



Your Key to Economic Development in Delaware County

DELAWARE COUNTY FINANCE AUTHORITY



**DELAWARE
COUNTY** *Ohio*



The Delaware County Finance Authority Helps Pave the Way for Economic Development



Who We Are:

The Delaware County Finance Authority is a quasi-governmental, seven-person board charged with promoting and securing economic development in the county. We help pave the way by providing tax-exempt and tax-structured programs to businesses and developers.

Why We Matter:

At a time when fierce competition exists for new investment and projects, the Authority serves as a conduit between local government and businesses interested in locating in Delaware County. In short, we can help to reduce construction costs and serve as an ally for investors.

How We Do It:

We have access to an economic toolkit that enables us to offer incentives to businesses and developers seeking to locate in Delaware County, as well as existing businesses and property owners that want to invest in the county.

Our Tool Kit:

- Reduction of construction material costs;
- Financing of public infrastructure improvements, such as roads and sewers;
- Financing of energy conservation improvements; and
- Tax-exempt bonds for facilities and buildings.



DelCo Ready

There is no shortage of counties and municipalities seeking economic development. They are all eager to hang out the “Welcome” sign. The difference between Delaware County and these other locales is, simply, we do the prep work – the heavy lifting – before a prospective business knocks on our door.

DelCo Ready is a program that creates site-ready properties for businesses. By working with property owners, Delco Ready:

- Ensures that zoning is in place to facilitate investment;
- Conducts utility analyses;
- Conducts road studies;
- Performs site marketing; and
- Creates incentive packages.

The Intangibles

The Delaware County Finance Authority is part of a larger team that works in unison to promote sound economic development for our county. Our other team members include the Delaware County Office of Economic Development, the Delaware County Commissioners, and other governmental partners.

Through the Office of Economic Development, Delaware County can enhance what the Finance Authority has to offer with:

- CRA – Community Reinvestment Area;
- TIFs – Tax Incremental Financing;
- ESID – Electric Service Identifier;
- Incentive packages;
- Road studies;
- Site marketing;
- Special Assessment Programs; and
- PACE – Property Assessed Clean Energy Program for new and existing programs.

Let's Do Business in Delaware County

Contact: Delaware County Office of Economic Development
614.306.1020
economicdevelopment@co.delaware.oh.us

Renaissance Weststar

The Finance Authority provided Continental with a Construction Financing Program that enabled Continental to receive a sales tax exemption on all construction materials related to the project.

The result was a nearly \$1 million savings for Continental.

“These types of incentives are critical when we’re considering where we’ll site a project,” said Tony Mathena, Vice President of Finance and Development for the Continental Real Estate Companies. “The Delaware County Finance Authority played a critical role in helping us put together a complete incentive package for us. It was a smooth process, and we’re grateful for the professionalism by all our governmental partners.”





CASE STUDY

DHL Headquarters

Transportation giant DHL was looking for a location to build its new North American headquarters. The company was leasing office space along Polaris Parkway in two separate buildings. It wanted to build a headquarters that could accommodate all employees in a single building.

The Delaware County Finance Authority assisted DHL during construction. By using one of the most effective tools in its kit, the Finance Authority enabled DHL to avoid paying sales tax on its construction material. The result was a savings of \$1.05 million for DHL.

Tanger Outlets

The Simon/Tanger Outlet Mall near the intersection of I-71 and Routes 36/37 has become one of Central Ohio's top shopping destinations and a significant revenue generator for Delaware County. It also was the kick-off project for the commercial transformation of the corridor between Delaware and Sunbury.

The Delaware County Finance Authority supported a refinancing of the Tanger bonds for nearly \$10 million, saving both the community and Tanger money in infrastructure costs. This was the first time Delaware County worked to back a private issuance, and it was done through the Finance Authority.

The project generated an investment of approximately \$110 million, and now provides 700 jobs and produces about \$1 million in annual sales tax revenue for Delaware County.







CASE STUDY

Marzetti

Marzetti relies heavily on the creation of new sauces and recipes for its customers, which include 17 of the nation's top 25 fast-food restaurant chains. Its test laboratory and its 50 employees were crammed into a small space in Marzetti's manufacturing facility in Columbus. Working with the Delaware County Finance Authority, Marzetti created a 45,000-square-foot "Innovation Center" in Lewis Center.

The Finance Authority provided Marzetti with a Construction Financing Program that enabled Marzetti to save \$280,000 in construction costs.

"The Delaware County Finance Authority acted with a high degree of professionalism throughout the process and went above and beyond the call of duty to accommodate our requests, particularly with respect to the unique aspects of our project," said Wendell Gingerich, assistant counsel for Marzetti. "We are excited to grow our presence in Delaware County, and we look forward to continuing a great relationship with the Delaware County Finance Authority."

The Delaware County Finance Authority (DCFA) is devoted to fostering economic growth. It serves a critical role in assisting businesses looking to locate or expand in Delaware County.

The DCFA provides support to businesses through tax-exempt financing options, construction cost reduction, and planning and zoning assistance.

Its seven-member board is appointed by the Delaware County Board of Commissioners and consists of local business leaders and professionals.

To learn how the DCFA can assist your development project, call 740.833.2113.

Meet The Board of Directors

Bill Bishop, Chair

BBishop@co.delaware.oh.us
614.376.2266

A native of Westerville, Bill is the managing partner of Associated Insurance Agencies Inc., which was established in 1923, has eight locations, employs 44 associates, and represents more than 24 insurance companies.

Kent H. Shafer, Vice-Chair

KShafer@co.delaware.oh.us
740.602.1420

Kent spent 33 years with the Columbus Division of Police, including 18 as a commander. Kent owns a consulting business focused on criminal justice, public safety and public policy matters. He also serves as the vice-mayor for the city of Delaware.

Scott Cubberly, Secretary

SCubberly@co.delaware.oh.us
614.395.5718

Scott is a senior associate at Equity, working in development and brokerage. He has a real estate license in both Ohio and Florida. Scott formerly was president of Cubberly Studios, a three-generation photography studio with several locations in Central Ohio.

David C. Stadge, Treasurer

DCStadge@co.delaware.oh.us
614.638.5888

David was a senior manager at Deloitte for 13 years and an account executive at international software firms for eight-plus years. He worked as a financial analyst implementing workforce programs in Central Ohio, and owned a successful specialty retail and coffee shop for 15 years.

Frank Reinhard, Board Member

FReinhard@co.delaware.oh.us
740.272.2482

A native of Delaware, Frank is regional president for the Delaware Market for First Citizens National Bank. He has more than 25 years of banking experience in Central Ohio. He has served as board chairman for the Delaware Area Chamber of Commerce and the Delaware County Fair.

Franz A. Geiger, Board Member

fgeiger@co.delaware.oh.us
740.833.2112

Franz Geiger is in his 21st year as managing director of NP Limited Partnership, the developer of POLARIS Centers of Commerce. He also is general counsel for NP. He manages the day-to-day operations of the POLARIS development and is president of the Polaris Owners Association.

The Delaware County Office of Economic Development is a resource for businesses. We are a one-stop shop for providing businesses assistance with strategic planning, site selection, marketing, business retention and expansion services, and incentive package structuring.

Our goal is to promote smart and strategic growth that will protect and enhance the quality of life that our residents, local officials, and business owners value so highly.

Delaware County is one of the most dynamic and diverse metropolitan areas in the United States. Central Ohio is known for its talented workforce and great market access, and is considered a great value for each dollar invested.

If you are considering locating a business in Delaware County, or expanding an existing one, call us first at 740.833.2113. We will guide you through the process, beginning to end.

Our Staff

Rob Platte, Economic Development Administrator

Rob supports the Delaware County Finance Authority and its incentive programs, and fosters economic development opportunities critical to the economic success of Delaware County. He also is responsible for business attraction efforts and new project development. Rob served 18 years in county and township government prior to joining Delaware County.

Kelsey Scott

Kelsey joined the Delaware County Office of Economic Development in October of 2019. She manages the business retention and expansion program, which entails creating and maintaining relationships with Delaware businesses. Before joining the county's economic development team, she spent three years as the economic development specialist for the City of Delaware.

Zachary Dowley

Zach is a life-long Delaware County resident. He joined the Delaware County Office of Economic Development in July of 2019. He's a graduate of Ohio State University with bachelor's degrees in both economics and geography.



Through the STEP program, the Delaware County Finance Authority can help reduce or eliminate sales tax costs related to construction materials of a development project. Based on the size of the project and associated costs, developers can realize up to a 7 percent savings on materials costs.

Example:

If construction materials are expected to cost \$5 million, they would be subject to a 7 percent sales tax when purchased, costing the developer an additional \$350,000. By partnering with the Finance Authority, the developer can save that amount. The developer and the Finance Authority will negotiate the percentage allocated to each. The Finance Authority returns its share to the community through the other programs and initiatives.

For additional information, please contact the Economic Development Office at 740.833.2113

TIF

Tax Increment Financing (TIF) is a public financing method used to support redevelopment, development, and other improvement projects that will enhance the community. TIF allows for the redirection of increased property tax receipts to help fund public infrastructure that helps support the development project and the community.

Example:

An undeveloped parcel is being taxed based on a value of \$5,000 per acre. After development, the property is taxed at a value of \$50,000 per acre. A TIF agreement allows a percentage of those additional taxes – those generated due to the \$45,000 per acre increase – to be redirected for the purposes of the agreement. While each project is negotiated on a case-by-case basis, state law allows a TIF agreement for a maximum of 30 years for up to 100 percent of the increase.

CRA

The Community Reinvestment Area (CRA) program is an economic development tool that provides real property tax exemptions for property owners who remodel existing or construct new commercial or industrial buildings within a designated area. Eligible businesses that bring significant investment and/or payroll creation to Delaware County are considered for this program. A CRA must be authorized by the county or local jurisdiction before a company can secure an agreement to receive a tax exemption.

Example:

A company constructs facilities on either a vacant parcel or as part of a remodeling project. The improved property increases in value, which also increases the property taxes. Under a CRA, a percentage of that tax increase can be abated and forgone. Suppose the value of the new facility is \$20 million. At a tax rate of 75 mills, the amount of new taxes related to the new or remodeled facilities would be about \$525,000 a year. A CRA agreement of 50 percent for 10 years would abate about \$262,500 per year, or just over \$2.6 million over the 10-year life of the CRA. The amount of the tax abatement is negotiated on a case-by-case basis but is permitted by state law to be a maximum of 100 percent for 15 years.

JEDD

Joint Economic Development Districts (JEDDs) are contractual agreements between cities and townships that permit the municipality to extend an income tax to a designated area within a township. A JEDD must:

- Facilitate economic development
- Create or preserve jobs and employment opportunities
- Improve the economic welfare of the state
- Improve the economic welfare of the people in the designated area.

Revenues derived from the implementation of the income tax can be used for a number of purposes and are generally partnered with other financing mechanisms related to project development.

Example:

When a property in a JEDD area, income taxes will be collected on both the workers and the net business profits. The revenues derived can be used to help offset development costs, increase local government services to the property, and provide incentives for the creation of additional employment opportunities.

PACE

Delaware County's Property Assessed Clean Energy (PACE) Program, which is administered by the Delaware County Finance Authority, provides financing for energy-related improvements for existing property.

PACE reduces the borrower's operating costs through energy cost savings. It allows the borrower to secure the funds in a manner that keeps the debt off the borrower's financial statements. PACE financing is paid by the property owner through special assessments levied on the property. The program can provide up to 100 percent fixed-rate financing for up to 20 years, depending upon the type of improvements.

Example:

If \$1 million of a project's costs are related to the purchase of energy-efficient materials, such as lighting, HVAC, windows, and doors, the expense can be financed at a lower rate. The payback of the financed amount can be assessed to the property and paid through annual property taxes.