not (Figure 3.).

The totals of the Building Standards fee structures of the City of New Albany, Delaware, Worthington, and Marysville all come in around half of what the Dublin and Westerville charge. Across the board, these Building Standards fee structures are significantly cheaper, and in some cases do not charge for certain services they provide. As a result, these municipalities are unlikely to recover operational costs associated with service provision. For example, the City of Worthington is only able to cover one-third of its operational costs through its current fee structure. In comparison, the City of Dublin's Building Standards fee structure recovered 79.6 percent of the cost associated with service provision in 2018. Therefore, these cities are likely utilizing general fund revenues to subsidize the operation and service provision associated with their Building Standards departments. Consequentially, the City of Worthington and New Albany report that they are currently undergoing an internal review of their fee structures and are contemplating increasing their fees in an effort to recover a larger percentage of their costs. This is likely the case in Hilliard as well. Although Hilliard has the cheapest Building Standards fee structure with a total of \$4,354, it is unlikely that they are able to recover the costs associated with providing services.

Engineering Fee Structures

The burden of Engineering fees is largely dependent on the cost of water and sewer capacity charges. Cities included in this comparison fall into one of two camps. Columbus, Marysville, and Delaware run their own municipal water and sewer services, while Dublin, New Albany, Worthington, and Hilliard contract with Columbus for their services. This results in Dublin, New Albany, and Hilliard operating within a layered fee structure. A developer connecting their building to the water and sewer taps within these communities pays both fees associated with the city they are developing within and the City of Columbus' (Figure 4.). Despite contracting with the City of Columbus, Worthington does not charge water and sewer capacity fees. Developments within Worthington city limits are responsible for paying the City of Columbus (Figure 4.).

Due to the layered fee structure, the City of Dublin has the third most expensive Engineering fee structure, with Marysville and Hilliard coming in first and second (Figure 4.). Despite not having a layered fee structure, the City of Marysville and Westerville are still incredibly expensive, likely due to the costs associated with owning and operating a municipal sewer and water system (Figure 4.). The City of Columbus and Delaware are both able to keep costs down despite owning such a system (Figure 4.). Additionally, Delaware charges are dependent on annual usage, while all other municipalities observed in this study charge flat fees dependent on the size of the development's tap. To calculate Delaware's fees, Staff utilized an estimated yearly average for an office building of the same size as the model Camden building. Therefore, this figure may be higher or lower depending on the actual average usage rates.

Findings & Conclusions

Ultimately, the City of Marysville is the most expensive municipality to develop within, with a total cost of \$238,687 (Figure 1.). Despite having one of the lowest Building Standards fee structures, Marysville's water and sewer tap charges far outpace other municipalities in the region and, therefore, elevates the city to the number one spot.

Largely due to their layered water and sewer fee structures, Dublin and Hilliard are the second and third most expensive municipalities to develop within, totaling \$141,901 and \$140,941 respectively (Figure 1.). These totals equate to roughly eight dollars per square foot. However, if you isolate these fee schedules from the burden of Columbus water and sewer fees, Dublin and Hilliard fall to the fourth and fifth most expensive municipalities to develop within (Figure 2.).

Although the City of Westerville's Building Standard fee schedule is roughly \$7,000 more expensive than New Albany's, Westerville is cheaper to develop within due to their water and sewer tap fees. In aggregate, New Albany is the fourth most expensive municipality to develop within, with a total cost of \$129,333 (Figure 1.). Subsequently, Westerville is the fifth most expensive municipality to develop in, with a total cost of \$127,942 (Figure 1.).

Despite having the most expensive Building Standards fee schedule, the City of Columbus is only the sixth most expensive municipality to develop in, with a total cost of \$91,675 (Figure 1.). This can be attributed to the reduction in costs associated with not having a dual-layered fee structure. After removing the dual-layered fee structure of the contracting municipalities, the City of Columbus climbs to the third most expensive municipality to develop within.

Worthington is the seventh most expensive municipality to develop within due to its incredibly inexpensive Building Standards fee schedule. Worthington's total cost equaled \$67,475 (Figure 1.). This can also be attributed to the city opting out of charging for water and sewer tap connectivity on top of what the City of Columbus charges. For this reason, if you remove the Columbus water and sewer fees from the fee schedules of the contracting municipalities, Worthington is the least expensive municipality to develop within (Figure 2.). Similarly, the City of Delaware is the least expensive community to develop within due to the savings associated with their water and tap fee structure and their relatively inexpensive Building Standards fee structure. Delaware's total costs calculated to \$43,132 (Figure 1.).

Recommendations

For informational purposes only.

Figures

Figure 1.

Total Cost		
1	Marysville	\$238,687.54
2	Dublin	\$141,901.70
3	Hilliard	\$140,941.37
4	New Albany	\$129,333.14
5	Westerville	\$127,942.00
6	Columbus	\$ 91,675.50
7	Worthington	\$ 67,475.42
8	Delaware	\$ 43,132.99

Figure 2.

Total Cost		
(Excluding Columbus Water/Sewer)		
1	Marysville	\$ 238,687.54
2	Westerville	\$ 127,942.00
3	Columbus	\$ 93,710.50
4	Dublin	\$ 81,453.20
5	Hilliard	\$ 75,997.37
6	New Albany	\$ 68,884.64
7	Delaware	\$ 43,132.99
8	Worthington	\$ 7,026.92

Figure 3.

Mock Building 17,642 Sq Ft	Building Permit Fees and Inspections							
	Columbus	Dublin	Westerville	New Albany	Delaware	Marysville	Worthington	Hilliard
Service	New Construction Base Fee & Inspection	New Building Inspection	New Build Permit	New Building Base Fee & Inspection	New Building Inspection	New Building	New Construction Processing Fee	New Build Permit & Plan Exam
Service Cost	\$ 7,106.00	\$ 3,290.00	\$ 2,550.00	\$ 1,132.10	\$ 1,374.94	1258.52	\$ 3,828.40	773.86
Service		Commercial Plan Review	Plan Review 1	Plan Review	Plan Review	Plan Review		
Service Cost	\$ -	\$ 3,785.00	\$ 800.00	\$ 760.00	\$ 400.00	\$ 963.20	\$ -	\$ -
Service	6 Minor Revisions	6 Minor Revisions	Plan Review 2	6 Minor Revisions	6 Minor Revisions	Revision		Revisions
Service Cost	\$ 1,050.00	\$ 1,890.00	\$ 2,100.00	\$ 606.00	\$ 1,200.00	\$ 629.26	\$ -	\$ 700.00
Service	1 Major Revision	1 Major Revision	Revisions	1 Major Revision	1 Major Revision	Resubmittal		
Service Cost	\$ 450.00	\$ 1,035.00	\$ 3,100.00	\$ 101.00	\$ 200.00	\$ 200.00	\$ -	\$ -
Service	HVAC	HVAC	HVAC	Mechanical	HVAC	HVAC	HVAC	HVAC
Service Cost	\$ 450.00	\$ 770.00	\$ 355.00	\$ 629.26	\$ 609.26	\$ 1,158.52	\$ 752.84	\$ 679.26
Service	Gas Line	Gas Line	Gas Line	Gas Piping	Gas Line	Gas Piping		Gas Line
Service Cost	\$ 450.00	\$ 115.00	Included with HVAC/Plumbing	\$ 170.00	\$ -	\$ 100.00		\$ 75.00
Service					Structural Permit			
Service Cost	\$ -	\$ -	\$ -	\$ -	\$ 962.10	\$ -	\$ -	\$ -
Service					Insulation/Energy Conservation			
Service Cost	\$ -	\$ -	\$ -	\$ -	\$ 432.84	\$ -	\$ -	\$ -
Service	Electric Permit	Electric Permit	Electric Permit	Electric Permit	Electric Permit	Electric Permit	Electric & Fire Alarm	Electric
Service Cost	\$ 450.00	\$ 1,739.20	\$ 650.00	\$ 629.26	\$ 785.68	\$ 1,158.52	\$ 752.84	\$ 1,032.10
Service	Plumbing Permit	Plumbing Permit	Plumbing Permit	Plumbing Permit	Plumbing Permit	Plumbing Permit	Plumbing Permit	Plumbing Permit
Service Cost	\$ 450.00	\$ 840.00	\$ 840.00	\$ 840.00	\$ 1,043.00	\$ 300.00	\$ 840.00	\$ 840.00
Service	Fire Suppression Permit	Fire Protection Permit	Fire Suppression Permit	Fire Suppression Permit	Fire Suppression System/ Fire Protection Permit	Fire Suppression Permit	Fire Suppression	Fire System Plan Review
Service Cost	\$ 605.00	\$ 390.00	\$ 1,140.00	\$ 579.26	\$ 550.00	\$ 629.26	\$ 752.84	\$ 154.50
Service	Fire Alarm Permit	Fire Alarm Permit	Fire Alarm Permit	Fire Alarm Permit		Fire Alarm Permit		
Service Cost	\$ 550.00	\$ 390.00	\$ 990.00	\$ 579.26	\$ -	\$ 629.26	\$ -	\$ -
Service	Certificate of Occupancy	Certificate of Occupancy	Change of Occupancy	Occupancy Fee	Certificate of Occupancy	Certificate of Occupancy		Certificate of Occupancy
Service Cost	\$ -	\$ 225.00	\$ 875.00	\$ 75.00	\$ 75.00	\$ 60.00	\$ -	\$ 100.00
Service				Certificate of Appropriateness				
Service Cost	\$ -	\$ -	\$ -	\$ 250.00	\$ -	\$ -	\$ -	\$ -
Service	Foundation		Foundation Start					
Service Cost	\$ 7,106.00	\$ -	\$ 1,300.00	\$ -	\$ -	\$ -	\$ -	\$ -
Service							Parking Lot	
Service Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50.00	\$ -
Service	Additional Inspections							
Service Cost	\$ 12,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Cost	\$ 30,667.00	\$ 14,469.20	\$ 13,825.00	\$ 6,351.14	\$ 7,632.82	\$ 7,086.54	\$ 6,976.92	\$ 4,354.72
Cost/Sq.Ft	\$ 1.74	\$ 0.82	\$ 0.78	\$ 0.36	\$ 0.43	\$ 0.40	\$ 0.40	\$ 0.25

Figure 4.

Mock Building	Engineering Fees and Inspections							
17,642 Sq Ft	Columbus	Dublin	Westerville	New Albany	Delaware	Marysville	Worthington	Hilliard
Service			Initial Submission					
Service Cost	\$ -	\$ -	\$ 500.00	\$ -	\$ -	\$ -	\$ -	\$ -
Service				Single Site Commercial (Engineering App)				
Service Cost	\$ -	\$ -	\$ -	\$ 2,000.00	\$ -	\$ -	\$ -	\$ -
Service								
Service Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Service								
Service Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Service	Storm Water Pollution Prevention Plans							
Service Cost	\$ 475.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Service	Sewer Permit Fee	Sewer Inspection Fees	Sewer Inspection Fees	Sewer Inspection Fees	Sewer / Water Permit	Sewer/Water Inspection Fee	Water Application Fee	Water & Sewer Tap Fees
Service Cost	\$ 85.00	\$ 150.00	\$ -	\$ 85.00	\$ 70.00	\$ 150.00	\$ 50.00	\$ 950.00
Service	Sewer Capacity Charges	Sewer Capacity Charges	Sewer Capacity Charges	Sewer Capacity Charges	Sewer Capacity Charges	Sewer Capacity Charges	Sewer Capacity Charge	Sewer Capacity Charges
Service Cost	\$ 32,472.00	\$ 33,150.00	\$ 61,822.00	\$ 32,472.00	\$ 17,289.67	\$ 131,240.00	\$ 27,976.50	\$ 31,556.00
Service	Water Capacity Charges & Fire Protection	Water Capacity Charges & Fire Protection	Water Capacity Charges	Water Capacity Charges & Fire Protection	Water Capacity Charges	Water Capacity Charges	Water Capacity Charge	Water Capacity Charges
Service Cost	\$ 27,976.50	\$ 33,684.00	\$ 49,845.00	\$ 27,976.50	\$ 18,140.50	\$ 99,000.00	\$ 32,472.00	\$ 34,031.00
Service			Water Meter Charge			Water Meter Cost		Fire Charge
Service Cost	\$ -	\$ -	\$ 1,950.00	\$ -	\$ -	\$ 1,211.00	\$ -	\$ 5,105.65
Service		Sewer Capacity Charges (Columbus)		Sewer Capacity Charges (Columbus)				Sewer Capacity Charges (Columbus)
Service Cost	\$ 0	\$ 32,472.00	\$ -	\$ 32,472.00	\$ -	\$ -	\$ -	\$ 32,472.00
Service		Water Capacity Charges & Fire Protection (Columbus)		Water Capacity Charges & Fire Protection (Columbus)				Water Capacity Charges & Fire Protection (Columbus)
Service Cost	\$ 0	\$ 27,976.50	\$ -	\$ 27,976.50	\$ -	\$ -	\$ -	\$ 32,472.00
Total Cost	\$ 61,008.50	\$ 127,432.50	\$ 114,117.00	\$ 122,982.00	\$ 35,500.17	\$ 231,601.00	\$ 60,498.50	\$ 136,586.65
Cost/Sq.Ft	\$ 3.46	\$ 7.22	\$ 6.47	\$ 6.97	\$ 2.01	\$ 13.13	\$ 3.43	\$ 7.74

Development Fee Structure Analysis

7.16.20

Page 7 of 7

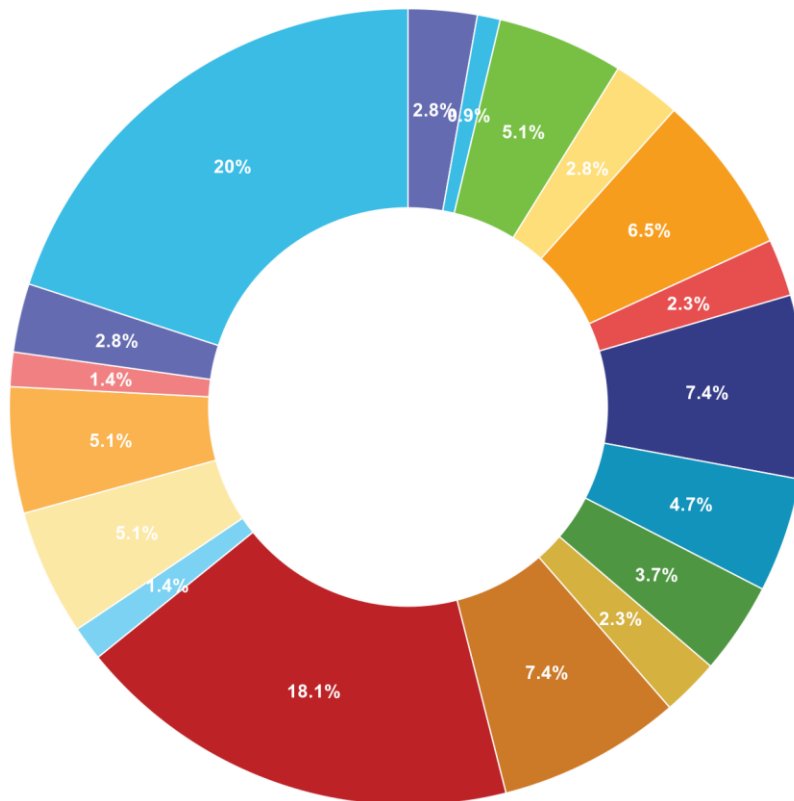
Figure 5.

Mock Building	Running Totals							
17,642 Sq Ft	Columbus	Dublin	Westerville	New Albany	Delaware	Marysville	Worthington	Hilliard
Total Cost	\$ 91,675.50	\$ 141,901.70	\$ 127,942.00	\$ 129,333.14	\$ 43,132.99	\$ 238,687.54	\$ 67,475.42	\$ 140,941.37
Cost/Sq.Ft	\$ 5.20	\$ 8.04	\$ 7.25	\$ 7.33	\$ 2.44	\$ 13.53	\$ 3.82	\$ 7.99
Mock Building	Running Totals (Without additional Columbus Water & Sewer Charges)							
17,642 Sq Ft	Columbus	Dublin	Westerville	New Albany	Delaware	Marysville	Worthington	Hilliard
Total Cost	\$ 93,710.50	\$ 81,453.20	\$ 127,942.00	\$ 68,884.64	\$ 43,132.99	\$ 238,687.54	\$ 7,026.92	\$ 75,997.37
Cost/Sq.Ft	\$ 5.31	\$ 4.62	\$ 7.25	\$ 3.90	\$ 2.44	\$ 13.53	\$ 0.40	\$ 4.31

COVID-19 Business Impact Survey, Dublin OH, June 2020

Q1 Which of the following industries best represents your company?

Multiple Choice



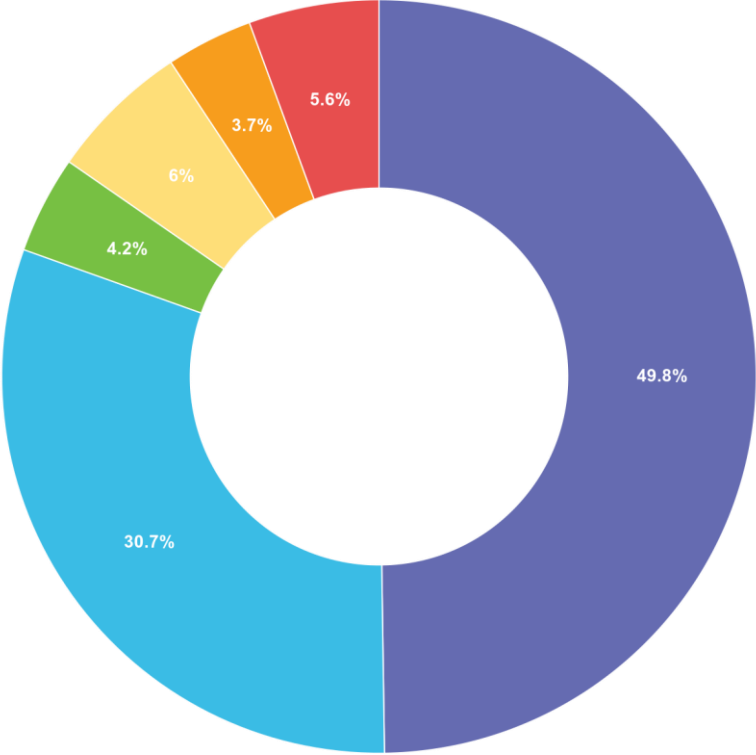
Responses 215 Answered 215 Unanswered 0

Choice	Totals
• Amusement & Entertainment	6
• Automotive	2
• Construction / Developers	11
• Customer Service	6
• Financial	14
• Hotels	5
• Information Technology	16

Choice	Totals
• Insurance	10
• Real Estate	8
• Manufacturing	5
• Non-Profit	16
• Professional Services	39
• Public Utilities	0
• Publisher/Printers	3
• Radio / TV	0
• Restaurants / Bars / Catering	11
• Retail	11
• Transportation	3
• Wholesalers / Distributors	6
• Others	43

Q2 Please indicate the size of your business.

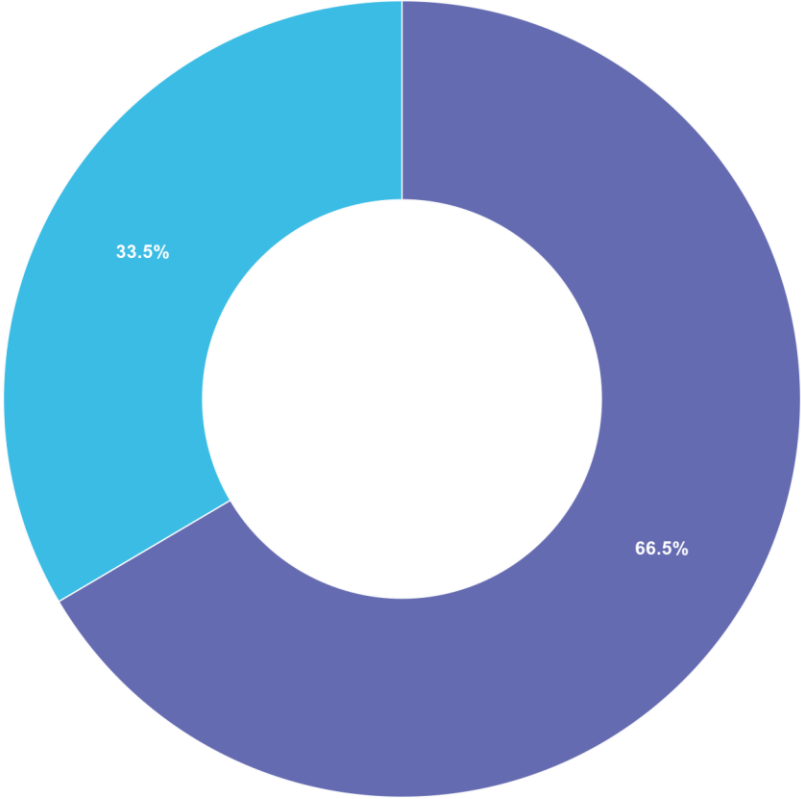
Multiple Choice



Responses 215 Answered 215 Unanswered 0

Choice	Totals
• 1-9 Employees	107
• 10-49 Employees	66
• 50-99 Employees	9
• 100-250 Employees	13
• 251-400 Employees	8
• 401-500+ Employees	12

Q3 Is your business location the corporate headquarters?
Multiple Choice

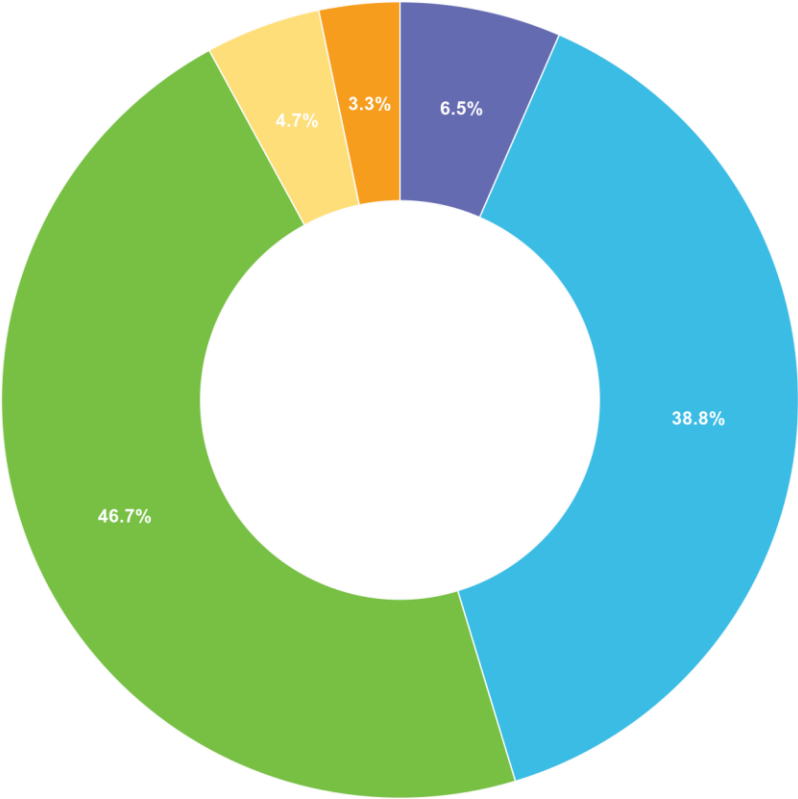


Responses 215 Answered 215 Unanswered 0

Choice	Totals
• Yes	143
• No	72

Q4 Have you lost business as a result of the COVID-19 (Coronavirus) outbreak?

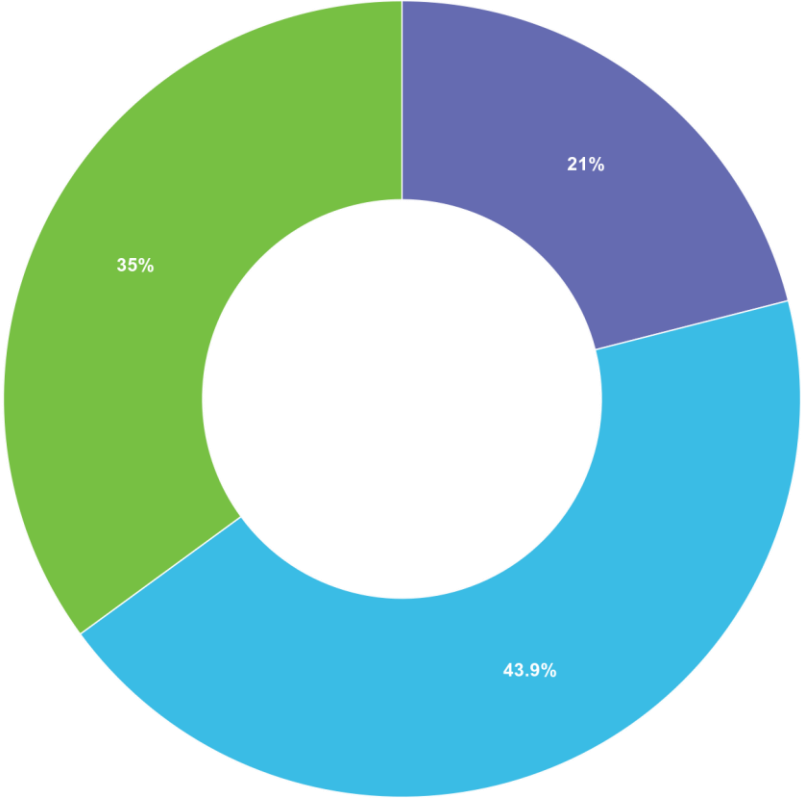
Multiple Choice



Responses 215 Answered 214 Unanswered 1

Choice	Totals
• No Impact	14
• Minimal Impact	83
• Significant Loss	100
• I'm on the verge of losing my business	10
• I've actually gained business	7

Q5 Has the outbreak impacted your operation or supply chain negatively?
Multiple Choice

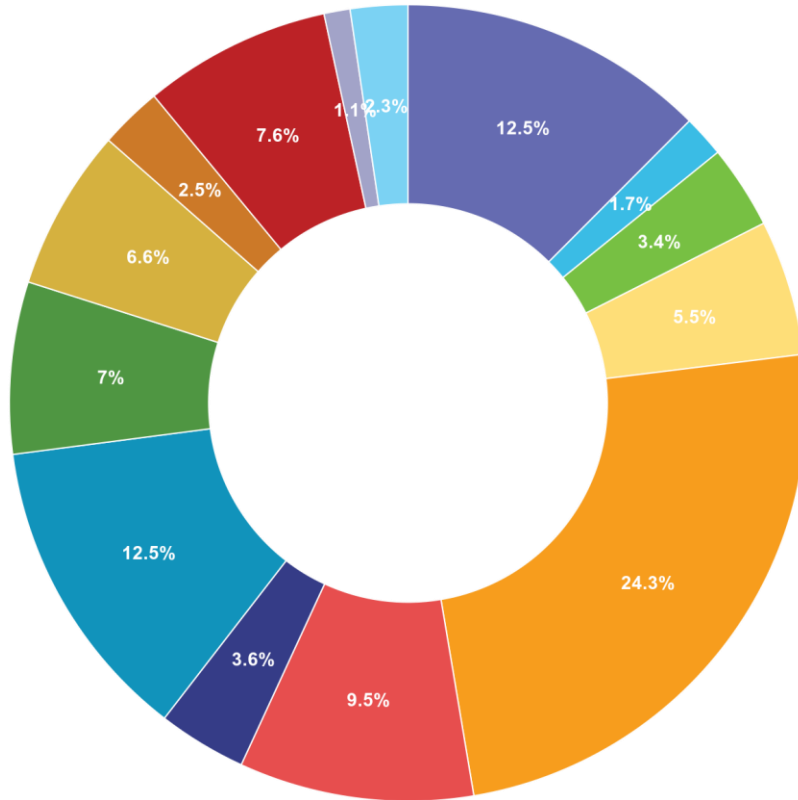


Responses 215 Answered 214 Unanswered 1

Choice	Totals
• No Impact	45
• Minimal Impact	94
• Significant Impact	75

Q6 Do you anticipate any of the following impacts within the next 30 days? (check as many as apply - please describe)

Multiple Choice



Responses 215 Answered 182 Unanswered 33

Choice	Totals
• Investment in Advertising	59
• Introduction of New Services for Take-Out / Delivery Services	8
• Supply Chain Distributions	16
• Self-Imposed Reduction in Inventory and/or Output of Products	26
• Slower Sales	115
• Reduced Hours of Operation	45
• Sick Employees	17
• Staff Distruptions (pay/remote work/childcare needs)	59
• Employee Furloughs	33
• Layoffs	31
• Temporary Closure of Business	12
• Business Loan to Bridge Gap in Paying Employees, Keeping Doors Open	36

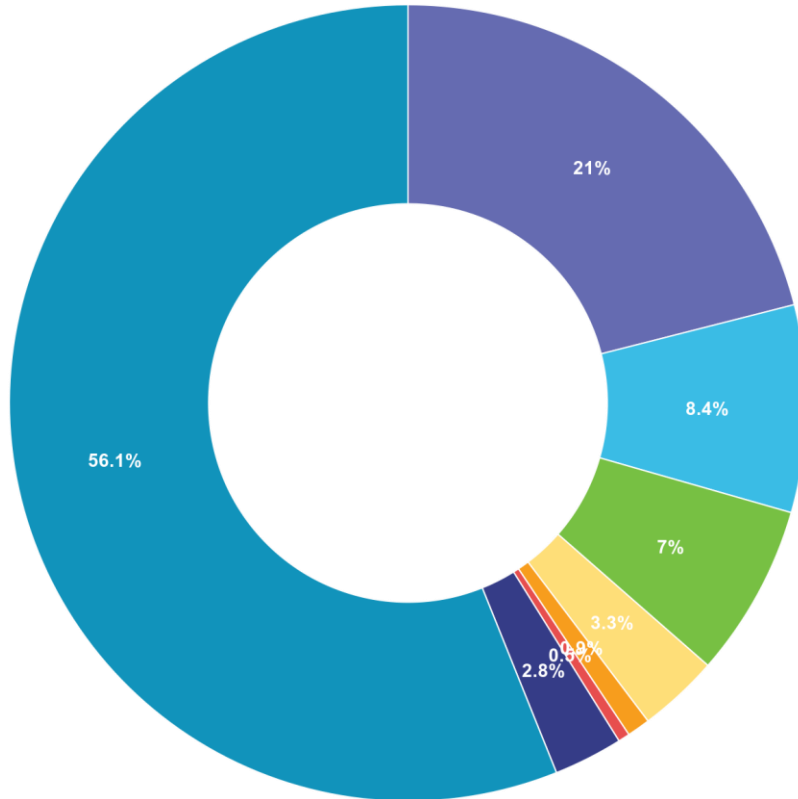
Choice

- Permanent Closure of Business
- Other

Totals

5
11

Q7 How many employees has your business TEMPORARILY laid off or furloughed due to COVID-19?

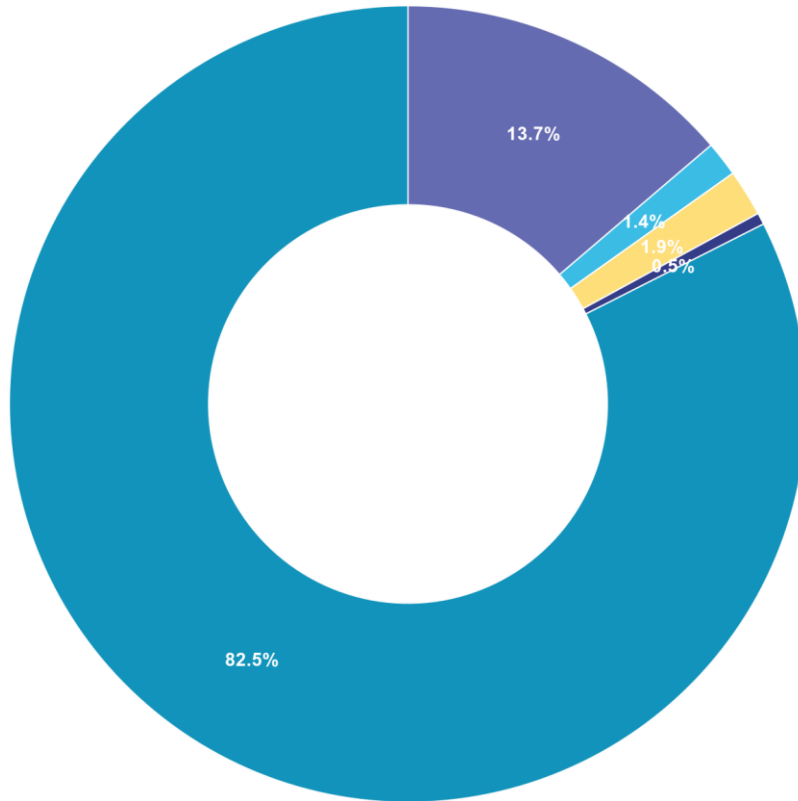


Responses 215 Answered 214 Unanswered 1

Choice	Totals
• 1 - 5 Employees	45
• 6 - 10 Employees	18
• 11-20 Employees	15
• 21-50 Employees	7
• 51 - 75 Employees	2
• 76 - 100 Employees	1

Choice	Totals
• More than 100 Employees	6
• No Employees Were Temporarily Furloughed or Laid Off	120

Q8 How many employees has your business PERMANENTLY laid off due to COVID-19?
Multiple Choice

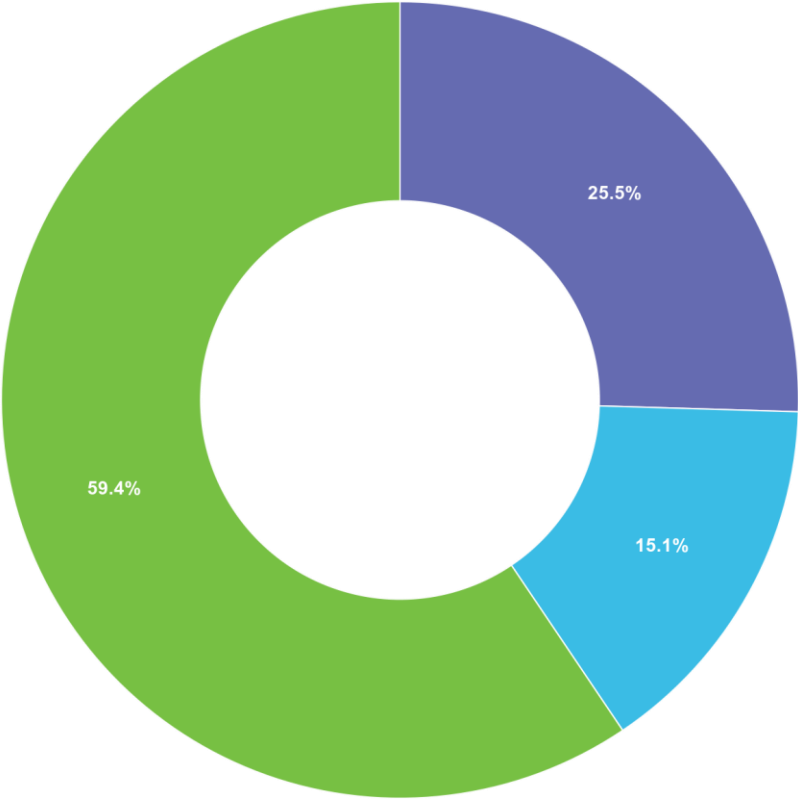


Responses 215 Answered 211 Unanswered 4

Choice	Totals
• 1 - 5 Employees	29
• 6 - 10 Employees	3
• 11 - 20 Employees	0
• 21 - 50 Employees	4
• 51 - 75 Employees	0
• 76 - 100 Employees	0
• More than 100 Employees	1
• No Employees Were Permanently Laid Off	174

Q9 Have you recalled furloughed employees back to work?

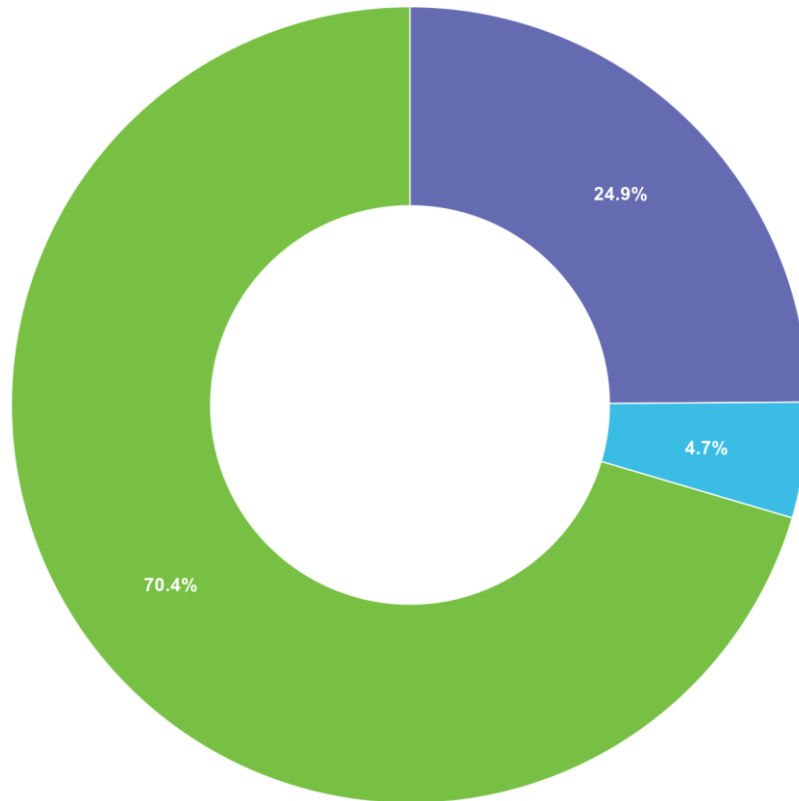
Multiple Choice



Responses 215 Answered 212 Unanswered 3

Choice	Totals
• Yes	54
• No	32
• N/A	126

Q10 If you recalled furloughed employees back to work, were they willing to return to the workplace?

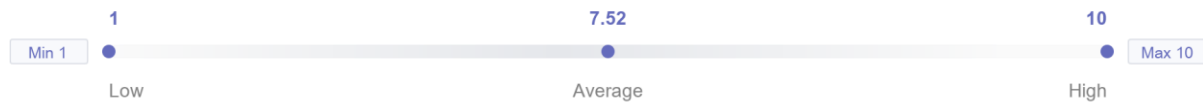


Responses 215 Answered 213 Unanswered 2

Choice	Totals
• Yes	53
• No	10
• N/A	150

Q11 On a scale of 1 to 10 with 10 being the most comfortable, what is the comfort level of employees returning to the workplace?

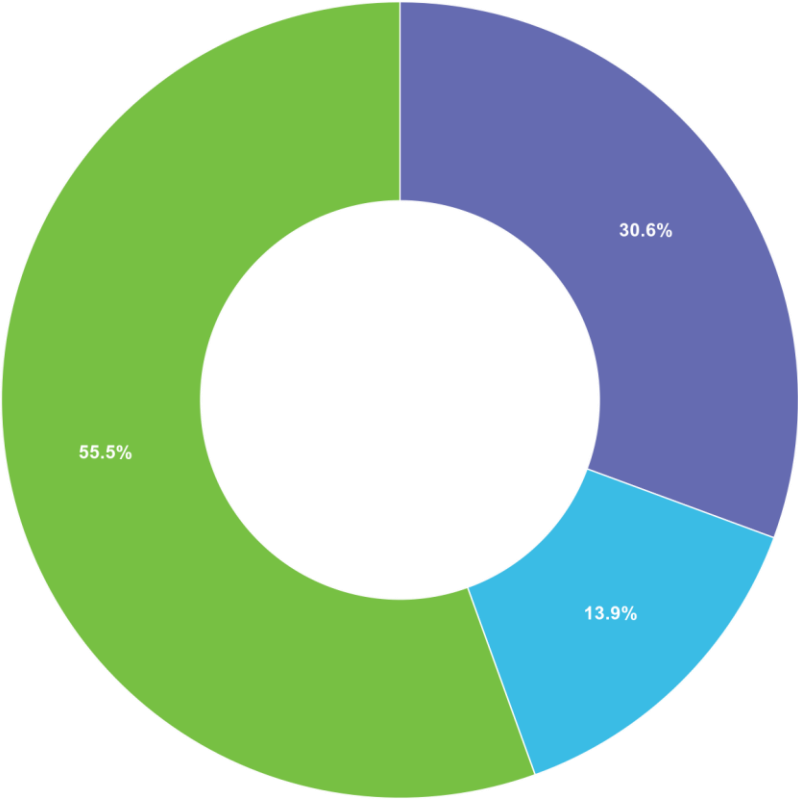
Scale



Responses 215 **Answered** 197 **Unanswered** 18

Q12 Have your employees been able to find childcare for their family?

Multiple Choice

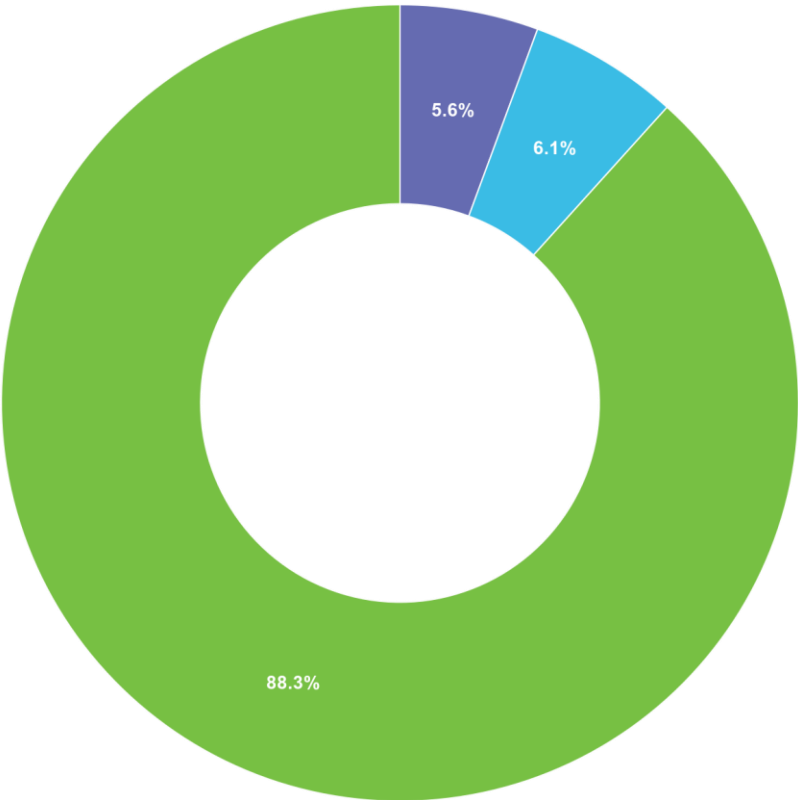


Responses 215 Answered 209 Unanswered 6

Choice	Totals
• Yes	64
• No	29
• N/A	116

Q13 If necessary, have your employees been able to use public transportation to get to and from work?

Multiple Choice

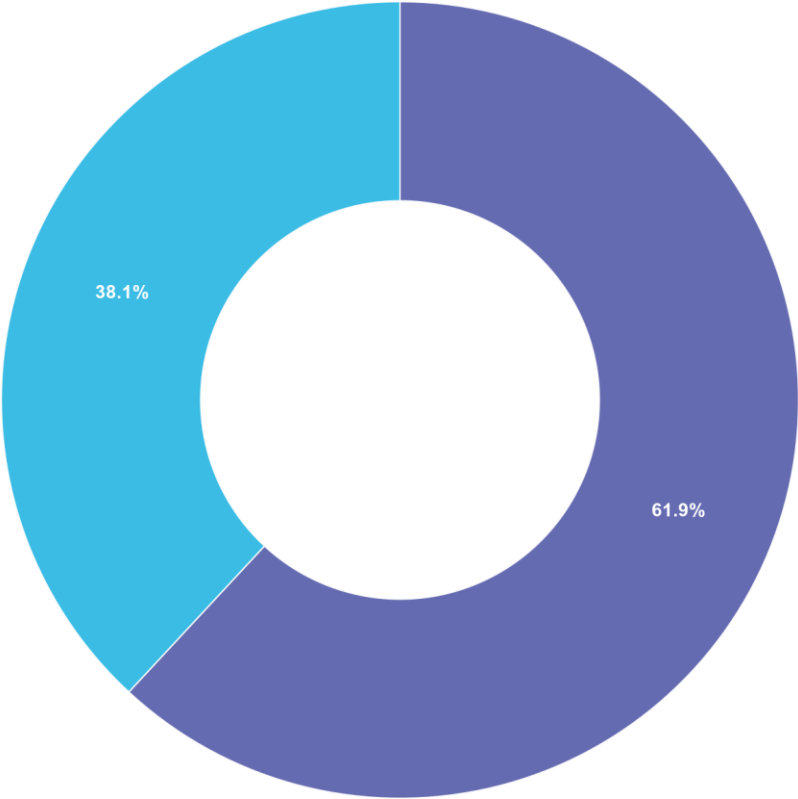


Responses 215 **Answered** 214 **Unanswered** 1

Choice	Totals
• Yes	12
• No	13
• N/A	189

Q14 Are your employees working remotely?

Multiple Choice

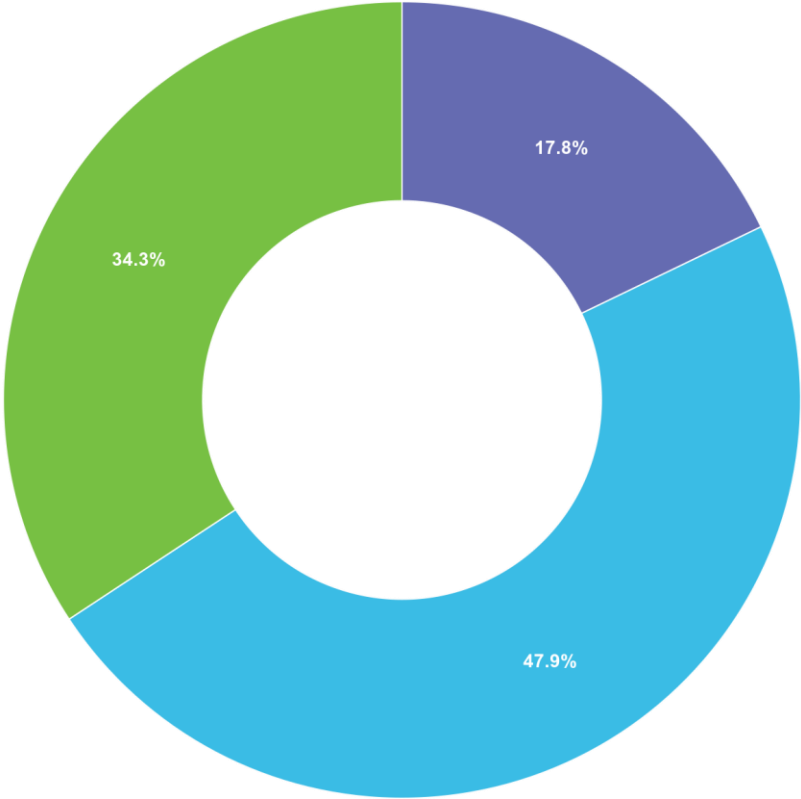


Responses 215 Answered 210 Unanswered 5

Choice	Totals
• Yes	130
• No	80

Q15 Are you keeping some employees working remotely on a permanent basis?

Multiple Choice

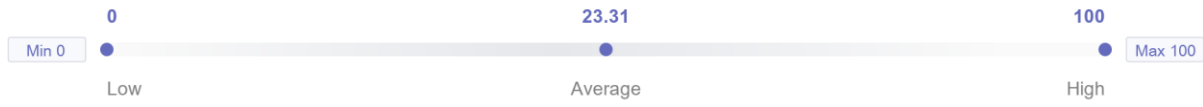


Responses 215 Answered 213 Unanswered 2

Choice	Totals
• Yes	38
• No	102
• N/A	73

Q16 What percentage of your workforce will continue to work remotely?

Scale



Responses 215 Answered 153 Unanswered 62

Q17 If you plan to end remote working, when do plan to have employees return to work in the office? (state month/year in the section below)

Essay

Responses 215 **Answered** 110 **Unanswered** 105

Response

Gradual return...currently at 1 day/wk. Plan to return full time in office by Sept 2020

8/2020

July 2020

Our offices are already open with COVID-19 protocols in place, but we have not ended remote working.

06/2020

July, 2020

6/15/20

June 1, 2020

Most are working in the corporate office now - only a few are working remotely.

7/6/2020

September 2020

May 26th, 2020

Will be offering both in person and virtual classes at least through the summer. We came back to in person classes June 1.

June 2020

We are coming back in phases. First phase was 6/1/20 for Senior Leadership. Second phase is to begin 6/15/20 or later bringing essential employees back into the office. Then once approved to have building at full capacity will start bringing back the rest of the team - 7/1 - 8/1.

06/01/2020

July

Already are back to work.

08/2020

September/2020

Response

8/1/2020

June/July 2020

August or September

July 2020

by the end of July

We returned to full operation on May 26, 2020

9/20

August/2020

07/20

July 1

I am a Realtor. I work at home so, I was not terribly bothered by the virus upheaval. However, the business was slower.

September 1, 2020

Are a medical provider so have been deemed "essential" the entire period of time just limiting hours and staff #'s. We have added tele-health and many CDC guided updates.

7/1 - 8/1

July 2020

When safe to do so.

We will gradually transition staff back as the reported infection numbers are made available, but I don't expect to resume normal pre-pandemic operations any sooner than January, 2021.

July or August

Definitely not before 9/1/20

We have 100% of staff working in the office.

no employees have worked from home

in office 3 days/week for June and full time in office in July-- although with more flexibility to work remotely up to two days per week.

5/12/2020

8/20

Response

Waiting on the State of Ohio to tour each of our facilities and give approval.

Tentatively Nov 2020

09/01/2020

We will begin having associates return to the office 2-3 days per week on June 22

July 1, 2020

Again - our employees are returning because their daycare centers are re-opening.

July

June 1, 2020

July 2020

Not sure. Each employee has been going into work one day a week, then 4 days at home.

A little unknown but my hope is August / 2020

As needed

Mid-June 2020.

We are beginning that process now but we are taking it slowly. At most we might have 20% of our staff in our buildings at one time

6/1/20

We are essential but chose to work remotely until the beginning of May. Through this month and next we are having the staff ease back into the office. We are keeping our doors closed to the public until mid-June, at the earliest.

July

July 13

8.1.2020

Already in the store

July 2020

July

NA, we are a one on one retail and service business.

Waiting on orders from the governor. We have to be safe in order to start working like we did before.

Response

Depends upon State guidance and Employee attitudes. Possibly after the Independence Day holiday.

I think this is a moving target. We will have to see what happens as we pass milestones of reopening. The large concern is a large uptick in the fall.

07/20

We are beginning to recall employees on an as-needed basis.

Fourth Quarter

6-15-20

July 2020

Gradually in June/July/Aug 2020

7/20

June 1, 2020

June 7, 2020

July 15, 2020 to Dec 30th 2020

September 2020 make an assessment.

9/2020

In small groups in June and back in July. Subject to change

July/Aug 2020

May 11, 2020

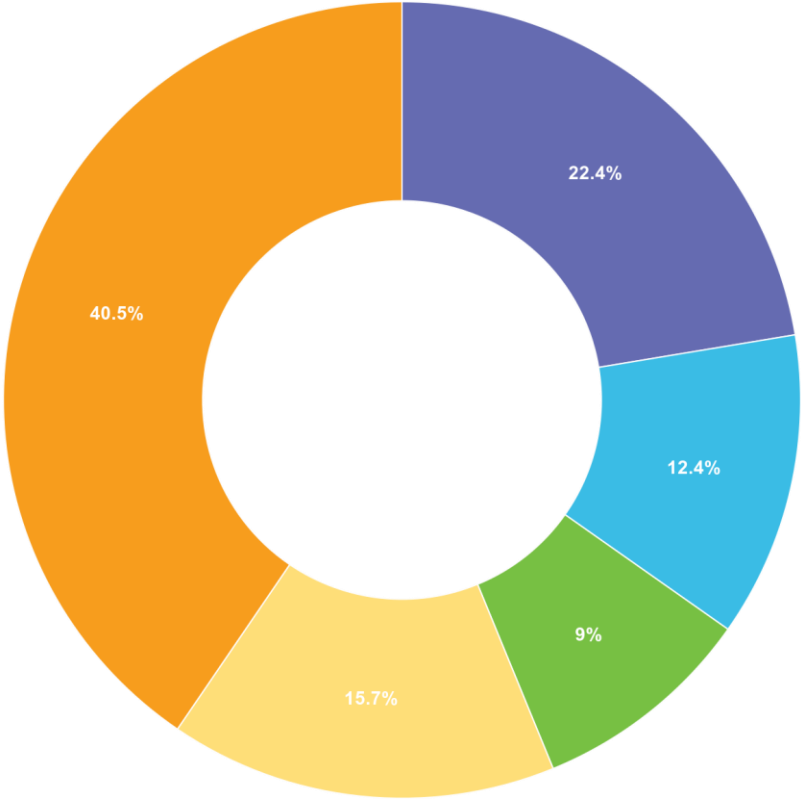
Already back to work.

5/2020

May/20

Q18 Will your company allow employees to travel for business purposes again?

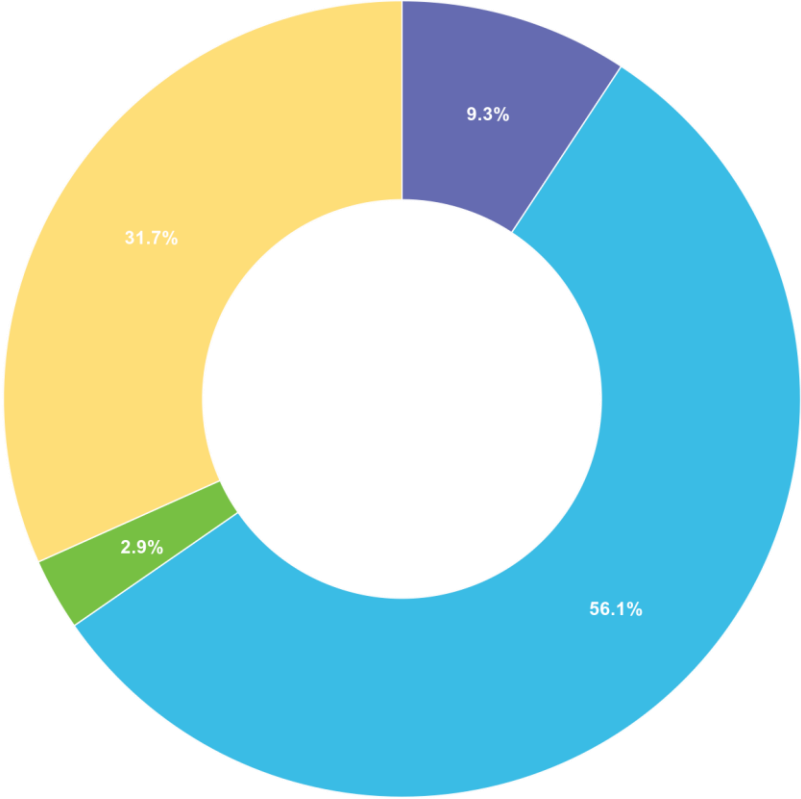
Multiple Choice



Responses 215 Answered 210 Unanswered 5

Choice	Totals
• Currently Allowing	47
• Within the next 1 - 3 months	26
• Within the next 4-8 months	19
• Travel is suspended indefinitely	33
• N/A	85

Q19 Have you applied for any of the following business loans?
Multiple Choice

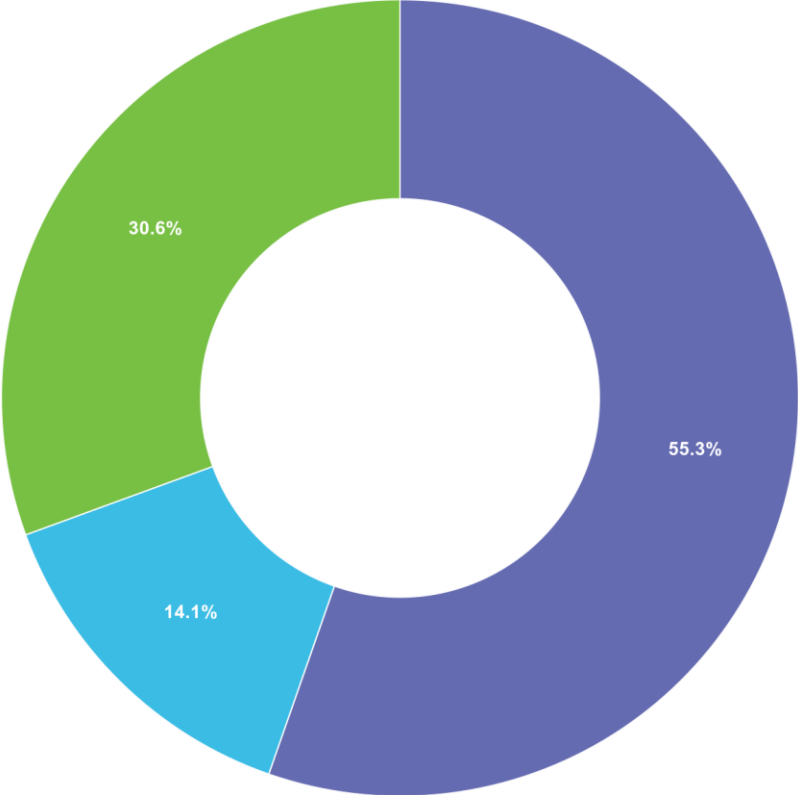


Responses 215 Answered 205 Unanswered 10

Choice	Totals
• SBA EIDL	19
• PPP	115
• Other	6
• No	65

Q20 Have you received the money from these business loans? (In the comments section, please let us know which banks or institutions you were working with to get these loans.)

Multiple Choice

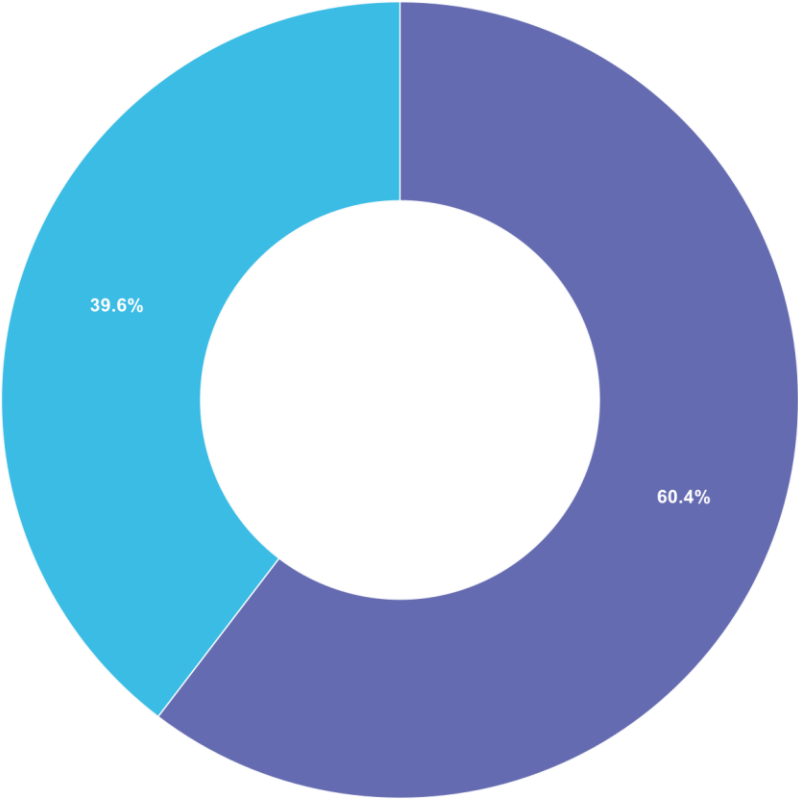


Responses 215 **Answered** 206 **Unanswered** 9

Choice	Totals
• Yes	114
• No	29
• N/A	63

Q21 Do you lease office space?

Multiple Choice

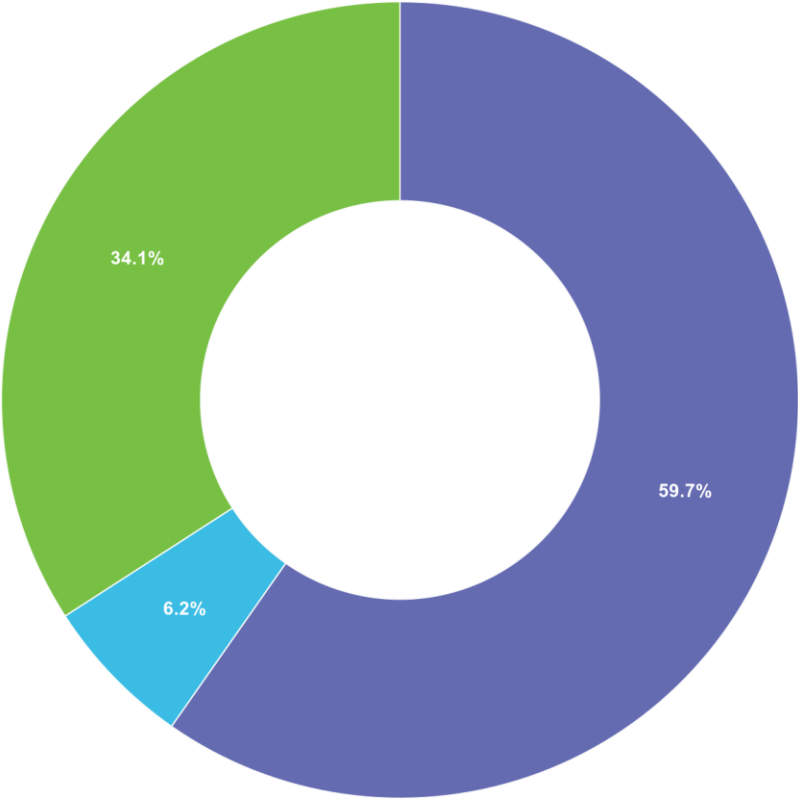


Responses 215 Answered 212 Unanswered 3

Choice	Totals
• Yes	128
• No	84

Q22 Have you been able to pay your lease?

Multiple Choice

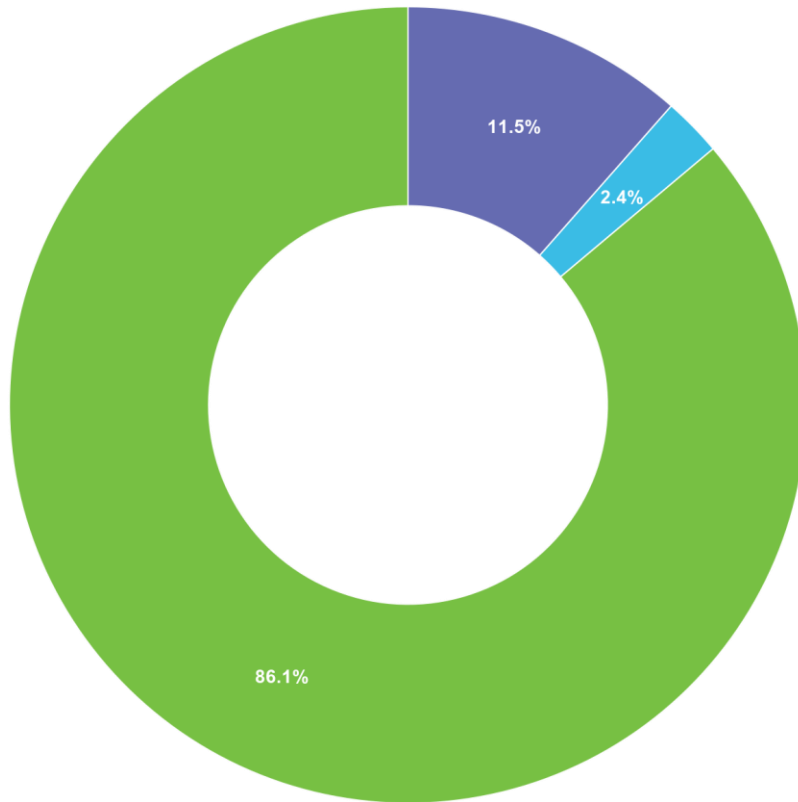


Responses 215 Answered 211 Unanswered 4

Choice	Totals
• Yes	126
• No	13
• N/A	72

Q23 If you were not able to pay your lease, were you able to make special arrangements with your landlord?

Multiple Choice

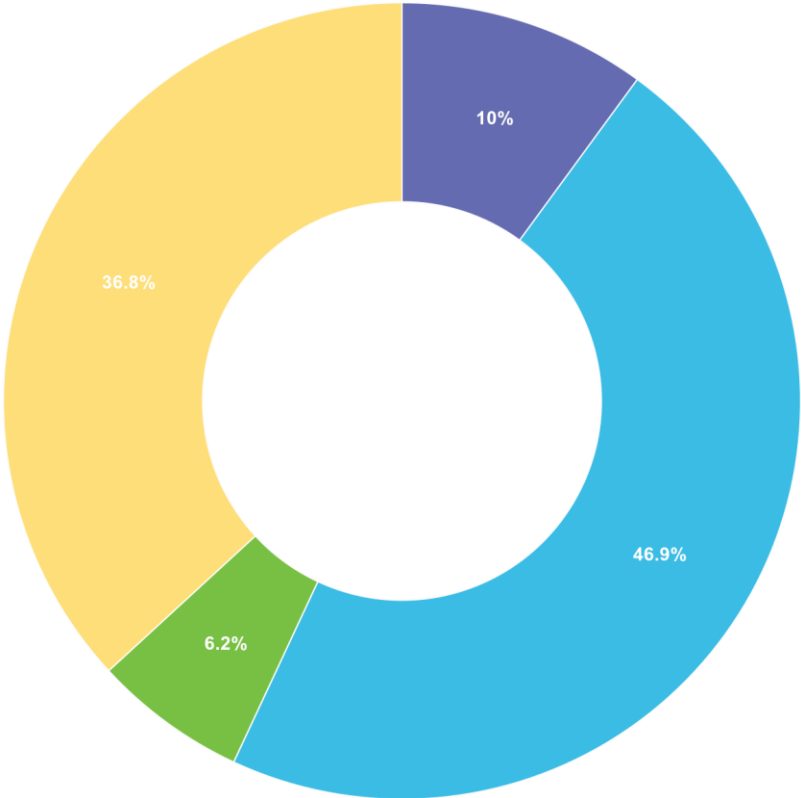


Responses 215 **Answered** 209 **Unanswered** 6

Choice	Totals
• Yes	24
• No	5
• N/A	180

Q24 Do you see a need to downsize your office square-footage space during your next renewal cycle?

Multiple Choice

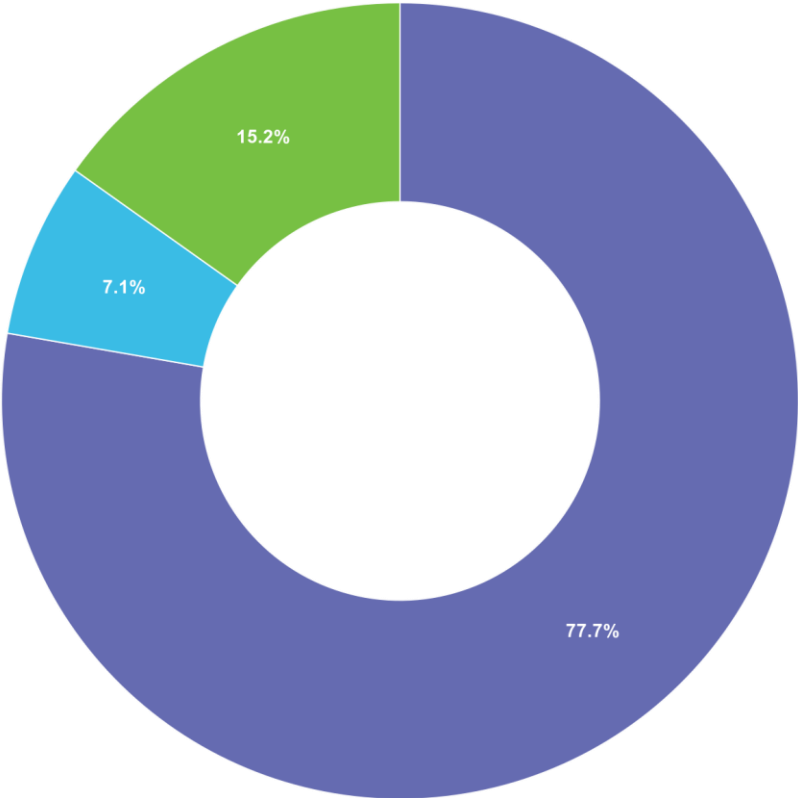


Responses 215 Answered 209 Unanswered 6

Choice	Totals
• Yes	21
• No	98
• We actually need larger space	13
• N/A	77

Q25 Have you had success securing personal protective equipment so you can open your business?

Multiple Choice



Responses 215 **Answered** 211 **Unanswered** 4

Choice	Totals
• Yes	164
• No	15
• N/A	32

Q26 What personal protective equipment is most vital to your business?

Essay

Responses 215 **Answered** 166 **Unanswered** 49

Response

Masks...but also hand sanitizer and antibacterial wipes

Masks and wipes

N95 masks for working on project sites.

masks

Face masks, gloves, temperature readers, hand sanitizers.

Hand Sanitizer, disinfecting spray

hand sanitizer, disinfectant wipes, masks

Cleaning supplies

Hand sanitizer, disinfecting wipes, masks

Cleaning supplies are the hardest to find. Lysol! its hard to put your hands on that brand of products.

Masks

face mask and sterilizer solution

Gloves

gloves & masks

Masks, gloves

Masks and sanitizer

maks.

Masks, cleaning suuplies.

Face mask

Gloves and masks

Masks

face masks, hand sanitizer

Response

Masks

Sanitizer, face masks

Masks, Hand sanitizer

masks and disinfectant wipes

Masks, hand sanitizer, wipes

Wipes, masks, sanitizer

soap

gowns, face masks, gloves, goggles, boot covers,

Masks, hand sanitizer, disinfectants.

Disinfectant fogger, masks, and gloves.

hand sanitizer, spray cleaner

face coverings and shoe covers

masks

masks

Hand sanitizer and signage

masks and sanitizer

Masks

hand sanitizer

masks, gloves, shoe covers

hand sani.

disinfecting wipes specifically

gloves, sanitizer, masks

Face masks Sanitizer

Masks

face masks

Thermometers, cleaning products

Hand sanitizer

Response

N95 Mask, gloves and disinfectant cleaners/products

Masks, sanitizing wipes

hand sanitizer, chemicals to wipe down surfaces

Masks, shoe covers, gloves, whips, hand sanitizer.

Hand sanitizer Clorox whips

Not applicable. We only require masks when visiting public offices or in the presence of homeowners. Other than normal office supplies of hand sanitizer and soap, we haven't taken any additional measures through the pandemic.

sanitizing work space and customer areas . masks

antibacterial wipes, masks, antibacterial hand liquid

masks

face masks and gloves

Masks, cleaning supplies

Mask, disinfectant, barrier, virtual technology

We are a medical facility; ALL of it. Masks are required, we supply if patient has none. Hand sanitizer, shields for DR equipment, alcohol swabs, lysol disinfectant, germicidal wipes,etc.

N95's, surgical gowns and faceshields. We have what we need for the time being but the prices have been extremely high and we can only procure small amounts at a time.

Face masks , cleaning supplies

gloves, masks, and hand sanitizer

face masks

disposable masks and disinfectant cleaner/wipes

masks, sanitizer

Face coverings

cleaner and hand sanitizer

Face masks, Hand Sanitizer

Masks, gloves, gowns, face shields

Quality masks, hand sanitizer, wipes, shields

Response

Masks, Lysol wipes

masks and hand sanitizer

masks, sanitizer for surfaces, hands and employees.

Mask, hand sanitizer, wipes

Masks, Gloves, Face Shields, Gowns, Head covers

Gloves, Masks, Hand Sanitizer & Wipes.

Our installers need masks and were able to get them from a neighbor company who provides them.

Masks

Computer

None

shield, hand sanitizer, gloves, mask

mask

facemasks

Gloves, Masks, Hand sanitizer/soap

Face Masks

Safety vests, gloves, industrial safety equipment... has nothing to do with COVID. We are far more likely to see a workplace injury than COVID illness.

Masks and hand sanitizers.

gloves and masks

facemasks, hand sanitizer, sanitizing spray/wipes

Face masks and hand sanitizer

Hand sanitizer

masks and gloves

masks and hand sanitizer

General surgical style masks

Face mask

Face Masks

Response

facemasks and gloves

Masks, face shield

Masks

facial coverings, hand sanitizer, deep cleaning equipment and chemical

Masks and hand sanitizer

Mask,plexiglass,handsanitizer

Hand sanitizer and masks.

Masks, gloves, sanitizer, cleaning products

Facemasks to some Extent .. gloves and sanitizer to great extent

Sanitizer and masks

masks

Sanitizer, masks

Gloves, masks, hand sanitizer, cleaning supplies, thermometers

Sanitizing process for incoming services

Musical Instruments and studio space

Masks, gloves and disinfectant

sanitizer and masks

hand sanitizer

Masks and gloves

Disposable masks, gloves and hand sanitizer

Gloves and masks

Masks, booties and gloves for routine use. N-95 masks and Tyvek suits for certain applications.

Cleaning supplies / masks(properly vetted) / Gloves

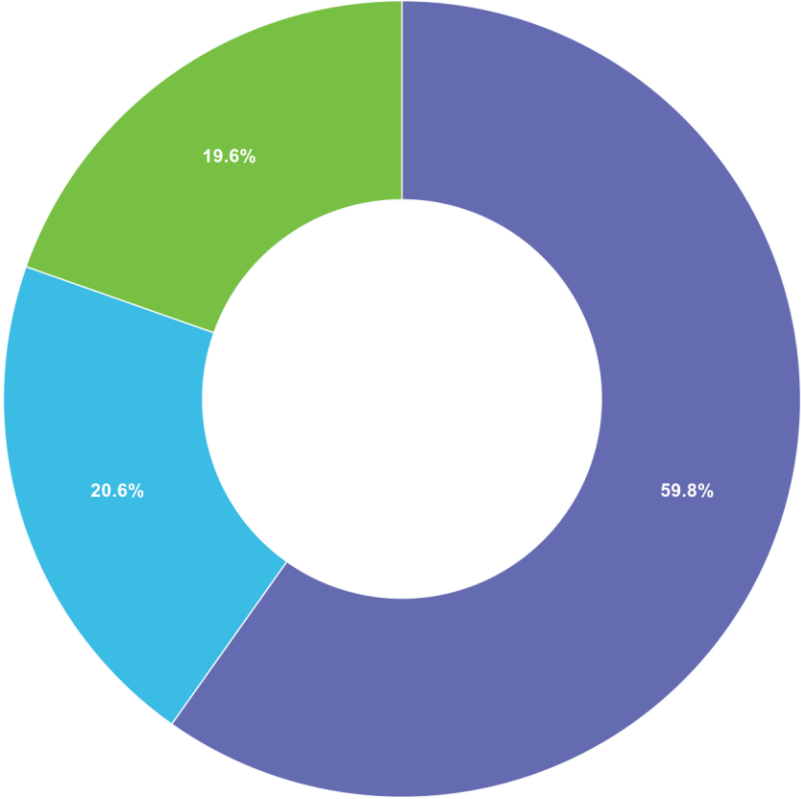
Sanitizer for trucks & equipment

Masks

masks

Facemasks and sanitization wipes

Q27 Have you found personal protective equipment to be priced fairly?
Multiple Choice

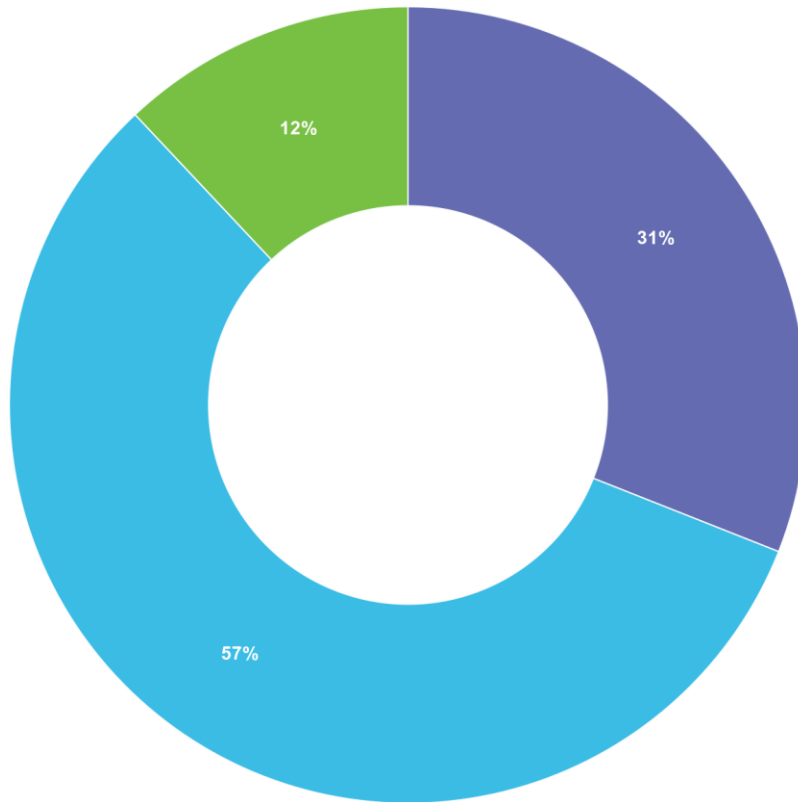


Responses 215 Answered 204 Unanswered 11

Choice	Totals
• Yes	122
• No	42
• N/A	40

Q28 Do you believe it will be more difficult to secure personal protective equipment moving forward?

Multiple Choice



Responses 215 Answered 200 Unanswered 15

Choice	Totals
• Yes	62
• No	114
• N/A	24

Q29 What are your immediate needs?

Essay

Responses 215 **Answered** 122 **Unanswered** 93

Response

better sector specific guidelines from the state of Ohio. Sanitation supplies

more work

City and State Guidelines to re-open

We needed to find new office space. We just signed a lease at 5131 Post Rd., Dublin, OH 43017. We are bringing on another experienced freight broker and another agent and currently still need a couple laptops, docks, office chairs and a small conference table.

return business

Disinfecting wipes and sprays

personnel

I need business budgets to open back up and students. Its starting.. slow...

Expanded awareness, and investment / adoption, of modern tech to help adapt and expand capabilities for growth

Stable government, stable stock market and a solution to Covid-19!

CUSTOMERS!!!

Masks, gloves, equipment for remote workers

Cash flow. Our sales will be down at least \$400,0000 this year, which is approximately 30% of total sales. We are a seasonal business and have to make enough in revenue to pay truck payments, mortgages and payroll through April of the coming year.

Moving from an Event Based Business ideas!

While it is nice to be reopening our doors to the public, due to the severity of the disease it is still impacting the amount of clients who are ready to return to in person classes for their children. Even with safety measures in place, there is still hesitation for many families, and rightly so. So unfortunately, until all of our restrictions seem to go away, we will be forced to hold classes with smaller numbers.

I'm running OK. Need to focus on growing business with new clients as my current client base keeps coming back on-line.

None

Response

A vaccine...

A vaccine

increase census, attract high quality employees, increase socialization for the residents--current situation of 10 or less is causing some issues for many residents who are very social.

fogger

Hand sanitizer

Awareness. Reduce the stigma of returning to work. Get consumerism going and temper the fear.

Business travel and trade shows to open back up!!!

WORK!

hand sanitizer

SALES

none

Yes but it has been difficult finding disinfecting wipes specifically sanitizer, gloves

More consistent and timely information from the government

Sales

People to overcome their fears and start living once again

Hand sanitizer would be what we will run out of first.

return to some reasonable growth

More wipes.

None - we've been fortunate to not be affected.

Antibacterial wipes

Alcohol and sanitary wipes.

face masks and gloves

Positive vibes....we are doing well as can be expected. We want to take care of our associates, and our patients and give everyone a positive, safe experience.

Continued support from the community, reduction in PPE prices and ability to get PPE.

Response

We are currently getting by with 10 employees to keep the hotel running with minimum service levels. We will be able to bring back more employees and open up more amenities once our hotel occupancy increases as more companies begin to travel again.

disinfecting cleaner, spray and wipes

clients

Cash flow and a calm business environment

we really don't have any immediate needs.

PPE and Publicity

See through masks

More customers to help fulfill their COVID safety visual communication needs.

Confidence in the economy.

for the weather to warm up

Grow number of guests coming into our cafe.

OK for now

Accurate information for planning purposes.

area office, leisure activities (zoo,park), sports etc to open up so we can get travel back in the area.

Need economy to OPEN.

We are a recruiting and consulting business - we need customers to start hiring

We have none.

Signs of stability at the local, state, and federal government levels. The former two have thus far been quite reassuring, the latter not so much.

None, we have gloves, masks, hand sanitizer currently.

Filling up the sales pipeline.

We need people to go back into offices, begin working at full strength, and begin using our machines in their offices

Lack of restrictions in the name of Covid19. Restrictions are disproportionate to the actual "danger" of Covid19

Most of our clients have started allowing vendors on-site again which was are only major issue.

Response

surgical masks, face shields

Get elective surgeries back online

Direction

Foot traffic

Inventory

We need leads to start coming in again.

Sales

More SBA loan to survive.

Customer sales

Dependable internet connections

Definitive answers and schedules from the school districts.

Gloves, disinfectant wipes

None, get customers back in seats asap!

General Consumer confidence in their personal financial future. And the corollary of consumer confidence in the various Re-openings staying on course without further governmental interventions.

PPE with reliable turn times and reasonable prices. Grants to assist with the cost of marketing/Advertising to reset and restart the business

Businesses opening back up ASAP

schedule issues

Getting everyone back out in the public and identifying better the policies and procedures being requested as opposed to being mandated

N95 masks

clients

More people going back to work to need our services.

Money

would like to end lease and move to work from home with smaller office foot print.

gloves

more customers interested in technology upgrades and services :)

Q30 What services could help your business handle the impact of the outbreak?

Responses 215 Answered 90 Unanswered 125

Response

Legal council or consultants to interpret the current and ever changing orders to ensure the safety of our employees and clients.

eliminate any and all restrictions.

Plexiglass Barrier, Signage

We were planning on hiring an accountant but can no longer afford to. We may have to outsource this service.

We can help businesses run virtual teams and visualize student labs so the trainer can view their screens without the students sharing their screen and without the trainer having access to the students hardware. its a slick tool and we've been using it for years. Now we are building environments for those who need to deliver technology training. We can help people jazz up their online training with staff and customers.

Free marketing

modern and automated technology

Tax relief !

More outright grants to pay for expenses as opposed to incurring debt when the future of my business is so uncertain More publicity

Marketing for sharing what we're doing during the outbreak, our cleaning efforts, and what classes now look like post-COVID. We also are in need of kid friendly cleaning supplies for our instruments. Wipes are hard to come by!

I currently have what I need.

marketing and advertising of our services (Psychiatry office)

None that are not presently available to us.

Psychosocial services, volunteers doing drive-by and encouraging residents to keep going.

Travel be allowed again.

Rent & utility assistance, marketing, community involvement, website development

help with affordable advertising/community engagement

Awareness, marketing.

Response

FULLY OPEN ALL RETAIL RESTAURANTS AND ENTERTAINMENT!!!!

schools going back to full schedule

grants, funding

Inexpensive reliable delivery service

A way for Dublin area businesses to help each other via either sales or barter

I'm not sure we need any services, but the governor needs to open childcare center ratios back up to normal.

Marketing of services/safety of our practices

marketing web based and traditional

community advertising to seek local first versus push toward Amazon and online retailers

Testing

Help for start-ups to survive.

Being able to market outside of the office.

Deferment of taxes, more PPE, relaxation of seating limitations

Not sure yet. Waiting on instructions from the State.

Improved visibility as to how we can help other business manage the impact of the outbreak.

interest free loans

Someone needs to petition to have the price gouging stop!

Childcare or at least a decision regarding schools so employees and employers can plan.

Just need the economy to open.

Current and new clients to start hiring new employees

Open up schools

Business is self regulating. Get rid of restrictions

More available PPP Assistance - by the time the company taxes were done there were no more applications being accepted.

Honest information from the government

Response

How to protect team members when we begin allowing clients back in the building-
barriers, PPE, etc. Currently maintaining curbside services through the summer.
Procuring hand sanitizer

Pharma and medical supply businesses

More marketing and promotions

Lease abatement, PPP forgiveness,
money, tax rebates, advertisement

Marketing

Tax relief I don't have a lot of deductions so am paying a 4th of my income in taxes.

know processes for facility and consumer product sanitizing and decontamination.

Referrals in the community to find customer (New students)

Free advertising radio, social media ads

Continued stringent social distancing and mask wearing enforcement in the
community. I believe positive messaging about safety precautions is important. This
should not be a political stance, just a way to be kind to your neighbor.

Outsourcing estimating to offset large demand

Not shutting down again

Disinfection and sanitation services should an outbreak occur.

PPE sales

Companies that sanitize

Covid friendly office space and policies which are flexible.

Q31 How can the Dublin Chamber of Commerce and/or the City of Dublin assist your business?

Responses 215 **Answered** 94 **Unanswered** 121

Response

Provide legal council to interpret orders for specific industries, and guidance to navigate all of the tools or funds available to businesses suffering from COVID-19 associated losses. Bringing businesses together that can help one another either through products and services they provide or knowledge gained through trial and error so others won't make the same mistakes.

Remove all restrictions!

Guidelines to re-open spelled out clearly and precisely.

The ongoing flow of information is very helpful.

Please let us know if you run across any used office chairs or if you can get us a discounted price or assistance on new laptops.

You tell me..... I'm not certain. maybe advertising?

Aid in expanding presence, awareness of offerings and value proposition

Introducing my company to possible leads and business!

Chamber has been super helpful with various webinars. Just keep getting the word out about businesses that are open

Open up the use of your backroom!

Thank you for providing so many great resources already. I look forward to the emails with helpful tips for business owners.

Use my services and promote supporting local small business.

Market we are open!

I appreciate everything the Chamber and city does to help. At this time we are all set with all of our needs.

Getting the word out that we are open and available (telemedicine) and educating the public on the specific services we offer.

Keep up with "business reopening" efforts. Greatly appreciated.

referrals to other businesses that need HR help

Appreciate the support and knowing that you are there if we need you for anything

Response

Keep sending me info and resources for responsible restart.

Maybe create a small business fund to help assist business with rent & operational expenses.

reach out to the community in creative ways to let them know what we are doing/offering- videos, etc. we love you guys!

I feel like the chamber has reached out and done a good job with website and available resources to assist. I have not seen much from the city...???? The DCVB really did a good job with data and figuring out ways to support tourism into the City.

I would love for you to tell me what you can do

Hold a trade show to get people back into the marketplace.

SALES, make it easier to obtain Sign Permits. The process is way to cumbersome!

advocate for small businesses like mine to operate at or near capacity

Expansion of city-wide wi-fi service to include residential

Whenever I do an event help promote it.

keep advertising that businesses are open

We would love to offer some health webinars - Tech Neck or Work from Home tips and exercises for the members so they can stay out of pain but also remind folks of our services in the area.

None. However our business works in the provision of right of way acquisition services to public agencies, including cities, counties and the department of transportation. We do not currently provide any services for the City of Dublin and would be very much interested in working for the City.

Get more large businesses help smaller businesses by utilizing small businesses to support larger organizations. Have Fortune 100 and 500 businesses "adopt" or mentor and help secure more work and capital for smaller businesses, especially if they get denied SBA EIDL loans.

thank you , but we are all ok.

Provide ongoing information on the state of the economy and ongoing sharing of regional market research on industry trends and economic forecasts. Workforce tips and trends would also be of value. Thanks for all you do.

None at this time, but I appreciate the survey.

Mention our re-opening in news letter as a courtesy

Support & promotion of our business

Response

Promote shopping and obtaining services in Dublin. Supporting local businesses, supports the business that citizens rely on for sponsorship, donations etc. If people buy online then businesses will not survive

I wish I knew what to ask for.

Continue the Postings.

The Chamber has been beneficial with the online classes and Zoom meetings, I don't know if there is anything additional that would benefit us at this time.

Order from us :)

We'll be fine. How can we help the Chamber of Commerce or City of Dublin?

Continue to promote Bridge Park east and west.

If asked, let people know we are open and safe!

promote the business on "commit to be clean & safe" esp at our hotel. (Fairfield Inn & Suites Dublin)

Free advertising

Lobby for reopening of zoos, aquariums, museums, botanical gardens and other cultural venues.

Refer Proactive Approach to clients who are in need of help with hiring

No assistance needed.

It would be nice to receive an updated list of local banks who are accepting federal government / SBA loan applications.

Continue to advise members of advertising opportunities and networking opportunities.

Help our government leaders continue to reopen our economy. Most importantly schools

Promotion and advertising

Not sure at this time - it will be a slow process getting back due to remodeling normally takes place in customers homes, and right now, and most customers are not comfortable with people in and out of their homes. Securing outside work is mainly the only availability right now.

helps promote and uses us

Give updates on how reopening is going with infection rates.

Marketing and promoting business within the community

Response

Tell people to sell their used sports equipment to Play It Again Sports on Sawmill Rd!

advertisement

Will Be marketing through them More In near future

Marketing

We offer 3 components to our customers, retail sales of musical instruments, service and repair of musical instruments, and rentals to beginning students. Make the Dublin community aware that we still are able to do these things even without the schools being in session. We welcome walk in customers and special appointments.

help get the state back open to 100% - ask the city to suspend or refund payroll taxes

Lighten up the restrictions if possible before we all go under

Form a purchasing coalition of local businesses for the bulk buying of PPE (with the goal of better pricing). City wide 'back in business' campaign to educate and improve consumer confidence.

Purchasing channels for PPE/Cleaning - Small businesses do not have the buying power of large corporations and can be stuck with the leftovers or no options. Grant options for marketing efforts Additional messaging that speaks to mask wearing as an act of kindness for your neighbor

The staff as a whole is doing a great job as an economic engine working with us to market to Dublin residents

Don't know

More digital exposure opportunities, e-marketing workshops.

Positive feedback from our community efforts.

I wish I could answer that ... I appreciate you asking but I have absolutely no idea how you can help me sell all the merchandise that would have sold for spring break graduation confirmation memorial tournament and all they summer showers and weddings

You all Rock! :-) TY

Q32 Any additional comments that you would like to share?

Responses 215 **Answered** 29 **Unanswered** 186

Response

Thank you for reaching out! Would love to see the insights and results of the survey and am curious as to how you are using the information provided.

If idiots can march in the streets than everything should be open with no restrictions!

This has been a challenging time to start a business but we would like to thank the city of Dublin and the Chamber for support through this time.

The City and Chamber has done a great job with engagement during covid... I'm glad my business is here. I'm not sure I would've taken out the PPP loan had it not been for the City's webinar with the SBA. Appreciate all you do!

Thank you for all you do!

I believe the chamber has been very pro-active in trying to assist the business community.

The Chamber and it's dedicated staff are doing an amazing job during these times of unprecedented challenges that continues to positively impact the business community.

thank you for your dedication to us small business owners

We, primarily build displays for trade shows. That business is now scarce, so we've turned to offering PPE to companies- even providing fulfillment.

Thank you to Jenny and the Chamber for helping our business community!

Stay healthy!

Keep doing what you are doing!

Great job keeping members informed through this pandemic!

Thanks for asking!

Rev1 Ventures

City of Dublin Update
June 2020

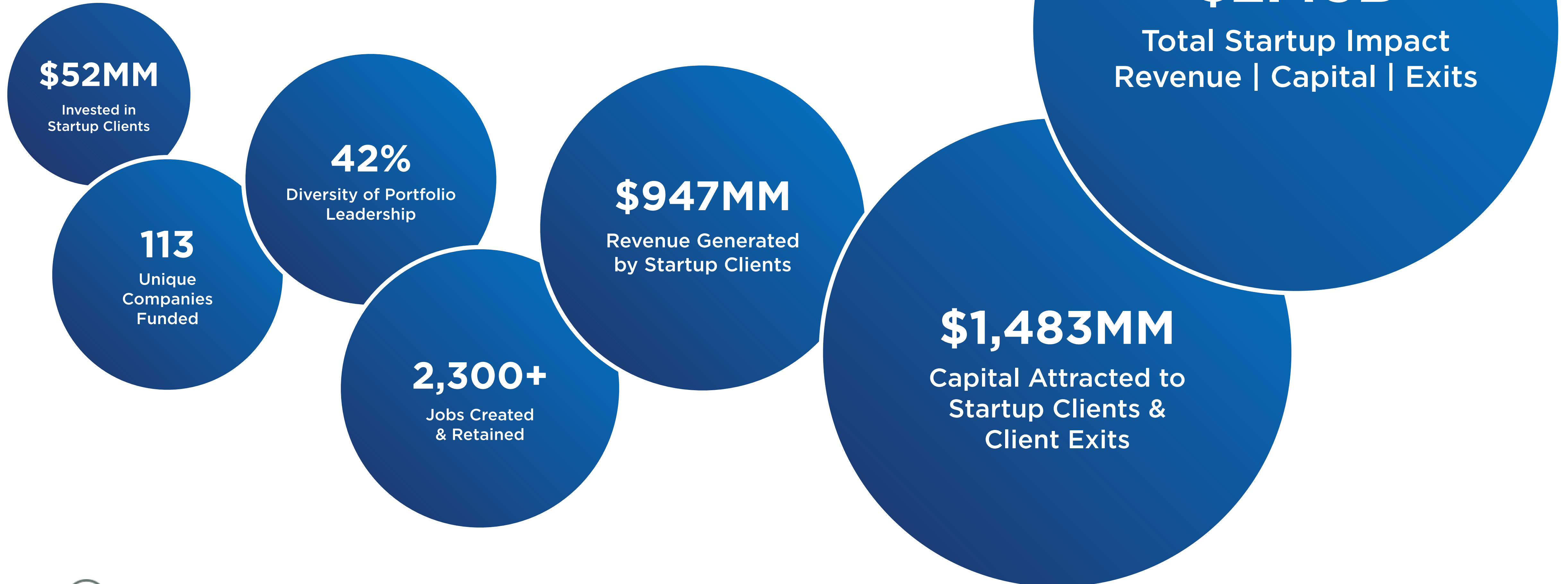


Agenda

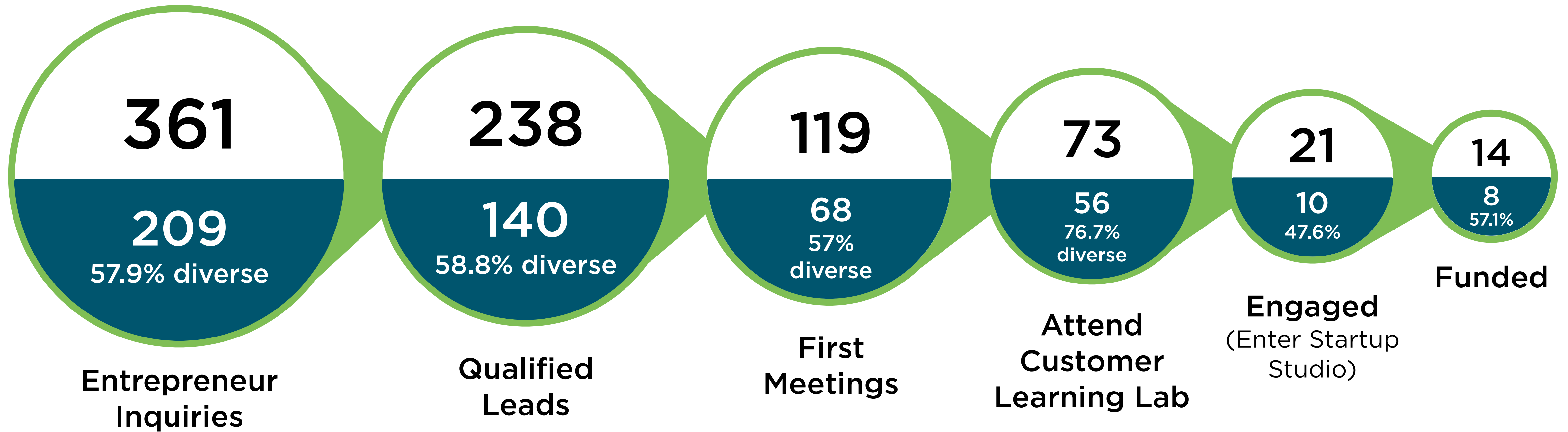
- Rev1 Update
 - Entrepreneur Pipeline
 - COVID-19 Response
 - Diversity & Inclusion
- Dublin Partnership ROI
- Dublin Startups to Watch
- Next Steps

Startup Impact

2013-2019



2020 Entrepreneur Pipeline










- HQ in Columbus
- Tech Enabled Product
- High-growth Potential

Program Response to COVID-19

<i>Metrics reflect March 1, 2020 through May 5, 2020</i>	2019 Unique Companies	2020 Unique Companies
Total Unique Companies Assisted	62	113
New Clients Engaged	7	12
Companies that participated in/completed OSU REACH program	0	21
Companies that attended a Rev1 Learning Lab	53	30
Companies that attended a Rev1 COVID-related webinar/virtual Q&A session	N/A	38
Companies informed of SBA relief funding (SBA-focused webinars)	N/A	19
Companies receiving SBA application assistance (PPP, EIDL, tax credit)	N/A	25
Companies receiving Jobs Ohio Convertible Note program assistance	N/A	9
Clients approved for Concept Contract funding	N/A	4
Clients receiving Rev1 investment	9	4
Companies supported* via Columbus Recovery Fund for Underserved Small Business	N/A	500+*

**anticipated support from May-July; not included in Total Companies Assisted metric*

COVID Response | Example Companies

	Company	Response & Performance Related to COVID
Negatively Affected	 clarivoy	Auto dealers suffering and Clarivoy has lost or been put on hold with majority of customers
	 ProteoSense	Company suspended activity - locked out of OSU lab
	 TicketFire	Ticketed events have ceased, business on hold; reserved 1/2 of investment value
Positively Affected	 scriptdrop	Significant increase in pharmacy deliveries to consumers. Approved for JobsOhio loan funds.
	 updox <small>Simplifying the business of healthcare™</small>	Dramatic increase in usage and sales. Approved for JobsOhio loan funds.
	 HEALTHY ROSTER	Responding to increasing demand for telemedicine.
	 Aware	Increasing demand for work from home and increased use of collaboration platforms opening new customers. Approved for JobsOhio loan funds.

\$28MM+ Raised in Past Month

PPP & Jobs Ohio Support

PPP:


- 39 companies have applied for PPP loans
- 26 have been funded
- Portfolio companies have applied for a total of \$15.7M in loans.
- \$8.7M in loans has been received to-date.

Jobs Ohio:

- 5 companies received JO Support
- \$18M total round size

 PriorAuthNow - \$600,000

 HEALTHY ROSTER - \$310,447

 Aware - \$708,000

 ComplionSM - \$670,000

 scriptdrop - \$1,575,000

 SHARE - \$707,000

 UPSHIFT - \$1,618,000

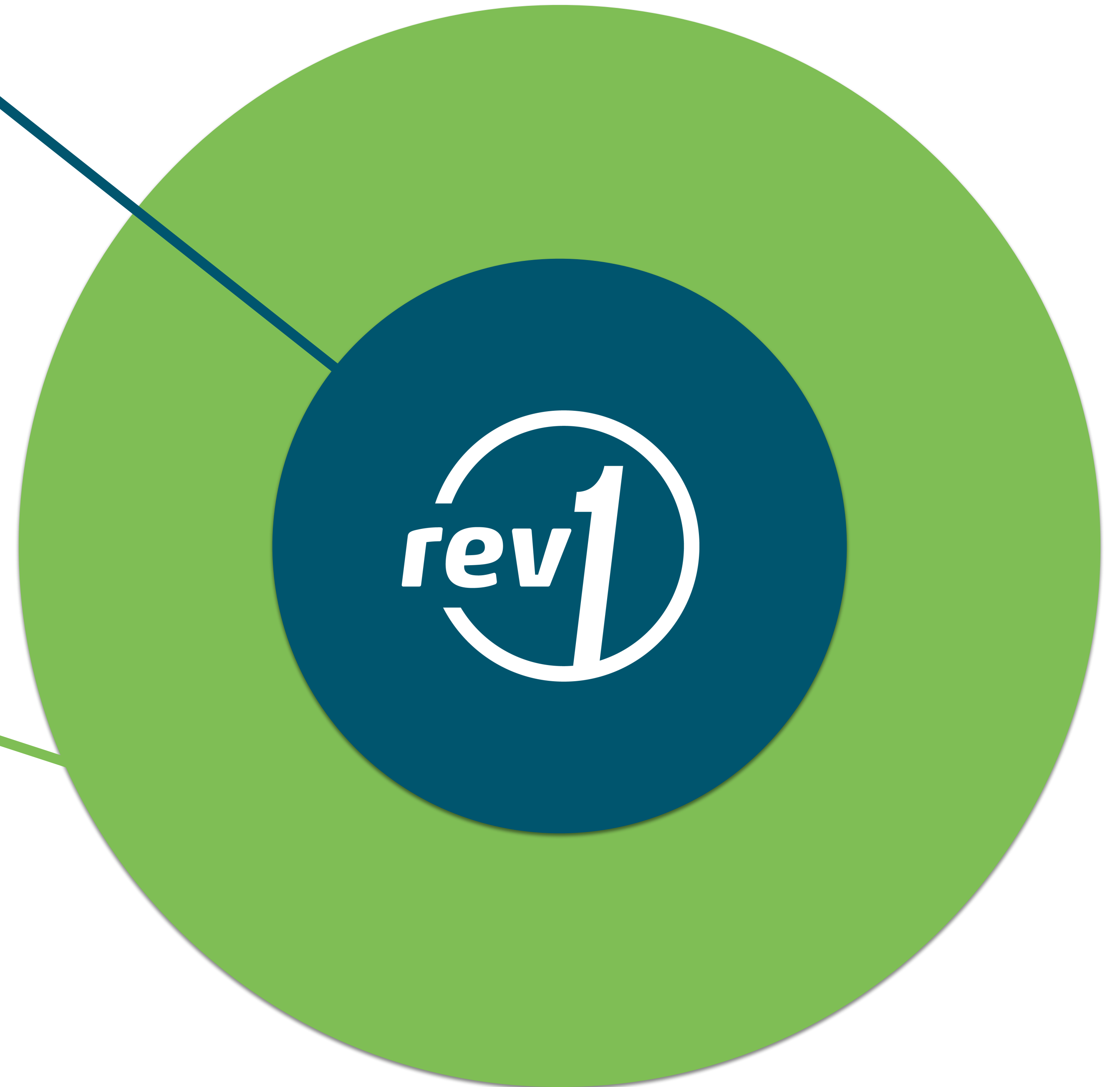
 prevedere - \$1,300,000

Supporting Tech-enabled, High-growth Companies

- Strategic Services
- Capital Continuum

Entrepreneur Ecosystem Builder

- Entrepreneurial Hub
- Startup Education
- Inclusive Innovation
- Fostering Entrepreneurship
as a Career Path



Innovation Internship Program

- 36 interns placed for summer
- 14 startup companies participating
- Placed roles include Marketing, Industrial Design, Financial Analyst, Software Engineering, Business Development, Biotech Product
- 53% diversity in placements (female or minority interns).
- Three companies operate out of Rev1 Labs





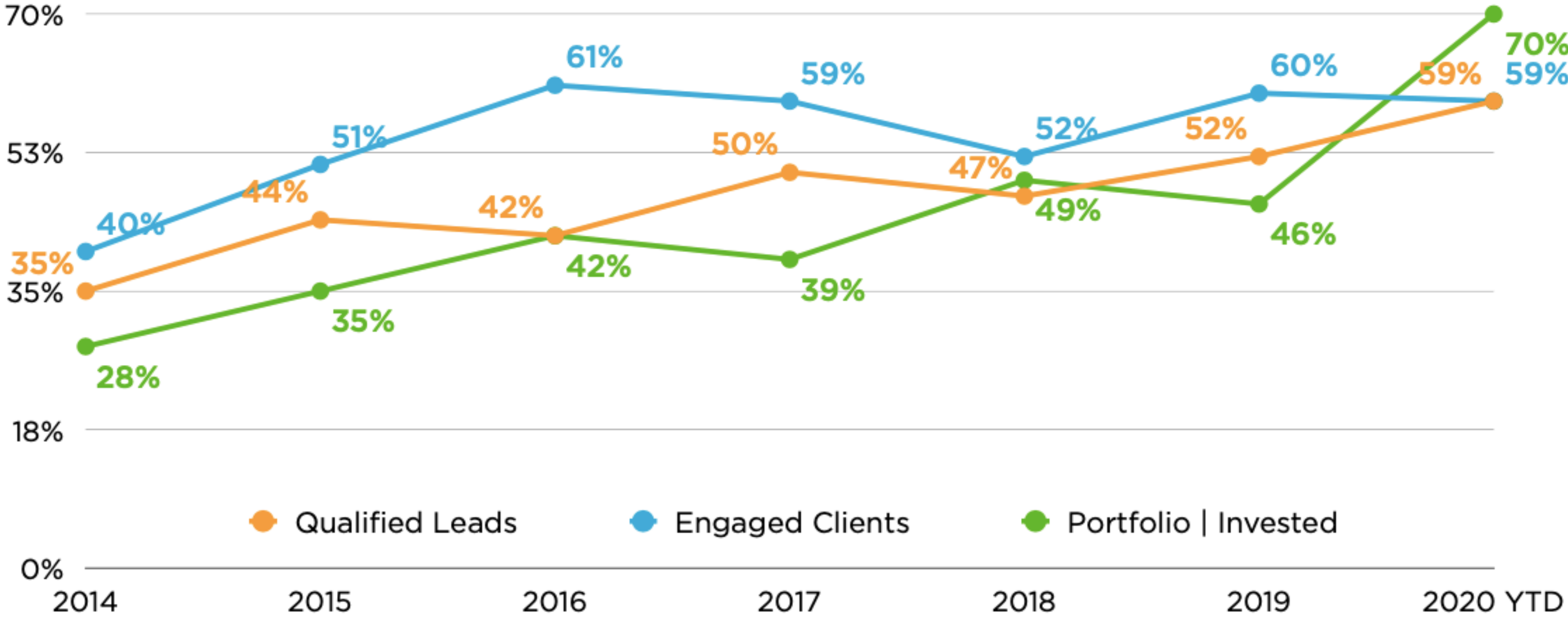
Driving Inclusive Innovation



- City of Columbus Small Business Recovery Fund
- City of Columbus Ecosystem Builder
- Franklin County Forward Cities Accelerator



Rev1 Pipeline Diversity | TREND



● Qualified Leads ● Engaged Clients ● Portfolio | Invested

Diversity: Woman or Minority-Led Founder or Inventor



Progress, but More Work to Do

	National Average 2013-2017	Columbus Average 2013-2018	Rev1 Average 2013-2018	Rev1 2019
Female Founders	9.2%	10.3%	18.6%	28.5%
Minority Founders	22.9%	20.5%	20.9%	22.9%
African American Founders	1%	6.8%	9.3%	2.9%

Sources:

National Average Data: Diversity in U.S. Startups Report, RateMyInvestor. Average of invested companies for top 135 firms from 2013-2017 .

Columbus Data: Pitchbook 2013-2018 data.

Rev1 Data: 2013-2018 and 2019 invested companies' diversity data respectively.



SHARE is a mobility company that helps organizations and cities solve big transportation problems with mobility-as-a-service.



Peerro is the career pathway platform for young people seeking entry-level jobs and employers seeking quality hires.



WeFinText is a digital financial education initiative, powered by AI & a human-to-human approach.

Dublin Clients To Watch



DASI
Simulation



Dublin Partnership ROI



\$2.6MM
Investment from
Dublin



\$106.6MM
Revenue Generated
by Dublin Startups



\$89.76MM
Investments in
Dublin Startups



76:1
Total Investment
Leverage

345

Jobs Created by
Dublin Startups

362

Referrals to Dublin
Startups