



Round 3: Application Form

Local Government Innovation Fund

Step One: Fill out this Application Form in its entirety.

Step Two: Fill out the online submission form and submit your application materials. All supplemental application materials should be combined into one file for submission.

LGIF: Applicant Profile

Lead Applicant	
Project Name	
Type of Request	
Funding Request	
JobsOhio Region	
Number of Collaborative Partners	

Office of Redevelopment

Website: <http://development.ohio.gov/Urban/LGIF.htm>

Email: LGIF@development.ohio.gov

Phone: 614 | 995 2292

Lead Applicant		Round 3	
Project Name		Type of Request	

Lead Applicant				
Mailing Address:	Address Line 1			
	Address Line 2			
	City	State	Zip Code	
City, Township or Village			Population (2010)	
County			Population (2010)	
Did the lead applicant provide a resolution of support?		Yes (Attached)	No (In Process)	

Project Contact				
Complete the section below with information for the individual to be contacted on matters involving this application.				
	Project Contact		Title	
Mailing Address:	Address Line 1			
	Address Line 2			
	City	State	Zip Code	
Email Address			Phone Number	

Fiscal Officer				
Complete the section below with information for the entity and individual serving as the fiscal agent for the project.				
	Fiscal Officer		Title	
Mailing Address:	Address Line 1			
	Address Line 2			
	City	State	Zip Code	
Email Address			Phone Number	
Is your organization registered in OAKS as a vendor?		Yes	No	

Section 1
Contacts

Lead Applicant		Round 3	
Project Name		Type of	

Single Applicant		
Is your organization applying as a single entity?	Yes	No
Participating Entity: (1 point) for single applicants		

Collaborative Partners		
Does the proposal involve other entities acting as collaborative partners?	Yes	No
<p>Applicants applying with a collaborative partner are required to show proof of the partnership with a partnership agreement signed by each partner and resolutions of support from the governing entities. If the collaborative partner does not have a governing entity, a letter of support from the partnering organization is sufficient. Include these documents in the supporting documents section of the application.</p> <p>In the section below, applicants are required to identify population information and the nature of the partnership.</p> <p>Each collaborative partner should also be clearly and separately identified on pages 4-5.</p>		
Number of Collaborative Partners who signed the partnership agreement, and provided resolutions of support.		
Participating Entity: (5 points) allocated to projects with collaborative partners.		

Population		
The applicant is required to provide information from the 2010 U.S. Census information, available at: http://factfinder2.census.gov/		
Does the applicant (or collaborative partner) represent a city, township or village with a population of less than 20,000 residents?	Yes	No
	List Entity	
	Municipality/Township	Population
Does the applicant (or collaborative partner) represent a county with a population of less than 235,000 residents?	Yes	No
	List Entity	
	County	Population
Population: (3-5 points) determined by the smallest population listed in the application. Applications from (or collaborating with) small communities are preferred.		

Section 2 Collaborative Partners

Lead Applicant		Round 3	
Project Name		Type of Request	

Nature of Partnership (2000 character limit)

As agreed upon in the partnership agreement, please identify the nature of the partnership, and explain how the main applicant and the partners will work together on the proposed project.

Section 2
Collaborative Partners

List of Partners

The applicant applying with collaborative partners (defined in §1.03 of the LGIF Policies) must include the following information for each applicant:

- **Name of collaborative partners**
- **Contact Information**
- **Population data (derived from the 2010 U.S. Census)**

If the project involves more than 12 collaborative partners, additional forms are available on the LGIF website.

Lead Applicant		Round 3		
Project Name		Type of Request		

Collaborative Partners					
Number 1					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 2					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 3					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 4					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	

Section 2 Collaborative Partners

Lead Applicant		Round 3		
Project Name		Type of Request		

Collaborative Partners					
Number 5					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	
				<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 6					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	
				<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 7					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	
				<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 8					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	
				<input type="checkbox"/> Yes <input type="checkbox"/> No	

Section 2 Collaborative Partners

Lead Applicant		Round 3		
Project Name		Type of Request		

Collaborative Partners					
Number 9					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	
				<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 10					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	
				<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 11					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	
				<input type="checkbox"/> Yes <input type="checkbox"/> No	

Collaborative Partners					
Number 12					
Address Line 1		Population			
Address Line 2		Municipality /Township		Population	
City	State	Zip Code	County	Population	
Email Address		Phone Number			
Resolution of Support		Signed Agreement		<input type="checkbox"/> Yes <input type="checkbox"/> No	
				<input type="checkbox"/> Yes <input type="checkbox"/> No	

Section 2 Collaborative Partners

Lead Applicant		Round 3	
Project Name		Type of Request	

Identification of the Type of Award	
Targeted Approach	

Project Description (4000 character limit)

Please provide a general description of the project. The information provided will be used for council briefings, program, and marketing materials.

Section 3
Project Information

Lead Applicant		Round 3	
Project Name		Type of Request	

Past Success	Yes	No
Past Success (5 points)		
Provide a summary of past efforts to implement a project to improve efficiency, implement shared services, coproduction, or a merger. (1000 character limit)		

Scalable/Replicable Proposal	Scalable	Replicable	Both
Scalable/Replicable (10 points)			
Provide a summary of how the applicant's proposal can be replicated by other local governments or scaled for the inclusion of other local governments. (1000 character limit)			

Section 3
Project Information

Probability of Success	Yes	No
Probability of Success (5 points)		
Provide a summary of the likelihood of the grant study recommendations being implemented. Applicants requesting a loan should provide a summary of the probability of savings from the loan request. (1000 character limit)		

Lead Applicant		Round 3	
Project Name		Type of Request	

Performance Audit Implementation/Cost Benchmarking	Yes	No
Performance Audit/Benchmarking (5 points)		
<p>If the project is the result of recommendations from a performance audit provided by the Auditor of State under Chapter 117 of the Ohio Revised Code or a cost benchmarking study, please attach a copy with the supporting documents. In the section below, provide a summary of the performance audit or cost benchmarking study. (1000 character limit)</p>		

Economic Impact	Yes	No
Economic Impact (5 points)		
<p>Provide a summary of how the proposal will promote a business environment (through a private business relationship) and/or provide for community attraction. (1000 character limit)</p>		

Section 3
Project Information

Response to Economic Demand	Yes	No
Response to Economic Demand (5 points)		
<p>Provide a summary of how the project responds to substantial changes in economic demand for local or regional government services. The narrative should include a description of the current service level. (1000 character limit)</p>		

Budget Information

General Instructions

- Both the Project Budget and Program Budgets are required to be filled out in this form.
- Consolidate budget information to fit in the form. Additional budget detail may be provided in the budget narrative or in an attachment in Section 5: Supplemental Information.

Project Budget:

- The Project Budget justification must be explained in the Project Budget Narrative section of the application. This section is also used to explain the reasoning behind any items on the budget that are not self explanatory, and provide additional detail about project expenses.
- The Project Budget should be for the period that covers the entire project. The look-back period for in-kind contributions is two (2) years. These contributions are considered a part of the total project costs.
- For the Project Budget, indicate which entity and revenue source will be used to fund each expense. This information will be used to help determine eligible project expenses.
- Please provide documentation of all in-kind match contributions in the supporting documents section. For future in-kind match contributions, supporting documentation will be provided at a later date.

Program Budget:

- Six (6) years of Program Budgets should be provided. The standard submission should include three years previous budgets (actual), and three years of projections including implementation of the proposed project. A second set of three years of projections (one set including implementation of this program, and one set where no shared services occurred) may be provided in lieu of three years previous if this does not apply to the proposed project.
- Please use the Program Budget Narrative section to explain any unusual activities or expenses, and to defend the budget projections. If the budget requires the combining of costs on the budget template, please explain this in the narrative.

Return on Investment:

- A Return on Investment calculation is required, and should reference cost savings, cost avoidance and/or increased revenues indicated in the budget projection sections of the application. Use the space designated for narrative to justify this calculation, using references when appropriate.

For Loan Applications only:

- Using the space provided, outline a loan repayment structure.
- Attach three years prior financial documents related to the financial health of the lead applicant (balance sheet, income statement, and a statement of cash flows).

Lead Applicant		Round 3	
Project Name		Type of Request	

Project Budget

Sources of Funds

LGIF Request:

Cash Match (List Sources Below):

Source:	<input style="width: 95%; height: 20px;" type="text"/>
Source:	<input style="width: 95%; height: 20px;" type="text"/>
Source:	<input style="width: 95%; height: 20px;" type="text"/>
Source:	<input style="width: 95%; height: 20px;" type="text"/>

In-Kind Match (List Sources Below):

Source:	<input style="width: 95%; height: 20px;" type="text"/>
Source:	<input style="width: 95%; height: 20px;" type="text"/>
Source:	<input style="width: 95%; height: 20px;" type="text"/>

Total Match:
Total Sources:

Uses of Funds

	<u>Amount</u>	<u>Revenue Source</u>
Consultant Fees:	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Legal Fees:	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Other: <input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Other: <input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Other: <input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Other: <input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Other: <input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Other: <input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Other: <input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>

Total Uses:
Local Match Percentage:

* Please note that this match percentage will be included in your grant/loan agreement and cannot be changed after awards are made.

Local Match Percentage = (Match Amount/Project Cost) * 100 (10% match required)
10-39.99% (1 point) 40-69.99% (3 points) 70% or greater (5 points)

Project Budget Narrative: Use this space to justify any expenses that are not self-explanatory.

Section 4 Financial Information

Lead Applicant		Round 3	
Project Name		Type of Request	

Program Budget

Actual ___ Projected ___	FY _____	FY _____	FY _____
Expenses	Amount	Amount	Amount
Salary and Benefits			
Contract Services			
Occupancy (rent, utilities, maintenance)			
Training and Professional Development			
Insurance			
Travel			
Capital and Equipment Expenses			
Supplies, Printing, Copying, and Postage			
Evaluation			
Marketing			
Conferences, meetings, etc.			
Administration			
*Other - _____			
*Other - _____			
*Other - _____			
TOTAL EXPENSES			
Revenues	Revenues	Revenues	Revenues
Contributions, Gifts, Grants, and Earned Revenue			
Local Government: _____			
Local Government: _____			
Local Government: _____			
State Government			
Federal Government			
*Other - _____			
*Other - _____			
*Other - _____			
Membership Income			
Program Service Fees			
Investment Income			
TOTAL REVENUES			

Lead Applicant		Round 3	
Project Name		Type of Request	

Program Budget

Actual ___ Projected ___	FY _____	FY _____	FY _____
Expenses	Amount	Amount	Amount
Salary and Benefits			
Contract Services			
Occupancy (rent, utilities, maintenance)			
Training and Professional Development			
Insurance			
Travel			
Capital and Equipment Expenses			
Supplies, Printing, Copying, and Postage			
Evaluation			
Marketing			
Conferences, meetings, etc.			
Administration			
*Other - _____			
*Other - _____			
*Other - _____			
TOTAL EXPENSES			
Revenues	Revenues	Revenues	Revenues
Contributions, Gifts, Grants, and Earned Revenue			
Local Government: _____			
Local Government: _____			
Local Government: _____			
State Government			
Federal Government			
*Other - _____			
*Other - _____			
*Other - _____			
Membership Income			
Program Service Fees			
Investment Income			
TOTAL REVENUES			

Lead Applicant		Round 3
Project Name		Type of Request

Program Budget

Use this space to justify the program budget and/or explain any usual revenues or expenses (6000 characters max).

Section 4: Financial Information Scoring

(5 points) Applicant provided complete and accurate budget information and narrative justification for a total of six fiscal years.

(3 points) Applicant provided complete and accurate budget information and for at least three fiscal years.

(1 point) Applicant provided complete and accurate budget information for less than three fiscal years.

Lead Applicant		Round 3	
Project Name		Type of Request	

Return On Investment

Return on Investment is a performance measure used to evaluate the efficiency of an investment. To derive the expected return on investment, divide the net gains of the project by the net costs. For these calculations, please use the implementation gains and costs, NOT the project costs (the cost of the feasibility, planning, or management study)--unless the results of this study will lead to direct savings without additional implementation costs. The gains from this project should be derived from the prior and future program budgets provided, and should be justified in the return on investment narrative.

Return on Investment Formulas:

Consider the following questions when determining the appropriate ROI formula for the project. Check the box of the formula used to determine the ROI for the project. These numbers should refer to savings/revenues illustrated in projected budgets.

Do you expect cost savings from efficiency from the project?

Use this formula:
$$\frac{\text{Total \$ Saved}}{\text{Total Program Costs}} * 100 = \text{ROI}$$

Do you expect cost avoidance from the implementation of the project/program?

Use this formula:
$$\frac{\text{Total Cost Avoided}}{\text{Total Program Costs}} * 100 = \text{ROI}$$

Do you expect increased revenues as a result of the project/program?

Use this formula:
$$\frac{\text{Total New Revenue}}{\text{Total Program Costs}} * 100 = \text{ROI}$$

Expected Return on Investment = _____ * 100 = _____

Return on Investment Justification Narrative: In the space below, briefly describe the nature of the expected return on investment, using references when appropriate. (1300 character limit)

Expected Return on Investment is:

Less than 25% (10 points)
25%-74.99% (20 points)
Greater than 75% (30 points)

Questions about how to calculate ROI? Please contact the Office of Redevelopment at 614-995-2292 or lgif@development.ohio.gov

Section 4
Financial Information

Lead Applicant		Round 3	
Project Name		Type of Request	

Loan Repayment Structure

Please outline the preferred loan repayment structure. At a minimum, please include the following: the entities responsible for repayment of the loan, all parties responsible for providing match amounts, and an alternative funding source (in lieu of collateral). Applicants will have two years to complete the project upon execution of the loan agreement, and the repayment period will begin upon the final disbursement of the loan funds. A description of expected savings over the term of the loan may be used as a repayment source.

Section 4
Financial Information

Applicant demonstrates a viable repayment source to support loan award. Secondary source can be in the form of a debt reserve, bank participation, a guarantee from a local entity, or other collateral (i.e. emergency, rainy day, or contingency fund, etc).

Applicant clearly demonstrates a secondary repayment source (5 points)	Applicant does not have a secondary repayment source (0 points)
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Lead Applicant		Round 3	
Project Name		Type of Request	

Scoring Overview

Section 1: Collaborative Measures

Collaborative Measures	Description	Max Points		Applicant Self Score
Population	Applicant's population (or the population of the area(s) served) falls within one of the listed categories as determined by the U.S. Census Bureau. Population scoring will be determined by the smallest population listed in the application. Applications from (or collaborating with) small communities are preferred.	5		
Participating Entities	Applicant has executed partnership agreements outlining all collaborative partners and participation agreements and has resolutions of support. (Note: Sole applicants only need to provide a resolution of support from its governing entity.	5		

Section 2: Success Measures

Past Success	Applicant has successfully implemented, or is following project guidance from a shared services model, for an efficiency, shared service, coproduction or merger project in the past.	5		
Scalable/Replicable Proposal	Applicant's proposal can be replicated by other local governments or scaled for the inclusion of other local governments.	10		
Probability of Success	Applicant provides a documented need for the project and clearly outlines the likelihood of the need being met.	5		

Section 3: Significance Measures

Performance Audit Implementation/Cost Benchmarking	The project implements a single recommendation from a performance audit provided by the Auditor of State under Chapter 117 of the Ohio Revised Code or is informed by cost benchmarking.	5		
Economic Impact	Applicant demonstrates the project will a promote business environment (i.e., demonstrates a business relationship resulting from the project) and will provide for community attraction (i.e., cost avoidance with respect to taxes)	5		
Response to Economic Demand	The project responds to current substantial changes in economic demand for local or regional government services.	5		

Section 4: Financial Measures

Financial Information	Applicant includes financial information (i.e., service related operating budgets) for the most recent three years and the three year period following the project. The financial information must be directly related to the scope of the project and will be used as the cost basis for determining any savings resulting from the project.	5		
Local Match	Percentage of local matching funds being contributed to the project. This may include in-kind contributions.	5		
Expected Return	Applicant demonstrates as a percentage of savings (i.e., actual savings, increased revenue, or cost avoidance) an expected return. The return must be derived from the applicant's cost basis.	30		
Repayment Structure (Loan Only)	Applicant demonstrates a viable repayment source to support loan award. Secondary source can be in the form of a debt reserve, bank participation, a guarantee from a local entity, or other collateral (i.e., emergency fund, rainy day fund, contingency fund, etc.).	5		

Total Points



**GREATER
LAWRENCE COUNTY
AREA**

LAWRENCE ECONOMIC DEVELOPMENT CORP.

P.O. Box 488
South Point, Ohio 45680-0488
740-377-4550 800-408-1334
FAX 740-377-2091

August 24, 2012

Dear Dr. Howard,

Ohio University Southern is happy to have a partnership with the Ohio Strategic Training Center. Please note that the following rates will apply in regards to this in-kind agreement:

The use of Conference/Meeting Rooms: \$12.25 per hour

The use of Training Room: \$29.00 per hour

Technical Assistance: \$30.00 per hour

These rates are standard rates that we offer to partners. We value your partnership and look forward to our continued efforts in meeting the training needs of businesses in Southern Ohio and the region. If you have any questions, please feel free to call me.

Sincerely,

Bill Dingus

Executive Director

740-377-4550

**Letter of Commitment
OSTC's Training Needs Assessment**

This letter is to certify that the cash and/or in-kind contribution(s) described below are committed to the **Ohio Strategic Training Center (OSTC) Training Needs Assessment** project. The contributions described will be made available to the OSTC Training Needs Assessment between the dates of **January 1, 2013** and **December 31, 2014**. The undersigned further certifies that there is no expectation of compensation in return for the donations described such as a requirement that the contribution(s) be made as a provision in a contract or purchase order.

Donor Organization: Lawrence Economic Development Corporation

Address: 216 Collins Avenue, South Point, OH 45680

Representative's Signature: _____ Date: _____

Name & Title of Representative: Bill Dingus, Executive Director

Phone: 740-377-4550

Total cash contribution:	0
Total in-kind contribution:	\$14,350
Total of cash and in-kind:	\$14,350

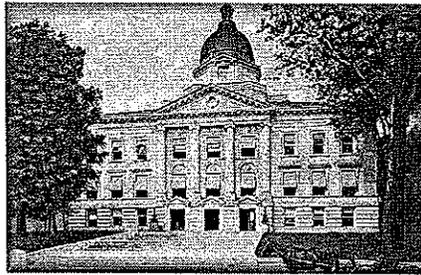
List each individual in-kind contribution below. Contributions should be fully explained to show how their value is determined. Use a continuation sheet if necessary.

List In-kind Donation(s) (e.g., Services, Goods, or Facilities Provided)	Value Determination (e.g., rate *hrs.)	Total Value
Conference/Meeting Rooms	\$12.24 per hr. x 45 hrs.	\$551
Training Room w/audio visual equip.	\$29 per hr. x 31 hrs.	\$899
Technical Assistance	\$30 per hr. x 430 hrs.	\$12,900

Les Boggs, Th.M.,
President

William Pratt

Freddie Hayes, Jr.



Tami Meade
Administrator

Summer Riley
Assistant Administrator

**LAWRENCE COUNTY
COMMISSIONERS**

111 South 4th Street • Ironton, Ohio 45638
PH: (740) 533-4300 • FAX: (740) 533-4370
Email: lawco2@ash.twcbc.com

August 22, 2012

Viviane Vallance, Associate Executive Director
Lawrence County Chamber of Commerce
216 Collins Avenue
South Point, Ohio 45680

Dear Ms. Vallance,

Please accept this correspondence as a sincere letter of support for the Ohio Strategic Training Center.

The Board of Lawrence County Commissioners fully support of this effort to increase the availability of skilled workers to meet the needs of current and new industries in Lawrence County. We feel the community would greatly benefit from this venture of creating the Ohio Strategic Training Center.

Furthermore, we offer our full support of the Ohio Strategic Training Center documenting and researching the skills and training needs of our community with funding made possible by the Local Government Initiative Fund.

If we can be of assistance to you in the future, please don't hesitate to call.

Respectfully,

Les Boggs, Th.M., President
Bd of Lawrence County Commissioners

27 August 2012

Scott Howard, Ph.D.

Ohio Strategic Training Center, Inc.
216 Collins Avenue
South Point, Ohio 45680

We are pleased to support the vision and efforts of the Lawrence Economic Development Corporation (LEDC) in addressing the region's training needs through the creation of the Ohio Strategic Training Center and their grant application to the Local Government Innovation Fund.

We are also supportive of the leadership of the Lawrence Economic Development Corporation in providing oversight and a loan to partially finance startup operations.

The opportunity to apply for a Local Government Innovation Fund grant for planning and management purposes as part of the efforts to establish a comprehensive training center could not have been more-timely. Health & Safety Sciences, LLC is pleased to serve as a collaborative partner in this endeavor. The training center will serve Lawrence County and the surrounding region including the Point Industrial Park in South Point, Ohio.

The Point Industrial Park is aggressively developing spec buildings and is currently the home to nine businesses.

The Lawrence Economic Development Corporation is also pursuing the development of a Multi-Modal River Port Facility along the Ohio River. This project encompasses all phases of work at the river front site to construct a dock staging facility that will handle usage of two cranes to load and unload large items and bulk goods from road to barge and vice versa. Success of this project will dramatically change the usage of the Point Industrial Park to accommodate heavy manufacturing in Southern Ohio. For continued growth, a thoughtful, well managed training program capable of producing skilled workers to meet the ever changing demands of business and industrial clients is vital.

- ☐ Safety Consulting
- ☐ Confined Space Rescue Stand-by
- ☐ Industrial Hygiene
- ☐ Industrial Plant Turnaround Safety Services
- ☐ Commercial Diving Management
- ☐ Health & Safety Training



Health & Safety Sciences, LLC.
SAFELY LEADING THE WAY

To date 300 jobs have been created with company investments totaling \$15 million.

Once operational, the training center will provide a diversified training program custom tailored to the region's needs.

Sincerely,



Jonathan L. Pennington, MBA, CSP, MIFireE
Principal

- ☐ Safety Consulting
- ☐ Confined Space Rescue Stand-by
- ☐ Industrial Hygiene
- ☐ Industrial Plant Turnaround Safety Services
- ☐ Commercial Diving Management
- ☐ Health & Safety Training



Health & Safety Sciences, LLC.
SAFELY LEADING THE WAY

8-24-12

Our dealings (as The Lincoln Electric Company) with the South Point Chamber of Commerce will be a partnership to create a successful and widely respectable Welding Training Center for the Tri-State Region. At this point, the training center will consist of 15 welding booths and a classroom. The Training Center will act as a cooperative in which local business can buy time in the training center to have company specific training programs.

The goals of the partnership are to:

- Provide local industry work-ready employees
- Promote Lincoln Electric products and services and the Training Center
- Develop relationships between local industry leaders and Lincoln Electric
- Market the Tri-State area to new industry by virtue of the welding training program
- Establish a facility in which to showcase Lincoln Electric equipment and consumables through instruction and demonstration.
- Partner with a Local Welding and Gas Supply Distributor (i.e. Matheson Valley) who will be able to supply other necessary welding related accessories and shielding and fuel gases and assist in the partnership by agreeing to buy the Lincoln equipment on an ongoing basis (i.e. Every 6 months or Every year) with the intention of selling the equipment back to local industry.

The expectations of the South Point Chamber of Commerce and Lincoln Electric will be the following:

- The South Point Chamber of Commerce will supply a building, classroom, weld booths and a central fume extraction system.
- Lincoln Electric is to supply appropriate welding equipment on a consignment basis.
- The South Point Chamber of Commerce will purchase Lincoln Electric consumables and help turn Lincoln Electric inventory in the weld school.
- Lincoln Electric will support the school through training materials and technical assistance.

Equipment Requirements (subject to change):

- Quantity-4 CV-305/LF-72 packages (what Engines Inc. currently uses)
- Quantity-3 Power Mig 350mp's
- Quantity-1 Flextec 450/LF-72 package
- Quantity-1 Power Wave C300
- Quantity-1 Power Wave S350/STT/Powerfeed 10M
- Quantity-1 Precision Tig 275
- Quantity-1 Invertec V205T AC/DC Tig Welder
- Quantity-3 DC-600/LN-25 Pro Packages Possibly on Loan from McGinnis?

The amount and mix of equipment is subject to change, as we want to be sure to have the appropriate welding equipment for what local industry is currently using, and would like to be trained on, in addition to what local industry could be using to improve their overall safety, weld quality and productivity and what our local Distributor partner feels comfortable buying and reselling (hopefully back to Local Industry).



OHIO
UNIVERSITY
Southern Campus

August 24, 2012

1804 Liberty Avenue
Ironton OH 45638-2279

T: 740.533.4600
F: 740.533.4632
www.southern.ohiou.edu

Dear Dr. Howard,

Ohio University Southern is happy to partner with the Ohio Strategic Training Center to address the workforce training needs of Southeastern Ohio. We are fully supportive of the OSTC's application for a Local Government Innovation Fund grant for planning and management purposes during the startup phase of this comprehensive training center that will serve Lawrence County and the surrounding region, including the Point Industrial Park in South Point, Ohio.

We have applauded progress at the Point Industrial Park, which continues aggressive development of spec buildings and is currently the home to nine businesses. Through the vision and support of the Lawrence Economic Development Corporation, we also have applauded the creation of 300 jobs and company investments totaling \$15 million to date. More important to the region will be the LEDC-led development of a Multi-Modal River Port Facility along the Ohio River, which will encompass all phases of work at the river front site, including construction of a dock staging facility that will handle usage of two cranes to load and unload large items and bulk goods from road to barge and vice versa. The success of this project will dramatically change the usage of the Point Industrial Park to accommodate heavy manufacturing in Southern Ohio. For continued growth, a thoughtful, well managed training program capable of producing skilled workers to meet the ever changing demands of business and industrial clients is vital. Once operational, the training center will provide a diversified training program custom tailored to the region's needs, and Ohio University Southern looks forward to playing a significant role in providing workforce trainers and educational opportunities for developing businesses both at the Point and elsewhere in the area.

Please note that the following rates will apply in regards to this in-kind agreement:

- The use of classroom: \$50 per day
- The use of computer lab: 100 per half day
- The use of large conference room: \$100 per day

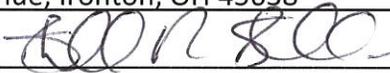
These rates are standard rates that we offer to partners. We value your partnership and look forward to our continued efforts in meeting the training needs of businesses in Southern Ohio and the region. If you have any questions, please feel free to call me.

Sincerely,

William R. Willan
Dean
740.533.4610

Letter of Commitment OSTC's Training Needs Assessment

This letter is to certify that the cash and/or in-kind contribution(s) described below are committed to the **Ohio Strategic Training Center (OSTC) Training Needs Assessment** project. The contributions described will be made available to the OSTC Training Needs Assessment between the dates of **January 1, 2013** and **December 31, 2014**. The undersigned further certifies that there is no expectation of compensation in return for the donations described such as a requirement that the contribution(s) be made as a provision in a contract or purchase order.

Donor Organization: Ohio University Southern
 Address: 1804 Liberty Avenue, Ironton, OH 45638
 Representative's Signature:  Date: 8/24/12
 Name & Title of Representative: William R. Willan, Dean
 Phone: (740) 533-4610

Total cash contribution:	0
Total in-kind contribution:	\$14,350
Total of cash and in-kind:	\$14,350

List each individual in-kind contribution below. Contributions should be fully explained to show how their value is determined. Use a continuation sheet if necessary.

List In-kind Donation(s) (e.g., Services, Goods, or Facilities Provided)	Value Determination (e.g., rate *hrs.)	Total Value
Classrooms	\$50 per day x 55 days	\$ 2,750
Conference rooms	\$100 per day x 86 days	\$ 8,600
Computer Lab	\$100 per ½ day x 30 days	\$ 3,000

Village of South Point

Ron West, Mayor

408 2nd St. W.

South Point OH 45680-9165

Phone 740 377-4838

Fax 740 377-0043

Utilities 740 377-2304

E-mail southpoint@zoominternet.net

Web www.villageofsouthpoint.com

Scott Thomas
Fiscal Officer

William Caines
Treasurer

Patrick Leighty
Administrator

Randall Lambert
Solicitor

August 22, 2012

Viviane Khounlavong-Vallance
Associate Executive Director
Lawrence Economic Development Corporation
216 Collins Avenue
South Point, Ohio 45680

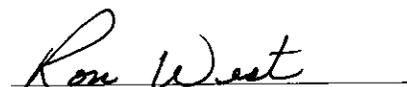
Dear Mrs. Khounlavong-Vallance,

The Village of South Point Mayor and Council are in full support of the Lawrence Economic Development Corporation applying for funds to develop the Ohio Strategic Training Center to meet the needs of industries in the community. We understand you are working on a grant application through the Local Government Initiative Fund from ODOD we would like to mention the following points:

1. We are in full support and will be a strong partner of this effort to increase the availability of skilled workers to meet the needs of current and new industries in the Village of South Point.
2. We feel the Village of South Point would greatly benefit from this venture of creating the Ohio Strategic Training Center
3. We are in full support of the Ohio Strategic Training Center documenting and researching the skills and training needs of our community with funding made possible by the State of Ohio's Local Government Initiative Fund.

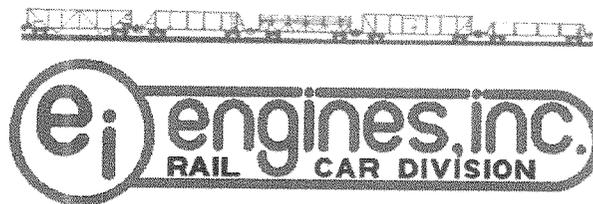
We hope this letter of support will benefit your efforts in obtaining the necessary funding needed to develop this very much needed center for the Village of South Point and surrounding areas.

Sincerely,


Ron West, Mayor

A Very Pleasant Place To Live!





ENGINES INC. OF OHIO
PO BOX 428
101 COMMERCE AVE
SOUTH POINT OH 45680
BUS. (740) 377-9874 FAX (740) 377-9725

September 4, 2012

Ohio Strategic Training Center (OSTC)
Attn: Dr. Scott Howard
216 Collins Avenue
South Point, Ohio 45680

Dear Dr. Howard:

On behalf of Engines, Inc., I'd like to express my support of the partnership between OSTC and other local agencies and governmental entities in studying the need to increase training for skilled laborers. Our company has suffered from the lack of availability in skilled labor, especially in the area of welding.

We plan to increase production in the next few years but cannot do so unless the skills of our community's workforce changes. Engines, Inc. could grow tremendously with this partnership and we estimate 40 new jobs could be created in our facility with a median salary of 14.20 per hour.

Should we be able to offer any support to your organization, please feel free to contact me anytime at 740-377-9874.

Sincerely,

Carl Grover
President



September 4, 2012

Ohio Strategic Training Center (OSTC)
Attn: Dr. Scott Howard
216 Collins Avenue
South Point, Ohio 45680

Dear Dr. Howard:

On behalf of McGinnis, Inc., I'd like to express my support of the partnership between OSTC and other local agencies and governmental entities in studying the need to increase training for skilled laborers. Our company has suffered from the lack of availability in skilled labor, especially in the area of welding.

We plan to increase production in the next few years but cannot do so unless the skills of our community's workforce changes. McGinnis, Inc. could grow tremendously with this partnership and we estimate 40 new jobs could be created in our facility with a median salary of \$13.00-\$15.00 per hour.

Should we be able to offer any support to your organization, please feel free to contact me anytime at 740-377-4391.

Sincerely,

Rick Griffith, President



LGIF Responses:

Applicant: Lawrence County Port Authority

Project Name: Lawrence County Jobs Needs Assessment

327. Program Budget

Facility and Equipment In-Kind: The Ohio Strategic Training Center (OSTC) currently does not have an independent office. Therefore, office space, a small conference meeting space, equipment, etc. will be donated for in-kind usage by the Lawrence Economic Development Corporation (LEDC) offices for the purposes of the study and day to day operations of OSTC. Ohio University has allowed pledged donated training space and equipment for the purpose of holding larger meetings and training session for the study purposes.

Training Equipment In-Kind: Lincoln Electric is donating welding stations and other necessary equipment to test the current welding skills of laborers as a test model for the skilled welding needs of local manufacturing companies for the study. Their equipment will allow us to monitor the success of the findings from the study as well.

Administrations and Oversight In-Kind: Since this is a start-up operation, the Lawrence Economic Development Corporation is also planning to manage the finances for the OSTC until it can become self-sustaining. The CFO's time as well as the Executive Director's time used to manage this formation and the first several years of operations with OSTC will be donated by LEDC.

328. Program Budget Projections

(attached 6 Year Projection)

329. Return on Investment

Year 1 ROI (with LGIF Funds)= 187%

Year 2 ROI= 53% (thus the LGIF funds are necessary to sustain the Needs Assessment Program)

Year 3 ROI= 64%

The total expense for the first three years =\$647,956.00

The total revenues for the first three years= \$647,834.00

THREE YEAR ROI= 99.9%

Year 4 ROI=77%

Year 5 ROI=93%

Year 6 ROI=113%

330. Resolution of Support

(attached Port Authority Meeting Minutes)

331. Partnership Agreements

(attached Partnership Agreement)

332. Total Number of Validated Partners

11 partners. (attached Partnership Agreement)

Joint Partners Agreement
For the operations and administration of the
Lawrence County Employment Needs Assessment
Under the consultation of the newly formed non-profit the
Ohio Strategic Training Center

This agreement, made and entered into on this 18th day of October, 2012 by and between; the Lawrence County Port Authority, Lawrence County Commissioners, Lawrence Economic Development Corporation, Corporation, Village of South Point, Village of Chesapeake, Lawrence County Chamber of Commerce, Ohio Strategic Training Center, Lawrence County Community Action Organization, Ohio University Southern, Lincoln Electric, and Health and Safety Sciences.

Witnesseth that whereas, all parties of this agreement have mutually come together to develop a Lawrence County Employment Needs Assessment that also provides coordinated comprehensive services for the community's training requirements, it is mutually agreed as to the following:

Section 1
Services Provided

I. Project Description

The Lawrence County Port Authority (LCPA) is proposing a LAWRENCE COUNTY EMPLOYMENT NEEDS ASSESSMENT. This venture to assess and study job training needs, with the partnerships listed above, is committed to assisting Lawrence County, Ohio area residents in obtaining gainful employment at their greatest possible level. The goal is to create programs in areas where employment opportunities currently exist as well as in areas where opportunities will be available in the immediate future.

The program will be designed to meet the needs of individuals, organizations, governmental agencies, and corporations across Ohio and the nation. The findings will become our platform to take the lead in developing the capacity needed to accommodate existing business needs and to attract new businesses to the region. To assist in leading economic development in the region, area residents who are able to succeed in the training programs will be recruited.

II. Statement of Work

The work completed and responsibilities of each of the respective partners under this Project are as follows:

Ohio Strategic Training Center (OSTC) Duties and Responsibilities:

1. Development, implementation, and day-to-day operations of a program designed to study and understand the local, regional, state and national training needs with the vision of becoming among the most comprehensive continuing education programs in the nation.
2. Facilitate meetings and research to analyze and plan the training needs of the region.
3. Support and market training programs where linkages are appropriate.
4. Manage and facilitate all aspects of the Program.

Lawrence County Commissioners Duties and Responsibilities:

1. Attend necessary public meetings as the representative of the community and the needs of the citizens of Lawrence County.
2. Assist in bridging the relationship of the program to Lawrence County's top employers.
3. Offer the necessary in-kind contributions necessary to sustain the program, i.e.-meeting space, personnel, etc.

Lawrence County Port Authority Duties and Responsibilities:

1. Attend necessary public meetings as the representative of Lawrence County's public sector.
2. Offer oversight in the day to day operations of the Program.
3. Facilitate grant funds necessary to sustain the development of the Program.
4. Assist in bridging the relationship of the Program to Lawrence County's top employers.

Lawrence Economic Development Corporation Duties and Responsibilities:

1. Provide oversight, a loan to finance the start-up of operations, as well as being a true partner to enhance successful operations.
2. Appoint the initial board and serve as needed to assist the OSTC until the start-up loan is fully repaid and operation is in full scale.
3. Make available the needed space for operations, training, and meetings to conduct the day to day duties of the OSTC.

Village of South Point Duties and Responsibilities:

1. Attend public meetings as the representative of the Village of South Point, bringing to the forefront the immediate needs of the citizens.
2. Assist in bridging the relationship of the Program to South Point's top employers.

Village of Chesapeake Duties and Responsibilities:

1. Attend public meetings as the representative of the Village of Chesapeake, bringing to the forefront the immediate needs of the citizens.
2. Assist in bridging the relationship of the Program to Chesapeake's top employers.

Lawrence County Chamber of Commerce Duties and Responsibilities:

1. Assist in facilitating meetings and functions of the Program.
2. Maintaining an active relationship with the Program and its initiatives and market those initiatives to the Chamber membership.
3. Assist the Program by forging the appropriate linkages with the business community.

Lawrence County Community Action Organization Duties and Responsibilities:

1. Attend necessary public meetings as the representative of Lawrence County's public sector.
2. Facilitate grant funds necessary to sustain the development of the Program.

Ohio University Southern Duties and Responsibilities:

1. Study and understand the local, regional, state and national training needs of new and emerging industries and businesses in Lawrence County and Southern Ohio.
2. Offer the needed meeting, training, and other in-kind contributions as needed to assist in the sustainability of the program.

Lincoln Electric Duties and Responsibilities:

1. Assist in researching the training needs of the private sector, particularly in industrial development needs for skilled welders.
2. Explore the opportunity of offering the welding training necessary to serve the private sector's needs in employment.
3. Offering the needed equipment, welding units, and necessary tools and technical assistance to train potential welders in the community with the support of local distribution, local industry and other welding organizations.

Health and Safety Sciences Duties and Responsibilities:

1. Assist in researching the training needs of the private sector, particularly in industrial development needs for skilled laborer.
2. Explore the opportunity of offering the training necessary to serve the private sector's needs in employment.

Section 2 Terms and Conditions

This agreement is meant to be a Voluntary Partnership Agreement among the Supporting Parties listed above, designed to implement the Lawrence County Employment Needs Assessment to benefit the Citizens of Lawrence County and Southern Ohio. The Program is designed to be an implemented countywide program utilizing a combination of county funds in combination with outside funding, in-kind contributions and supportive services. Key to the operation of this Program is:

1. Funds utilized for operation of this program will come from the Ohio Strategic Training Center, the Lawrence Economic Development Corporation, and the Lawrence County Port Authority designated for the Program. Expenditures will be controlled by the Ohio Strategic Training Center, under the oversight and recommendations of the Lawrence Economic Development Corporation and the Lawrence County Port Authority.
2. Partnership with this Program is considered as voluntary by those agencies participating in the Program. By being a voluntary collaborative Partnership, each Partner commits its best efforts and resources needed to carry out its partner roll for this Program. However, it is mutually understood that resources are limited and funding levels may change from time to time, and this Partnership Agreement is no way a representation or guarantee of funding, level of services, or other legal commitment of resources or funding, but rather a commitment of best effort and support for the Partnership.
3. Reports and Information generated as part of this project will be provided to all Partners, each of those Partners retaining the rights for usage within their respective Program or Agency operations as long as that information is not considered personal, confidential, or proprietary.
4. This Partnership Agreement was jointly developed by the Partners identified above and signed onto this Agreement. Each Partner shall from time to time amend said agreement to reflect changes in conditions, operations, opportunities that can serve to benefit this Program effort.

Authority of this Partnership Agreement

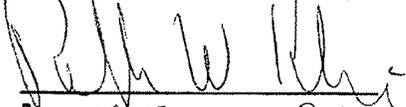
This Agreement is authorized and support by the Partner Agencies and Departments listed in this agreement and as evidence below:

Partners:

Lawrence County Commissioners


BY, Commissions President, Les Boggs

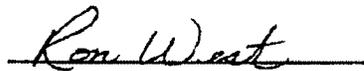
Lawrence County Port Authority


BY, LCPA Treasurer, Ralph Kline

Lawrence Economic Development Corporation


BY, LEDEC President, Dan Mooney

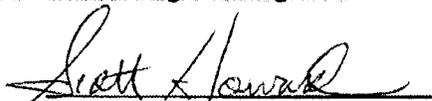
Village of South Point


BY, Mayor, Ron West

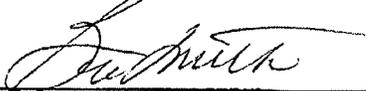
Village of Chesapeake


BY, Mayor, Dick Gilpin

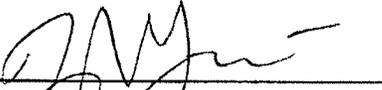
Ohio Strategic Training Center


BY, Director, Scott Howard

Lawrence County Chamber of Commerce


By, Bob Smith, Director

Lawrence County Community Action Organization


By, CEO, D.R. Gossett

Ohio University Southern


By, Dean, Dr. Bill Willan

Lincoln Electric


By, President, Jason Keys

Health and Safety Sciences


By, President, Jonathon Pennington

Lead Applicant	Lawrence County Port Authority	Round 3	
Project Name	Ohio Strategic Training Needs Assessment	Type of Request	Grant

Program Budget

Actual <input type="checkbox"/> Projected <input checked="" type="checkbox"/>	FY 2013	FY 2014	FY 2015
Expenses	Amount	Amount	Amount
Salary and Benefits			
Contract Services	\$165,442	\$170,886	\$176,875
Occupancy (rent, utilities, maintenance)	\$33,527	\$34,085	\$34,671
Training and Professional Development			
Insurance			
Travel	\$5,000	\$5,500	\$6,050
Capital and Equipment Expenses			
Supplies, Printing, Copying, and Postage	\$2,000	\$2,200	\$2,420
Evaluation			
Marketing	\$3,000	\$3,000	\$3,300
Conferences, meetings, etc.			
Administration			
*Other - _____			
*Other - _____			
*Other - _____			
TOTAL EXPENSES	\$208,969	\$215,671	\$223,316
	Revenues	Revenues	Revenues
Contributions, Gifts, Grants, and Earned Revenue			
Local Government: _____			
Local Government: _____			
Local Government: _____			
State Government	\$100,000		
Federal Government			
*Other - LEDC	\$200,000		
*Other - Training Income	\$91,235	\$114,044	\$142,555
*Other - _____			
Membership Income			
Program Service Fees			
Investment Income			
TOTAL REVENUES	\$391,235	\$114,044	\$142,555

Lead Applicant	Lawrence County Port Authority	Round 3	
Project Name	Ohio Strategic Training Needs Assessment	Type of Request	Grant

Program Budget

Actual <input type="checkbox"/>	Projected <input checked="" type="checkbox"/>	FY 2017	FY 2018	FY 2019
Expenses		Amount	Amount	Amount
Salary and Benefits				
Contract Services		\$182,181	\$187,646	\$193,275
Occupancy (rent, utilities, maintenance)		\$35,295	\$35,965	\$36,684
Training and Professional Development				
Insurance				
Travel		\$6,655	\$7,321	\$8,053
Capital and Equipment Expenses				
Supplies, Printing, Copying, and Postage		\$2,662	\$2,928	\$3,221
Evaluation				
Marketing		\$3,300	\$3,630	\$3,993
Conferences, meetings, etc.				
Administration				
*Other - _____				
*Other - _____				
*Other - _____				
TOTAL EXPENSES		\$230,093	\$237,490	\$245,226
Revenues		Revenues	Revenues	Revenues
Contributions, Gifts, Grants, and Earned Revenue				
Local Government: _____				
Local Government: _____				
Local Government: _____				
State Government				
Federal Government				
*Other - _____				
*Other - Training Income		\$178,194	\$222,742	\$278,427
*Other - _____				
Membership Income				
Program Service Fees				
Investment Income				
TOTAL REVENUES		\$178,194	\$222,742	\$278,427

Lawrence County Port Authority Minutes

October 16, 2012

Chamber of Commerce, Ironton, Ohio

Board Members Present: Keith Molihan, Sandra Blackburn, Dan Jeffries, Tom McKnight

Others present: Mike Payne, Bill Dingus, Janie Payne

Meeting called to order by Keith Molihan.

A copy of the September 18th minutes was e-mailed to each board member for their review.

Motion made by Dan Jeffries and seconded by Sandra Blackburn to approve the September 18, 2012 minutes. Motion carried.

A copy of the financial statement was given to each board member for their review of the treasurer's report.

Motion made by Sandra Blackburn and seconded by Tom McKnight to approve the treasurer's report. Motion carried.

Mass Transit Report

- Mike stated the triennial audit showed our transit system to be in compliance in 24 areas of the audit. Out of 36 audit reviews we were in the top three receiving a very good report.
- Mike is still in negotiations with the MPO to determine how TTA dollars will be distributed in the year 2013. Funding has to be passed to Huntington, Ashland and Ironton because of the 2010 census.

Economic Development Report

- Fruth Pharmacy hopes to be completed by the end of October or first of November.
- Intermountain Electronics-Bldg. is moving ahead – hoping to finish sometime December
- Shell building #5 should be finished around the end of October
- They are now in the process of put up the steel for the Fed-ex building

Motion made by Dan Jeffries and seconded by Sandra Blackburn to approve a resolution of LCPA's LGIF application for \$100,000 to support the formation of the Lawrence County Employment needs assessment partnership. Motion carried.

- The Shawnee Mental purchase should be closed by the end of November. Money coming from that project will be paid by the Lawrence County Port Authority.
- The New Steel Plant project for Scioto County is still trying to move forward. There is the need for more people, businesses to invest in the project.
- Thursday night is the Chamber of Commerce Annual Awards dinner at Ohio University Southern with Sen. Tom Niehaus as the main speaker.
- We hope to have a 4th Friday Chamber luncheon on November 30th to honor Bob Smith. This would also serve as the Christmas luncheon.
- Bill is meeting with some people today concerning the depot.
- Ohio Strategic Training Center is moving ahead. There is a training session scheduled for Nov. 8th here in our facility. We are open to many training ideas, help with endorsement, help with CDL classes, etc. McGinnis & Engines are committed to help with a welding program. Main purpose is to train people to do the work and develop education needs for the area.
- The St. Mary's Medical Center is doing very well. It is meeting their 3rd year projections right now.

Motion to adjourn meeting made by Dan Jeffries and seconded by Tom McKnight. Motion carried.