

# Mission + Purpose

# Cogence (Latin)

"To drive together" or "Thinking that is well organized"

The purpose of the Alliance is to bring Owners and Developers, Architects and Engineers, Construction Managers and Contractors, and Allied Industry Professionals together to advocate and be a resource for improved project delivery.

For more information visit us at <a href="https://www.cogence.org">www.cogence.org</a>



# **Cogence Partner Core Values**

### Each partner is committed to:















- Understanding diverse backgrounds, experiences, and beliefs
- Exchanging ideas through conversation and debate
- Being responsible for positive outcomes over time, with a lifelong passion to learn, grow, and stay curious while having fun!

# Southwest Ohio Chapter Board of Directors

# The Cogence Alliance Southwest Ohio Chapter is pleased to announce its 2026 Board of Directors:

President: Steve Lawson, Shook Construction

Vice President: Nick Rittinger, HAWA, Inc.

Chair/Programs: Jerry Klanac, Univ of Dayton/PMA Consultants

At Large: John Brownrigg, Premier Health

Ted Christian, Champlin | EOP

Amanda Karling, Demain

Mary McConnell, Osborn Engineering

Danyel Rickman, Taft Law

Tim Shumrick, Oswald Insurance

Jeff Sparks, HEAPY

# **SW Ohio Chapter Partners**



















**Facilities** Construction



























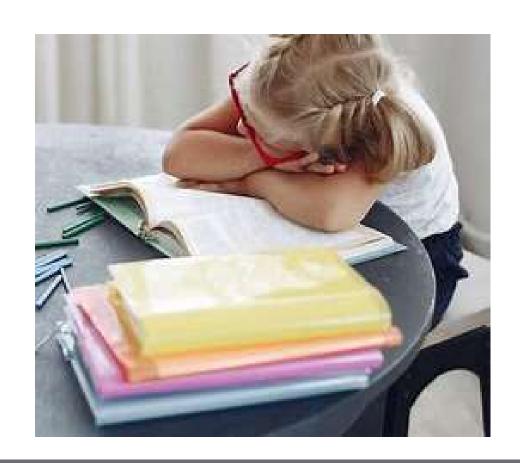
Inspire. Educate. Unite.



# SW Ohio Cogence Roundtable: 13 November 2025

### **Introduction of Attendees**

- ❖ Name
- Company, Role/Title
- What was your least favorite high school or college class?





# **Today's Roundtable:**

# Local Partnerships: Fueling Economic Growth & Unlocking Opportunities

# Flow of Today's Roundtable













Venture
Assistance:
What Do They
Do?

Local **Economics** 

Notable Engagements MentiMeter Interaction

Open Q&A

Breakout Discussion

# **Our Panelists**

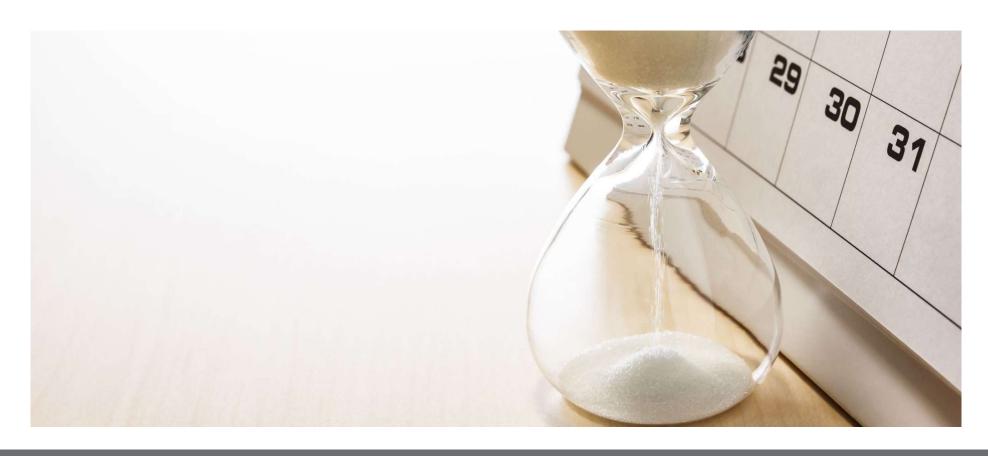


**Brian Beaudry**Project Manager
REDI Cincinnati



David Burrows, Jr.
Executive Vice President,
Engagement
Dayton Development Coalition

# **Venture Assistance: What Do They Do?**



# Info on Organizations (Regional Network Partners of JobsOhio)

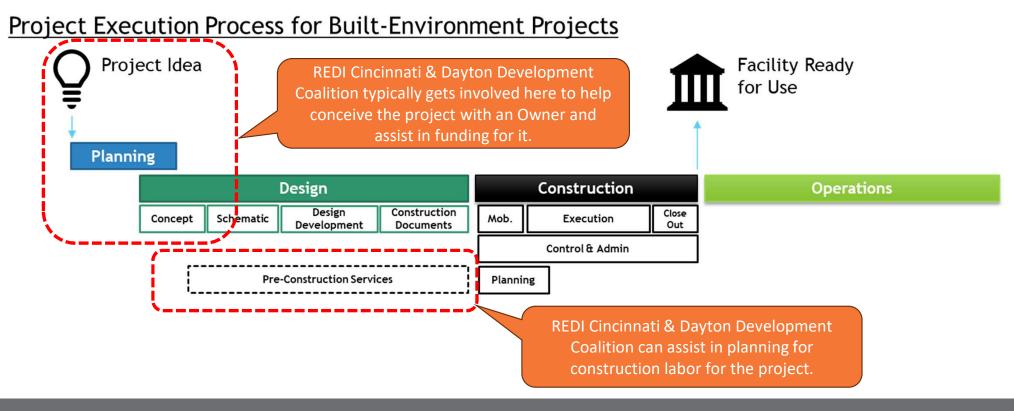


- The mission of the Dayton Development Coalition is to retain, expand, and attract jobs in the Dayton Region.
- Three key functions:
  - » Advocacy State and Federal
  - » JobsOhio Network Partner
  - » Defense and Aerospace



- The Regional Economic Development Initiative (REDI) Cincinnati is a private nonprofit organization designed to drive job creation and new capital investment through business attraction, retention, and expansion efforts in southwest Ohio, northern Kentucky and southeast Indiana.
- OUR PURPOSE To unite the region to compete globally and be recognized as a national model for the practice of economic development.

# Interaction w/Typical Built-Environment Life Cycle



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### WHEN TO ENGAGE WITH REDI CINCINNATI

Do you know a growing, mature company that could meet these requirements:

- Creating 10 new jobs with at least \$600K in payroll?
- ✓ Spending **\$1 million** in capital investment?
- Delivering on these results over a **3- to 5-year period**?

THEN THEY MAY BE **REDI** TO TALK TO US.



# **Local Economics**



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### THE CINCINNATI REGION

BY THE NUMBERS



\$194B

Gross Regional Product, 2024 32nd Largest GRP Out of 400 Metros



\$172B\*

Annual
Exports, 2024
14th Largest
Exporting MSA



**1.2M** 

Workers 30<sup>th</sup> Out of 400 Metros



2.3M

Population
30<sup>th</sup> Out of
400 Metros



\$79.5K

Median Household Income



450+

Foreign Firms
From
40+ Countries

#### FORTUNE 500 COMPANIES















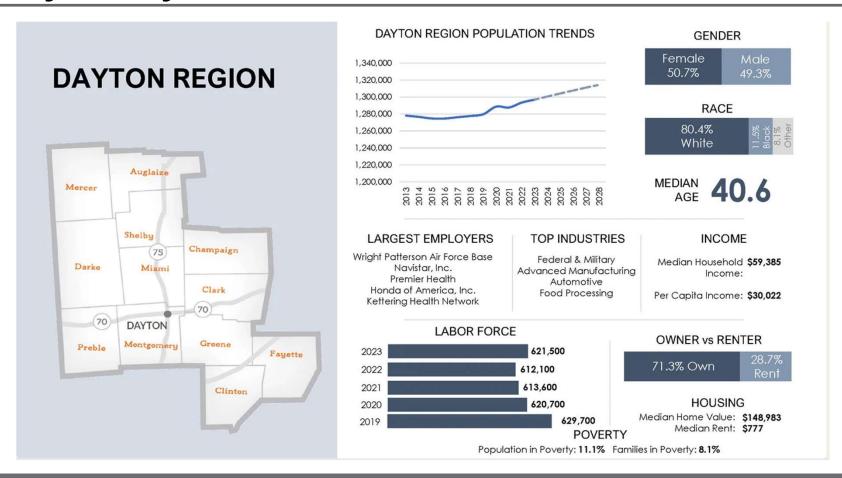




@GrowCincyUSA #CincyRegion

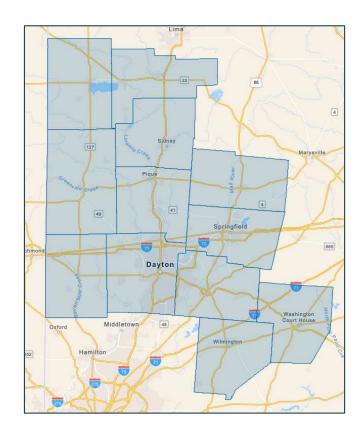
Sources: Lightcast 2025.2, ITA \*18% of Exports are International

# Dayton By The Numbers (2023 Data)



# **Industries Driving the Dayton Economy**

NAICS	Description	2020 Jobs	2024 Jobs	2020 - 2024 Change	2020 - 2024 % Change	2024 Employment Concentration
90	Government	92,197	95,293	3,097	3%	1.04
31-33	Manufacturing	88,253	91,947	3,695	4%	1.99
62	Health Care and Social Assistance	80,722	85,687	4,966	6%	1.05
44	Retail Trade	55,516	55,611	95	0%	0.99
72	Accommodation and Food Services	42,661	49,545	6,884	16%	0.97
54	Professional, Scientific, and Technical Services	27,503	30,872	3,369	12%	0.79
48	Transportation and Warehousing	24,419	30,083	5,664	23%	1.23
56	Administrative and Support Services	23,911	23,011	(901)	(4%)	0.69
81	Other Services (except Public Administration)	21,147	22,931	1,783	8%	0.90
23	Construction	20,129	22,353	2,224	11%	0.74
42	Wholesale Trade	18,869	20,739	1,870	10%	0.94
61	Educational Services	15,773	15,784	11	0%	1.06
52	Finance and Insurance	18,896	14,300	(4,596)	(24%)	0.59
55	Management of Companies and Enterprises	6,857	7,040	183	3%	0.75
71	Arts, Entertainment, and Recreation	4,265	6,324	2,059	48%	0.66
51	Information	7,657	5,777	(1,880)	(25%)	0.55
53	Real Estate and Rental and Leasing	5,181	5,425	243	5%	0.60
11	Agriculture, Forestry, Fishing and Hunting	3,407	4,169	763	22%	0.77
22	Utilities	1,149	1,323	174	15%	0.62
21	Mining, Quarrying, and Oil and Gas Extraction	368	350	(18)	(5%)	0.16
99	Unclassified Industry	48	41	(6)	(13%)	0.05
	•	818.264	871.108	52.843	6%	







Source: Lightcast 2025.4 Dataset, data based on DDC's 12-county service territory.

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# **Notable Engagements**



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#### LIFE SCIENCES

### **COMPANY HIGHLIGHT**

# **AtriCure**

### 400 New Jobs, \$55M in New Payroll

**AtriCure, Inc.** is a global leader in providing innovative technologies for the treatment of atrial fibrillation (Afib) and related conditions. Since moving to Mason, Ohio, in 2015, Atricure has expanded its headquarter operations four times, with the most recent growth adding 120,000 square feet of new space to enhance research & development, laboratory, and advanced manufacturing capabilities, as well as providing additional office space.







#### ADVANCED MANUFACTURING

### **COMPANY HIGHLIGHT**

# Nestlé PURINA.

### 300 New Jobs, \$550M in Capital Investment

Nestlé Purina Petcare, an American subsidiary of Nestlé, based in St. Louis, MO, added Williamsburg Township to its 21 manufacturing locations with plans for its first new, ground-up factory project since 1975, part of a broader growth initiative to meet rising demand for high-quality pet nutrition. Purina management chose the location for its robust distribution network, high-potential workforce and strong community values.



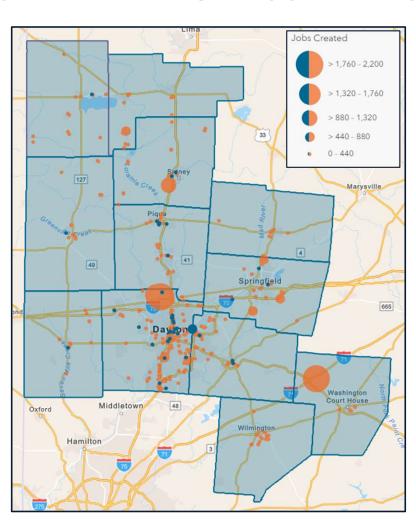




### DDC REGIONAL WINS: 489 THROUGH 2024











# In-Session MentiMeter Poll Results

November 13, 2025 SW Ohio Cogence Chapter

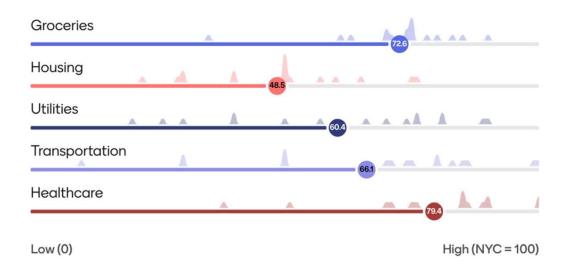
# Living/Doing Business in SW Ohio

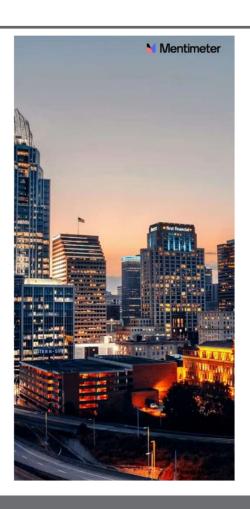
If someone [outsider] asked you what is the advantage of living and doing business in SW Ohio, what would you say to them?

- The cost of living and mid west values
- Cost of living [2 citations]
- Low cost of living
- Robust Support of govt and non-profit agencies
- History of large companies doing work across the global. Small big town with great amenities.
- · Quality of life
- Legacy skilled labor Strong employer relationship.
- "Cost of living. Great place to raise a family"
- Seasonal weather
- Big city amenities, small town community.
- Multiple industries having large presence in the area
- People are pleasant, cost of living, 4 seasons.
- Great coat of living, quality of life, and great companies to work for.
- · Highway access to nearby cities
- · Diversity in businesses located here
- · Proximity to other metro and population centers, strong Mnfr background, cost of living

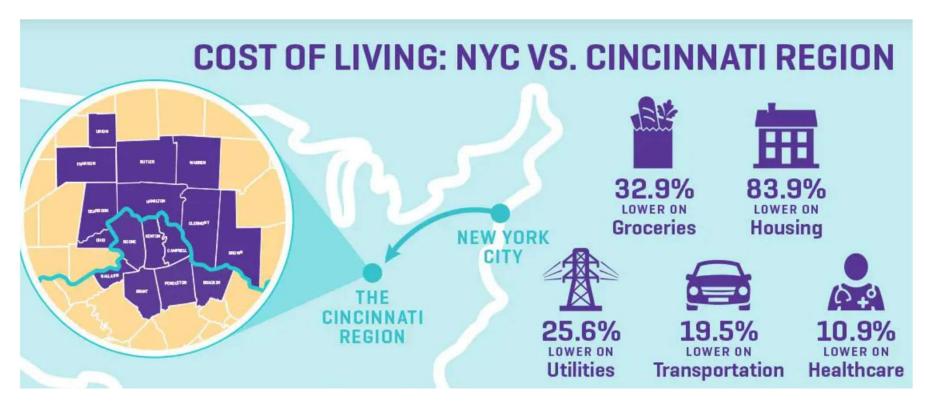


If a New York City cost is 100 for the following cost item, what is the current equivalent cost in Cincinnati?





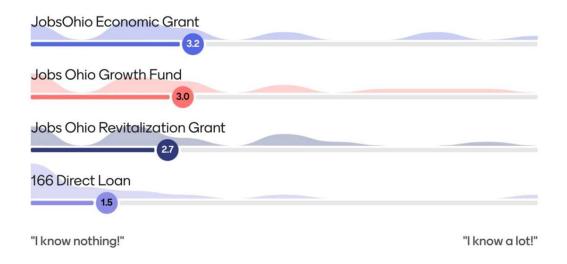
# Supplemental Slide: Cost of Living in Cincinnati



**Get More for Your Money in SW Ohio!** 

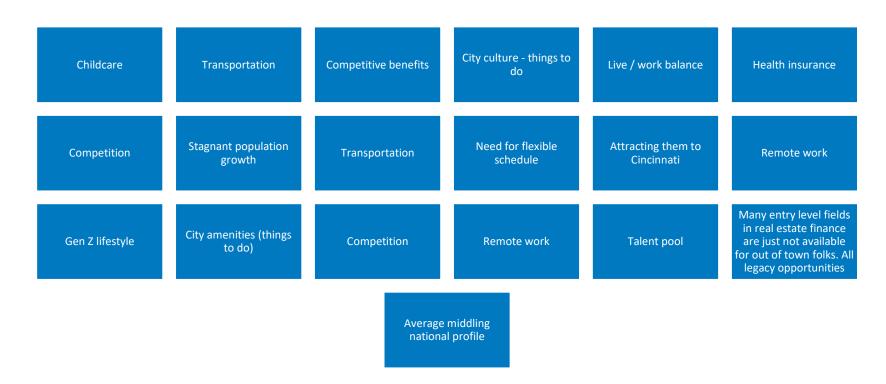
# **Funding Sources**

What is your current level of understanding of the various Ohio-government funding sources?





# **Non-Trade Labor**



As it relates to non-trade labor, what is the biggest challenge to attract and retain workers?



As it relates to trade labor, what are the biggest challenges to attract and retain workers?



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# **Questions & Answers**



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# **Breakout Sessions**

### **Topics for Group Discussions**

Group 1:

**Group 2:** 

Group 3:

**Group 4:** 

What can be done to create more awareness of what DDC and REDI Cincinnati can do for a project in their respective areas?

Cincinnati Focus:
What challenges & opportunities do you see in defining, developing, managing a project in the Cincinnati area?

Dayton Focus:
What challenges &
opportunities do you
see in defining,
developing, managing
a project in the Dayton
area?

From what you now know about DDC and REDI Cincinnati, where can they help your organization (or your clients)?



# **Breakout Sessions**

# **Flip Chart Captures**

What can be done to create more awareness of what DDC and REDI Cincinnati can do for a project in their respective areas?	Cincinnati Focus: What challenges & opportunities do you see in defining, developing, managing a project in the Cincinnati area?	Dayton Focus: What challenges & opportunities do you see in defining, developing, managing a project in the Dayton area?	From what you now know about DDC and REDI Cincinnati, where can they help your organization (or your clients)?
Host an information session	<ul> <li>Developable properties (unburdened)</li> <li>Environmental Remediation</li> <li>Regulatory Environment</li> <li>Parking</li> </ul>	<ul> <li>Lack of downtown development</li> <li>Workforce related and experience levels of staff</li> </ul>	<ul> <li>\$15K incentive</li> <li>Procuring talent resources</li> <li>Knowing the trigger metrics (\$600k, etc.)</li> <li>Panelists – spread awareness</li> </ul>

# Save-the-Dates!

# **Upcoming Southwest Ohio Chapter Roundtables & Events:**

- Thursday, January 29, 2026: "Cogence Way"
- Thursday, March 12, 2026: Topic To Be Developed
- Thursday, May 14, 2026: Topic To Be Developed
- Thursday, July 9, 2026: Topic To Be Developed
- Tuesday & Wednesday, September 15-16, 2026:
   Cogence Town Hall, Cleveland
- Thursday, October 8, 2026: Clay Shoot

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# Plus: What Did You Like About Today's Roundtable

- Interactive
- Topic. Speakers. Open Q&A
- Interesting topic
- Very open conversation
- Informative
- Interactive and open discussion
- Learned about funding available
- · Relevant discussion,
- Input from multiple perspectives
- · Good to know where region has "right to win"
- Current local economic info
- Learning about DDC and REDI's missions and services.
- The people!
- Very informational. Good to see how Ohio is keeping pace with economic development
- Venue is great. Lot of industry wide talent.
- Relaxed setting
- Free beer

# Delta: What improvements should we consider for next roundtable?

