



*Working Together to Promote Economic Development for 29 Years*

# 2019 Annual Report

Eastern Ohio Development Alliance  
P.O. Box 904  
Cambridge, OH 43725

(740) 432-7902  
[www.eoda.org](http://www.eoda.org)



**Who we are:** The Eastern Ohio Development Alliance (EODA) is an independent, nonprofit organization focused on economic growth in 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 in the region.

**Our Membership:** Both organizations and individuals from the sixteen member counties comprise the EODA membership. Each member county has two representatives. Also serving on the board of directors are two Local Development Districts; Ohio Mid-Eastern Governments Association (OMEGA) and Buckeye Hills Regional Council.

**Our Standing Committees:** To facilitate the operation of EODA, the organization utilizes eight standing committees. They are Business Development/Marketing, Education/Workforce Development, Finance, Governmental Affairs/Public Relations, Membership, Nominating, Small Business Development Centers and Tourism.

**For More Information:** Contact us by mail, telephone or e-mail. We may be reached by mail at EODA, P. O. Box 904, Cambridge, OH 43725 or by telephone at 740-432-7902. Executive Director Jim Schoch's e-mail address is: [eodadirector@gmail.com](mailto:eodadirector@gmail.com). Please visit our website at [www.eoda.org](http://www.eoda.org).

## ***Congratulations to EODA Member City of Columbiana . . .***

### **Reader's Digest Names City of Columbiana the Nicest Place in America for 2019**



Cover of November 2019 edition of Reader's Digest



Columbiana City Manager, Lance Willard addressing EODA members on Columbiana receiving the award

The following is an article from The Business Journal (locally owned and operated by the Youngstown Publishing Company) October 11, 2019.

YOUNGSTOWN, Ohio — The votes are in and Columbiana has been selected as the Nicest Place in America.

Reader's Digest broke the news during a surprise event at the Main Street Theater Oct. 10. Those in attendance thought the crew from Reader's Digest was there to shoot a promotional video for the Nicest Place in America contest, but were shocked when they were told that Columbiana had won, says Bruce Kelley, Reader's Digest editor-in-chief.

"The place went crazy," Kelley says. "Then, we double shocked them at the end with a video of the anchors of the Today Show saying 'Congratulations, Columbiana. And don't tell anyone until we reveal that the third hour tomorrow morning that you are the winner.' It was really intense because they realized they were going to be on national TV."

Kelley unveiled a giant poster of the cover of Reader's Digest featuring Columbiana to the unsuspecting crowd. As the Nicest Place in America, Reader's Digest featured Columbiana with a cover story by Jeremy Greenfield, who writes "In Columbiana, Ohio, nobody gets left behind, from blue-collar workers, to the wealthy, to folks who sometimes need a little extra accommodation.

Started in 2017, the annual competition by Reader's Digest selects 49 finalists from across the United States, this year from some 1,100 nominations. In July, Columbiana was chosen as the Nicest Place in Ohio after being nominated by Mary Lou Wilson, a resident whose grandson, Clayton Kerrigan, is a cast member at Main Street Theater.

Making the announcement was one of Kelley's most memorable experiences as a journalist, he says.

"I felt like I was a part of a theater group myself because we kind of bluffed our way through to convincing them they might not win," Kelley says.

"Living in the Nicest Place in America means you live in communities that are committed to kindness, trust and health," according to the Reader's Digest website. Among the panel of judges are Kelley and David Brooks, op-ed columnist for The New York Times and executive director of the Aspen Institute.

To read the full story in Reader's Digest, visit: <https://www.rd.com/article/columbiana-ohio-nicest-place-in-america>

## EODA Director and Officers



L to R: EODA Executive Director Jim Schoch - Treasurer; Executive Director of the Tuscarawas County Economic Development Corporation Harry Eadon - President; Executive Director of the Athens County Economic Development Council Sara Marrs-Maxfield - Vice-President; and Executive Director of the Zanesville-Muskingum County Port Authority, Matt Abbott - Secretary

## EODA Major Sponsors



Back Row L to R: Bill Schlarb - Columbia Gas/NiSource; Jina Duplain - American Electric Power; Jeff Hasapis - HCDC Business Lending; Tracy Stevens - Dominion East Ohio Gas; Jeff Mills and Jeff East - US Bank

Front Row L to R: Larry Fenbers - Carroll Electric Cooperative/Ohio Cooperatives; BJ Smith - AT&T Ohio and Ray Eyler, Holmes County Board of Commissioners

Not pictured: Glenda Bumgarner - JobsOhio and Jackie Stewart - Encino Energy

Major sponsors are vital to the continued existence of EODA. Collectively, the major sponsors contributed \$29,500 to the general operating budget in 2019. 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, Ohio's Electric Cooperatives, Columbia Gas/NiSource, Dominion East Ohio Gas, Encino Energy, HCDC Business Lending, Holmes County Commissioners, JobsOhio/Ohio Southeast (formerly known as the Appalachian Partnership for Economic Growth) and US Bank.

# EODA Board of Directors

<u>County</u>	<u>Name</u>	<u>Organization</u>
Athens	Sara Marrs-Maxfield	Athens County Economic Development Council
Athens	Jessie Powers	Athens County Planner
Belmont	Josh Meyer	Belmont County Commissioner
Belmont	Larry Merry	Belmont County Port Authority
Carroll	Chris Modranski	Carroll County Economic Development Office
Carroll	Lewis Mickley	Carroll County Commissioner
Columbiana	Tad Herold	Columbiana County Development Director
Columbiana	Tim Weigle	Columbiana County Commissioner
Coshocton	Tiffany Swigart	Coshocton County Port Authority
Coshocton	Gary Fischer	Coshocton County Commissioner
Guernsey	Norm Blanchard	Cambridge-Guernsey Co. 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	Ohio Southeast Economic Development Region
Jefferson	Evan Scurti	Jefferson County Port Authority
Monroe	Pending	Pending
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	Allen Fraley	Noble County Chamber of Commerce & Tourism Bureau
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.
Regional	Jeannette Wierbicki, P.E.	Ohio Mid-Eastern Governments Association
Regional	Misty Crosby	Buckeye Hills Regional Council

Black: Term expires in 2021

Blue: Term expires in 2020

Red: No expiration



Eastern Ohio Development Alliance

2019 Operating Budget

<b>EASTERN OHIO DEVELOPMENT ALLIANCE</b>
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**2019**

**Revenue**

Contributions	26,750
Annual Meeting Income	5,600
Meeting Income	6,000
Membership Dues	16,000
<b>Total Revenue</b>	<b><u>54,350</u></b>

**Operating Expenses**

Office Payroll	21,000
Taxes - Social Security	1,500
Taxes - State Unemployment	125
Insurance - Workers Compensation	50
Accounting Services	2,000
Travel & Entertainment	6,700
Meetings & Conferences	500
Postage & Post Office Box Rental	100
Office Supplies & Expenses	200
KSU Processing Fees	1,800
Rent & Services	3,000
Insurance - General	550
Advertising	100
Telephone	400
Printing & Reproduction	550
Governmental Affairs Committee	500
Marketing/Business Development Committee	2,000
Education/Technology Committee	500
Membership Committee	600
Tourism Committee	1,000
Taxes - Ohio	75
Meeting Expense	4,500
Annual Meeting Expense	4,000
Internet Provider	300
Administrative Contractor	2,000
Computer Related Expenses	300
<b>Total Operating Expenses</b>	<b><u>54,350</u></b>

# Eastern Ohio Development Alliance

## Statement of Revenue & Expenses

### Cash Basis

For the Period Ended December 31, 2019

	<u>Dec. 31, 2019</u>	<u>Budget</u>	<u>Variance</u>	<u>Pct</u>
<b>Revenue</b>				
Contributions	\$ 29,500.00	\$ 26,750.00	\$ 2,750.00	10
Meeting Income	8,015.00	6,000.00	2,015.00	34
Annual Meeting Income	3,425.00	5,600.00	(2,175.00)	(39)
Membership Dues	<u>12,875.00</u>	<u>16,000.00</u>	<u>(3,125.00)</u>	<u>(20)</u>
<b>Total Revenue</b>	53,815.00	54,350.00	(535.00)	(1)
<b>Operating Expenses</b>				
Office Payroll	21,000.00	21,000.00	0.00	0
Taxes - Social Security	1,606.49	1,500.00	106.49	7
Taxes - State Unemployment	28.50	125.00	(96.50)	(77)
Insurance - Workers' Comp.	11.62	50.00	(38.38)	(77)
Accounting Services	2,000.00	2,000.00	0.00	0
Travel & Entertainment	7,923.35	6,700.00	1,223.35	18
Meetings & Conferences	2,103.80	500.00	1,603.80	321
Postage & PO Box Rental	99.35	100.00	(0.65)	(1)
Office Supplies & Expenses	0.00	200.00	(200.00)	(100)
KSU fees	1,928.45	1,800.00	128.45	7
Rent & Services	3,000.00	3,000.00	0.00	0
Insurance - General	550.00	550.00	0.00	0
Advertising	100.00	100.00	0.00	0
Telephone	486.48	400.00	86.48	22
Printing & Reproduction	440.28	550.00	(109.72)	(20)
Governmental Affairs Committee	0.00	500.00	(500.00)	(100)
Marketing/Business Committee	1,462.21	2,000.00	(537.79)	(27)
Education/Technology Committee	0.00	500.00	(500.00)	(100)
Membership Committee	147.52	600.00	(452.48)	(75)
Tourism Committee	0.00	1,000.00	(1,000.00)	(100)
Taxes - Ohio	50.00	75.00	(25.00)	(33)
Meeting Expense	3,517.22	4,500.00	(982.78)	(22)
Annual Meeting Expense	3,106.40	4,000.00	(893.60)	(22)
Administrative Contractor	1,818.00	2,000.00	(182.00)	(9)
Internet Provider	260.00	300.00	(40.00)	(13)
Computer Related Expenses	<u>300.00</u>	<u>300.00</u>	<u>0.00</u>	<u>0</u>
<b>Total Expenses</b>	<u>51,939.67</u>	<u>54,350.00</u>	<u>(2,410.33)</u>	<u>(4)</u>
<b>Operating Income</b>	1,875.33	0.00	1,875.33	0
<b>Other Income</b>				
Shale Income (Loss) Net	<u>(1,158.25)</u>	<u>0.00</u>	<u>(1,158.25)</u>	<u>0</u>
<b>Net Income (Loss)</b>	\$ <u><u>717.08</u></u>	\$ <u><u>0.00</u></u>	\$ <u><u>717.08</u></u>	<u><u>0</u></u>

## EODA Committee Reports

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*Thank you for your hard work and dedication to making the EODA region a better place to live and work.*

### **Committee Chairpersons**

Front Row: Dee Grossman, Cindi Supers, Cindy Voorhies, Jim Schoch and Chris Abbuhl.

Back Row: Don Quicksall, Ed Looman, Paul Prater, Arnold Oliver, Mike Jacoby and Matt Abbott.

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### **Education and Workforce Development Committee**

**Chairpersons: Matt Abbott, Anthony Adornetto and Larry Merry**

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#### **Purpose:**

To promote innovative approaches to education and workforce in the 16-county region through partnerships with educational institutions and businesses sharing similar goals and objective.

#### **Summary of Committee Activities:**

In 2019, the committee planned a panel discussion that brought both business and educational leaders to the forefront at Zane State College in Zanesville. The discussion was centered on real time examples of partnerships that exist among business and educational leaders. The EODA membership was provided the opportunity to ask questions directly to the panelists concerning the formation and ongoing partnership efforts.

#### **Summary of Proposed Committee Activities:**

Moving forward the committee will continue to provide linkages that will support both businesses and educational institutions. By defining the best practices in our region, it is the committee's goal to create more sustainable partnerships to provide leaders in education the guidance in how to best train our future workforce from a business demand perspective.



## **Business Development/Marketing Committee**

### **Chairpersons: Arnold Oliver, Paul Prater and Jo Sexton**

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**Purpose:** To promote the sixteen county region through a strong network of local, regional and statewide economic development professionals. Activities include trade shows, promoting economic development newsletters and maintaining a strong web presence. Trending topics are typically assigned to this committee for initial review.

**Summary of Committee Activities:** EODA was a major sponsor of the Kent State Manufacturing Camp in Tuscarawas County and Zane State Manufacturing Camps in Guernsey and Muskingum counties. EODA sponsored meetings of the Ohio Mid-Eastern Governments Association (OMEGA) and Buckeye Hills Regional Council. The committee sponsored the 2019 Excellence Awards and provided plaques to the award recipients at the EODA Annual Meeting. The committee also provided funds to upgrade the EODA website. Long-time committee members Jo Sexton and Paul Prater retired in 2019. Nick Homrighausen will be a co-chair with Arnold Oliver in 2020.

**Summary of Proposed Committee Activities:** Continue to sponsor events hosted by local development districts, chambers of commerce and local universities. Committee members will also continue to work closely with regional economic development professionals.

## **Membership Committee Chairperson: Cindi Supers**

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### **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 2019 membership campaign activity

Coordinated major sponsor campaign for 2019 with executive director

Continued to maintain membership growth in 2019

## **Nominating Committee Chairperson: Don Quicksall**

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### **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 and submitted slate of officers and board members

### **Summary of Proposed Committee Activities:**

To present a slate of officers and board members at the 2020 Winter meeting

## Tourism Committee

### Chairpersons: Dee Grossman and Amy Rutledge

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**Purpose:** The Tourism Committee was formed in 2017 to promote tourism throughout the sixteen county region. The economic impact of tourism is so important not only in the EODA region but in the state as a whole.

**Summary of Committee Activities:** Members of the Tourism Committee assisted with the 2019 annual meeting. Shasta Mast, Director of the Holmes County Convention and Visitors Bureau provided an assortment of cheeses from Holmes County along with Trail bologna as an appetizer for the annual meeting. The Tourism Committee was in charge of the summer meeting at the Age of Steam Museum in Sugarcreek. Dee Grossman, co-chair, arranged for a tour of the museum after the meeting (see photos below).

#### Summary of Proposed Committee Activities:

The Tourism Committee will be hosting the 2020 EODA summer meeting. They will also assist with the planning of the annual and fall meetings. Committee Co-Chairpersons Dee Grossman, Director of the Tuscarawas County Convention and Visitors Bureau and Amy Rutledge, Director of the Carroll County Convention and Visitors Bureau invite anyone who is interested in growing tourism to join their committee.



## Finance Committee

### Chairperson: Jim Schoch

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#### Purpose:

To protect the financial integrity of EODA

Philipp Mueller an accountant with Rea & Associates serves as a committee member.

#### Responsibilities:

Prepare and review monthly financial information from EODA accountants and treasurer

Prepare vouchers requiring dual signatures on all checks

Prepare annual budget for review and approval by the EODA Board of Directors

Present and approve current financial information at board meetings

**Governmental Affairs/Public Relations Committee**  
**Chairpersons: Dave Wheeler and Ed Looman**

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**Purpose:**

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

**Summary of Committee Activities:**

Hosted the annual fall meeting of EODA at Salt Fork Lodge and Conference Center. The agenda included Dr. Charles Zelek, Senior Economist for the U.S. Department of Energy; USDA State Director, Dave Hall and the City Manager for the City of Columbiana, Lance Willard.

Supported and ratified Broadband Policy Priorities developed by Buckeye Hills Regional Council

Provided a letter of support for a bridge project in Harrison County

Supported other pertinent issues through the EODA region

**Summary of Proposed Committee Activities:**

Continue to support important issues impacting EODA’s 16-county region

**Shale Marketing Update**

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The EODA Shale Marketing Committee, a volunteer group of eastern Ohio economic development professionals and other supporting organizations and companies, remained active in 2019. The committee raised funds from sponsors to undertake events to develop shale-related economic development leads. Major sponsors of these events include AEP Ohio, JobsOhio, Ohio Southeast (formerly known as APEG), Ohio’s Rural Electric Cooperatives, Harrison County Community Improvement Corporation, Tuscarawas County Economic Development Corporation, Monroe County Port Authority, Columbia Gas/NiSource, Dominion Energy, MarkWest



*Committee Members (L to R): Ed Looman and Mike Jacoby*

Energy, Ohio Mid-Eastern Governments Association (OMEGA) and Buckeye Hills Regional Council. In March of 2019, representatives of the committee attended IHS World Petrochemical Conference in San Antonio, TX. The event was attended by numerous petrochemical companies. Representatives of the committee met with several petrochemical companies that demonstrated an interest in learning more about Ohio. Eastern Ohio also was featured at the 2019 Northeast PetChem Conference held Pittsburgh, PA. The advantages

of Eastern Ohio were touted at a booth manned by committee volunteers. The display was designed to promote all counties in the shale play as great places to grow businesses and create jobs.

## Small Business Development Center Committee

Chairpersons: Cindy Voorhies and Steve Schillig



Each center is staffed with highly-trained, Certified Business Advisors® (CBA) to help small businesses and entrepreneurs with development and growth to increase sales and create jobs in their local communities.



## 2016 – 2019 ECONOMIC IMPACT

- Helped clients access nearly \$29 million in capital
- Assisted over 850+ small businesses
- Clients created more than 1000 new jobs
- Helped 300+ clients start a business
- Provided 350+ trainings with more than 3,200 participants

**Regional Director, Lissa Jollick**  
jollickl@ohio.edu | 740-593-0473

**Business Advisor, John Voorhies | Morgan, Noble, Monroe, Washington**  
voorhies@ohio.edu | 740-373-9056

**Director, Cindy Voorhies | Muskingum, Guernsey, Belmont**  
voorhie@ohio.edu | 740-588-1331

**Business Advisor, Erin Gibson | Fairfield, Perry, Hocking, Athens, Meigs**  
gibsone@ohio.edu | 740-593-0474

**Training Specialist/Business Advisor, Carleen Dotson | Fairfield, Perry, Hocking, Athens, Meigs**  
dotsonc1@ohio.edu | 740-593-0832



## **2016 - 2019 Economic Impact**

### **SBDC at Kent State Tuscarawas**

- **Assisted nearly 1,000 Clients**
- **Clients created over 350 new jobs**
- **Helped nearly 100 clients start a new business**
- **Provided training and workshops for more than 3,800 participants**
- **Helped clients access nearly \$27 million in capital**

Center Director, Steve Schillig | Carroll, Columbiana, Coshocton, Harrison,  
Holmes, Jefferson & Tuscarawas

sschil10@kent.edu | 330.308.7479

Program Assistant, Deanna Spencer

dmspence@kent.edu | 330.308.7522



# 2019 Annual Meeting & EODA Excellence Awards

The 29th Annual Meeting of the Eastern Ohio Development Alliance was held on April 26<sup>th</sup> at the Carlisle Village Inn in Walnut Creek. Over 200 attendees enjoyed the meeting and an Amish meal served family style. U.S. Senator Rob Portman was the keynote speaker and assisted with the presentation of five EODA Excellence Awards as well as grant fund awards from the Don Myers Legacy Fund and Dale Hileman Legacy Fund.

## Manufacturing Excellence Award



**Ludowici Roof Tile (Perry County)**

**Nominated by: John Ulmer, Perry County Chamber of Commerce**

# Small Business Excellence Awards



**Battle Horse Knives (Guernsey County)**

**Nominated by: Dave Wilson, Guernsey County Commissioner**



**Guggisberg Cheese (Holmes County)**

**Nominated by: Mark Leininger, Executive Director of the Holmes County  
Economic Development Council**

## Tourism Excellence Award



**Historic Roscoe Village (Coshocton County)**

**Nominated by: Amy Stockdale, Executive Director of the Coshocton County  
Chamber of Commerce**



**Stewart-Glapat Corporation (Muskingum County)**

**Nominated by: Matt Abbott, Executive Director of the Zanesville-Muskingum County  
Port Authority**



## Donald R. Myers Legacy Fund Awards



**Scioto Valley Local Schools Magic Closet Program (Pike County)**

**Accepting award (center) is John Hemmings, Executive Director of the Ohio Valley Regional Development Commission**



**East Liverpool City Hospital Summer Skills Program (Columbiana County)**

**Presenting award (far left) is Eric Myers, son of the late Donald R. Myers**

## Dale Hileman Legacy Fund Award



**United Way Young Professionals Program - Guernsey, Monroe and Noble Counties**

**Presenting award (middle left) is Evelyn Hileman, widow of Dale Hileman**

The **Donald R. Myers Legacy Fund** and **Dale Hileman Legacy Fund** are operated in partnership with the Foundation for Appalachian Ohio. The Donald R. Myers Fund is a permanent source of funding to encourage and support Appalachian Ohio's nonprofit and government organizations in collaborative activities that benefit quality of life. Grant distributions from the fund will make a difference in the areas Mr. Myers worked so passionately to promote, including: education, regional networking opportunities, support for community leaders, and fulfillment of basic needs. Mr. Myers was a previous executive director of the Ohio Mid-Eastern Governments Association (OMEGA) and president of the Eastern Ohio Development Alliance.

Dale Hileman was a 40-year employee of Columbia Gas and the first executive director of EODA. Mr. Hileman was known for having a great gift of bringing people together for the greater good of the region. The legacy fund established in his memory supports charitable, scientific, or educational activities of organizations working to promote economic growth in eastern Ohio. Both funds are advised by members of local development districts, EODA, private sector representatives, and members of the Myers and Hileman families.



## Fall Meeting Featured Economist from Department of Energy

The Eastern Ohio Development Alliance held a meeting on November 8, 2019 at the Salt Fork Lodge and Conference Center in Guernsey County. Members and guests were provided an update on shale oil and gas in Ohio and neighboring states by Dr. Charles Zelek, a Senior Economist with the U.S. Department of Energy. State Director of the U.S. Department of Agriculture, Dave Hall, also shared very encouraging news on projects recently fund by USDA and partnering agencies; including initiatives to provide broadband services to rural Ohio. Good news was also share by Lance Willard, City Manger for the City of Columbiana which was recently named the ***Nicest Place in America*** by Reader's Digest magazine (*see page 3*).



**Dr. Chuck Zelek, Senior Economist,  
U.S. Department of Energy**

*A link to Dr. Zelek's presentation is provided  
on EODA's website - [www.eoda.org](http://www.eoda.org)*



**Dave Hall, State Director  
U.S. Department of Agriculture**



## Thank you U.S. Senator Rob Portman



A sincere thank you to U.S. Senator Rob Portman who served as the keynote speaker at our 29th annual meeting in April. Senator Portman also assisted in congratulating the Excellence Award and Legacy Fund recipients. In the photo above, EODA Executive Director, Jim Schoch (left) presents Senator Portman with a basket of items produced in Ohio. EODA is thankful for the continued support of Senator Portman as we focus on the economic development needs in eastern and southeastern Ohio.

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**EODA**  
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**Cambridge, OH 43725**

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