



Department of Economic Development

Regional Growth, Development & Small Business Enterprise Committee

July 2, 2024

Our mission is to enhance **economic
prosperity** for all Toledo residents.

Department of Economic Development

How We Fulfill Our Mission

Department of Economic Development

- ☐ Attract new companies that provide high-paying jobs
- ☐ Retain existing companies
- ☐ Help existing companies expand their operations and grow their workforce
- ☐ Assist entrepreneurs in starting and scaling up their businesses
- ☐ Support developers with their projects

Strategic Focus

Department of Economic Development

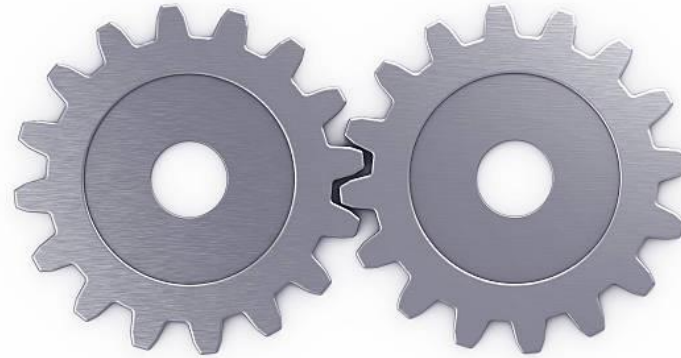
Export Businesses

Jeep®



Toledo
Refining Company®

LIBBEY®
First Solar®



OWENS
CORNING

Population-Based Businesses

Pan-Asian Grille
balance

Franklin Park
MALL



JŪPMODE

Target Industries

Export Businesses



Logistics & Distribution



Advanced Manufacturing



Automotive



Food Processing



Energy

Who Do We Serve

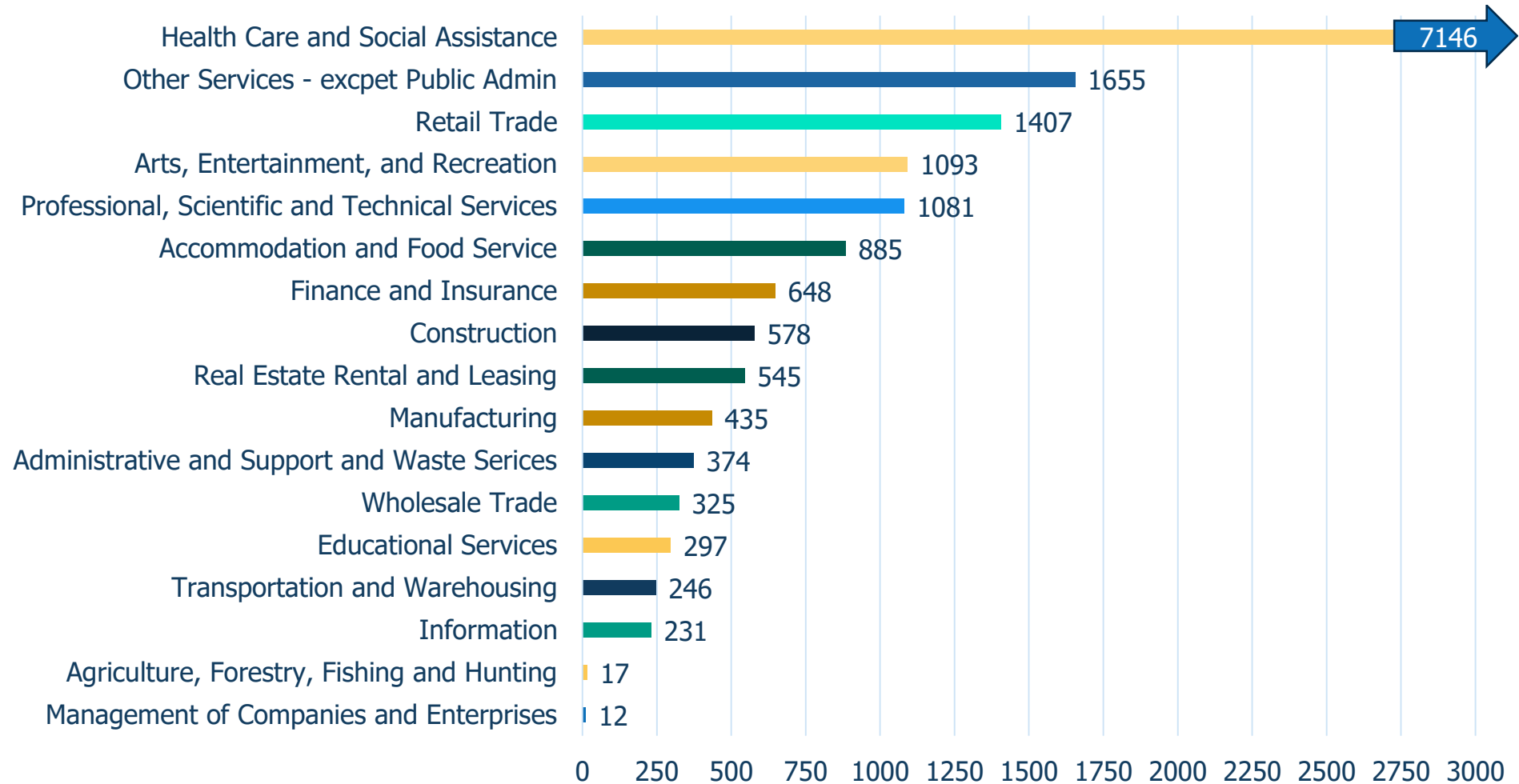
Department of Economic Development

16,090
Businesses

Source: Data Axle – Reference USA Catalog, Verified Businesses in City of Toledo, June 2024

Businesses by Industry

Toledo, Ohio



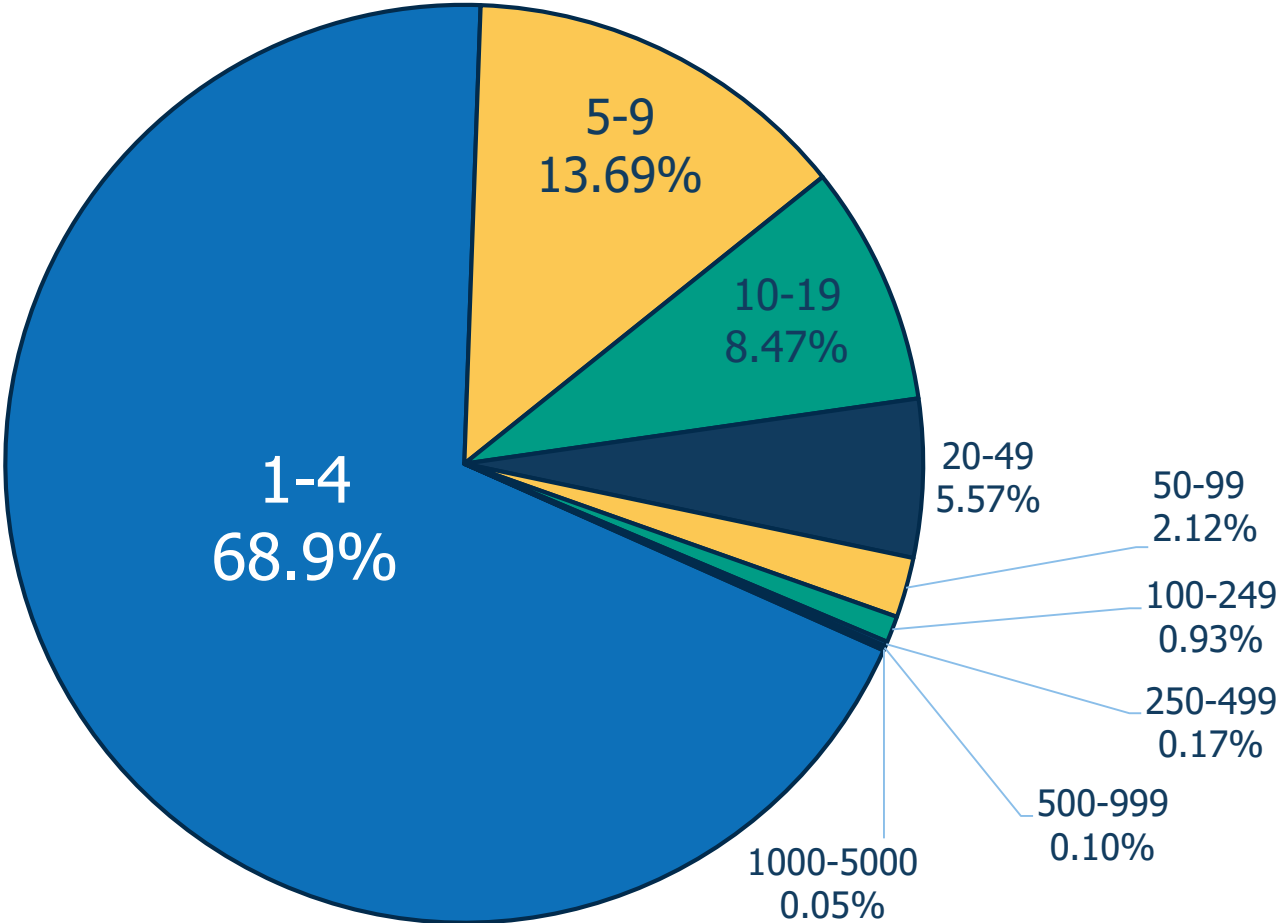
Source: Data Axle – Reference USA Catalog, Verified Businesses in City of Toledo, June 2024

Small business is **big business** in Toledo.

Department of Economic Development

Businesses by Employment Size

Toledo, Ohio



Source: Data Axle – Reference USA Catalog, Verified Businesses in City of Toledo, June 2024

Deputy Director of Small Business Development

Department of Economic Development

- ❑ Dedicated liaison in city hall for small businesses
- ❑ Oversees various programs and initiatives aimed at supporting small business development
- ❑ Collaborates with small business development organizations to strengthen the entrepreneurial ecosystem



April Welch

Small Business Resource Partners

Department of Economic Development

- Assets Toledo
- Center for Innovative Food Technology
- Economic & Community Dev. Institute
- Local Initiatives Support Corporation
- Minority Business Assistance Center
- University of Toledo
- Mercy Innovations
- NWO Hispanic Chamber of Commerce
- Small Business Development Center
- Toledo African American Chamber of Commerce
- Toledo Regional Chamber of Commerce
- Toledo-Lucas County Port Authority
- Toledo-Lucas County Public Library
- Women of Toledo

Challenges for Investment and Job Creation

Department of Economic Development

- ❑ **Speed** – Transitioning the company from spending money to generating revenue quickly.
- ❑ **Risk** – Identifying, minimizing and overcoming both real and perceived risks.
- ❑ **Money** – Optimizing financial resources to ensure profitability and sustained growth



Overcoming Challenges with Speed, Risk & Money

Brownfield Redevelopment Strategy

Challenge for Investment & Job Creation - **Speed**



Overland



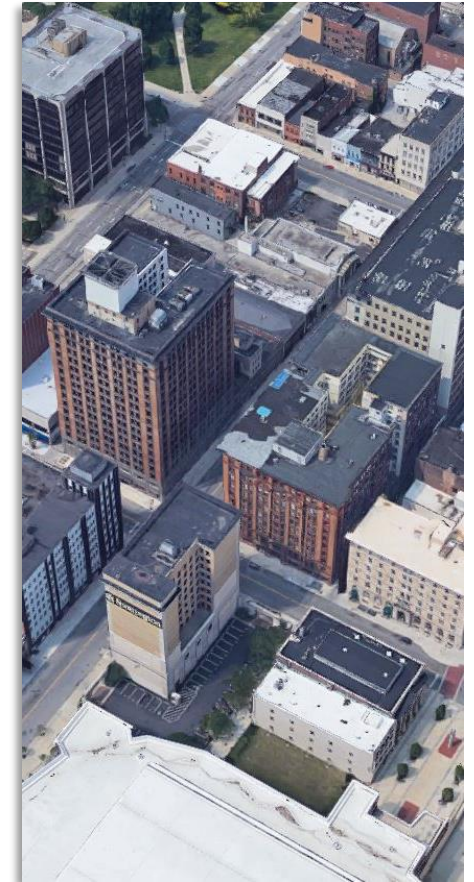
Southwyck



Textileather



North Towne



Four Corners

Pre-Development Meeting Program

Challenge for Investment & Job Creation - **Speed**

- **Concept:** A walkthrough to determine how code might impact the proposed use.
- **Pre-Plan Submission:** A review of architectural drawings that are 80% or more completed.
- **Untie the Knot:** Solve problems that have arisen in the process.





Toledo Permit Planner

Zoning Portal

Learn where you can locate your home or business in the City of Toledo.

[Check my zoning](#)

Residential Portal

For homeowners, professional contractors, real estate agents, and architects

[Start →](#)

Business Portal

This tool identifies and estimates the permits, licenses, and fees needed to open or expand your business in the City of Toledo.

[Start →](#)

2023 Permit Planner Stats

Challenge for Investment & Job Creation - **Risk**

- ❑ **1,699** Inquiries Answered
- ❑ **10,130** (2,075 business, 3,799 residential started) Projects Started
- ❑ **1,322** (212 business, 848 residential) Projects Finished
- ❑ **3,303** Zoning Visitors
- ❑ **3,768** Zoning Lookups

Incentive Programs

Challenge for Investment & Job Creation - **Money**

Payroll Incentives

- Toledo Expansion Incentive
- Municipal Jobs Creation Tax Credit

Real Estate Incentives

- Commercial and Industrial Tax Abatement
- Façade Improvement Grant
- Façade Improvement Pilot Planning Grant
- White Box Grant
- White Box Pilot Planning Grant
- US EPA Environmental Assessment Grant
- US EPA Brownfield Revolving Loan Fund
- City-Owned Real Estate

Business Financing

- Enterprise Development Loan
- Toledo Business Growth Fund

Infrastructure Incentives

- Tax Increment Financing
- Two Percent Utility Infrastructure Program

Toledo Business Growth Fund

Challenge for Investment & Job Creation - **Money**

Flexible low-interest long term financing for a variety of business needs and uses

Benefits

- Loan terms up to 20 years
- Lower rates than conventional financing
- Flexible credit requirements
- Ideal for women-owned, minority- owned, or veteran-owned businesses

Eligible Uses

- Working capital
- Machinery and equipment
- Construction or preservation of commercial real estate
- Clearance and demolition
- Site preparation
- Capitalized interest and reserves

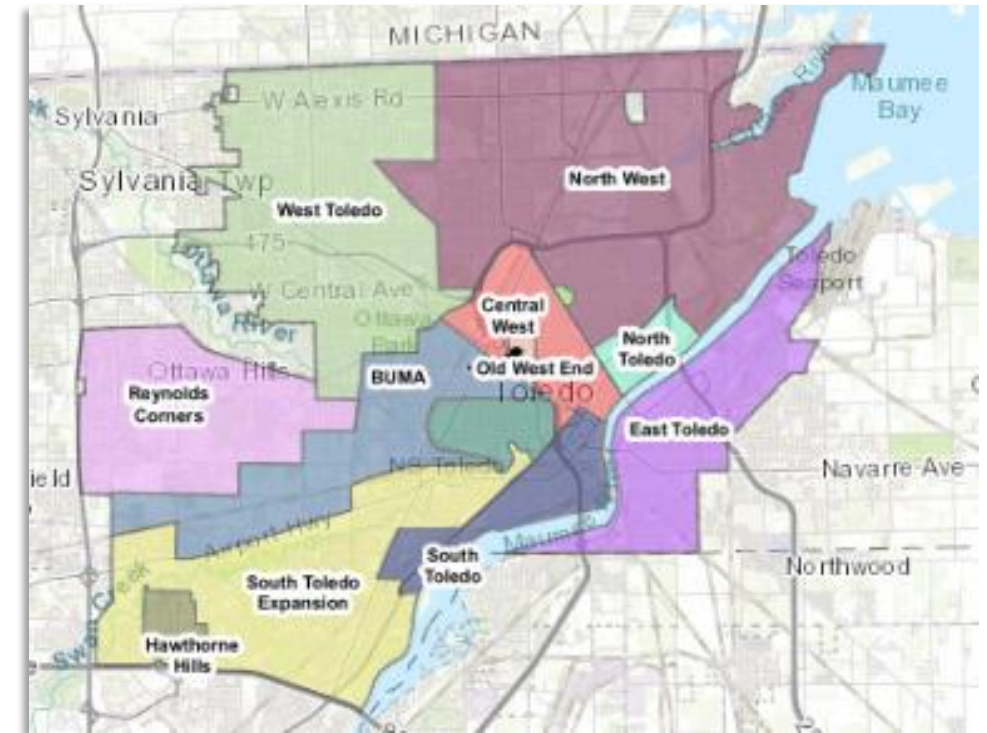
Eligible Businesses

- 3 or more years of operations
- Income producing commercial real estate owned and operated by entity with 3+ years of experience
- Benefit low- and moderate-income residents through job creation or retention

Commercial and Industrial Tax Abatement Program

Challenge for Investment & Job Creation - **Money**

- ❑ 100% tax exemption on increased property value resulting from project
- ❑ Up to 12 years for renovation and 15 years for new construction
- ❑ Improvements that May Increase Real Property Tax Value:
 - ❑ New construction
 - ❑ New addition to existing structure
 - ❑ Porches
 - ❑ Remodel basement or attic into living area
 - ❑ Structural improvements to existing interior or exterior





The Vibrancy Initiative is designed to enhance the city's vitality by supporting revitalization efforts that will create jobs, reduce blight, and preserve and improve structures in our community.

For more information, visit toledo.oh.gov/vibrancy-initiative

Vibrancy Initiative



Façade Improvement Program

Challenge for Investment & Job Creation - **Money**

Helps property owners transform the facade of commercial, industrial, and mixed-use buildings by providing a 50% matching grant to reimburse expenses incurred during a comprehensive facade improvement. The minimum grant amount is \$10,000 and the maximum grant amount is \$40,000.

- **2019** Program Launched
- **58** Façade Grants Awarded
- **18** Existing Businesses that have retained **336** jobs
- **22** New Businesses that have created **105** jobs
- **\$81,533,549** of Leveraged Private Sector Investment



White Box Grant Program

Challenge for Investment & Job Creation - **Money**

Helps property owners bring vacant commercial first-floor spaces into compliance with current state and local building code, fire safety code, and accessibility requirements, thus creating a functional "white box" space ready for customization and occupancy by a business. The minimum grant amount is \$25,000 and the maximum grant amount is \$75,000.

- **2021** Program Launched
- **20** White Box Grants Awarded
- **11** New Businesses that have created **40** jobs
- **\$21,600,000** of Leveraged Private Sector Investment
- **171,733 Square Feet** of New Leasable Space

Ridge & River



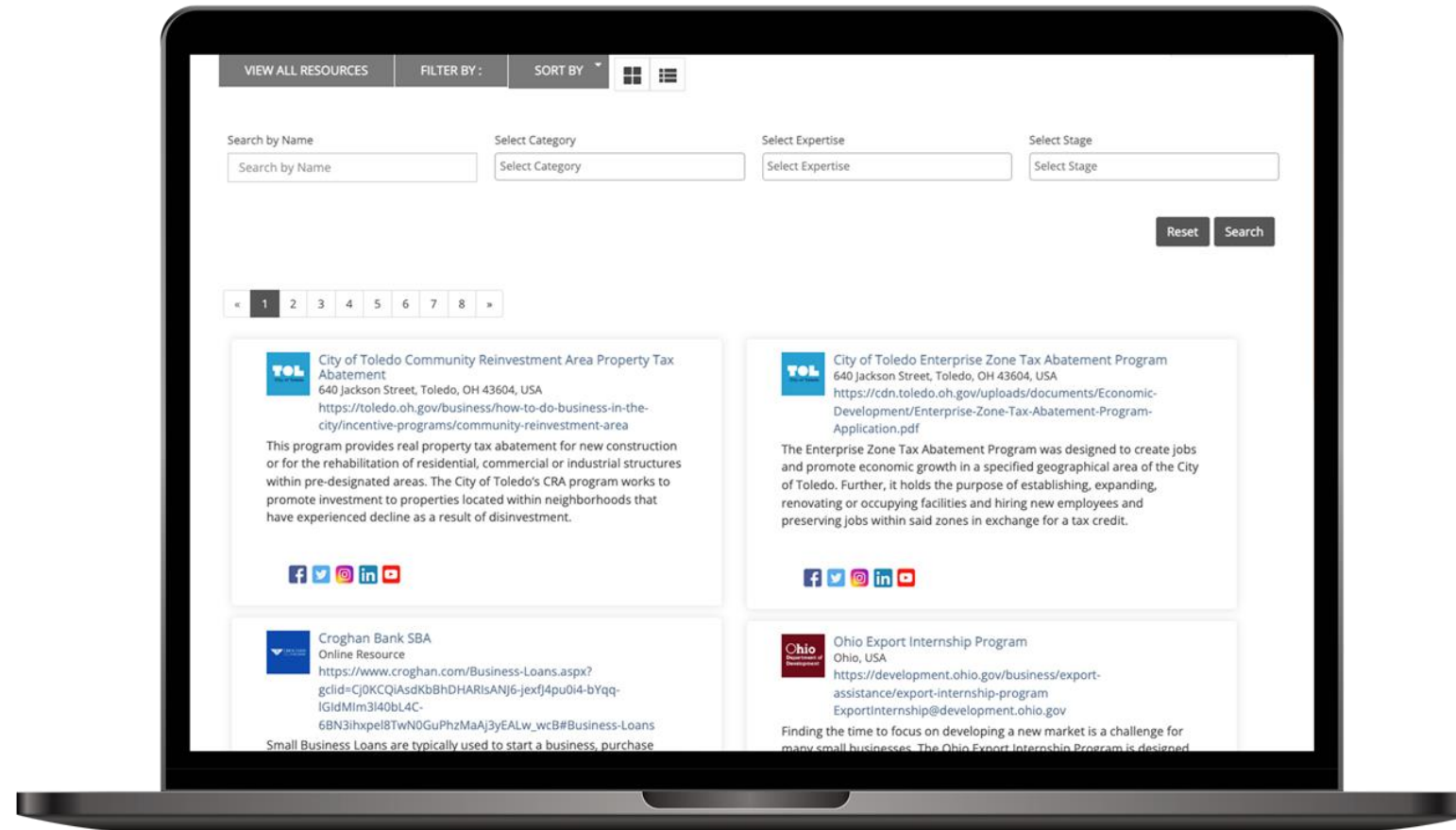
Initiatives We're Working On

Department of Economic Development

- ☐ Updating Enterprise Development Loan Program
- ☐ New Business Resources Guide
- ☐ Development Resource Guide
- ☐ Toledo Small Business Development Organization Collective – Ecosystem Mapping
- ☐ Business Retention and Expansion Program

Toledo Ramp

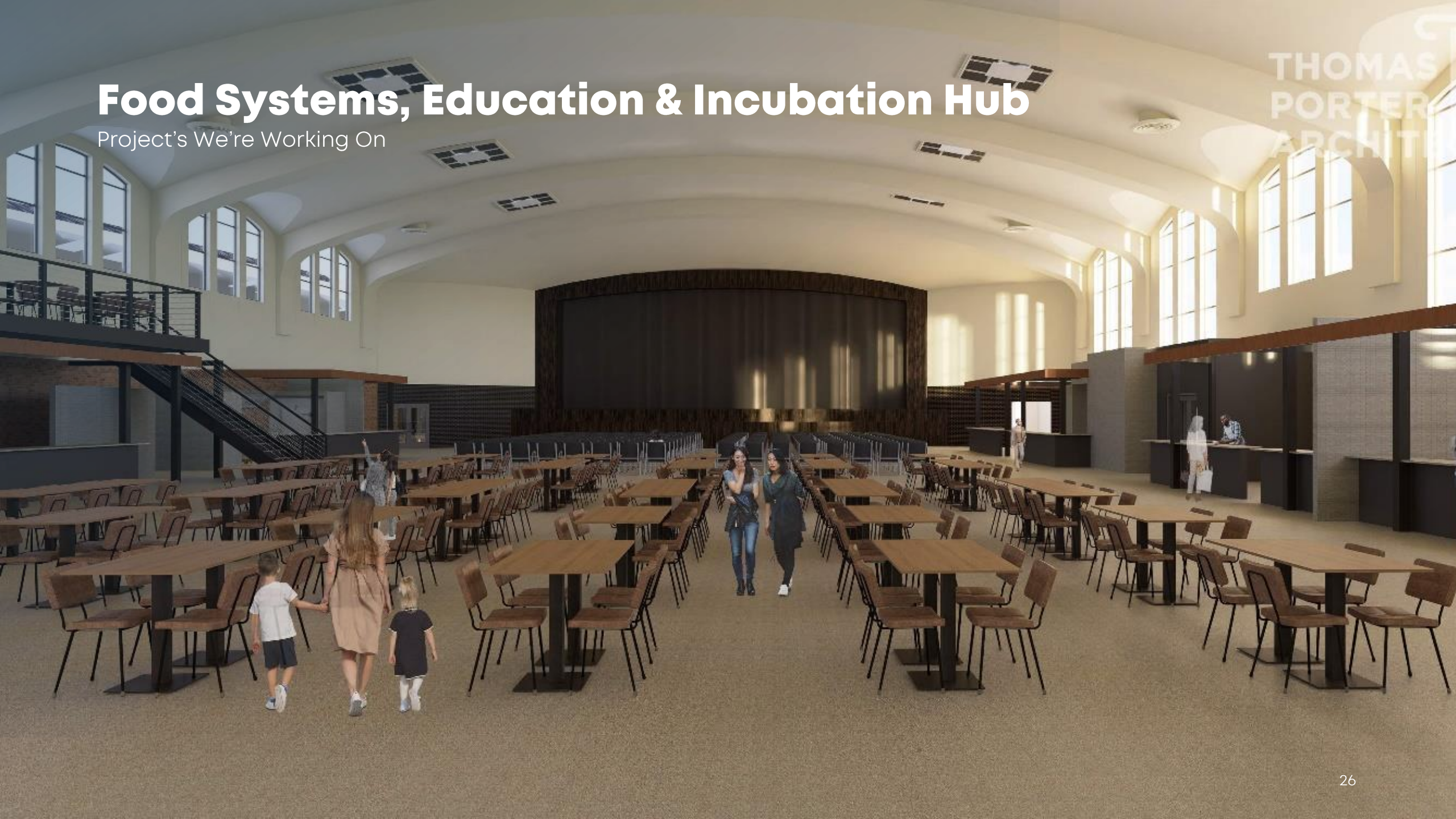
Challenge for Investment & Job Creation – **Speed, Risk and Money**



Food Systems, Education & Incubation Hub

Project's We're Working On

THOMAS
PORTER
ARCHITECTS



PEDESTRIAN BRIDGE

Toledo Farmers' Market

Projects We're Working On

PLAY AREA

MIXED USE RESIDENTIAL

BUILDING REUSE

FOOD HALL

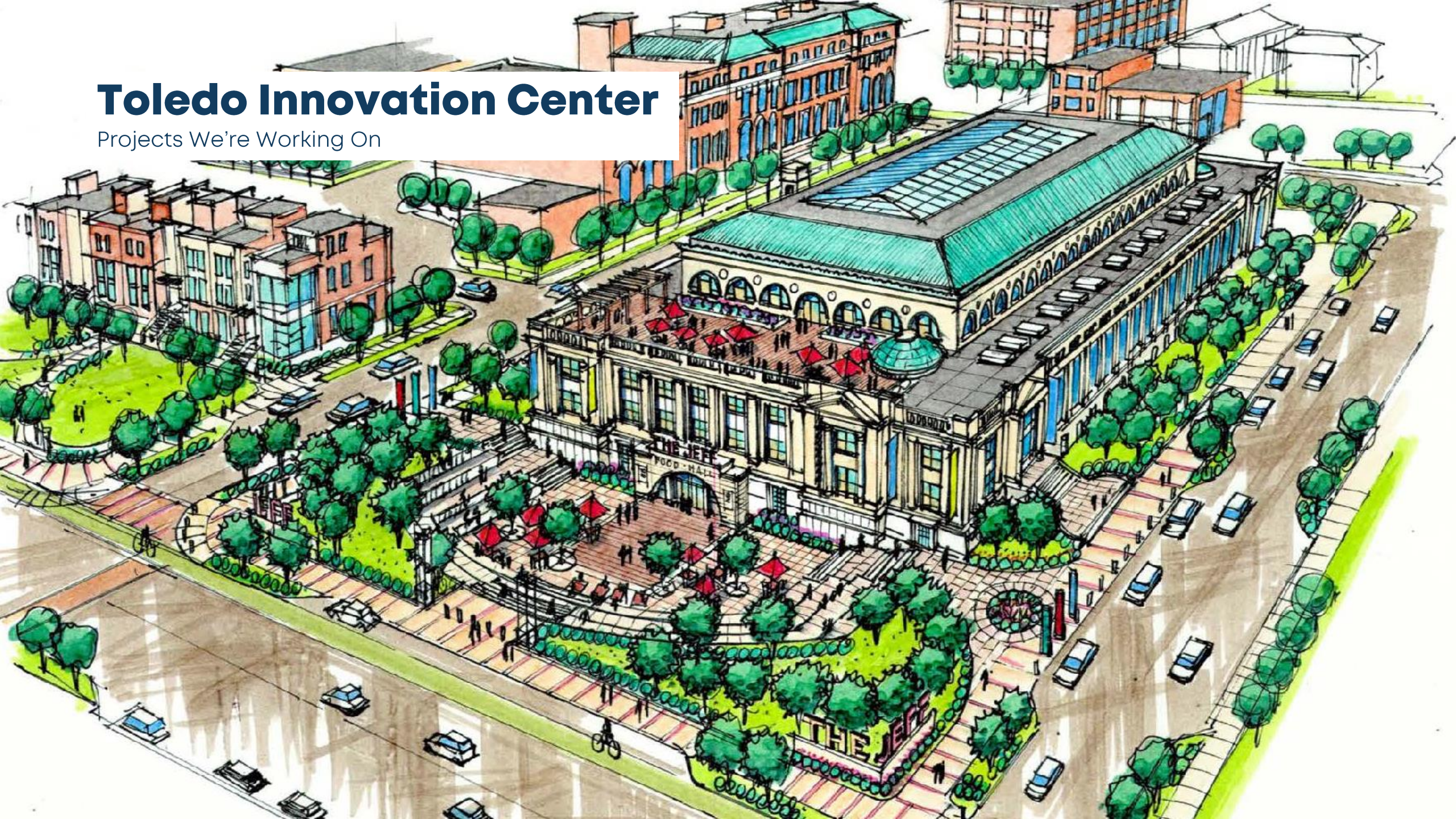
FARMER'S MARKET



An **innovation district** is an emerging urban model where leading-edge anchor institutions and companies cluster and connect with start ups, business incubators and accelerators. They are also physically compact, transit-accessible, technically-wired and offer mixed-use housing, office, and retail.

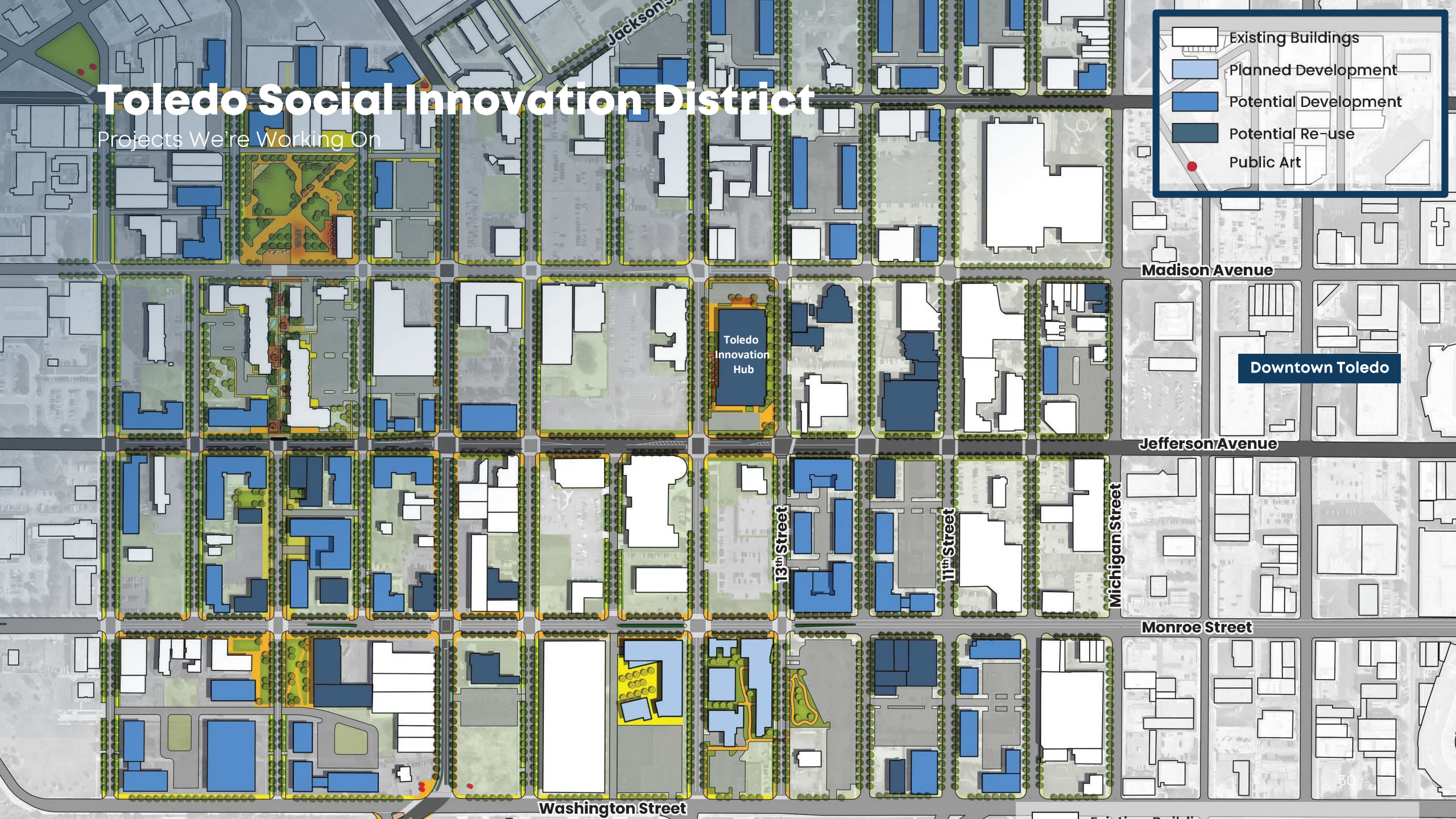
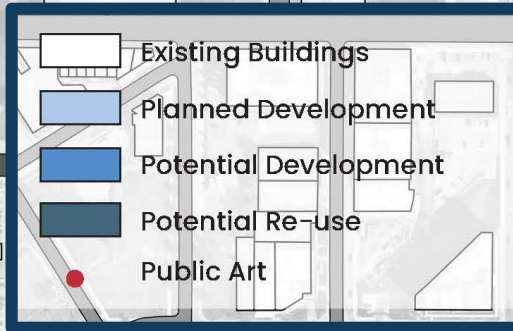
Toledo Innovation Center

Projects We're Working On



Toledo Social Innovation District

Projects We're Working On





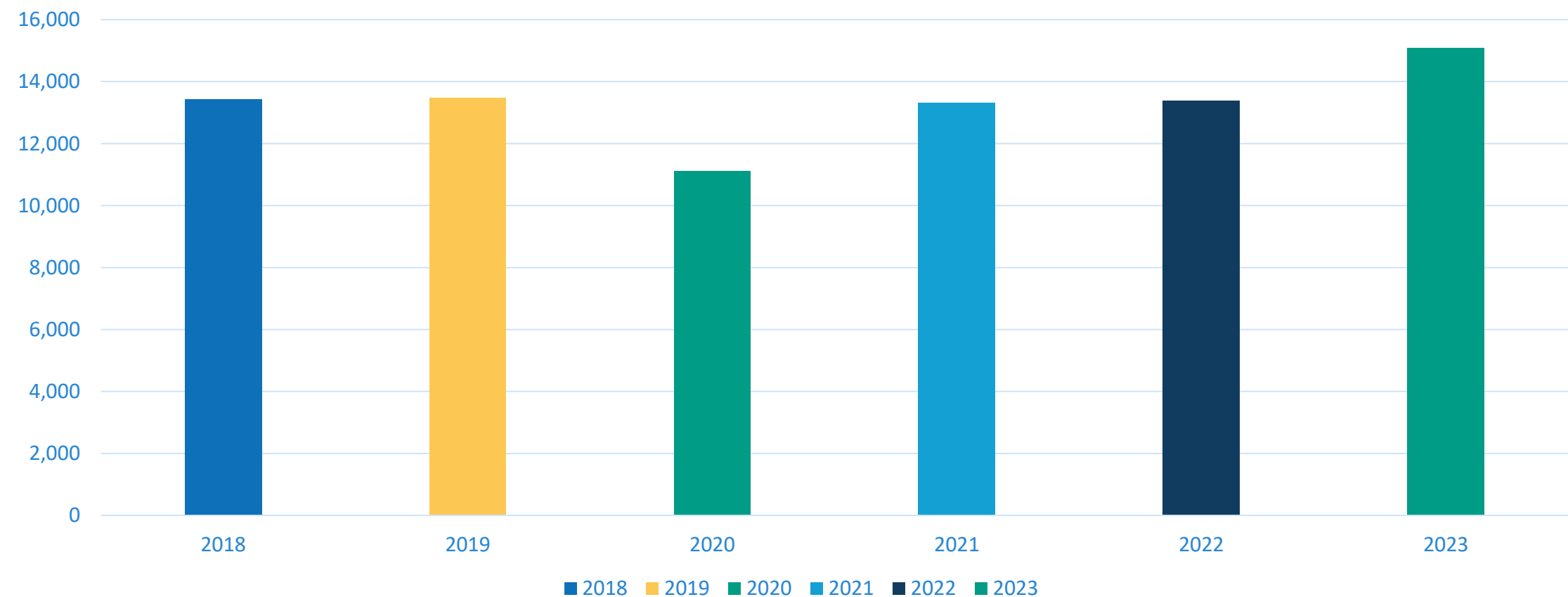
Department of Building & Code Compliance

Regional Growth, Development & Small Business Enterprise Committee

July 2, 2024

Permits Issued Over Past Six Years

Department of Building & Code Compliance



Online Building Permit System

Department of Building and Code Compliance

- ❑ **Increased Efficiency:** Streamlined Processes, Faster Processing
- ❑ **Improved Accessibility:** 24/7 Availability, User-Friendly Interface
- ❑ **Enhanced Transparency:** Real-Time Updates, Document Tracking
- ❑ **Cost Savings:** Reduced Administrative Costs, Lower Applicant Costs
- ❑ **Better Record Keeping and Management:** Digital Records, Data Integration
- ❑ **Improved Communication:** Automated Notifications, Direct Messaging
- ❑ **Environmental Benefits:** Paper Reduction, Less Travel
- ❑ **Enhanced Compliance and Accountability:** Audit Trails, Regulatory Updates
- ❑ **Scalability:** Handling Higher Volume, Future Expansion
- ❑ **Data Analytics and Reporting:** Data Insights, Performance Metrics



Department of Diversity, Equity & Inclusion

Regional Growth, Development & Small Business Enterprise Committee

July 2, 2024

Mission

Department of Diversity, Equity, and Inclusion

- ❑ The City's Department of Diversity, Equity, and Inclusion (DEI) fosters **safe and equitable work environments**, supports **inclusive economic growth through local businesses**, and works to **advance systemic change** throughout the community.
- ❑ Our Department internally prioritizes the work culture of City of Toledo **Employees** and, externally, the livelihoods of City of Toledo **Residents**.

Functions

Department of Diversity, Equity, and Inclusion

- ❑ Workforce Culture (fair and safe work environments)
- ❑ Compliance & Investigations (local, state, and federal laws)
- ❑ Accessibility Services (programs, services, facilities, livelihoods)
- ❑ Business & Supplier Inclusion (minority, women, small, veteran, DBE)
- ❑ Advocacy & Opportunity (advancing systemic change)

The Case for Business & Supplier Inclusion

Department of Diversity, Equity, and Inclusion

- ❑ Cities thrive when diversity, equity, and inclusion are in action.
- ❑ The growth and prosperity of cities are stunted when significant portions of the population are marginalized, under resourced, or overlooked.
- ❑ Toledo is better when all residents, regardless of their backgrounds, earn a living wage, live in safe and healthy neighborhoods, pay taxes, and **support local businesses and entrepreneurs.**

The Case for Business & Supplier Inclusion

Department of Diversity, Equity, and Inclusion

City of Toledo Business & Supplier Inclusion

- ❑ We foster inclusive economic growth by supporting local businesses through certification, increasing resource access, and capacity-building.
- ❑ Mandated by city code and state/federal laws to monitor, analyze, and report minority, women, veteran, and disadvantaged business enterprise utilization for all city departments based upon city certifications, contract awards, contract payments, and vendor registration data.

The Case for Business & Supplier Inclusion

Department of Diversity, Equity, and Inclusion

- ❑ With the expansion of state and local government procurement, removing barriers to contracting participation could advance a more equitable and accessible contracting environment.
- ❑ For decades, many localities have implemented procurement policies and practices to increase the participation of businesses owned by minority, small, and disadvantaged populations.

A photograph of a man wearing a white hard hat, safety glasses, and a high-visibility safety vest over a patterned shirt. He is standing in front of a construction site with scaffolding and building materials. The entire image is overlaid with a semi-transparent blue filter.

Disparity Study Implementation

Background

Disparity Study Implementation

- ❑ Toledo's first disparity study was conducted by Griffin and Strong and completed in 2022
- ❑ Study results were presented to City Council Committee of the Whole October 18, 2022
- ❑ City engaged with Griffin and Strong to complete program implementation plan based on recommendations

About the Study

Disparity Study Implementation

- ❑ Study covered firms in Toledo, Ohio Market Area (counties of Fulton, Lucas, Ottawa, and Wood) over 2016 - 2020 (5 years)
- ❑ An analysis found that disparities by race, ethnicity, or gender of firm owners remained after controlling for capacity and other factors. Anecdotal findings supported this analysis.
- ❑ Twelve recommendations were made for utilizing some race and gender-conscious program elements in addition to race and gender neutral efforts, such as monitoring prevailing wage.

Implementation Strategies

Disparity Study Implementation

- ☐ Contract by Contract Goals
- ☐ Certification Process
- ☐ Bonding Waivers
- ☐ Streamlined Documentation Submission
- ☐ Contract Compliance
- ☐ Purchasing Forecasts
- ☐ Support Services & Capacity-Building
- ☐ Review and Reporting

Supportive Services, Capacity-Building & Opportunity

Disparity Study Implementation

- ☐ Alignment with the City of Toledo Department of Economic Development
- ☐ New Hire for MWSBE Certifications & Business Outreach
- ☐ Expanded partnership with Toledo Regional Chamber of Commerce Minority Business Assistance Center (MBAC)
- ☐ Shared Support Services Location
- ☐ Maximizing apprenticeship and workforce development opportunities
- ☐ Increased MWSBE utilization on upcoming large projects
- ☐ Capacity-Building through grant funding & Partnership opportunities

Recommendation Forecasting, Outreach, and Supportive Services | **Departments** DEI, Finance, Community Partners



Thank you.

➔ toledo.oh.gov