PARTNERS IN PROGRESS

Troy Development Council
Final Report

Business Success in Troy’s 200th Year!

JC Wallace
Troy Development Council
12/8/2014
This Report outlines the recent activities and accomplishments of the Troy Development Council and provides an overview of recent company investments. The TDC Program of Work was established in 2011 with input from our investors. We are pleased to report that we have initiated or accomplished each of the Initiatives included in the original Program of Work and have initiated many new projects including development of a new website for listing available jobs and training in Troy. Our other primary focus for 2014 and into 2015 is the redevelopment of the ITW/Hobart Brothers site on West Main Street.

The past 12 months have been very successful for the Troy community. We have been fortunate to have had five new companies move to Troy which continues to diversify our economic base. We have also seen very significant new investments by our existing manufacturing and distribution companies. These companies are exceeding their employment levels from their previous highs in 2007 prior to the financial recession in the US.

The Troy Development Council is now in our second year of developing new workforce programs and expanding our existing programs to support our growing companies. Last year we launched the TroyOhioUSA.com professional recruitment website, a unique and effective streaming video project to help companies attract professionals to move to Troy. To date we have had over 147,000 visits to the site. In this report, you will learn about this project and our many other new initiatives.

None of this would be possible without the financial support of the Troy Business Community and the City of Troy and the time and energy of our Board and volunteers! Thank you!
**Workforce Development Program**

The greatest challenge currently for the Troy economy is the shortage of skilled professionals in manufacturing and difficulty in finding motivated entry-level workers. Every large employer in Troy is now attempting to find skilled workers and motivated entry-level workers while retaining their existing workforce. Fortunately, the Troy Development Council is now in our second year of developing new workforce programs to support our growing companies.

**Wage & Benefit Survey**

The Bi-annual Wage and Benefit Survey is being conducted in the winter of 2015 fall of 2014. We are currently including employers in Miami and Shelby Counties. The survey is a valuable tool for our existing employers and assists companies considering locating new operations into our area.

**Promoting Careers in Manufacturing**

The Troy Development Council continues to sponsor tours on manufacturing facilities while developing career information about the high wage high skill jobs available in the Troy community.
Professional Recruitment Video

In 2013, the Troy Development Council launched the TroyOhioUSA.com professional recruitment website, a unique and effective streaming video project to help companies attract professionals to move to Troy. To date we have had over 147,000 visits to the site.

The video has eight segments on the Troy community and economy including sections on housing, education, sports and recreation, government, the economy and employers and other subjects that are of interest to people considering moving to Troy. These high definition streaming videos are hosted on Amazon servers to insure that download speeds can accommodate all computers and mobile devices.
Troy Area Career Day & Troy Ohio Job Fair

TROY WAS RECENTLY RANKED IN THE TOP FIVE COMMUNITIES IN OHIO FOR PROFESSIONAL EMPLOYMENT OPPORTUNITIES!

In 2013, the Troy Development Council and the Troy Area Chamber of Commerce held our first Career Day at Hobart Arena which was attended by over 400 high school students. We also held the first Troy Area Job Fair which brought over 800 job seekers to meet with Troy companies and education and training providers.

The Troy Development Council and the Troy Area Chamber of Commerce sponsored our 2nd Annual Troy Area Career Day and Troy Ohio Job Fair at Hobart Arena on September 18, 2014. Over 1,200 students from five school districts participated. The students will meet with companies, attend three career information presentations and complete a written assignment on area career opportunities and job preparation. The Troy Ohio Job Fair opened its doors immediately following the Career Day.

At this year’s Career Day, we provided three seminars involving over 80 volunteers.

The Career Day received significant financial support from the Troy Foundation!

We will also held the Troy Ohio Job Fair in the afternoon and evening to help our employers recruit new employees. Twelve colleges and training institutions participated to talk about education and training programs to improve the skills of the Troy area workforce. We will market the Job Fair throughout the Dayton region through a wide variety of media outlets.
Troy Career Connect-
A New Job and Training Opportunities Website!

The Troy Development Council is preparing to roll-out our most important and ambitious workforce initiative- a program/website where Troy companies can list available jobs for free. The program will also provide information on careers and training courses. This project will be a great advantage not only for our employers but also for those looking for new and better jobs. Troy residents can also learn about training programs to increase their skills and knowledge. Thanks to the Troy Foundation for helping with this initiative!

Troy Business Week - The Troy Development Council and the Troy Chamber have sponsored a high school student to attend the annual week long Ohio Business Week in the past. At the suggestion of Eric Herman, the Superintendent of Troy City Schools, our organizations and the business education faculty at the Troy High school conducted a one-day business course as an alternative and had 18 student participants. The program included sessions on business financing and entrepreneurship. The owner of LA Piazza discussed starting a restaurant and the students learned about business operations at SEW-Eurodrive and took a tour of the plant.

HOBART INSTITUTE OF WELDING TECHNOLOGY EXPANSION

Hobart Institute of Welding Technology opened their new 6,400 square foot expansion this year. The expansion will allow the Institute to increase enrollment by 60 students per shift!
Retention and Expansion Program

_TDC Support for Our Existing Companies_

The Troy Development Council operates the Troy Retention and Expansion Program that meets with the senior management of our leading companies to address issues and to assist with expansion projects. The Troy R & E Program is part of the Dayton Region’s Business First Initiative and our activities support the JobsOhio Initiative and the Dayton Development Coalition.

The TDC leadership and representatives from the City of Troy including Mayor Beamish are very active in meeting with our existing Troy companies to thank them for their investments and employment and to help them address issues. The TDC/Troy Chamber HR Council works on employment and training issues including the Professional Recruitment Video, The Career Day and the Troy Job Fair, Manufacturers Day and other projects.

So far this year, TDC representatives have met with many companies and also helped host tours of their facilities. The manufacturing and distribution companies visited include Faurecia, Tagnetics, Remedi SeniorCare, F & P America, Ftech R & D, West Troy Tool, 3 Sigma, ConAgra, Clopay, Freudenberg NOK, Sew Eurodrive, Troy Laminating, and Waco Warehouse.

Calls on Out-of-State Headquarters

TDC representatives call on headquarters of companies with Troy operations. In 2014, we met with the senior management of our two German-owned companies, SEW Eurodrive and Freudenberg NOK at their facilities in Germany. In recent years we met with senior management at Honda and Ftech.

Summary of Recent Expansions

One of the most important aspects of the TDC Retention and Expansion Program is to make the public and government leaders aware of the importance of our leading companies to the local economy.

All of our major manufacturing and distribution companies are in the process of expanding. These world-class companies represent a wide variety of different business sectors including food processing, aerospace, automotive, industrial machinery and equipment, metal-processing (especially welding) and electrical and electronic components. Our distribution companies warehouse and transport auto parts, food products and retail clothing.
UTC Aerospace Systems announced that the UTAS Wheel and Brake Division would merge with the UTAS Landing Gear Division as part of a corporate reorganization and the headquarters for the new Landing Systems business will be located in Troy!

F&P America Manufacturing, Inc. has become one of Troy’s largest companies with 958 associations (including temporary associates). In their Annual Enterprise Zone report, the company stated that 2013 was one of their busiest and most productive years – including being the first operation in the world to use a new welding technology called Friction Stir Welding for mass production! The company is expanding their facility to include advanced stamping press technologies! Business projections show F&P will remain strong in 2015!

F-Tech R & D North America located on West Market Street/SR 55 is expanding their operations including a significant building expansion. The company performs testing and design on automotive suspension systems and primarily employs engineers and technicians. The expansion will allow for additional test equipment to be installed and plans are to add more than 10 jobs in the next several years!
**Remedi SeniorCare** is a United States-based pharmacy business serving facilities from the Mid-Atlantic to the Midwest. Their primary business is the distribution of pharmaceutical products to nursing homes.

The company moved operations to Troy and has now been in their new facility for over a year. Prior to moving to Troy, the company operated in Covington Ohio for almost 25 years under a number of different company names. Remedi SeniorCare started in Maryland in 2002 and has now expanded to a number of service centers across the eastern US. The company has now grown to having 190 employees in the Troy area and plans to continue to expand.

**West Troy Machine and Tool** and its sister company **Global Service Manufacturing** purchased the former Bob Schul Tennis Barn, an 85,000 square-foot facility on Olympic Drive in Troy. The companies were approved for a $470,000 loan from the City of Troy Small Business Development Revolving Loan Fund to make extensive repairs and changes to the building. The two companies have approximately 75 employees and the expansion will allow them to remain in Troy and to hire an additional 10 workers.

**3 Sigma** now has their new coater line operational and is completing an expansion of their research lab and storage areas. The company received a $2.25 million USDA Business and Industry Loan Guarantee, which allowed them to purchase and transport a 78 inch-wide aqueous coater to greatly expand the capacity of their advanced coatings operations in Troy. 3 Sigma President, Tony Rowley commented, “the addition of our new coater will effectively double our capacity and we are adding jobs as a direct result.”
DID YOU KNOW?

Happy 40th Anniversary!
UPC Scanner First Used in Troy, Ohio!
On June 26, 1974 (forty years ago this summer), the first product ever scanned with a bar code was scanned at Marsh’s in Troy Ohio! It was a 10-pack of Wrigley’s Juicy Fruit chewing gum. Today, the pack of gum is on display at the Smithsonian Institution’s National Museum of American History!

For the first time ever, the grocery industry was able to acquire information about an item electronically at the point of sale.

For 100 years, Troy has been at the center of technological innovation. Three Dayton area companies developed the UPC scanner—NCR Corporation (which was then called National Cash Register Co), Hobart Corporation, the world leader in commercial food equipment and Spectra-Physics, the world leader in lasers.

Below: The Marsh’s employee who scanned the first barcode item 40 years ago at this year’s celebration at Marsh Supermarket!

SAY GOOD-BYE TO HOBART BROTHERS BUILDING IN 2014

The former Hobart Brothers manufacturing building at the corner of Main and Adam Streets will be demolished in 2014 changing the downtown landscape dramatically. We are very fortunate that ITW will be making a major investment to demolish the building which is no longer structurally sound. The demolition work is estimated to take 6-9 months. The company is working closely with the City of Troy and the Troy Development Council to minimize the impact of demolition and to prepare the site for redevelopment.

Hobart Brothers relocated the operations that were in this building to several other facilities on the west side of Troy, retaining the operations and employees in remodeled facilities.

Below:

O’Rourke Wrecking is the company hired to demolish the site. Dates for the start of demolition have not yet been confirmed.
**Clopay Building Products**

The largest manufacturer of garage doors in the US has become one of Troy’s largest employers. In 2012 and 2013, despite the recession and poor housing market, the Troy operations grew to over 900 employees through acquisitions of competitors, warehouse consolidations, new product development and outstanding business practices. The Troy operations now occupy over one million square feet! In 2013, the company moved the production of their wooden door line to Ohio. Clopay continues to develop new energy efficient and decorative products to reach more affluent home owners.

---

**ConAgra Foods continues to expand!**

The company recently completed another major expansion to produce new lunch and snack products for schools and to try to keep up demand for their Slim Jim product, the most popular meat snack in the U.S. The company also opened a wellness center for their employees. This project was a first for the ConAgra Foods. The company stated that they intend to expand the wellness center concept to other ConAgra facilities.
Recruitment Program
During the recent world-wide recession, there was a slow-down in new plants and expansions, but Troy has been very fortunate to have had five new companies locate to the Troy area since the start of 2013.

The Troy Development Council has attended the Food Technology Expo, the Hannover Trade Show and reached out to numerous national and international site consulting companies. The TDC has held meetings with Honda Logistics and other divisions of Honda and with F-Tech at their Troy facilities and in Japan. The goal of these meetings was to support continued investment in existing facilities and also to provide information on the Troy area to forward to Honda suppliers.

Growth of New Companies in Troy in 2013 and 2014

Spectra-Cam moved operations from Dayton to a remodeled facility on Race Street. They are a leading pattern maker for auto interiors.

Crown Equipment Comes to Troy

Crown Equipment purchased the Stillwater/Motoman facility on Dorset Road and will be locating manufacturing operations there. Crown is a global manufacturer of lift trucks and advanced material-handling equipment and is known internationally as a world-class employer. Crown’s headquarters are located north of Troy in New Bremen, Ohio. The company is currently beginning operations in the Dorset Road facility and they are installing new equipment.

Tagnetics relocated operations from the Dayton area to a 22,000 square foot facility in Troy for the assembly of electronic shelf labels and video displays that are used in several prominent retail chains.

Arett Sales expanded to a new location in Troy in 2013 adding 96,000 square feet to their Troy operations which include the distribution of lawn, garden, and outdoor living supplies to retail garden centers.

Abbott Laboratory’s Nutritional Supply Chain Division located a new $240 million manufacturing and distribution center in Tipp City, just south of Troy. The company began operations in 2013. The company has completed the first phase of their project in 2014 and the first round of hiring of 200 jobs is complete. The company manufactures their Ensure and Similac products here.

Select-Arc announced this August that they had purchased the RevWires Building and will be creating 20 jobs in Troy. The company is based in Fort Loramie and provides products for the welding industry.
Downtown Troy continued to experience a renaissance in 2014. In January, readers of the Dayton Business Journal voted Downtown Troy as their favorite retail area to shop in the Dayton Region!

In 2014 the Troy Chamber sponsored 34 ribbon cuttings for new and expanding companies, many in Downtown Troy!

New Mayflower Arts Center Celebrates Opening!
There’s a new exciting venue at the old Mayflower Theater in downtown Troy that opened in March 2014. The theater originally opened in 1927 and closed in 2011. New owner Lisa Bauer converted the theater into the Mayflower Arts Center. The Center will offer exhibit spaces, art classes and workshops, retail space for fine art, lectures and special events as well as occasional art films.

The New Basil’s on Market is Now Open! Chef Todd Uhllir, former Executive Chef at the Troy Country Club opened his new American bistro martini bar in April of 2014. He took over the former Night Sky Café at 18 North Market. It’s a terrific addition to downtown Troy. The restaurant can serve 120 guests and has private space for banquets of 30-35 and smaller private dining for 10-15. Everything on the menu (with the exception of some specials) will cost less than $20.00. They also have a wood burning pizza oven!

Welcome to a new Troy international company
In the Patch Designs
In the Patch Designs opened a new retail and distribution operation at 210 East Main Street in downtown Troy. The company has relocated from Piqua and is a fantastic source of wools, fabric, patterns, projects, fabric and ideas. The company is selling to outlets in the US and Europe. www.inthepatchdesigns.com

Primm ‘N Proper Celebrates Grand Opening with Ribbon Cutting Ceremony! Visit their shop for wonderful and unique furniture and décor items for your home!
Communication Plan:
www.TroyEconomicDevelopment.com
www.TroyOhioUSA.com

TDC creates greater awareness of Troy companies and economy
The TDC continues to make presentations to high schools students, participants in Leadership Troy and Teen Leadership Troy, and the Troy City Council on Troy companies and the economy. We also held four informational sessions for TDC investors in conjunction with the TDC golf outings. These events provide excellent networking opportunities for TDC members. Numerous articles on positive business stories and TDC projects have appeared in the Dayton Business Journal, the Troy Daily News and through other media outlets.

TDC Website – Business Resources/Incentives/Site and Building Directories
The TDC economic development website (www.troyeconomicdevelopment.com) incorporates the Jobs-Ohio directory of available sites and buildings including aerial photographs. The Business Resource Directory in the TDC website contains a description and contact information for each TDC investor company and an overview of State and local incentives.

Troy Business Newsletter / “Troy Ohio Business News”
The TDC develops and distributes an electronic newsletter on positive business stories in Troy. We have expanded our newsletter distribution list to over 950 TDC members, business leaders and government officials. We continue to receive very positive feedback on the value of this activity.

For more information about the Troy business community and the Troy Development Council visit our websites

www.TroyOhioUSA.com provides high definition streaming video of the Troy community. The website is available for everyone in Troy to use for recruiting employees and new residents.

www.TroyEconomicDevelopment.com
The Troy Development Council website contains extensive information on Troy companies and organizations. Our resource center contains maps, charts, statistics, utility information and everything you may need for presentations. We also maintain a listing of available manufacturing and distribution buildings and sites.