



# Department of Development

[Development.Ohio.gov](http://Development.Ohio.gov)

# All Ohio Future Fund

(“AOFF”)

Ohio Department of Development – Strategic Investment Division

Webinar – January 5, 2024

# Today we will discuss:

1. Goal of the Program
2. Program Rules & JCARR Timeline
3. Program Guidelines (eligible applicants, eligible uses of funds)
4. Funding Capability and Forgiveness
5. Review and Award Timeline
6. FAQs (during the webinar, please submit questions through the chat function)



Department of  
Development



# Why the AOFF?

The purpose of the All Ohio Future Fund is to make strategic investments across the state of Ohio to increase the state's inventory of project-ready economic development sites.

- Nearly \$750 Million
- Site-readiness and preparation ***to attract new businesses.***

# Rules & Joint Committee on Agency Rule Review (“JCARR”) Process

JCARR’s primary function is to review proposed rules from state agencies to ensure that they do not exceed the rule-making authority granted to them by the General Assembly and provides an opportunity for public comment.

## **Initial program rules filed by OBM on November 9, 2023:**

- Public hearing conducted on Monday, December 11, 2023 at 1:30pm at the Office of Budget and Management (“OBM”)
- Numerous public comments received, reviewed and considered.

## **Following public comment, Rules refiled on December 15, 2023:**

- Removed 30-acre minimum
- Added Transportation Improvement Districts (“TIDs”) as an eligible applicant

# JCARR Timeline from refiling



Revised Rules refiled with JCARR on December 15, 2023.



This re-starts the review and public comment period (extending JCARR jurisdiction).



OBM will “final file” the rule on February 2, 2024, pending no further changes.



The Rules will be effective on February 12, 2024, shortly after which we will be able to begin accepting IOI's.

# Key Provisions of the Rules

- **“Eligible applicant” means:**

- **Counties, municipalities, and townships;**
- **Transportation improvement districts;**
- **Port authorities;**
- **Community improvement corporations;**
- **Conservancy and park districts or other similar park authorities;**
- **Land reutilization corporations;**
- **Nonprofit organizations; and,**
- **For-profit organizations willing to develop project-ready sites to improve the economic welfare of the people of the State of Ohio.**

- **“Eligible costs” means: Costs associated with infrastructure, including:**

- **Public Roadwork;**
- **Water;**
- **Wastewater;**
- **Design & Engineering;**
- **Demolition;**
- **Wetland mitigation;**
- **Utility connection; and,**
- **Other one-time site enhancements.**



# Key Provisions of the Rules (2)

- Awards may be made:
  - Through loans or grants, as determined in the sole discretion of the Agency.
- Eligible applicants must submit a request for assistance in a manner set forth by the Agency, which includes at minimum:
  - Demonstrated ability to undertake the project.
  - Proof of county and local government support.
  - If a private entity applies, agreement by local government to collaborate on the project.
  - Clear definition of the scope of the project (including costs, site capacity targets, and site marketing plan / targeted end-user).
- The Agency must consider:
  - Strength of expected economic impact of the project;
  - Local community's ability to support the project;
  - Quality of expected jobs created;
  - Importance of the site to the region's economic development;
  - Public ownership and local control of land to be improved; and,
  - Any other factors deemed appropriate.
- Funds may be recaptured if an end-user is not secured within 5-years.
- Periodic reporting required.





# Program Guidelines

- Released on December 15, 2023.
- Remain subject to JCARR approval of the Rules.
- **The Guidelines build upon the Rules**
  - With the Rules as a foundation, the Guidelines build out the parameters for eligible projects and indicate preferences that may make a project stronger under review.
- **This is not meant to be a one-size fits all program**
  - While we want to clearly articulate expectations, we also wanted to build in enough flexibility to allow for a wide range of potential successful projects.

# Key Provisions of the Guidelines

- Evidence of county and local government support must be submitted along with the applicant's IOI.
  - **Example: Letter on relevant letter head; written resolution; etc.**
- Non-governmental applicants must have entered into an agreement with a unit of local government to work collaboratively:
  - **Examples: Written agreement signed by both parties agreeing to**
    - work together to achieve a specific timeline;
    - address zoning requirements;
    - coalesce local support; and/or
    - provide certain incentives to attract an end-user.
- Scope of project must be clearly defined:
  - **Acres (indicate contiguous and non-contiguous, as applicable)**
  - **Electrical capacity (MW)**
  - **Water capacity (GPD)**
  - **Wastewater capacity (GPD)**
  - **Gas Capacity (MCF/hr)**

# Key Provisions of the Guidelines (2)

- Prior to investment from the AOFF, sites must:
  1. **Be under public ownership or control (which may include options to purchase), OR**
  2. **If under private control, the owner has agreed, in writing, to contribute to the cost of any upgrades made which benefit the property upon the sale or lease of land (e.g., a per-acre based participation in the cost)**
- No more than 20% of a proposed site may, upon completion, be composed of retail, entertainment, multi-family, point-of-care medical services, higher education, or commercial office space.
  - **E.g.: mixed-use development**
- Proposals will be evaluated to determine whether alternative funding sources exist through another program.
- **Site must attract a new end-user or new project to the site; an existing Ohio end-user may not simply relocate to the new site.**

*\*Note, funds may not be used for land/site acquisition directly.*

# Factors to be considered in the evaluation process:

The Guidelines outline those factors that will confer preference in the evaluation process.

- **Sites with the following end-use capacity:**
  - 200+ acres
  - 500,000 GPD water capacity
  - 500,000 GPD sewer/wastewater capacity
  - 111 MCF per hour gas capacity
  - 40 MW electrical capacity



# Preference for . . .

- Sites that are publicly owned or under option to purchase should the project be funded.
  - **Options to purchase must be valid at the time of application and for at least 60 months thereafter, which may include renewals.**
  - **An appraisal will be required to validate land cost.**
- Sites that meet JobsOhio's Site Certification criteria and/or have been identified by local and regional economic development organizations for development
  - **<https://www.jobsohio.com/programs-services/sites/ohio-site-inventory-program>**
- Targeted end-user within one of the JobsOhio targeted industry sectors (additional preference for required skilled labor as well as American owned/controlled businesses):
  - **Advanced Manufacturing**
  - **Financial Services**
  - **Automotive**
  - **Information Technology**
  - **Energy & Chemicals**
  - **Healthcare**
  - **Food Processing & Agro**
  - **Aerospace & Aviation**
  - **Military & Federal**
  - **Logistics & Distribution**



# Preferences continued . . .

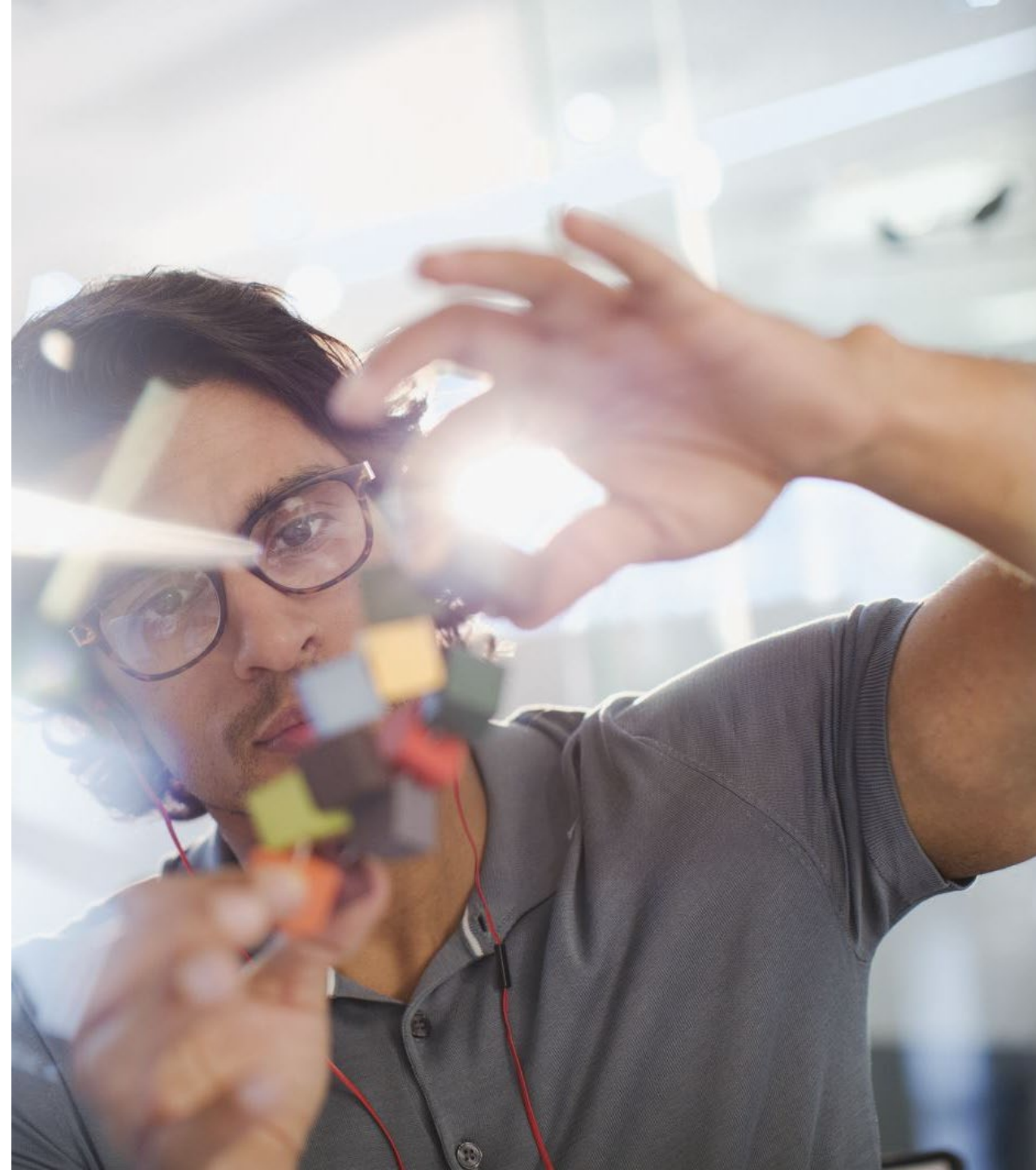
- Sites:
  - That create a more even distribution of economic development project-ready sites across Ohio.
  - With broad local private and public support and alignment.
  - With advanced plans for infrastructure improvement, as evidenced by engagement with utility providers.
  - With the labor/talent resources to fulfill the proposed end-use, or a plan to build/train the needed workforce.
  - That are not already benefitting from, or eligible for, other State programs (e.g., Brownfield or Demolition programs).
- The existence of a prior non-agricultural use on eligible projects sites with less than 100 acres.
- Secondary preference for sites of at least 30 acres.
  - However, for sites consisting of less than 30 acres, applicants should describe the economic impact of the project in terms of anticipated jobs, economic investment to the local community, or other economic information you deem compelling. This information will be used to inform the Department of Development of the potential benefits of an award to a smaller-scale site.

# Additional data points to be considered . . .

- Strength of expected direct AND indirect economic impact
  - **E.g., jobs, payroll, investment, construction + ancillary development, housing, supplier attraction, etc.**
- Local community's ability to support the project fully realized
  - **E.g., financial commitment, workforce capability, adequate housing, ancillary infrastructure, etc.**
- Quality of expected jobs and median wage created by the project (particularly in comparison to the applicable county median wage)
- Ownership and/or control of land surrounding the proposed project

# Other considerations:

- Recipients of AOFF Funds must find an end-user within 5 years of disbursement of funds
  - **This allows for a roughly 2-3 year construction period and a two-year marketing period.**
  - **A clawback of funds may be imposed upon failure to achieve this requirement.**
- For sites designated as a “mega site”, the end-user must commit to use at least the lesser of 50% or 200 acres of the total site
  - **Note, solar fields do not count towards this minimum use requirement.**
- Any incentive package ultimately offered to a potential end-user must take into consideration the funds already expended by the State to prepare the site for occupancy.







## Funding Capability

- Awards will be primarily funded through loans, with partial forgivability.
- Loans may fund up to 75% of eligible project costs.
  - **0% interest rate**
  - **Disbursed quarterly in advance based on estimated expenses which will then be reconciled with evidence of such expenses incurred.**
- Factors considered for forgivability:
  - **End-user successfully identified within 5 years of funding**
  - **End-user wages are 25% above the median community wage (as defined by the Bureau of Labor Statistics)**
  - **End-user operates in one of JobsOhio's 10 targeted sectors (mentioned above).**
- Development will require a first-priority lien on assets to be acquired or improved using AOFF funds; additional collateral or enhancements may be required.



## Review & Award Process

- Eligible applicants may submit IOIs at a to-be-determined time following final JCARR approval of the Rules.
- Each proposal will be received and reviewed by Development on a rolling basis, with coordination among JobsOhio and other state agencies to conduct due diligence and determine whether alternative funding options exist.
- If approved by Development, each award will need to then be approved by the Ohio Controlling Board (made up of appointees from OBM, the Ohio Senate, and the Ohio House of Representatives).
- Successful projects will be required to submit project reports on progress toward goals stated in IOI.

# Process Timeline



JCARR Jurisdiction ends on February 2, 2024, though it is possible that final approval will be granted earlier.



Eligible applicants may submit their IOI to Development via email on a to-be-determined date following the effective date of the Rules (likely February 12).



Development will review IOIs in coordination with JobsOhio and other state agencies, then make recommendations for awards.



First AOFF approvals anticipated Spring 2024

# Frequently Asked Questions

- We will spend the balance of our time answering questions that we have received.
- Please submit questions to: [AOFF@development.ohio.gov](mailto:AOFF@development.ohio.gov)
- All questions will be compiled into an FAQ that we will share on the program website:  
<https://development.ohio.gov/community/economic-development/all-ohio-future-fund>



# FAQs . . .

- Question: Are there going to be rounds for the fund like other programs?
  - **Answer: No, IOIs will be evaluated on a rolling basis. We do not anticipate multiple rounds.**
- Question: Do you foresee having a cap amount on projects?
  - **Answer: No, requested amounts are not capped. However, amounts requested should reasonably reflect the cost to complete the project within its defined scope.**
- Question: Ideally, when would you hope awards will start being distributed?
  - **Answer: We hope to announce the first awards by Spring 2024.**
- Question: Can an eligible applicant apply for two sites in one county?
  - **Answer: Yes, an applicant can apply for multiple sites in one county. However, a project having broad support and mutual prioritization within an area will strengthen its application. If submitting multiple sites, please indicate the order of preference/priority for each IOI.**
- Question: What support will ODOD and JobsOhio provide to help projects attract an end-user?
  - **Answer: JobsOhio and ODOD will assist with marketing the property to potential end-users. For example, we receive many requests from companies interested in relocating or expanding in Ohio, and JobsOhio can help market the site to interested end-users.**

# FAQs . . .

- Question: Are costs associated with environmental remediation an eligible use of funds?
  - **Answer: Yes, but such a request would be evaluated to determine if alternate funding streams exist (e.g., Development’s Brownfield Remediation Program).**
- Question: Are “spec” buildings eligible for AOFF funding?
  - **Answer: AOFF funds are to be used for infrastructure costs. The projects that this infrastructure ultimately supports may be speculative at the time of application.**
- Question: Could a project consist of the conversion of an existing building into a manufacturing facility?
  - **Answer: AOFF funds are to be used for infrastructure expenses (e.g., road, water, wastewater, etc.). To the extent infrastructure upgrades are part of the project, then yes, those expenses would qualify.**
- Question: What kind of documentation will be needed to demonstrate cooperation between a private property owner and public entities?
  - **Answer: Please provide documentation (e.g., an agreement signed by both parties) that the non-governmental applicant and the unit of local government will work collaboratively on the project – such as to address zoning requirements, coalesce local support, and potential incentives to ultimately attract and end-user.**



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