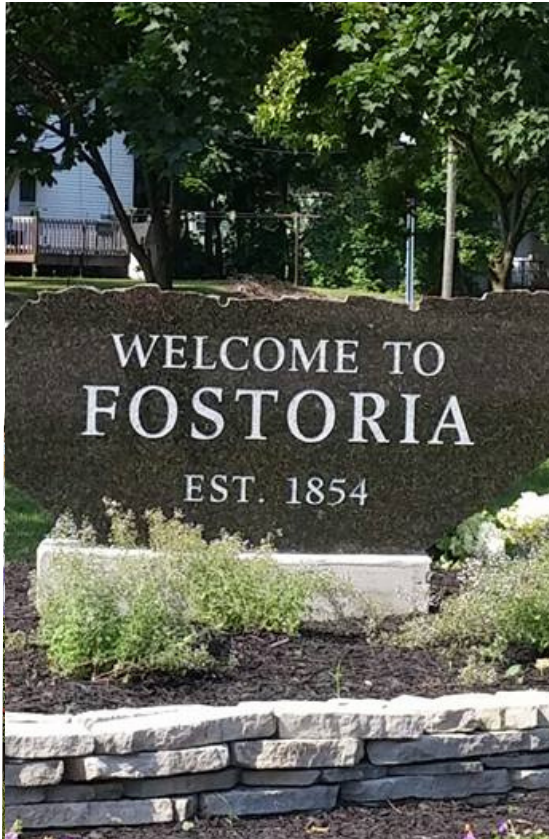




BUILDING A **VIBRANT** COMMUNITY THROUGH **DYNAMIC** PARTNERSHIPS





Reflecting on a **DECADE** *of Development*

\$400+
MILLION
INVESTED

\$20+
MILLION
IN GRANTS

8,000
JOBS
RETAINED

2,500
JOBS
CREATED

BUILDING A **VIBRANT** COMMUNITY THROUGH **DYNAMIC** PARTNERSHIPS

Our Team

Meet the dedicated team members of our organizations working together to facilitate innovation in economic & community development as well as business recruitment and retention.

Renee Smith- President

This is Renee's ninth year in her role as President of FEDC. She started with the organization as the grants writer in 2012, which she very successfully continues in addition to her oversight of economic development, the Fostoria Learning Center, the Seneca County Land Reutilization Corporation and the Community Improvement Corporation. Renee also serves as a co-facilitator for the CO.STARTERS entrepreneur program in partnership with the Chamber.

Sarah Stephens Krupp- Chamber/Small Business Director

Sarah spearheads all Chamber programs and works to represent and advocate for businesses in the Fostoria Area. She works to assist new and existing small businesses in growth and expansion as well as provide members with a strong return on investment. She facilitates the CO.STARTERS program in partnership with FEDC. In May, Sarah will have served in current role for 7 years.

Michele Cochran- Community Development & Tourism Director

Michele currently manages the day-to-day operations of the Fostoria Area Visitor's Bureau (FAVB) and manages the Farmers' & Artisans' Market. She is responsible for coordinating public art in Fostoria and has been instrumental in Fostoria being a host community for the Midwest Sculpture Initiative for the past several years. Michele has been with the FAVB since 2017.

Sherry Yapple- Office Administrator, FEDC, Chamber & Fostoria Learning Center

Sherry has been with the Chamber and Fostoria Economic Development Corporation for over 11 years and is the first friendly face you will see when you visit our office. Sherry is responsible for all bookkeeping and membership data for the Chamber and Economic Development as well as all of our affiliated programs and organizations.



FOSTORIA LEARNING CENTER

*Workforce
Development*



Programming

The Fostoria Learning Center ran over 40 different learning programs in 2022 with various education and workforce partners.

Educator Bootcamp

Fostoria was the only municipality to run an Educator Bootcamp in 2022. We had 18 educators tour 7 local businesses and incorporate their findings into classroom curriculum. This program allows our educators to become credible voices to our students on employment opportunities in Fostoria.



Make It Day

All fifth graders from Fostoria City Schools came to the Fostoria Learning Center to learn about various local companies and complete hands-on activities associated with each.

Participating Companies:

Charter Steel

Mennel Milling

ProMedica Fostoria Community Hospital

Clouse Construction

BVHS/Independence House

Seneca Millwork

Beyond Laser Creations

Reineke Family Dealerships



Fostoria

LEARNING CENTER

Serving Individuals & Business

1,828

Individuals Served

The Fostoria Learning Center served 1,828 individuals in 2022 through various programs and activities in conjunction with our many partners.



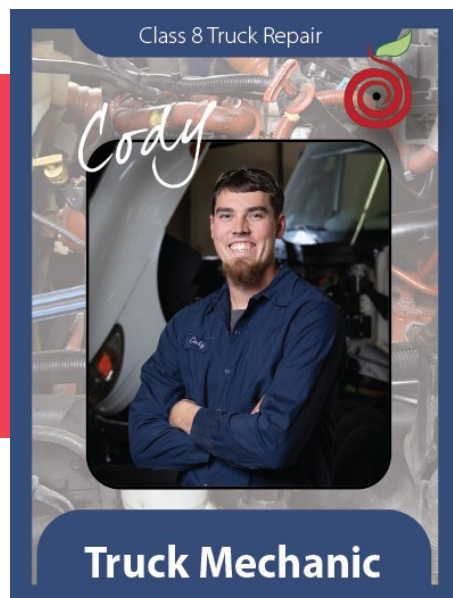
Phlebotomist Overview

A Phlebotomist, or Certified Phlebotomist, is responsible for using their medical knowledge to take blood samples from patients. Their duties include preparing the testing room with the proper tools, walking patients through the process when inserting needles and retrieving samples and labeling samples for further analysis in medical laboratories. Must have a high school diploma or equivalent and a diploma from an accredited phlebotomy training institute or one year phlebotomy experience. Professional registration preferred.

Entry wages start at \$15.30
"Could be more based on experience"

For more information, please contact the Fostoria Learning Center or ProMedica about a career as a Phlebotomist.

PROMEDICA **Fostoria LEARNING CENTER**
 Serving individuals & business
careers.promedica.org • fostorialearningcenter.org



Truck Mechanic Overview

At Class 8 Truck Repair, a truck mechanic is responsible for troubleshooting, repairing, and maintaining all levels of vehicle maintenance and functionality.

A minimum of a high school diploma or equivalent required; an Associate Degree and ASE Certification is preferred. A Class A CDL is preferred for those applicants wishing to pursue employment as a heavy truck mechanic.

Pay: \$20 – \$30 based on experience

For more information, please contact the Fostoria Learning Center or Class 8 Truck Repair about a career as a truck mechanic.

CLASS 8 TRUCK REPAIR **Fostoria LEARNING CENTER**
 Serving individuals & business
class8truckrepair.com • fostorialearningcenter.org

Workforce Trading Cards

We identified 25 in demand careers within 23 local companies. Career cards, similar to baseball cards, have been developed featuring a local employee in this role and a corresponding local company. These cards will be utilized at events, in companies, and within the school districts.



'Make It Here' Campaign

The Fostoria Learning Center in conjunction with the Fostoria Economic Development Corporation launched a targeted community marketing campaign to increase awareness of the local employment opportunities and their benefits to the community.

Video Series:

Riding Around with Renee

We are filming 8 videos in manufacturing, healthcare and construction. Each video will feature a large company and a corresponding small business. These videos will be in the schools, on social media platforms, etc. They will provide high level exposure for companies that can be promoted to adults and youth on industries located in their own backyards.

These videos are being filmed in a unique and conversational manner to appeal to a variety of ages.



Shut Up and Listen Small Town Stories Podcast

Sarah and Renee teamed up for a podcast sharing all things Fostoria! The podcast features special guests, lots of laughs and light hearted conversations around building community and what they've learned along the way.

The Podcast can be found on Spotify, Apple and Google.

INDUSTRIAL *and Manufacturing*



Did You Know.....?

Over 80% of Fostoria's industrial and manufacturing growth will come from our existing businesses! It is imperative that we prioritize our existing companies and their needs to assist in these opportunities.

Treves

Treves completed a 60,000 square foot addition to their existing facility on US 23 South. This will bring 33 new jobs to the community and an overall capital investment of \$15 million.



Roppe Holding Company

The Roppe Holding Company completed renovations on their new Corporate Headquarters in 2022.



\$32

MILLION
INVESTED

118

NEW JOBS

354

RETAINED
JOBS



2022 saw continued investment from staple companies like The Mennel Milling Company, Callies Performance Products and so many others.

Spec Building

In the summer of 2022, construction began on a new 30,000 square foot (expandable to 90,000 square feet) speculative building located at 611 S. Corporate Drive. This building will fill the last lot owned by the organization in that Industrial Park.

Ohio Logistics

Ohio Logistics began a 150,000 square foot addition at their Jones Road facility in 2022. In addition to the building construction, a new entrance is being added off of US 23.



Seneca County ranked in the top 10% nationally for economic development in 2022!

SMALL BUSINESS *and Entrepreneurship*

CO.STARTERS

In 2022, we wrapped our fifth CO.STARTERS cohort, allowing us to have served 34 entrepreneurs in the program thus far. We have seen tremendous success in the program through the creation new businesses as well as building a strong community among our entrepreneurs. Post cohort surveys show 93% of our grads know how to start and lead a venture and 90% know their next steps.

CO.STARTERS Alumni Current Business Status

Operational	In Development	Not Yet
24	6	4

Small Business RLF

The Small Business Revolving Loan Fund was created in 2021 to fill a gap in accessible, low interest financing for Fostoria small businesses. Since the creation of the program, four businesses have utilized its funding, for equipment and capital improvements. The Small Business RLF has loaned \$100,000 leading to investments of over \$450,000.



Fostoria CO.STARTER Testimonials

"I recommend [CO.STARTERS] to anyone that even mentions wanting to start any kind of business, or even those already on their own entrepreneurial venture!"

"It was priceless information and support every step of the way!"

"This program exceeded every expectation I had in the best ways possible."

LAUNCH Fostoria

The second LAUNCH Fostoria business competition had four very strong finalists. The three part competition culminated with public finals held in Downtown Fostoria. Over 400 people attended the event with Kris VanCuren Koester and Calico Charlie's Candy & More coming out on top. This year's competition voting money raised \$11,575. To date, the competition has raised \$23,950 in public investment in small businesses and awarded over \$36,000 in prizes.

LAUNCH
FOSTORIA  Business Competition

Invest in an entrepreneur & your community!

FRIDAY, AUGUST 4 @ 6:30 P.M.
MARKET SQUARE PARK
DOWNTOWN FOSTORIA

learn more at FostoriaChamber.com

COMMERCIAL *and Retail*

2022 was the year for re-openings, location changes and a new coffee shop.

Java's Enchanted Bean

This labor of love opened located at 204 S. Main St. opened in June. Owners, Dionna & Kyle Brenamen, spent 2 years renovating the space and perfecting recipes.

Now serving coffee and tea drinks as well as breakfast pastries and sandwiches as well as a growing lunch menu.



Melissa's Cheer & Tumbling

After closing during the COVID-19 Pandemic, Melissa's Cheer & Tumbling reopened in a new location, 634 Plaza Dr, in August. The new, larger location offers gymnastics, tumbling and cheer instruction and apparel.

Fostoria Pizza Palace

Fostoria Pizza Palace moved into a larger location at 1610 N. Countyline in October.



The Kave

One Bowl Cereal Bar combined with the Kings of Pizza to open The Kave at 117 N. Main.



Beyond Laser Creations

CO.STARTER alumni and the 2021 LAUNCH Fostoria Business Competition winner Jena Stearns, opened her permanent brick and mortar location in April. Located at 101 S. Main, Beyond Laser Creations offers make one-of-a-kind laser creations, embroidery, promotional items, home decor, workshops and more.



Lance Wood, State Farm

The State Farm offices, 200 S. Main St., were officially taken over by Lance Wood in November. Lance Wood, State Farm serves the greater Fostoria area with offices in Fostoria and Bowling Green.



Coming in 2023

Diversified Coaching-January

M. Hart Mercantile-April

Calico Charlie's Candy & More-June

Axe Throwing-June

COMMUNITY *development*

Farmers' & Artisans' Market

Hundreds of visitors to Market Square Park could shop with over 70 different vendors throughout the season for



produce, flowers, soaps, lotions, honey, baked goods plus a wide variety of

handcrafted items, with an average of around 40 vendors at each of the eight markets.

Our sponsors offered plenty of activities, prizes and entertainment



during the markets, creating a fun atmosphere for shopping and socializing in downtown Fostoria.

Downtown ArtWalk-Fostoria

Take a self-guided PocketSights tour on a GPS-enabled mobile device to see over 30 unique stops.  PocketSights

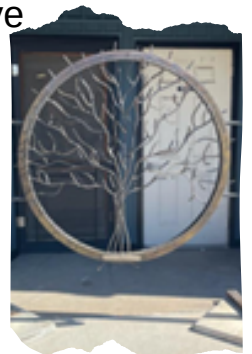
Downtown Fostoria DORA

The Downtown Fostoria Designated Outdoor Refreshment Area, DORA, began in June 2022. The first year was highly successful thanks to a strong partnership between the City and the Chamber. Special thanks to Destination Seneca County for purchasing DORA cups for Fostoria.



Art as an Attraction

Several sponsors provided funding for Fostoria to be a Midwest Sculpture Initiative host community for the fifth year in 2022. This unique year-long outdoor sculpture exhibit brought eight temporary sculptures to the community. A private donation was received to purchase



"The Tree of Life" from our 2021/ 2022 MSI Exhibit to stay permanently in Fostoria. This was the sixth sculpture purchased to become part of our growing public art collection since we started participating in the initiative in 2018.



A Creative Placemaking grant from GLCAP/Rural LISC gave the Visitors Bureau the opportunity to commission "Two Columns Wendelin" as a permanent sculpture at The Parkette, using I-beams that were salvaged from St. Wendelin High School.

Fostoria Economic Development Executive Board

Chair, Tom Reineke, Reineke Family Dealerships

Vice Chair, John Schuld, Sutton Bank

Immediate Past Chair, Ford Mennel, Mennel Milling

Treasurer, Ron Burns

Secretary, Tom Borer, ProMedica Fostoria Community Hospital

Brook Piper, Callies Performance Products

Mark Baker, Roppe Holding Company

Lenny Clouse, Clouse Construction

Bridgett Mundy, Blanchard Valley Health System

Don Mennel, Fostoria City Council

Eric Keckler, Mayor, City of Fostoria

Fostoria Area Chamber of Commerce Board of Directors

Chair, Josh Thomas, Second Wind Music Center

Chair Elect, Megan James, POET

Secretary, Kristy Persohn, American Heritage Realty

Treasurer, Robin Bates, Premier Bank

Matt Emerine, Flippin Jimmy's

Rob Hammer, Mennel Milling

Lisa Saltzman, Fostoria Community Hospital

Bill Squire, Reineke Ford

Fostoria Area Visitor's Bureau Board of Directors

Chair, Sarah Stephens Krupp, Fostoria Chamber

Vice Chair & Treasurer, Renee Smith, FEDC

Secretary, Michele Cochran, Fostoria Area Visitor's Bureau

Tiffani Aurand, The UrbanWoody Brewery

Joe Boullion, JB Tours

Matt Emerine, Flippin Jimmy's

Vyom Patel, Best Western Fostoria Inn & Suites

Eric Keckler, Mayor, City of Fostoria



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