



LOCAL GOVERNMENT INNOVATION FUND APPLICATION

WEST CENTRAL OHIO SKILLED TRADES INITIATIVE

Apollo Career Center
3325 Shawnee Rd., Lima, OH 45806
Applicant Contact: Judy Wells ~ 419-998-2910 ~ judy.wells@apollocc.org
apollocareercenter.com

Section 1

Contact Information

Local Government Innovation Fund Application

Shared Services model – feasibility study and process implementation

Contact Information:

Apollo Career Center (main applicant)

3325 Shawnee Road, Lima, Ohio 45806

419/998-2910 (office) 419/999-5127 (fax)

Applicant contact: Judy Wells, Superintendent

Judy.wells@apollocc.org

Section 2

Collaborative Partners

Collaborative partners:

Lima Husky Refinery

1150 Metcalf Street, Lima, Ohio 45804

Roger Hornung

419/226-2621 (office) 419/226-2646 (fax)

roger.hornung@huskyenergy.com

Lima Ford Engine Plant

1155 Bible Road, Lima, Ohio 45801

Mike Felix

419/226-7010 (office) 419/226-7011 (fax)

mfelix@ford.com

This will be a partnership between a non-profit public entity (Apollo Career Center), and two for-profit private industry leading employers in Northwest Ohio (Husky Refinery and Ford Engine Training Center). Apollo Career Center will be utilizing a shared services model to provide a feasibility study responding to current substantial economic demand for a highly skilled trained workforce arising from a dialogue session with Allen County manufacturers that occurred on January 17, 2012.

Section 3

Project Information

Project Information:

NAME: West Central Ohio Skilled Trades Initiative

PROJECT DESCRIPTION: Apollo Career Center is seeking grant funds to apply toward feasibility studies by expert consultants, using a shared services model to achieve greater efficiency in locating, screening, hiring and training a skilled workforce to meet employer demand in the manufacturing arena. The partners are looking at a totally new reverse model putting the employer benchmarks first in the process instead of at the end of the hiring and training process. We believe this will improve and update the screening process and provide a shorter timeframe from initial intake to job ready worker. Solving the problem of supplying area manufacturers with a skilled workforce and identification of the specific skill areas in need has been an ongoing collaborative effort in this region for more than five years. Two manufacturing summits were held that involved six state legislators, county and local government officials, state and local economic development groups, and regional post-secondary educational and training institutions. The need was clearly identified for machinists, welders, tool & die makers, electricians, and pipefitters. We have a successful innovation project in its third year (see details in replication/successful innovations in the past) that has overwhelmingly demonstrated these following critical areas: too many candidates do not have job readiness skills, do not pass drug tests with consistency, have criminal records unidentified up front, cannot afford the post secondary training, and the employer cannot afford to wait two years for traditional training programs.

Most recently, Lima, Ohio Mayor David Berger created a manufacturing task force to identify their needs for skilled workers. The first meeting to identify the gaps between needs and resources was held on January 17th in Lima, Ohio. A summary of prior workforce development initiatives and current and near term (12-24 months) workforce opportunities of industry leaders were forecasted. A total of 11 major employers spoke on the number of new hires that will be needed in the next 24 months and beyond. Skilled workers in welding, CNC operating, engineering, maintenance, fabricators and entry level operators were mentioned over and over. Here in this region we are experiencing substantial increases in economic demand for skilled trades workers from manufacturers. A total of 239 minimum to 357 maximum NEW workers ranging from entry level operators to IT and Engineering via the Automotive Task Force for Allen County were identified. We CANNOT afford to wait or even more jobs will be lost to out of state pools or worse, companies will continue to move out of Ohio to find the workforce they need. That is why the West Central Ohio Skilled trades Initiative is proposing a new and unique process: the employer will be at the forefront with intake and screening and will work in conjunction with Apollo Career Center for critical out of work populations. The purpose is twofold: 1) to up skill incumbent workers by exploring the efficacy of a voucher program that

provides direct dollars to the employer and employee for the purpose of replacing retirements of current skilled workforce, opening up beginning/entry level jobs to be back filled with newly trained, screen and ready to work candidates, and 2) evaluate and cost out a 24/7 training center that will be able to provide more intensive training to potential employees within a 4 – 6 month time frame. Vouchers for screened candidates to cover their costs will be piloted, provided the feasibility study (which should be completed within 6 months from execution of the contract) bears this out and a loan application will be pursued as need is more clearly identified.

PROBLEM STATEMENT: Funding for new career-technical programs for Career Centers is frozen. At Apollo Career Center we are on the guarantee, and all state monies have been frozen for the biennium. State aid is currently at 2008-09 levels, enrollment in our high school programs is dropping and 4 programs were closed last year due to low numbers and interest. There are now empty labs/spaces, but unfortunately there is no financial reimbursement from the state to add new high skill/high demand programs. Equipment and renovation costs are prohibitive. Apollo Joint Vocational School District has a 3 – 5 year Continuous Improvement Plan that involves seeking voter approval for a bond levy to address major renovations and additions to meet employer economic need. Ohio School Facilities construction monies (Apollo is now next on the list for co-funding with voter approval) is a long term solution for High School renovations BUT cannot be used to finance adult education facilities and programs – no matter what local industries need to fill available job shortages. Apollo has a small welding lab that is used to train adults in the evening when available, but no access to the lab during the day. We could triple the skilled trade numbers with an additional lab. Adult Education at Apollo has also experienced significant cuts in state funding, from a high in FY 2007 of \$410,677 to FY 2011 \$364,934. That is an 11% reduction in operating expenses in four years. Current operating expenses at Apollo Adult Education can't come close to financing the additional labs needed, particularly in Welding. In a recent OSFC report (generated Sept. 2011 – see attachment), square footage for a new Welding lab (as recommended by OSFC) is 5,808 sq. ft. Construction costs per sq. ft. are \$233.86 currently. Total cost to build new would be \$1,358,258.00. There is no training facility in Allen County equipped to handle the immediate demand for a skilled workforce in the next 12-24 months as specified by local industry leaders on January 17th (see above paragraph detailing the need).

APPROACH TO INNOVATION/ANTICIPATED RETURN ON INVESTMENT: The 3 partners are committed to making this targeted approach to innovation a success. We plan on using a shared services model and anticipate the return on investment to be measured and quantified through improvements in the number of training program completers and success in obtaining

and keeping employment. Much of the proposed infrastructure is already in place among the partners to recruit, screen, educate and train, and employ these workers. Apollo Career Center already has an American Welding Society credentialed manufacturing program (AWS – only 5 national certification centers in the state) and expert staff in place to educate and train workers. The companies already have established hiring and on-the-job training programs in place for these students to access. This feasibility study will utilize these current systems in a new format that will place the screening processes companies value at the beginning to help insure people will be successful within the training program and on the job. The economic development value for the region to offer current and potential companies access to a skilled workforce is substantial. ROI, if we use welding as an example, would quantify a student completing the program making \$19.25/hour according to Job and Family Services, Bureau of Labor Statistics. That student would have an annual income of \$38,500, would be paying taxes and become a productive citizen. If this student had previously been on public assistance, the return on investment would be twofold, and all of this would begin with a minimal investment in this project that would help ensure the success of this student.

Potential students not meeting the benchmarks of the screening process will be referred to additional resources that will help them be successful in the future. This model of referral was very successfully utilized in another training partnership endeavor with the City of Lima and Apollo Career Center, where 200 applicants for the training program were screened down to 20, and the remaining 180 people were referred to ABLE programs for academic assistance and other skills training programs. This process was used to create additional pools of workers in several different areas, and increased their academic skills as well. We anticipate this entire process would be easily replicable in other communities throughout Ohio.

ECONOMIC DEMAND & IMPROVING THE COMMUNITY: The economic demand for these skilled positions has been clearly identified and quantified through several collaborative community efforts, including the two manufacturing summits, Ohio Skills Bank, and the City of Lima Auto Task Force. We are also located in the heartland of automotive suppliers, and have a general manufacturing base that constitutes 25% of our total regional economy. Our region recently lost an effort to attract a major automotive supply business (Honda in Van Wert) to Indiana, with the reason stated as a lack of skilled worker base. While Bureau of Labor Statistics reflects a decline in manufacturing through 2018, the untold story is that while fewer workers are needed, the skill levels of those workers are increasing due to technology. The Skills Gap is alive and well in our region, and this proposal provides measurable action steps to respond in a collaborative manner, utilizing many existing resources, and parallels other successful training partnership initiatives.

REPLICATION & PREVIOUS SUCCESSFUL INNOVATIONS: Apollo Career Center and Husky Refinery have been partners in a previous collaboration called West Central Ohio Manufacturing Consortium since 2009. The City of Lima received through the United States Dept. of Commerce Economic Development Administration a capacity building investment grant, and awarded Apollo Career Center and a local community college the funds to assess, develop and implement training needs of process operations industries (a total of 15 manufacturing companies) in Allen County. Feasibility studies, surveys of skill and training requirements, and curriculum for emerging, incumbent/up skills, and replacement of retiring baby boomers were designed, and training has been ongoing since Fall of 2009. To date, 36 students completed training at Apollo in 2009 and 2010 under this program. At the time of enrollment, most of these students entered the program unemployed, employed part-time, or employed full-time in occupations paying less than \$10/hour.

Data from the 2009 and 2010 Apollo and Rhodes process operator programs:

- 72% of these students entered the program unemployed
- 17% entered the program with jobs paying less than \$10/hour
- 3% entered the program employed part-time
- 68% of students reporting are now employed
- 55% of the students reporting have had job interviews with process operations; some with 2 or more process operations

12.5% are continuing their education in the process operation program at Rhodes State College. Long term economic development continues to occur thanks to this partnership, but the identified critical weaknesses of no viable training facilities, dollars drying up at ODJFS and city of Lima initiatives, and pent up employer demand for high skilled candidates are reaching a critical point.

Section 4

Financial Documentation

Financial Documentation:

**Apollo 3 Year History
Manufacturing, Transportation, Logistics Programs**

Revenues	FY09	FY10	FY11
Manufacturing Training	421,853	452,706	216,005
Heavy Equipment	40,201	105,920	85,187
Truck Driving	496,283	653,679	510,671
Total	958,337	1,212,305	811,863
Expenditures			
Manufacturing Training	362,505	413,561	206,677
Heavy Equipment	12,716	40,650	26,683
Truck Driving	425,756	533,929	438,500
Total	800,977	988,140	671,860
Profit			
Manufacturing Training	59,348	39,145	9,328
Heavy Equipment	27,485	65,270	58,504
Truck Driving	70,527	119,750	72,171
Total	157,360	224,165	140,003

Beginning Stimulus Peak Stimulus Post Stimulus

ANTICIPATED PROJECT COSTS:

Apollo

\$30,000 hiring a consultant for feasibility study to address two areas: 1) design a model to improve the screening process and increase successful employment rates after training (will include advertising for applicants, screening, interviews, testing/assessments including drug screening). 2) Identify curriculum needs for short-term specific training in collaboration with two industry partners.

Apollo will set up an efficacy study for 1) developing procedures for implementation of a new voucher system of reimbursement toward loans/grants and fund it, 2) analyze Return on Investment data and costs savings with Sept 1 2012 as rollout date, and 3) develop a pre-training screening process based on the current pre-employment models used by our 2 partners to determine efficiency of improvement in employment outcomes. The twofold purpose will be to A) provide employers with high skilled workers quickly and B) remediation options identified for candidates not meeting the pre-screening requirements.

TOTAL GRANT AMOUNT REQUESTED: \$30,000.00

Matching funds

Apollo: \$5000 administrative costs (salaries/fringes for manufacturing expert to assist in study)

\$25,000 match to fund training (tuition) costs for pool of candidates unable to obtain other funding. Apollo is committed to making this creative and innovative approach work.

TOTAL: \$30,000.00

Total percentage of local funds to project: **100%**

Increased revenues

Three years expected annual savings (increased revenues):

Given that this proposal would put tax revenues back into the local and state economy, we have calculated this proposal in the following terms:

Fall 2012- Sept. 2013: This proposal would put 24 employees (3 classes of 8) to work in a career paying \$19.25/hour or about \$40,000 annually. That is \$960,000 (\$40,000 x 24 workers). The Ohio tax collected annually on that amount for those workers in total is \$23,000 in increased revenues. In addition there would Lima city tax at 1.5% for some of the workers as well as

increased school revenues generated. More importantly this financial opportunity fills a need for a family; the community and for local industry.

On the other hand, assume the individual remains unemployed. The annual unemployment direct cost is between \$20,800 - \$28,000 per individual - but there are many other related costs:

- Unemployment is a waste of human resources – Okun’s Law states that an increase of unemployment by 1 percentage point will cause real GDP to decrease by 2 points.
- As people lose their jobs they spend less which causes others to lose their job.
- Unemployment decreases tax revenue and increases payments for food stamps, welfare, etc.
- Unemployed individuals have a higher rate of suicide, domestic violence, drug abuse and health problems.
- Areas of high unemployment (especially youth) tend to have more crime and vandalism.

There are 5,000,000 unemployed individuals in Ohio. That is 8.1% of our population and it does not include the underemployed or those individuals who have already run out of unemployment. There are good manufacturing jobs available but there are hurdles in filling them, which we have addressed in this application. When it is successful we’ll increase our capacity and help more unemployed workers find good jobs. Then we’ll duplicate it with other employers and other career training and we’ll share it so it can be duplicated across the state.

2013-14: Anticipating positive returns on the feasibility study and commitment from industry partners, Apollo will in turn commit to applying for a direct loan through LGIF to renovation an empty lab space, allowing training of potential candidates to **double to 48 per year**. Savings would be high: the cost of building a new lab per Ohio Schools Facilities calculations is \$1.3 million. Costs to renovate existing space plus purchase state-of-the-art equipment would be \$280,000. **Savings = \$1,020,000.**

2014-15: One time renovation + equipment costs, generating approximately 50 new high skill workers for the employers = continued economic revenues for city and state coffers.

Section 5

Supporting Documents

2/28/2012

West Central Ohio Skilled Trades Initiative

Application Checklist

Check off	Application Section Number	Application Section Name	Type	Policy	Application Materials	Round 1 Due Date
✓	0	Cover Page	All		Application Cover Sheet (Include Project Name)	3/1/2012
✓	1	Contact Information	All		Main Applicant: Name, Address, Phone Number(s) (Include Fax), Website (or Email Address), and Population Information	3/1/2012
✓	1	Contact Information	All		Application Contact Information: Name, Title, Address (Include County), Phone Number, and Email Address	3/1/2012
✓	2	Collaborative Partners	All		Collaborating Entity: Name, Address, Phone Number, and Email Address	3/1/2012
✓	2	Collaborative Partners	All		Collaborative Partner Contact: Name Address Phone Number, Email Address, and Population Information	3/1/2012
✓	3	Project Information	All		Project Description including the name of the project and a brief project description (limited to two pages single spaced)	3/1/2012
✓	3	Project Information	Grant	3.07/5.01	Identify Project Type as feasibility study, planning, or management project	3/1/2012
—	3	Project Information	Loan	3.07/6.01	Identify Project Type as demonstration project	3/1/2012
✓	3	Project Information	All	3.10	Identification of one (1) targeted approach: Efficiency, shared services, co-production, or merger	3/1/2012
✓	3	Project Information	All	3.08	Explanation of the anticipated return on investment based on the ratio of expected savings	3/1/2012
✓	3	Project Information	All	3.08	Explanation regarding the probability of the proposal's success	3/1/2012
✓	3	Project Information	All	3.08	Description of plans to replicate or scale the proposal to allow for the inclusion of other political subdivisions	3/1/2012
✓	3	Project Information	All	3.08	Identification of whether the proposal is part of a larger consolidation effort by the applicant or collaborative partner(s)	3/1/2012
✓	3	Project Information	All	3.08	Description of how the proposed project is responding to current substantial changes in economic demand	3/1/2012
NA	3	Project Information	All	3.08	Identification of intent to implement recommendations of a performance or any other audit	3/1/2012
✓	3	Project Information	All	3.08	Explanation of how project facilitates an improved business environment and/or promotes community attraction	3/1/2012
—	4	Financial Documentation	Loan	2.03/3.11	Proposal Request: Less than \$100,000 for single entity and less than \$100,000 per collaborative partner (limited to \$500,000 for applicants with collaborative partners)	3/1/2012
✓	4	Financial Documentation	Grant	2.03/3.11	Proposal Request: Less than \$100,000	3/1/2012
NA	4	Financial Documentation	All	2.06	Documentation of each in-kind match source	3/1/2012
✓	4	Financial Documentation	All	3.08	The percentage of local matching funds available 100%	3/1/2012
✓	4	Financial Documentation	All	3.08	Three years of financial projections identifying anticipated savings	3/1/2012
—	4	Financial Documentation	Loan	3.08	Savings Description	3/1/2012
—	4	Financial Documentation	Loan	3.08	Expected Annual Savings	3/1/2012
—	4	Financial Documentation	Loan	3.08	Expected One-time Savings	3/1/2012
—	5	Supporting Documentation	Loan	3.06	Feasibility Study, Planning or Management Project Determination: Include Department Determination Letter	3/1/2012
✓	5	Supporting Documentation	All	3.08	Executed partnership agreements with other participating entities	3/1/2012
✓	5	Supporting Documentation	All	3.08	Resolution of support from the applicant's and/or collaborative partner's governing entity	3/1/2012
NA	5	Supporting Documentation	All	3.08	Audit, performance or other, conducted within the last five years	3/1/2012
✓	5	Supporting Documentation	All	4.01-4.03	Documentation from the 2010 U.S. Census identifying each municipality, county or township served applicant and any collaborative partners (scoring will be based on the smallest population giving preference to smaller governments)	3/1/2012
✓	5	Supporting Documentation	All		Self Score Assessment - Project Selection Methodology	3/1/2012
—	X	Submission Instruction	Loans	3.04	Pre-Application: Submit feasibility study, planning, or management project to the Ohio Department of Development for determination prior to submitting application	2/15/2012
✓	X	Submission Instruction	All	3.05	Application: PDF copy of application submitted to the Ohio Department of Development	3/1/2012

Local Government Innovation Fund Project Selection Methodology			
Completeness and Eligibility Review			
Eligibility Item	Description	Complete	Incomplete
Financial Information	Did the applicant include each of the following documents: 1) Three years of financial history (income statement, balance sheet and statement of cash flows); 2) The amount and type of funds requested; 3) The percentage of local matching funds available; 4) Information about in-kind contributions; 5) At least three years of financial projections; 6) If applicable, a description of the expected savings?	1) yes 2) yes 3) yes - 100% 4) none 5) yes 6) yes	
Executed Partnership Agreement	Did the applicant include an executed partnership agreement that 1) separately lists each of the partners involved in the project, 2) outlines the nature of the partnership, and 3) explains how the main applicants and partners will work together on the proposed project?	1) yes 2) yes 3) yes	
Resolution(s) of Support	Did the applicant include a resolution of support from its governing entity? If the application includes collaborative partners, is there a resolution of support for each of the collaborative partners named in the application?	1) yes - Apollo's	
Demonstration of Match Requirement	Did the applicant demonstrate a match investment equal to at least 10 percent of the total costs of the eligible project? (Please note, match investments may include any combination of local, public or private funds).	1) yes - 100%	
Complete and Eligible	Is the application complete and eligible for review?	yes	

Judy Wells, Superintendent
Greg Bukowski, Treasurer
Douglas B. Bodey, Director of High School Programs
Rick Turner, Director of Adult Programs

High School Office 419.998.2908 • Fax 419.998.2929
Adult Office 419.998.2999 • Fax 419.998.2994
www.apollocareercenter.com



**APOLLO CAREER CENTER
BOARD OF EDUCATION MEETING
February 27, 2012
BOARD MEETING 7:00 P.M.**

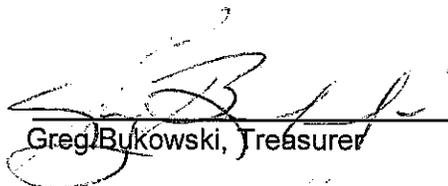
Local Government Innovation Fund (02-12-5)

It is recommended that the Apollo Board of Education approve the partnership between Apollo Career Center, Lima Ford Engine Plant, and Lima Husky Refinery for the purpose of applying for Local Government Innovation Fund grant monies as established in HB153 to provide direct financial resources for innovative Joint projects.

Mr. Purdy moved and Mrs. Place seconded that the above recommendation be approved.

Upon the call of the roll, the vote was recorded as follows:

Mr. Fleming	<u>Yea</u>	Mr. Pescosolido	<u>Yea</u>
Mr. Fricke	<u>Yea</u>	Mrs. Place	<u>Yea</u>
Mr. Fruchey	<u>Yea</u>	Mr. Purdy	<u>Yea</u>
Mr. Hager	<u>Yea</u>	Mr. Sammetinger	<u>Yea</u>
Mrs. Kill	<u>Yea</u>	Mr. Stechschulte	<u>Yea</u>
Mr. Loescher	<u>Yea</u>		



Greg Bukowski, Treasurer

1150 South Metcalf Street
Lima, OH 45804-1145

Phone: (419) 226-2300

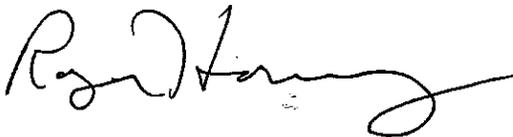
February 14, 2012

TO: Local Government Innovation Council

This letter is to inform you that I am in full support of the collaborative partnership arrangement between Apollo Career Center, the City of Lima, Lima Ford Engine Plant, and Husky Energy Lima Refinery for the purpose of applying for Local Government Innovation grant monies for innovative joint projects.

I am committed to addressing the skilled labor pool gap in Ohio that has resulted in 77,000+ open positions statewide, and meeting the increasingly urgent need of local manufacturing employees in Northwest Ohio as specified during a recent dialogue session held in Lima on January 17th. I believe this current LGIF grant application is a win-win response to current substantial changes in economic demand in our Northwest region and will be beneficial for years to come with our community. I hope the LGIF Council will give it serious consideration.

Sincerely,



Roger Hornung
Training Superintendent
Husky Energy Lima Refinery

2/28/2012



Ford Motor Company

Lima Engine Plant
1155 Bible Road
Lima, Ohio 45801

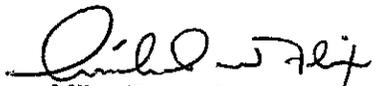
February 13, 2012

To: Local Government Innovation Council

This letter is to inform you that I am in full support of the collaborative partnership arrangement between Apollo Career Center, Lima Ford Engine Plant, and Lima Husky Refinery; for the purpose of applying for Local Government Innovation grant monies for innovative joint projects.

I am committed to addressing the skilled labor pool gap in Ohio that has resulted in 77,000+ open positions statewide and meeting the increasingly urgent need of local manufacturing employers in Northwest Ohio, as specified during a recent dialogue session held on January 17th. I believe this current LGIF grant application is a win-win response to current substantial changes in economic demand in our Northwest region and will be beneficial for years to come with our community. I hope the LGIF Council will give it serious consideration.

Sincerely,


Mike Felix, Plant Manager
Ford Lima Engine Plant

2/28/2012



Ohio Senate
Senate Building
1 Capitol Square
Columbus, Ohio 43215
(614) 466-8150

Cliff Hite
State Senator
1st District
February 13, 2012

To Local Government Innovation Council:

This letter is to inform you that I am in full support of the collaborative partnership arrangement between Apollo Career Center, the city of Lima, Lima Ford Engine Plant, and Lima Husky Refinery; for the purpose of applying for Local Government Innovation grant monies for innovative joint projects.

I am committed to addressing the skilled labor pool gap in Ohio that has resulted in 77,000+ open positions statewide, and meeting the increasingly urgent need of local manufacturing employers in Northwest Ohio as specified during a recent dialogue session held on January 17th. Identification of gaps between needs and scarce resources are occurring and creative partnerships are emerging. I believe this current LGIF grant application is a win-win response to current substantial changes in economic demand in our Northwest region and will be beneficial for years to come with our community. We are still a manufacturing state and Northwest Ohio is still a leader particularly in economic development and producing goods and services for our communities. What we do NOT have is the physical capacity to train candidates 24/7 to meet this pent up and increasing critical demand. Here we will be designing implementation of an efficient voucher pilot that directly ties employers to training, shows a high Return on Investment projection, and showcases commitment and shared responsibility between private and public stakeholders that can be duplicable across the state. I hope the LGIF Council will give it serious consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Cliff Hite".

Cliff Hite
District 1
Ohio Senate



B01003

TOTAL POPULATION
Universe: Total population
2010 American Community Survey 1-Year Estimates

Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Data and Documentation section.

Sample size and data quality measures (including coverage rates, allocation rates, and response rates) can be found on the American Community Survey website in the Methodology section.

Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, for 2010, the 2010 Census provides the official counts of the population and housing units for the nation, states, counties, cities and towns.

	Allen County, Ohio	
	Estimate	Margin of Error
Total	106,205	*****

Data are based on a sample and are subject to sampling variability. The degree of uncertainty for an estimate arising from sampling variability is represented through the use of a margin of error. The value shown here is the 90 percent margin of error. The margin of error can be interpreted roughly as providing a 90 percent probability that the interval defined by the estimate minus the margin of error and the estimate plus the margin of error (the lower and upper confidence bounds) contains the true value. In addition to sampling variability, the ACS estimates are subject to nonsampling error (for a discussion of nonsampling variability, see Accuracy of the Data). The effect of nonsampling error is not represented in these tables.

While the 2010 American Community Survey (ACS) data generally reflect the December 2009 Office of Management and Budget (OMB) definitions of metropolitan and micropolitan statistical areas; in certain instances the names, codes, and boundaries of the principal cities shown in ACS tables may differ from the OMB definitions due to differences in the effective dates of the geographic entities.

Estimates of urban and rural population, housing units, and characteristics reflect boundaries of urban areas defined based on Census 2000 data. Boundaries for urban areas have not been updated since Census 2000. As a result, data for urban and rural areas from the ACS do not necessarily reflect the results of ongoing urbanization.

Source: U.S. Census Bureau, 2010 American Community Survey

Explanation of Symbols:

1. An '***' entry in the margin of error column indicates that either no sample observations or too few sample observations were available to compute a standard error and thus the margin of error. A statistical test is not appropriate.
2. An 'L' entry in the estimate column indicates that either no sample observations or too few sample observations were available to compute an estimate, or a ratio of medians cannot be calculated because one or both of the median estimates falls in the lowest interval or upper interval of an open-ended distribution.
3. An 'L' following a median estimate means the median falls in the lowest interval of an open-ended distribution.
4. An 'U' following a median estimate means the median falls in the upper interval of an open-ended distribution.
5. An '***' entry in the margin of error column indicates that the median falls in the lowest interval or upper interval of an open-ended distribution. A statistical test is not appropriate.
6. An '*****' entry in the margin of error column indicates that the estimate is controlled. A statistical test for sampling variability is not appropriate.
7. An 'N' entry in the estimate and margin of error columns indicates that data for this geographic area cannot be displayed because the number of sample cases is too small.
8. An '(X)' means that the estimate is not applicable or not available.



B01003

TOTAL POPULATION

Universe: Total population

2006-2010 American Community Survey 5-Year Estimates

Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Data and Documentation section.

Sample size and data quality measures (including coverage rates, allocation rates, and response rates) can be found on the American Community Survey website in the Methodology section.

Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, for 2010, the 2010 Census provides the official counts of the population and housing units for the nation, states, counties, cities and towns. For 2006 to 2009, the Population Estimates Program provides intercensal estimates of the population for the nation, states, and counties.

		Wapakoneta city, Ohio	
		Estimate	Margin of Error
Total		9,896	+/-214

Data are based on a sample and are subject to sampling variability. The degree of uncertainty for an estimate arising from sampling variability is represented through the use of a margin of error. The value shown here is the 90 percent margin of error. The margin of error can be interpreted roughly as providing a 90 percent probability that the interval defined by the estimate minus the margin of error and the estimate plus the margin of error (the lower and upper confidence bounds) contains the true value. In addition to sampling variability, the ACS estimates are subject to nonsampling error (for a discussion of nonsampling variability, see Accuracy of the Data). The effect of nonsampling error is not represented in these tables.

While the 2006-2010 American Community Survey (ACS) data generally reflect the December 2009 Office of Management and Budget (OMB) definitions of metropolitan and micropolitan statistical areas; in certain instances the names, codes, and boundaries of the principal cities shown in ACS tables may differ from the OMB definitions due to differences in the effective dates of the geographic entities.

Estimates of urban and rural population, housing units, and characteristics reflect boundaries of urban areas defined based on Census 2000 data. Boundaries for urban areas have not been updated since Census 2000. As a result, data for urban and rural areas from the ACS do not necessarily reflect the results of ongoing urbanization.

Source: U.S. Census Bureau, 2006-2010 American Community Survey

Explanation of Symbols:

1. An '***' entry in the margin of error column indicates that either no sample observations or too few sample observations were available to compute a standard error and thus the margin of error. A statistical test is not appropriate.
2. An '-' entry in the estimate column indicates that either no sample observations or too few sample observations were available to compute an estimate, or a ratio of medians cannot be calculated because one or both of the median estimates falls in the lowest interval or upper interval of an open-ended distribution.
3. An '-' following a median estimate means the median falls in the lowest interval of an open-ended distribution.
4. An '+' following a median estimate means the median falls in the upper interval of an open-ended distribution.
5. An '***' entry in the margin of error column indicates that the median falls in the lowest interval or upper interval of an open-ended distribution. A statistical test is not appropriate.
6. An '*****' entry in the margin of error column indicates that the estimate is controlled. A statistical test for sampling variability is not appropriate.
7. An 'N' entry in the estimate and margin of error columns indicates that data for this geographic area cannot be displayed because the number of sample cases is too small.
8. An '(X)' means that the estimate is not applicable or not available.



B01003

TOTAL POPULATION
 Universe: Total population
 2006-2010 American Community Survey 5-Year Estimates

Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Data and Documentation section.

Sample size and data quality measures (including coverage rates, allocation rates, and response rates) can be found on the American Community Survey website in the Methodology section.

Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, for 2010, the 2010 Census provides the official counts of the population and housing units for the nation, states, counties, cities and towns. For 2006 to 2009, the Population Estimates Program provides intercensal estimates of the population for the nation, states, and counties.

		Ada village, Ohio	
		Estimate	Margin of Error
Total		6,028	+/-341

Data are based on a sample and are subject to sampling variability. The degree of uncertainty for an estimate arising from sampling variability is represented through the use of a margin of error. The value shown here is the 90 percent margin of error. The margin of error can be interpreted roughly as providing a 90 percent probability that the interval defined by the estimate minus the margin of error and the estimate plus the margin of error (the lower and upper confidence bounds) contains the true value. In addition to sampling variability, the ACS estimates are subject to nonsampling error (for a discussion of nonsampling variability, see Accuracy of the Data). The effect of nonsampling error is not represented in these tables.

While the 2006-2010 American Community Survey (ACS) data generally reflect the December 2009 Office of Management and Budget (OMB) definitions of metropolitan and micropolitan statistical areas; in certain instances the names, codes, and boundaries of the principal cities shown in ACS tables may differ from the OMB definitions due to differences in the effective dates of the geographic entities.

Estimates of urban and rural population, housing units, and characteristics reflect boundaries of urban areas defined based on Census 2000 data. Boundaries for urban areas have not been updated since Census 2000. As a result, data for urban and rural areas from the ACS do not necessarily reflect the results of ongoing urbanization.

Source: U.S. Census Bureau, 2006-2010 American Community Survey

Explanation of Symbols:

1. An '***' entry in the margin of error column indicates that either no sample observations or too few sample observations were available to compute a standard error and thus the margin of error. A statistical test is not appropriate.
2. An '!' entry in the estimate column indicates that either no sample observations or too few sample observations were available to compute an estimate, or a ratio of medians cannot be calculated because one or both of the median estimates falls in the lowest interval or upper interval of an open-ended distribution.
3. An '!' following a median estimate means the median falls in the lowest interval of an open-ended distribution.
4. An '+' following a median estimate means the median falls in the upper interval of an open-ended distribution.
5. An '****' entry in the margin of error column indicates that the median falls in the lowest interval or upper interval of an open-ended distribution. A statistical test is not appropriate.
6. An '*****' entry in the margin of error column indicates that the estimate is controlled. A statistical test for sampling variability is not appropriate.
7. An 'N' entry in the estimate and margin of error columns indicates that data for this geographic area cannot be displayed because the number of sample cases is too small.
8. An '(X)' means that the estimate is not applicable or not available.



B01003

TOTAL POPULATION
Universe: Total population
2006-2010 American Community Survey 5-Year Estimates

Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Data and Documentation section.

Sample size and data quality measures (including coverage rates, allocation rates, and response rates) can be found on the American Community Survey website in the Methodology section.

Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, for 2010, the 2010 Census provides the official counts of the population and housing units for the nation, states, counties, cities and towns. For 2006 to 2009, the Population Estimates Program provides intercensal estimates of the population for the nation, states, and counties.

		Columbus Grove village, Ohio	
		Estimate	Margin of Error
Total		2,016	+/-202

Data are based on a sample and are subject to sampling variability. The degree of uncertainty for an estimate arising from sampling variability is represented through the use of a margin of error. The value shown here is the 90 percent margin of error. The margin of error can be interpreted roughly as providing a 90 percent probability that the interval defined by the estimate minus the margin of error and the estimate plus the margin of error (the lower and upper confidence bounds) contains the true value. In addition to sampling variability, the ACS estimates are subject to nonsampling error (for a discussion of nonsampling variability, see Accuracy of the Data). The effect of nonsampling error is not represented in these tables.

While the 2006-2010 American Community Survey (ACS) data generally reflect the December 2009 Office of Management and Budget (OMB) definitions of metropolitan and micropolitan statistical areas; in certain instances the names, codes, and boundaries of the principal cities shown in ACS tables may differ from the OMB definitions due to differences in the effective dates of the geographic entities.

Estimates of urban and rural population, housing units, and characteristics reflect boundaries of urban areas defined based on Census 2000 data. Boundaries for urban areas have not been updated since Census 2000. As a result, data for urban and rural areas from the ACS do not necessarily reflect the results of ongoing urbanization.

Source: U.S. Census Bureau, 2006-2010 American Community Survey

Explanation of Symbols:

1. An '***' entry in the margin of error column indicates that either no sample observations or too few sample observations were available to compute a standard error and thus the margin of error. A statistical test is not appropriate.
2. An '-' entry in the estimate column indicates that either no sample observations or too few sample observations were available to compute an estimate, or a ratio of medians cannot be calculated because one or both of the median estimates falls in the lowest interval or upper interval of an open-ended distribution.
3. An '-' following a median estimate means the median falls in the lowest interval of an open-ended distribution.
4. An '+' following a median estimate means the median falls in the upper interval of an open-ended distribution.
5. An '****' entry in the margin of error column indicates that the median falls in the lowest interval or upper interval of an open-ended distribution. A statistical test is not appropriate.
6. An '*****' entry in the margin of error column indicates that the estimate is controlled. A statistical test for sampling variability is not appropriate.
7. An 'N' entry in the estimate and margin of error columns indicates that data for this geographic area cannot be displayed because the number of sample cases is too small.
8. An '(X)' means that the estimate is not applicable or not available.



B01003

TOTAL POPULATION

Universe: Total population

2008-2010 American Community Survey 3-Year Estimates

Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Data and Documentation section.

Sample size and data quality measures (including coverage rates, allocation rates, and response rates) can be found on the American Community Survey website in the Methodology section.

Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, for 2010, the 2010 Census provides the official counts of the population and housing units for the nation, states, counties, cities and towns. For 2008 to 2009, the Population Estimates Program provides intercensal estimates of the population for the nation, states, and counties.

Hardin County, Ohio		
	Estimate	Margin of Error
Total	32,150	*****

Data are based on a sample and are subject to sampling variability. The degree of uncertainty for an estimate arising from sampling variability is represented through the use of a margin of error. The value shown here is the 90 percent margin of error. The margin of error can be interpreted roughly as providing a 90 percent probability that the interval defined by the estimate minus the margin of error and the estimate plus the margin of error (the lower and upper confidence bounds) contains the true value. In addition to sampling variability, the ACS estimates are subject to nonsampling error (for a discussion of nonsampling variability, see Accuracy of the Data). The effect of nonsampling error is not represented in these tables.

While the 2008-2010 American Community Survey (ACS) data generally reflect the December 2009 Office of Management and Budget (OMB) definitions of metropolitan and micropolitan statistical areas; in certain instances the names, codes, and boundaries of the principal cities shown in ACS tables may differ from the OMB definitions due to differences in the effective dates of the geographic entities.

Estimates of urban and rural population, housing units, and characteristics reflect boundaries of urban areas defined based on Census 2000 data. Boundaries for urban areas have not been updated since Census 2000. As a result, data for urban and rural areas from the ACS do not necessarily reflect the results of ongoing urbanization.

Source: U.S. Census Bureau, 2008-2010 American Community Survey

Explanation of Symbols:

1. An '***' entry in the margin of error column indicates that either no sample observations or too few sample observations were available to compute a standard error and thus the margin of error. A statistical test is not appropriate.
2. An 'L' entry in the estimate column indicates that either no sample observations or too few sample observations were available to compute an estimate, or a ratio of medians cannot be calculated because one or both of the median estimates falls in the lowest interval or upper interval of an open-ended distribution.
3. An 'L' following a median estimate means the median falls in the lowest interval of an open-ended distribution.
4. An 'U' following a median estimate means the median falls in the upper interval of an open-ended distribution.
5. An '*****' entry in the margin of error column indicates that the median falls in the lowest interval or upper interval of an open-ended distribution. A statistical test is not appropriate.
6. An '*****' entry in the margin of error column indicates that the estimate is controlled. A statistical test for sampling variability is not appropriate.
7. An 'N' entry in the estimate and margin of error columns indicates that data for this geographic area cannot be displayed because the number of sample cases is too small.
8. An '(X)' means that the estimate is not applicable or not available.



April 2, 2012

Judy Wells
Apollo Career Center
3325 Shawnee Rd
Lima, Ohio 45806

RE: Application Cure Letter

Dear Judy Wells:

The Ohio Department of Development (Development) has received and is currently reviewing your application for Round 1 of Local Government Innovation Fund program. During this review Development has determined that additional information is needed for your application. The identified item(s) requiring your attention are listed on the attached page(s). Please respond only to the issues raised. Failure to fully address all the identified items could lead to a competitive score reduction or ineligibility for Round 1 of the Local Government Innovation Fund program. **A written response from the applicant to this completeness review is due to Development no later than 5:00 p.m. on April 30, 2012.** Please send the response in a single email to lgif@development.ohio.gov and include "Cure—Project Name" in the subject line.

While this cure letter represents the additional information needed for Development review, the Local Government Innovation Council continues to reserve the right to request additional information about your application.

Thank you once again for your participation in Local Government Innovation program. Please contact the Office of Redevelopment at lgif@development.ohio.gov or 614-995-2292 if you have further questions regarding your application or the information requested in this letter.

Sincerely,

Thea J. Walsh, AICP
Deputy Chief, Office of Redevelopment
Ohio Department of Development

Local Government Innovation Fund Completeness Review

Applicant: Apollo Career Center
Project Name: West Central Ohio Skilled Trades Initiative
Request Type: Grant

Issues for Response

1. Budget

Please provide a line item budget that includes at minimum: 1) the sources of all funds being contributed to the project include **all** sources—cash, in-kind, etc.; 2) the uses of all funds (provide a line item for each use); 3) the total project costs (including the funding request **and** the local match. Please be sure that all uses of funds are eligible expenses as set forth in the program guidelines.

Example:

Collaboration Village’s Project Budget

Sources of Funds

LGIF Request	\$100,000
<u>Match Contribution (10%)</u>	<u>\$ 11,111</u>
Total	\$111,111

Uses of Funds

<u>Consultant Fees for Study</u>	<u>\$111,111</u>
Total	\$111,111

Total Project Cost: \$111,111

2. Partnership Agreements

Partnership agreements must be signed by all parties listed as collaborative partners. Please provide a partnership agreement that at minimum: 1) lists all collaborative partners; 2) lists the nature of the partnership; and 3) is signed by all parties. Please note, partnership agreements must be specific to the project for which funding is requested.

3. Self-Score Assessment

Please complete the interactive selection methodology available on the LGIF program website <http://www.development.ohio.gov/Urban/LGIF.htm> (select selection methodology) to score your project. Applicants do not need to complete the Council Preference or score validation sections when scoring their projects.

Local Government Innovation Fund Completeness Review

Applicant: Apollo Career Center: Sports Fitness
Project Name: Sports Fitness & Exercise Science Initiative
Request Type: Grant

Issues for Response

1. Funding Uses

The use(s) of funds, as listed, are ineligible for grant funding under program guidelines. LGIF grant funding may only be used for soft costs such as feasibility studies, process implementation, cost benchmarking, planning or a management investigation targeting service (or services) provided (or to be provided) by the applicant(s). Hard costs, such as demonstration projects, that implement recommendation(s) of a feasibility study or a performance audit or identify the project using a specific approach for a more efficient alternative are eligible for loan funding.

Please revise the uses of funds according to the program guidelines. If your project is an eligible loan project and you applied for grant funding, you may update your project budget and program description for loan consideration.

2. Budget

Please provide a line item budget that includes at minimum: 1) the sources of all funds being contributed to the project include **all** sources—cash, in-kind, etc.; 2) the uses of all funds (provide a line item for each use); 3) the total project costs (including the funding request **and** the local match. Please be sure that all uses of funds are eligible expenses as set forth in the program guidelines.

Example:

Collaboration Village's Project Budget

Sources of Funds

LGIF Request	\$100,000
Match Contribution (10%)	\$ 11,111
<hr/>	
Total	\$111,111

Uses of Funds

Consultant Fees for Study	\$111,111
<hr/>	
Total	\$111,111

Total Project Cost: \$111,111

3. Self-Score Assessment

Please complete the interactive selection methodology available on the LGIF program website <http://www.development.ohio.gov/Urban/LGIF.htm> (select selection methodology) to score your project. Applicants do not need to complete the Council Preference or score validation sections when scoring their projects.

Local Government Innovation Fund Program

Application Score £ £

Lead Applicant	
Project Name	

	Grant Application
--	--------------------------

or

	Loan Application
--	-------------------------

The Local Government Innovation Fund Council
77 South High Street
P.O. Box 1001
Columbus, Ohio 43216-1001
(614) 995-2292

Local Government Innovation Fund Project Scoring Sheet

Section 1: Financing Measures

Financing Measures	Description	Criteria	Max Points	Applicant Self Score	Validated Score
Financial Information	<i>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.</i>	Applicant provides a thorough, detailed and complete financial information	5		
		Applicant provided more than minimum requirements but did not provide additional justification or support	3		
		Applicant provided minimal financial information	1		
		Points			
Repayment Structure (Loan Only)	<i>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.).</i>	Applicant clearly demonstrates a secondary repayment source.	5		
		Applicant does not have a secondary repayment source.	0		
		Points			
Local Match	<i>Percentage of local matching funds being contributed to the project. This may include in-kind contributions.</i>	70% or greater	5		
		40-69.99%	3		
		10-39.99%	1		
		Points			
Total Section Points					

Section 2: Collaborative Measures

Collaborative Measures	Description	Criteria	Max Points	Applicant Self Score	Validated Score
Population	<i>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.</i>	Applicant (or collaborative partner) is not a county and has a population of less than 20,000 residents	5		
		Applicant (or collaborative partner) is a county but has less than 235,000	5		
		Applicant (or collaborative partner) is not a county but has a population 20,001 or greater.	3		
		Applicant (or collaborative partner) is a county with a population of 235,001 residents or more	3		
		Points			
Participating Entities	<i>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.)</i>	More than one applicant	5		
		Single applicant	1		
		Points			
Total Section Points					

Local Government Innovation Fund Project Scoring Sheet

Section 3: Success Measures

Success Measures	Description	Criteria	Points	Applicant Self Score	Validated Score
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. The expected return is ranked in one of the following percentage categories:	75% or greater	30		
		25.01% to 74.99%	20		
		Less than 25%	10		
			Points		
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.	Yes	5		
		No	0		
			Points		
Scalable/Replicable Proposal	Applicant's proposal can be replicated by other local governments or scaled for the inclusion of other local governments.	The project is both scalable and replicable	10		
		The project is either scalable or replicable	5		
		Does not apply	0		
			Points		
Probability of Success	Applicant provides a documented need for the project and clearly outlines the likelihood of the need being met.	Provided	5		
		Not Provided	0		
			Points		
Total Section Points					

Section 4: Significance Measures

Significance Measures	Description	Criteria	Points Assigned	Applicant Self Score	Validated Score
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.	Project implements a recommendation from an audit or is informed by benchmarking	5		
		Project does not implement a recommendation from an audit and is not informed by benchmarking	0		
			Points		
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)	Applicant clearly demonstrates economic impact	5		
		Applicant mentions but does not prove economic impact	3		
		Applicant does not demonstrate an economic impact	0		
			Points		
Response to Economic Demand	The project responds to current substantial changes in economic demand for local or regional government services.	Yes	5		
		No	0		
			Points		
Total Section Points					

Section 5: Council Measures			
Council Measures	Description	Criteria	Points Assigned
Council Preference	Council Ranking for Competitive Rounds	The Applicant Does Not Fill Out This Section; This is for the Local Government Innovation Fund Council only. The points for this section is based on the applicant demonstrating innovation or inventiveness with the project	
Total Section Points (10max)			

Scoring Summary			
		Applicant Self Score	Validated Score
Section 1: Financing Measures			
Section 2: Collaborative Measures			
Section 3: Success Measures			
Section 4: Significance Measures			
Total Base Points:			

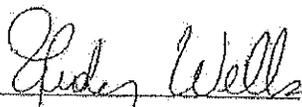
Reviewer Comments

April 3, 2012

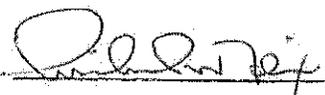
The undersigned are in full support of the collaborative partnership arrangement entitled "West Central Ohio Skilled Trades Initiative" between Apollo Career Center, Lima Ford Engine Plant, and Lima Husky Refinery for the purpose of applying for Local Government Innovation grant monies for innovative joint projects.

We are committed to addressing the skilled labor pool gap in Ohio that has resulted in 77,000+ open positions statewide and meeting the increasingly urgent need of local manufacturing employers in Northwest Ohio. We believe this feasibility study, in response to current substantial changes in economic demand in our Northwest region, will benefit our community for years to come.

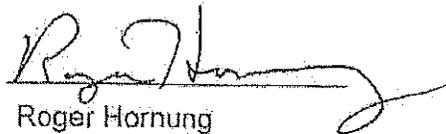
Signed:



Judy Wells
Superintendent
Apollo Career Center



Mike Felix
Plant Manager
Ford Lima Engine Plant



Roger Hornung
Training Superintendent
Husky Energy Lima Refinery

West Central Ohio Skilled Trades Initiative – issues for response

West Central Ohio Skilled Trades project budget:

Source of funds:

LGIF request	\$30,000
Match (40%)	\$12,000
Total:	\$42,000

Use of funds:

Consultant fees for feasibility study: (LGIF)	\$25,000
Professional design team consultants (LGIF)	\$5,000
Administrative costs: (matching)	\$4,000
Promotion/marketing materials (matching)	\$4,000
Technology services (matching)	\$4,000
Total:	\$42,000