All Ohio Future Fund – Site Development

Program Guidelines

Guidelines are subject to the Joint Committee on Agency Rule Review approval of governing rules.

Purpose

- To make strategic investments across the state of Ohio to increase the state's inventory of project-ready economic development sites.

Funding Level

- $750 million (with ability to carry over fiscal years).

Eligibility

- Eligible applicants include counties, cities, villages, townships, port authorities, community improvement corporations, transportation improvement districts, conservancy and park districts or other similar park authorities, land reutilization corporations, nonprofit organizations, and organizations for profit willing to develop project-ready sites to improve the economic welfare of the people of the State of Ohio.
- Eligible applicants must demonstrate the applicant's ability and capacity to undertake and successfully oversee the proposed project.
- County and local government must be supportive of the project, and evidence of such support must be submitted with an applicant's letter of interest.
- Non-governmental applicants must have entered into an agreement with a unit of local government to work in conjunction with on the project (e.g., intent to work collaboratively to achieve proposed timeline, zoning requirements, coalesce local support, and potential incentives to attract an end-user).
- There is no maximum or minimum acreage requirement. Applicants must clearly define the scope of the project and related site capacity targets (acres (contiguous and/or non-contiguous), electrical capacity (MW), water capacity (GPD), wastewater capacity (GPD), gas capacity (MCF/hr)).
- No more than 20% of a proposed project may, upon completion, be composed of retail, entertainment, multi-family, point-of-care medical services, higher education, or commercial office space.
- In an effort to ensure that public funds do not unjustly enrich property owners, prior to investment from the All Ohio Future Fund, sites must (i) be under public ownership or control (which may include an option to purchase the subject property); or (ii) if under private control, the owner has agreed to contribute to the cost of any upgrades made which benefit the subject property upon the sale or lease of land.

- Proposals will be evaluated to determine whether an alternative funding source exists through another program.
- The proposed site must attract a new end-user to Ohio or a new project from an entity with existing Ohio operations; an existing Ohio end-user may not simply relocate to a new site.

Eligible Costs

- Eligible costs for local communities include infrastructure costs such as:
  - Public Roadwork
  - Water/Wastewater and Related Infrastructure
  - Design/Engineering
  - Demolition
  - Wetland mitigation
  - Utility-gap funding to connect to gas/electric utilities; or relocate utilities on-site (with end-user identified)
  - Other one-time site enhancements
- Funding cannot be used for land/site acquisition directly.

Factors to be Considered:

- Preference given to:
  - Sites that are publicly owned (or where the local jurisdiction has an option to purchase that would be executed should the project be funded; option to purchase must be valid at time of application and for at least 60 months thereafter, which may include renewals; an appraisal will be required to validate option land cost).
  - Sites that meet JobsOhio's Site Certification criteria and/or have been identified by local and regional economic development organizations for development (*see* https://www.jobsohio.com/programs-services/sites/ohio-site-inventory-program).
  - Sites consisting of 30 or more acres; however, for sites consisting of less than 30 acres, eligible applicants may describe the economic impact of the project in terms of anticipated jobs, economic investment to the local community, or other economic information the applicant deem compelling. This information will be used to inform the Department of Development of the potential benefits of an award to a smaller-scale site.
  - Applicants that are a local governmental entity (county level letter of support required); non-governmental applicants will need to submit letters of support or a resolution from local governmental entities evidencing support (both municipal and county level required).
  - Sites with broad local private and public support and alignment.
  - Sites with an identified end-user (added preference for an end-user that is American owned and controlled and within one of the JobsOhio targeted industry sectors discussed further below; if there is no specific identified end-user, sites with a targeted

end-user within one of the JobsOhio targeted industry sectors requiring highly skilled labor is preferred).
    - Sites with advanced plans for infrastructure improvement, as evidenced by engagement with utility providers.
    - Sites that create a more even distribution of economic development project-ready sites across the state.
    - Sites with the labor/talent resources to fulfill the proposed end-use, or a plan to fill the need.
    - Sites that are not already benefitting from, or eligible for, other State programs (e.g., Brownfield or Demolition).
    - The existence of a prior non-agricultural use on eligible project sites with less than 100 acres.
    - Sites with the following end-use capacity:
        - 200 acres
        - 500,000 GPD water capacity
        - 500,000 GPD sewer/wastewater capacity
        - 111 MCF per hour gas capacity
        - 40 MW electrical capacity

- Other factors considered:
    - Where an end-user is not yet identified, there is a stated target industry end-user for the site.
    - Strength of expected direct economic impact of a completed project site (estimated jobs, payroll, investment, construction, etc.).
    - Strength of expected indirect economic impact of a completed project site (ancillary development, housing, supplier attraction, etc.).
    - Local community's ability to support the project fully realized (financial commitment, workforce capability, adequate housing, ancillary infrastructure, etc.)
    - Quality of expected jobs and median wage created by the project.
    - Importance of the site to the region's economic development.
    - Ownership and/or control of the land surrounding the proposed project.

Other Considerations

- Recipients of AOFF funds will be expected to find a suitable end-user for the proposed site within five years of disbursement (allowing for a roughly two- to three-year construction period and a two-year marketing period). Development may impose a clawback if a suitable end-user is not placed within the five-year time period. For sites designated a "mega site", the end-user must commit to use at least the lesser of 50% or 200 acres of the total site (solar fields do not count towards this minimum use requirement).

- Any incentive package offered to an end-user at an AOFF funded site must take into consideration the funds already expended by the state to prepare the site for occupancy.

Funding Capability

- Awards will primarily be funded through loans, with partial forgivability; some grants may be available.
- Loan – can fund up to 75% of eligible project costs.
    - 0% interest
    - Partially forgivable
- Grants – use will be determined on a case-by-case basis.
- Factors considered for forgivability include:
    - End-user identified within 5 years of funding.
    - End-user wages are [25]% above the median community wage (as defined by the Bureau of Labor Statistics as of January 1 of the then-present year).
    - End-user operates in one of JobsOhio's 10 targeted sectors (*see* https://www.jobsohio.com/industries).
- Funds will be disbursed on a quarterly basis based on estimates of upcoming anticipated quarterly costs.

Collateral/Security

- Development will require a first-priority lien on assets to be acquired or improved using loan funds. Development may require additional collateral or enhancements, including pledged security interest in other revenue streams.

Approval

- Each proposal will be received and reviewed by Development on a rolling basis. Once approved by Development, each loan or grant will need to be approved by the Ohio Controlling Board.

Process

- Interested eligible parties must submit an Indication of Interest ("IOI") outlining the project and its alignment with the above criteria. *Please see Indication of Interest requirements page*.
- IOI portal will be open for one year and IOIs will be considered on a rolling basis; Development reserves the right to approve projects on an as-determined priority basis.
- Development will coordinate review of sites submitted for consideration with JobsOhio and other state agencies to conduct due diligence and to determine if more appropriate alternative funding options exist.
- Funded projects will be required to submit project reports as directed by Development.