



2016 Annual Report

**PROMOTING ECONOMIC
DEVELOPMENT FOR 27 YEARS**

P.O. Box 904
Cambridge, OH 43725
(740) 432-7902

www.eoda.org



Who we are: The Eastern Ohio Development Alliance (EODA), an independent, nonprofit organization, consists of sixteen counties in Eastern and Southeastern Ohio. The counties of the alliance are Athens, Belmont, Carroll, Columbiana, Coshocton, Guernsey, Harrison, Holmes, Jefferson, Monroe, Morgan, Muskingum, Noble, Perry, Tuscarawas, and Washington.

Our History: EODA was formed in 1990 with thirteen counties participating. Dr. Samuel Speck, former President of Muskingum University and Director of the Ohio Department of Natural Resources, was the founding president of the organization.

Our Mission: EODA, through the cooperation of its 16 member counties, will promote economic growth of the region.

Our Membership: Both organizations and individuals from the sixteen member counties comprise the EODA membership. Each member county has two representatives — one each from the public and private sectors. Also serving on the board of directors are Local Development Districts, OMEGA and BH-HVRDD.

Our Standing Committees: To facilitate the operation of EODA, the organization utilizes six standing committees. They are Education/Technology, Business Development/Marketing, Governmental Affairs/Public Relations, Small Business Development, Membership, and Nominating.

For More Information: Contact us by mail, telephone or via the Internet. We may be reached by mail at EODA, P. O. Box 904, Cambridge, OH 43725; by telephone at 740-432-7902 or 740-439-7783 (fax). E-mail: eodadirector@gmail.com. Please visit our website at www.eoda.org.

Letter from the President of EODA

It is hard to believe that 2016 went by so quickly. I am happy to report that EODA had a record number of members in 2016 thanks to the aggressive efforts of the Membership Committee. I am confident this positive trend will continue in 2017. EODA has a mission to serve our 16-county region in a way that fosters and promotes economic growth. We have worked hard to foster great partnerships with our members that have proven to be mutually beneficial. Not only does the success of our membership strengthen their individual communities, it also strengthens the EODA organization and Eastern Ohio as we focus on our goal to make our region a better place to live and work. This is the third year that Jim Schoch has served as the Director of EODA and it was my pleasure to serve for a second year as your President. Together we, as an organization of likeminded individuals, are focused on serving Eastern Ohio to bring together our 16-county region to share ideas, network, and support economic development. This is only possible due to the dedication of our many volunteer committees that nurture a creative edge in working to highlight our region. EODA is an exceptional networking organization that is non-partisan and works in the best interest of all our members. Through the years we have been blessed with exceptional political leaders who shared their insight and expertise at our annual meetings leaving us energized and encouraged.



I would be remiss if I did not say thank you to our major sponsors that financially support the EODA organization. Without their generosity none of our work or progress would be possible.

Chris A. Abbuhl
EODA President

EODA Officers and Committee Chairpersons



L to R: Jim Schoch, EODA Executive Director and Treasurer; Cindy Voorhies - Small Business Committee; Jo Sexton - Business Development and Marketing Committee; Arnie Oliver - Business Development and Marketing Committee; Bob Boss - Nominating Committee; Paul Prater - Business Development and Marketing Committee; Chris Abbuhl - EODA President; Greg DiDonato - Governmental Affairs and Public Relations Committee; Dorothy Skowrunski - EODA Secretary; and Mike Jacoby - Membership Committee

Committee Chairpersons absent from the photo are: Greg Adams, Mary Kaufmann, Dave Wheeler, Don Quicksall, Steve Schillig, and Cindy Supers

EODA Major Sponsors



L to R: Tracy Stevens, Dominion East Ohio Gas; Jeff East, US Bank; Dave Rau, Columbia Gas/NiSource; Dennis Mingyar, Buckeye Power, Inc.; Paul Prater, American Electric Power; Jim Schoch, EODA Executive Director and Treasurer; Dorothy Skowrunski, EODA Secretary; Ray Eyler, Holmes County Commissioner

Major sponsors are vital to the continued existence of EODA. Collectively, the major sponsors contributed \$21,750 to the general operating budget. EODA would not be able to carry out committee activities or new initiatives without their generous contributions. Thank you to all our sponsors: American Electric Power, AT&T Ohio, Buckeye Power, Columbia Gas/NiSource, Dominion East Ohio Gas, Holmes County Commissioners, and US Bank



EODA Executive Director Jim Schoch and BJ Smith, Director of External Affairs, AT&T Ohio

Dorothy Skowrunski Honored with the First Dale Hileman Economic Development Award



Chris Abbuhl, EODA President; Dorothy Skowrunski, Coshocton County Port Authority Director; Jim Schoch, EODA Executive Director; and U.S. Senator Sherrod Brown

Dorothy Skowrunski, Director of the Coshocton County Port Authority was the recipient of the first Dale Hileman Economic Development Award. Director Skowrunski is a valuable leader of economic development in Coshocton County and has served as a leader within EODA as well. She was nominated for the award by the Coshocton County Commissioners, Dane Shryock, Gary Fischer, and D. Curtis Lee. Director Skowrunski created a unique public-private partnership to fund improvements to County Road 12. She strategically put together a plan to rebuild the road to allow for safe travel and delivery of goods for a growing business community in the area. She and her staff at the port authority conducted meetings with the following agencies: Ohio Department of Transportation Office of Jobs and Commerce; Appalachian Partnership for Economic Growth; Ohio Development Services Agency; Governor's Office of Appalachia; Ohio Mid-Eastern Governments Association, Coshocton County Commissioners and Engineer; Schooler Family Foundation; Coshocton Foundation; and the Northeast Coshocton County Business Community. A funding package was developed to rebuild 6.45 miles of County Road 12. It is particularly impressive to point out that the Northeast Coshocton County Business Community consists primarily of members of the Amish Order. This generous business community organization raised and contributed \$170,000 in private funds to this project displaying true dedication and commitment to their businesses and community. The total project cost was \$845,000.

EODA Board of Directors

County	Name	Organization	
Athens	Vacant	---	
Athens	Jessie Powers	Athens County Planner	
Belmont	Ginny Favede	Belmont County Commissioner	
Belmont	Larry Merry	Belmont County Port Authority	
Carroll	Glenn Enslen	Carroll County Economic Development Office	
Carroll	Jeff Ohler	Carroll County Commissioner	
Columbiana	Tad Herold	Columbiana County Development Director	
Columbiana	Tim Weigle	Columbiana County Commissioner	
Coshocton	Dorothy Skowrunski	Coshocton County Port Authority	
Coshocton	Gary Fischer	Coshocton County Commissioner	
Guernsey	Norm Blanchard	Cambridge-Guernsey County Community Improvement Corp.	
Guernsey	Skip Gardner	Guernsey County Commissioner	
Harrison	Don Bethel	Harrison County Commissioner	
Harrison	Dale Norris	Harrison County Commissioner	
Holmes	Arnold Oliver	Holmes County Planning Commission	
Holmes	Mark Leininger	Holmes County Economic Development Council	
Jefferson	Ed Looman	Appalachian Partnership for Economic Growth	
Jefferson	Evan Scurti	Jefferson County Port Authority	
Monroe	Marie Hill	Monroe County Economic Development	
Monroe	Jason Hamman	Monroe County Economic Development	
Morgan	Shannon Wells	Morgan County Department of Development	
Morgan	Carl Raines	Morgan County Improvement Corporation	
Muskingum	Matt Abbott	Zanesville-Muskingum County Port Authority	
Muskingum	James Porter	Muskingum County Commissioner	
Noble	Laura Fuller	OSU Extension Economic Development	
Noble	Virgil Thompson	Noble County Commissioner	
Perry	Tom Johnson	Mayor of Somerset	
Perry	John Ulmer	Perry County Chamber of Commerce	
Tuscarawas	Dee Grossman	Tuscarawas County Convention and Visitors Bureau	
Tuscarawas	Don Quicksall	W.E. Quicksall & Associates, Inc.	
Washington	Darlene Lukshin	OSU Extension	
Washington	Vacant	---	
Regional	Jeannette Wierzbicki, P.E.	OMEGA Director	
Regional	Misty Casto	Buckeye Hills HVRDD Director	
Black: Term expires in 2017			
Blue: Term expires in 2018			

EODA Networking . . .

Whether it is among members or with our federal and state officials, networking plays a key role in our mission. Consider joining EODA today for great networking opportunities provided by our organization that serves as a strong advocate for economic and community development in a 16-county region.



Former Muskingum County Commissioner, Dorothy Montgomery with U.S. Senator Brown



Paul Prater, Co-Chair of the Business Development and Marketing Committee networks with former State Senator, Greg DiDonato



Jim Schoch, EODA Executive Director networks at the annual meeting with members and guests



Misty Tolzda , ARC Program Manager/Community Development Specialist for OMEGA networks with Ray Eyler, Holmes County Commissioner

EASTERN OHIO DEVELOPMENT ALLIANCE
Statement of Revenue & Expenses
Cash Basis
For the Period Ended December 31, 2016

	12 Months Ended Dec. 31, 2016	Budget	Variance	Pct
Revenue				
Contributions	\$ 21,750.00	\$ 21,000.00	\$ 750.00	4
Meeting Income	6,620.00	5,500.00	1,120.00	20
Annual Meeting Income	5,610.00	5,000.00	610.00	12
Membership Dues	<u>15,175.00</u>	<u>17,000.00</u>	<u>(1,825.00)</u>	<u>(11)</u>
Total Revenue	49,155.00	48,500.00	655.00	1
Operating Expenses				
Office Payroll	18,000.00	18,000.00	0.00	0
Taxes - Social Security	1,377.00	1,440.00	(63.00)	(4)
Taxes - State Unemployment	27.00	40.00	(13.00)	(33)
Insurance - Workers' Comp.	124.61	120.00	4.61	4
Accounting Services	2,000.00	2,000.00	0.00	0
Travel & Entertainment	6,454.29	5,200.00	1,254.29	24
Postage & PO Box Rental	90.50	200.00	(109.50)	(55)
Office Supplies & Expenses	157.19	300.00	(142.81)	(48)
KSU fees	1,383.35	0.00	1,383.35	0
Rent & Services	3,000.00	3,000.00	0.00	0
Insurance - General	550.00	500.00	50.00	10
Advertising	100.00	100.00	0.00	0
Telephone	373.08	400.00	(26.92)	(7)
Printing & Reproduction	235.97	400.00	(164.03)	(41)
Governmental Affairs Committee	0.00	1,000.00	(1,000.00)	(100)
Marketing/Business Committee	864.42	3,000.00	(2,135.58)	(71)
Education/Technology Committee	1,683.49	1,800.00	(116.51)	(6)
Membership Committee	507.00	750.00	(243.00)	(32)
Taxes - Ohio	75.00	50.00	25.00	50
Meeting Expense	4,529.00	4,000.00	529.00	13
Annual Meeting Expense	3,484.55	4,500.00	(1,015.45)	(23)
Administrative Contractor	900.00	1,000.00	(100.00)	(10)
Internet Provider	94.77	400.00	(305.23)	(76)
Computer Related Expenses	<u>300.00</u>	<u>300.00</u>	<u>0.00</u>	<u>0</u>
Total Expenses	<u>46,311.22</u>	<u>48,500.00</u>	<u>(2,188.78)</u>	<u>(5)</u>
Operating Income	2,843.78	0.00	2,843.78	0
Other Income				
Shale Income (Loss) Net	<u>(2,125.00)</u>	<u>0.00</u>	<u>(2,125.00)</u>	<u>0</u>
Net Income (Loss)	\$ <u><u>718.78</u></u>	\$ <u><u>0.00</u></u>	\$ <u><u>718.78</u></u>	<u><u>0</u></u>



Dale H. Hileman
EODA Co-Founder

Dale Hileman Legacy Fund

At the annual meeting in April 2015, we mourned the loss of Dale Hileman. Dale was remembered with a tribute and many heartfelt comments from members of the public and private sectors. Executive Director, Jim Schoch stated at this meeting that the Dale Hileman Legacy Fund would be established.

At the EODA Board of Directors meeting in July 2015, Director Schoch along with members of the Foundation for Appalachian Ohio announced the creation of the Dale Hileman Legacy Fund.

The Dale Hileman Legacy Fund was established to celebrate Mr. Hileman's legacy and further invest in the economic development of the region to which he committed so much of his life. Creation on this fund in memory of Dale was one of the top priorities of Jim Schoch when he assumed the role of director. Director Schoch also facilitated a \$10,000 contribution from EODA to officially open the fund. Dale Hileman passed away on February 19, 2015 following a lifetime of service to eastern Ohio. He worked for Columbia Gas for 40 years, but even though he retired, that did not stop him from continuing to serve the region he loved. When he and his wife, Evelyn, stayed in Cambridge upon his retirement, he remained committed to improving the quality of life in eastern Ohio. Mr. Hileman was a humble man who had a great gift for networking while remaining behind the scenes and away from public recognition. The fund that bears his name will support the same causes he promoted throughout his life, economic development and strengthening the community.

At the fall meeting of EODA, Columbia Gas of Ohio announced a \$25,000 contribution to the Dale Hileman Legacy Fund. The contribution recognized his 40-year career with Columbia Gas in Carrollton, Jackson, and Cambridge. Upon his retirement, Mr. Hileman co-founded the Eastern Ohio Development Alliance (EODA) with Dr. Sam Speck and later served as the first executive director of the organization. Gifts to the fund are tax deductible and can be made online at www.AppalachianOhio.org and selecting the Dale Hileman Legacy Fund. The first grant will be awarded from this fund at the annual meeting in April 2017.



L to R: Dan Creekmur, President of Columbia Gas; Evelyn Hileman; Holly Shelton, Foundation for Appalachian Ohio; and Jim Schoch, EODA Director.

Education and Technology Committee

Chairpersons: Mary Kaufmann and Greg Adams

The EODA Education Committee continued its work in 2016-2017 focused on supporting EODA through its mission to develop the region's development in the area of business and education by:

- Further help develop math skills for students in our region through "EODA's Easy as Pi" supplemented by online tools from the Khan Academy.
- Build bridges with the business community to help foster communication and understanding between education and the business world.

"Easy as Pi" is a program that encourages kids to work together to learn math as a team. EODA provides funds to sponsor these programs, and we deeply appreciate each teacher who is willing to programmatically lead the event in each school.

We are pleased to share that the Foundation for Appalachian Ohio (FAO) has shown great interest in the promise of the EODA, Easy as Pi program and is in the process of finalizing a grant to support the growth and expansion of the program. The expansion would include not only growth to reach more teams in other EODA supported counties but also to fund a part-time contractor to lead the coordination efforts of the program.

In the 2016-2017 school year, we have 29 total people involved in the program this year (26 Students and 3 teachers).

Tuscarawas County - Newcomerstown (10 students, 1 Teacher)

Muskingum County - Tri-Valley (10 students, 1 Teacher)

Perry County - New Lexington (6 Students, 1 Teacher)

The "Easy as Pi" program started 5 years ago and runs each year from the fall to the spring ending with a celebration party in April or May with prizes, pizza and a gift of a personalized T-Shirt to recognize the hard work and effort of each student in the program. Since the program's launch we have supported the math skills development for 132 students. Our committee has a goal to have one math team in each of the 16 counties that the EODA serves.

The committee meets monthly by teleconference. It is currently chaired by Greg Adams and Mary Kaufmann and includes Paul Prater, Kellie Brown, Bill Beisel, James Schoch, Dorothy Skowrunski, and Matt Abbott.

The Committee also focuses on how we can help our counties build bridges between business and education.

We are looking into options to partnering with other local and state teams that are exploring these same goals. Over that past few years, we collected a list of resources that may help us enhance awareness and understanding of educational methods needed to prepare our youth for the jobs of tomorrow. A sampling of the resources we gathered to share with the EODA are as follows. **Believe in Ohio** found at believeinohio.org is a free new program from The Ohio Academy of Science that helps high school students prepare for the future. **Venture Highway** found at venturehighway.com is an Entrepreneurial Education firm founded by entrepreneurs located in Columbus, Ohio. **Leader in ME** found at the leaderinme.org develops student leaders with 21st century skills. The **Leader in Me** is an innovative, school-wide model that enables educators to unleash each child's full potential. **Junior Achievement** found at junior-achievement.org is a non profit organization that brings the real world to students through hands-on curriculum delivered by a trained classroom volunteer. **Young Entrepreneurs** programming can be found at entrepreneur.com or youthbiz.org and they offer middle and high school youth a continuum of dedicated programming, both in and after school, and in partnership with a broad range of community partners, that challenges them to build entrepreneurial skills and habits through actual business ownership.



Paul Prater, Kristen Lavric, New Lexington Middle School teacher and Dorothy Skowrunski

Small Business Development Center Committee

Chairpersons: Cindy Voorhies and Steve Schillig



Cindy Voorhies, Chairperson of the Small Business Development Center Committee shares an update on activities at an EODA meeting.

The Ohio Small Business Development Centers (SBDC) Network is the premier technical assistance program for Ohio's small businesses. The network is provided through a partnership between the Ohio Development Services Agency, U.S. Small Business Administration and select Ohio chambers of commerce, colleges and universities, and economic development agencies. These federal, state, and local partnerships contribute more than \$10 million in cash resources for the support of small business development in Ohio.

SBDC Mission - Accelerate Business Success

Vision - Be the Resource for Business Expertise

Core Values:

Economic Impact - the reason for their existence

Service - the spirit with which they work

Guidance - the nature of their efforts



FY 2016 Small Business Development Center Impact Statistics within the EODA Region

Business Start-ups:	108
Jobs Created:	366
Jobs Retained:	1,307
Capital Infusion:	\$9,871,303
Sales Captured:	\$12,263,680



**Small Business
Development Centers**

Ohio Small Business Development Centers offer valuable resources at no cost to assist small businesses. They assist business owners in a variety of areas that can be customized to the needs of each business.

Securing Capital

- Assist client with preparation of a well-developed financing package that will meet lenders requirements
- Identify lending sources that best meet the needs of the clients

Financial Analysis

- Develop budget/projections for future management of financial results
- Provide routine periodic review of financial statements to help the business owner proactively identify changes in financial performance, good and bad, so that actions can be taken
- Complete financial ratio analysis to evaluate the financial health of the business

Marketing and Industry Analysis

- Complete market and industry analysis to identify opportunities for growth and potential threats
- Identify target markets including geographic, psychographic, and demographic
- Assist clients in determining market size and potential strategies for capturing more of the market

Business Planning

- Guide clients through the due diligence process of developing a business plan
- Assist with research that can be used to build and evaluate the business plan/model

Benchmarking

- Compare business's financial performance with similar sized businesses in the industry

Contact Information

Regional Director, Lissa Jollick

E-mail: jollickl@ohio.edu Phone: (740) 593-0473

Director, Cindy Voorhies

E-mail: voorhiec@ohio.edu Phone: (740) 588-1331

Belmont, Guernsey and Muskingum Counties

Business Advisor, John Voorhies

E-mail: voorhies@ohio.edu Phone: (740) 373-9056

Monroe, Morgan, Noble and Washington Counties

Ohio SBDC at Kent State University Tuscarawas Campus -- Steve Schillig, Director

E-mail: sschil10@kent.edu Phone: (330) 308-7479

Carroll, Columbiana, Coshocton, Harrison, Holmes, Jefferson and Tuscarawas Counties

Business Development and Marketing Committee

Chairpersons: Arnold Oliver, Paul Prater, and Jo Sexton

Purpose:

To promote the sixteen county region through a strong network of local, regional and statewide economic development professionals. Activities include conducting retention and expansion studies, export education, trade shows, industrial site promotion, and maintaining a strong web presence. Trending topics are typically assigned to this committee for initial review.

Summary of Committee Activities:

Members attended meetings of the Ohio Economic Development Association. EODA sponsored a Small Business Week event at Zane State University and a Manufacturing Camp in Tuscarawas County.

Summary of Proposed Committee Activities:

Continue to sponsor events hosted by local development districts, Chambers of Commerce, and local universities.

Nominating Committee

Chairperson: Don Quicksall

Purpose:

To annually submit nominations of officers and board members to the EODA Board of Directors for approval.

Summary of Committee Activities:

Solicited potential board members for each county

Submitted slate of officers and board members at the January meeting of the board of directors

Summary of Proposed Committee Activities:

A slate of officers and board members will be presented to the board of directors at the 2017 Fall meeting for their approval.

Membership Committee

Chairpersons: Mike Jacoby and Cindi Supers

Purpose:

To promote membership with both the public and private sectors in order to financially support the goals and objectives of the organization

Summary of Committee Activities:

Coordinated with committee chairpersons regarding 2016 membership campaign activity

Coordinated 2016 major sponsor campaign with executive director

Instrumental in recruiting a record number of members in 2016

Shale Play Development Activities - Mike Jacoby

EODA joined JobsOhio in co-sponsoring a reception at the PetChem Update Conference in Pittsburgh. The conference focused on petrochemical facility construction and was held shortly after Shell Chemical announced it would proceed with construction of a \$6 billion ethane cracker near Monaca, Pennsylvania. EODA had a display booth and a ten minute video presentation in front of over 200 industry representatives and contractors.

Governmental Affairs and Public Relations Committee **Chairpersons: Greg DiDonato and Dave Wheeler**

Purpose:

To alert and inform federal and state legislators about key economic development issues affecting the 16-county region.

Summary of Committee Activities:

Monitored governmental activities and submitted support letters affecting federal, state and regional issues

Forwarded legislative new releases throughout the region

Hosted a legislative forum on October 28, 2016 at Salt Fork Lodge and Conference Center



L to R: Jim Schoch; Lou Gentile (incumbent); Michael Lorentz (candidate); Dorothy Skowrunski; John Dyce (candidate); Harry Eadon; Jeremiah Johnson (candidate); Paul Prater; Andy Thompson (incumbent)

EODA Winter Meeting



Mary Kaufmann, Chairperson
Education and Technology Committee



L to R: Ed Looman and Mike Jacoby
Appalachian Partnership for Economic Growth



Victor Thorne
Pillar Technology



Shawn Bennett, Executive Vice President
Ohio Oil and Gas Association

Annual Meeting



Keynote Speaker: U.S. Senator Sherrod Brown



Dana Saucier, Jr.
Managing Director of Shale Energy
and Petrochemicals, JobsOhio



Dan Neff
Local Development District Director
Appalachian Regional Commission

2016 Annual Meeting EODA Excellence Awards & Don Myers Legacy Fund



**Tourism Award
Downtown Dreamsville USA**



**Technology Award
Superb Industires, Inc.**



**Large Manufacturer Award
Miba Sinter, LLC**



**Small Business Award
James C. Dawes Company, Inc.**



**Don Myers Legacy Fund
Belmont County Health Department
Harrison North Elementary School**



Summer Meeting

Valley Gem Sternwheeler - Marietta



Members of EODA enjoy a beautiful day on the Ohio River aboard the Valley Gem Sternwheeler

EODA P.O. Box 904 Cambridge, OH 43725

www.eoda.org