

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	
				<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	
				<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	
				<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	
				<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: 100%;" type="text"/>

In-Kind Match (List Sources Below):

Source:	<input style="width: 100%;" type="text"/>
Source:	<input style="width: 100%;" type="text"/>
Source:	<input style="width: 100%;" type="text"/>

Total Match:
Total Sources:

Uses of Funds

	<u>Amount</u>	<u>Revenue Source</u>
Consultant Fees:	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Legal Fees:	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Other: _____	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Other: _____	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Other: _____	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Other: _____	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Other: _____	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Other: _____	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Other: _____	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" 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 expenses (1200 character max).

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 unusual 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

Resolution

Project SEED BASE

Sustainable Opportunity Development Center

The Sustainable Opportunity Development Center hereby provides this resolution of support for the Local Government Innovation Fund (LGIF) proposal known as Project SEED BASE.

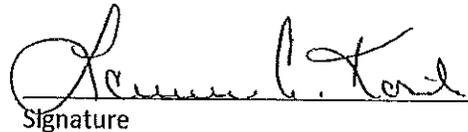
Date: 2/28/2012

Signed:

DAVE Nestic / secretary
Printed Name/Title


Signature

LAWRENCE KOSIBU / executive
Director
Printed Name/Title


Signature

CITY OF SALEM, OHIO

**Management's Discussion and Analysis
For the Year Ended December 31, 2009**

Unaudited

Changes in Net Assets -- The following table shows the changes in net assets for 2009 compared to 2008:

	Governmental Activities		Business-type Activities		Total	
	2009	2008	2009	2008	2009	2008
Revenues						
Program revenues:						
Charges for Services and Sales	\$225,947	\$183,721	\$4,319,584	\$3,800,543	\$4,545,531	\$3,984,264
Operating Grants and Contributions	698,331	1,264,291	0	0	698,331	1,264,291
Capital Grants and Contributions	521,782	0	0	0	521,782	0
Total Program Revenues	<u>1,446,060</u>	<u>1,448,012</u>	<u>4,319,584</u>	<u>3,800,543</u>	<u>5,765,644</u>	<u>5,248,555</u>
General revenues:						
Property Taxes	1,194,360	1,205,807	0	0	1,194,360	1,205,807
Income Taxes	3,728,985	4,108,314	0	0	3,728,985	4,108,314
Other Local Taxes	71,167	80,965	0	0	71,167	80,965
Intergovernmental Revenues, Unrestricted	586,681	421,003	0	0	586,681	421,003
Investment Earnings	452,197	672,086	5,147	34,245	457,344	706,331
Miscellaneous	38,507	63,824	0	0	38,507	63,824
Total General Revenues	<u>6,071,897</u>	<u>6,551,999</u>	<u>5,147</u>	<u>34,245</u>	<u>6,077,044</u>	<u>6,586,244</u>
Total Revenues	<u>7,517,957</u>	<u>8,000,011</u>	<u>4,324,731</u>	<u>3,834,788</u>	<u>11,842,688</u>	<u>11,834,799</u>
Program Expenses						
Security of Persons and Property	3,662,034	4,017,233	0	0	3,662,034	4,017,233
Public Health and Welfare Services	79,539	0	0	0	79,539	0
Leisure Time Activities	512,797	562,624	0	0	512,797	562,624
Community Environment	415,272	616,095	0	0	415,272	616,095
Transportation	1,781,769	1,685,193	0	0	1,781,769	1,685,193
General Government	1,404,282	1,199,000	0	0	1,404,282	1,199,000
Interest and Fiscal Charges	167,822	176,394	0	0	167,822	176,394
Water	0	0	1,686,375	1,885,617	1,686,375	1,885,617
Wastewater	0	0	2,291,537	2,007,729	2,291,537	2,007,729
Total expenses	<u>8,023,515</u>	<u>8,256,539</u>	<u>3,977,912</u>	<u>3,893,346</u>	<u>12,001,427</u>	<u>12,149,885</u>
Change in Net Assets before transfers	<u>(505,558)</u>	<u>(256,528)</u>	<u>346,819</u>	<u>(58,558)</u>	<u>(158,739)</u>	<u>(315,086)</u>
Transfers	<u>(525,413)</u>	<u>(716,649)</u>	<u>525,413</u>	<u>716,649</u>	<u>0</u>	<u>0</u>
Total Change in Net Assets	<u>(1,030,971)</u>	<u>(973,177)</u>	<u>872,232</u>	<u>658,091</u>	<u>(158,739)</u>	<u>(315,086)</u>
Beginning Net Assets	<u>17,800,947</u>	<u>18,774,124</u>	<u>33,732,100</u>	<u>33,074,009</u>	<u>51,533,047</u>	<u>51,848,133</u>
Ending Net Assets	<u>\$16,769,976</u>	<u>\$17,800,947</u>	<u>\$34,604,332</u>	<u>\$33,732,100</u>	<u>\$51,374,308</u>	<u>\$51,533,047</u>

Governmental Activities

Net assets of the City's governmental activities decreased \$1,030,971 or 6% from 2008. Operating grants and contributions increased significantly in 2008 due to increases in community housing improvement grants, which in turn resulted in an increase in community environment expenses. This resulted in the subsequent decrease in these items in 2009. The Ohio Department of Transportation funded a significant portion of a traffic light upgrade project, resulting in the increase in capital grants and contributions. A 9% decrease in income taxes can be attributed to the overall state of the economy. Unrestricted intergovernmental revenues increased due to increases in estate taxes, while a decrease in interest rates resulted in the decrease in investment earnings. The increase in expenses for transportation was due to the summer street maintenance program. The City health department was reinstated in 2009, resulting in expenses for public health and welfare services.

CITY OF SALEM, OHIO

**Management's Discussion and Analysis
For the Year Ended December 31, 2010**

Unaudited

Changes in Net Assets – The following table shows the changes in net assets for 2010 compared to 2009:

	Governmental Activities		Business-type Activities		Total	
	2010	2009	2010	2009	2010	2009
Revenues						
Program revenues:						
Charges for Services and Sales	\$231,796	\$225,947	\$4,144,184	\$4,319,584	\$4,375,980	\$4,545,531
Operating Grants and Contributions	1,392,013	698,331	0	0	1,392,013	698,331
Capital Grants and Contributions	242,828	521,782	0	0	242,828	521,782
Total Program Revenues	<u>1,866,637</u>	<u>1,446,060</u>	<u>4,144,184</u>	<u>4,319,584</u>	<u>6,010,821</u>	<u>5,765,644</u>
General revenues:						
Property Taxes	1,178,154	1,194,360	0	0	1,178,154	1,194,360
Income Taxes	3,989,074	3,728,985	0	0	3,989,074	3,728,985
Other Local Taxes	58,042	71,167	0	0	58,042	71,167
Intergovernmental Revenues, Unrestricted	519,430	586,681	0	0	519,430	586,681
Investment Earnings	244,664	452,197	30,674	5,147	275,338	457,344
Miscellaneous	244,903	38,507	0	0	244,903	38,507
Total General Revenues	<u>6,234,267</u>	<u>6,071,897</u>	<u>30,674</u>	<u>5,147</u>	<u>6,264,941</u>	<u>6,077,044</u>
Total Revenues	<u>8,100,904</u>	<u>7,517,957</u>	<u>4,174,858</u>	<u>4,324,731</u>	<u>12,275,762</u>	<u>11,842,688</u>
Program Expenses						
Security of Persons and Property	3,649,834	3,662,034	0	0	3,649,834	3,662,034
Public Health and Welfare Services	99,797	79,539	0	0	99,797	79,539
Leisure Time Activities	516,422	512,797	0	0	516,422	512,797
Community Environment	498,173	415,272	0	0	498,173	415,272
Transportation	1,404,361	1,781,769	0	0	1,404,361	1,781,769
General Government	1,222,646	1,404,282	0	0	1,222,646	1,404,282
Interest and Fiscal Charges	158,193	167,822	0	0	158,193	167,822
Water	0	0	2,345,701	1,686,375	2,345,701	1,686,375
Wastewater	0	0	2,181,910	2,291,537	2,181,910	2,291,537
Total expenses	<u>7,549,426</u>	<u>8,023,515</u>	<u>4,527,611</u>	<u>3,977,912</u>	<u>12,077,037</u>	<u>12,001,427</u>
Change in Net Assets before transfers	551,478	(505,558)	(352,753)	346,819	198,725	(158,739)
Transfers	(40,137)	(525,413)	40,137	525,413	0	0
Total Change in Net Assets	511,341	(1,030,971)	(312,616)	872,232	198,725	(158,739)
Beginning Net Assets	<u>16,769,976</u>	<u>17,800,947</u>	<u>34,604,332</u>	<u>33,732,100</u>	<u>51,374,308</u>	<u>51,533,047</u>
Ending Net Assets	<u>\$17,281,317</u>	<u>\$16,769,976</u>	<u>\$34,291,716</u>	<u>\$34,604,332</u>	<u>\$51,573,033</u>	<u>\$51,374,308</u>

PROJECT SEED BASE Projections/ROI

Budget Item/Year	2008	2009	2010	2011	2012	2013	TOTAL
Property Taxes Actual	\$ 1,205,807	\$ 1,194,360	\$ 1,178,154	\$ 1,150,000	\$ 1,175,000	\$ 1,190,000	
Property Taxes Forecasted w/o Project SEED BASE				\$ 16,761	\$ 58,674	\$ 75,435	150,870
Anticipated Impact of Project SEED BASE*							
Property Taxes Forecasted with Project SEED BASE							
Income Taxes Actual	\$ 3,728,985	\$ 4,108,314	\$ 3,989,074	\$ 3,900,000	\$ 3,900,000	\$ 3,950,000	
Income Taxes Forecasted w/o Project SEED BASE				\$ 7,500	\$ 18,000	\$ 25,500	51,000
Anticipated Impact of Project SEED BASE *							
Income Taxes Forecasted with Project SEED BASE							
<p>* Based on one new construction project each yr 1 Project @ \$3.5M and 2 projects @ \$1.0M Creating a total of 90 new jobs with an average salary of 60 jobs at @\$30K and 30 jobs @ \$25K</p>							
TOTAL 3 Year ROI is \$							\$ 201,870
Replicated at 50% of small communities across							
Columbiana County							
TOTAL ROI - Minimum							\$ 807,480
TOTAL ROI - Aggressive							\$ 1,614,960

ROI's



In support of Project SEED BASE the following notarized document provides sources of funded projects that are used as match; private; local; and In-kind funds; that have been completed within the previous two years or are currently in progress:

Type	Amount
Pearce Foundation Grant	\$ 2,500
TIF Grant & SOD Center Funds	\$27,000
SOD Center Private Funding (2-years)	\$25,000
In-kind Support	\$ 7,500
Match	<u>\$ 9,000</u>
TOTAL	\$71,000

The Pearce Foundation Grant project focused on the development and population of a local real estate database covering only Facilities; Land; Industrial; and Retail properties, which included all elements of the Ohio Department of Development Insite Database. The database development included many of the fields that will support Project SEED BASE.

TIF Grant & SOD Center Funds is a project executed over the previous 6 months that will continue thru May 2012. This project is a SOD Center project jointly funded by the City of Salem and thru private funding, to develop a comprehensive strategy towards development of the City of Salem's two Tax Incremental Funded Zones. This effort will directly support Project SEED BASE by providing the implementing strategy towards economic development efforts in Salem and in particular, the two TIF Zones.

During the previous two years; private funding has supported economic development activities in Salem and the surrounding area via the 501-c3 SOD Center organization. The funding was used for entrepreneurial development; company attraction; and support of the Columbiana County Economic Summit know as "Teaming4Success".

In-kind support will be provided by all three partners involved in this effort: City of Salem; SOD Center; and Salem Area Chamber of Commerce. All three partners will contribute additional funding through in-kind support in the form of facilities; conference rooms; and administrative support.

Matching funds are provided in the form of two sources: City of Salem and private funding thru the SOD Center. These funds come from the TIF Zone project, which will now be focused on providing both a strategic development and implementation strategy for Project SEED Base as it relates directly to Salem two TIF Zones; thereby leveraging the opportunities developed thru Project SEED BASE.

Signed: *Lawrence A. Kosiba*
Lawrence A. Kosiba
Executive Director
SOD Center

Feb 28, 2012
Date

STATE OF OHIO

COUNTY OF COLUMBIANA

The foregoing instrument was acknowledged before me this 28th of Feb, 2012 (date) by Audrey C. Null (name of person acknowledged.)

Audrey C. Null

Notary Public

Printed Name: Audrey C. Null

My Commission Expires:

Audrey C. Null, Notary Public
STATE OF OHIO
My Commission Expires September 11, 2012

Local Government Innovation Fund Partnership Agreement
Project SEED BASE

The City of Salem, residing at 231 South Broadway, Salem, Ohio and the;

Sustainable Opportunity Development Center, residing at 129 South Broadway, Salem, Ohio and the;

Salem Area Chamber of Commerce, residing at 713 East State Street, Salem, Ohio;

herein after referred to as the "Partners" agree as follows:

1. Type of Business

The Partners voluntarily associate themselves together as general partners for the purpose of conducting the general business described in the jointly submitted Local Government Innovation Fund Grant Proposal know as Project SEED BASE.

2. Term of Partnership

The Partnership shall commence on the date funds are awarded through selection by the Local Government Innovation Fund and shall continue until the end of the performance period stated in the proposal or dissolved by mutual agreement of the parties as provided in this Agreement. In the event that no award is made, this partnership is automatically dissolved.

The City of Salem will provide overall project oversight and ongoing financial accountability through its already established economic development and financial committee structure. The city will lead project review meetings; set review agendas; and conduct budget review meetings as appropriate; and will be the single point of contact for all reports.

The SOD Center will be the primary agency spearheading the study projects development; and oversight of the integration of the various information systems and data sets, into a single, robust; and easily replicable, enhanced economic development and business attraction integrated information system. The SOD Centre will be the primary agency integrating the day-to-day efforts of the collaborative applicants included in the project.

The Salem Area Chamber of Commerce will be the lead organization charged with organizing and conducting business forums; focus groups; and market research by providing a business approach to information and data requirements for the integration project. This will provide the core elements and economic development factors found in attracting new businesses and their relocation requirements.

3. Place of Business

The principal place of business of the Partnership shall be at 231 South Broadway, Columbiana County, Ohio, and any other place or places that may be mutually agreed on by the parties to this Agreement.

4. Partnership Books

At all times during the continuation of the Partnership, the City of Salem shall keep accurate books of account in which all matters relating to the Partnership, including all of its income and expenditures. These books shall be kept on an accrual basis and shall be open to examination by either Partner at any time.

5. Time Devoted to Partnership

Each Partner shall devote his or her undivided time and attention and use the utmost of his or her skills and ability in furtherance of the Partnership business as outlined in the Project SEED BASE Grant Proposal.

6. Management and Authority

Each Partner shall have an equal voice in the management of the Partnership and proposal execution. At no time shall any individual party have authority to bind the Partnership in making contracts and incurring obligations in the name and on the credit of the partners without the mutual agreement of all the Partners.

7. Compensation

As compensation for his or her services in and to the Partnership, each Partner shall be entitled to amounts as presented in the proposal. The compensation of any Partner may, however, be increased or reduced at any time by mutual agreement of all the Partners.

8. Withdrawal of Partner

Any Partner may withdraw from the Partnership at the end of any accounting period by giving the other Partners 30 days, written notice of his or her intention to do so.

9. Notices

All notices between the parties provided for or permitted under this Agreement or by law shall be in writing and shall be deemed duly served when personally delivered to a Partner or, instead of personal service, when deposited in the United States mail, as certified, with postage prepaid, and addressed to the partner at the address of the principal place of business of the Partnership or to another place that may from time to time be specified in a notice given pursuant to this paragraph as the address for service of notice on the Partner.

10. Consents and Agreement

All consents and agreements provided for or permitted by this Agreement shall be in writing and a signed copy of them shall be filed and kept with the books of the Partnership.

11. Sole Agreement

This instrument contains the sole agreement of the parties relating to their Partnership and correctly sets forth the rights, duties and obligations of each to the other in connection with is as of its date. Any prior agreements, promises, negotiations, or representations not expressly set forth in this Agreement are of no force or effect.

Executed this 28 day of February, 2012 at the City of Salem, Columbiana County, Ohio.

City of Salem: John C. Berlin/Mayor
(Printed Name/Title)


(Signature)

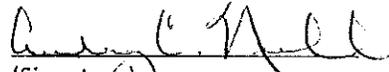
Sustainable Opportunity Development Center:

Lawrence A. Kosiba/Executive Director
(Printed Name/Title)


(Signature)

Salem Area Chamber of Commerce:

Audrey C. Null/Executive Director
(Printed Name/Title)


(Signature)

CITY OF SALEM, OHIO

RESOLUTION NO. 120221- 22

INTRODUCED BY: MR. NESTIC

First Reading _____

Second Reading 2-21-12

Third Reading _____

BEING A RESOLUTION BY THE COUNCIL OF THE CITY OF SALEM SUPPORTING SUBMISSION OF A GRANT PROPOSAL TO THE LOCAL GOVERNMENT INNOVATION FUND (LGIF) KNOWN AS PROJECT SEED BASE AND AUTHORIZING THE MAYOR TO ENTER INTO A PARTNERSHIP AGREEMENT WITH THE SUSTAINABLE OPPORTUNITY DEVELOPMENT CENTER AND THE SALEM AREA CHAMBER OF COMMERCE AND DECLARING AN EMERGENCY.

The Council of the City of Salem, Columbiana County, Ohio, met in regular session on the 21st day of February, 2012, at the City Hall, Salem, Ohio.

Mr. Nestic moved the adoption of the following Resolution:

WHEREAS, a grant proposal through the Local Government Innovation Fund (LGIF) called Project SEED BASE can be submitted through a partnership of the City of Salem, the Sustainable Opportunity Development Center and the Salem Area Chamber of Commerce on or before March 1, 2012; and

WHEREAS, in order to do so, the City must enter into partnership with the Sustainable Opportunity Development Center and the Salem Area Chamber of Commerce for this purpose; and

WHEREAS, no additional funds will be required of the City of Salem for the Project.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SALEM, COLUMBIANA COUNTY, OHIO:

(1) That the Council of the City of Salem hereby supports the submission of a grant proposal to the Local Government Innovation Fund (LGIF) for the proposal known as Project SEED BASE.

(2) That the Mayor is hereby authorized to enter into a partnership agreement with the Sustainable Opportunity Development Center and the Salem Area Chamber of Commerce for the purpose of submitting a grant proposal to the LGIF Project SEED BASE.

(2) This Council finds and determines that all formal actions of this Council concerning and relating to the adoption of this Resolution were adopted in an open meeting of this Council and that all deliberations of this Council and of its committees that resulted in those formal actions were in meetings open to the public in compliance with the law.

(3) That this Resolution is hereby declared to be an emergency measure necessary for the immediate preservation of the public peace, health and safety in the City of Salem, and shall go into immediate effect for the reason that it is immediately necessary in order to meet the grant proposal submission deadline of March 1, 2012.

Seconded by M. Whitehill.

Upon roll call on the adoption of the Resolution, the vote was as follows:

Dave Nestic	<u>Y</u>
Clyde Brown	<u>Y</u>
Rick Drummond	<u>Y</u>
Cyndi Baronzzi Dickey	<u>Y</u>
Jeff Cushman	<u>Y</u>
K. Bret Apple	<u>Y</u>
Brian Whitehill	<u>Y</u>

Adopted the 21st day of February, 2012.

RESOLUTION NO. 120221- _____
PAGE NO. 3

PASSED: 2-21-12
DATE

ATTEST: Nicholas D. Bicker
CLERK OF COUNCIL

APPROVED AS TO FORM:

[Signature]
LAW DIRECTOR

[Signature]
PRESIDENT OF COUNCIL

[Signature]
MAYOR

02/21/2012
DATE



Resolution

Project SEED BASE

Salem Area Chamber of Commerce

The Salem Area Chamber of Commerce hereby provides this resolution of support for the Local Government Innovation Fund (LGIF) proposal known as Project SEED BASE.

Date: 2/28/2012

Signed:

Matthew Bender
Matthew Bender/President

Matthew Bender
Signature

Audrey C. Null
Audrey C. Null/Executive Director

Audrey C. Null
Signature

Project SEED BASE

Small Community Enhanced Economic Development and Business Attraction through
Integrated Information Systems (SEED BASE) Feasibility Study Project

Section 1
Contact Information

Main Applicant:	City of Salem, Ohio
Address:	231 South Broadway Salem, Ohio 44460
Phone:	330.332.4482
Fax:	330.337-0246
Email:	mayor@cityofsalem.org
Name:	John Berlin
Title:	Mayor
Address:	Same as above
Phone:	Same as above
Email:	Same as above
County:	Columbiana County
Population:	12,229 (Source: 2010 Ohio Department of Development; Office of Policy; Research; and Strategic Planning)
Partnership Agreement:	Attachment A-5-1
Resolution of Support:	Attachment A-5-2

Section 2
Collaborative Partners

Collaborative Applicant #1: Sustainable Opportunity Development Center (SOD Center)

Name: Lawrence A. Kosiba
Title: Executive Director
Address: 129 South Broadway
Salem, Ohio 44460
Phone: 330.205.3050
Email: execdir@concepts2companies.org
County: Columbiana County
Population: 12,229 (Source: 2010 Ohio Department of Development; Office of Policy; Research; and Strategic Planning)
Partnership Agreement: Attachment A-5-1
Resolution of Support: Attachment A-5-3

Nature of the Partnership: The Sustainable Opportunity Development Center (SOD Center); a 501-c3; is a recognized leader in economic development activities in Salem, Columbiana County, and in the surrounding region. As such, the SOD Center will be the primary agency spearheading the projects development; and oversight of the integration of the various information systems and data sets, into a single; robust; and easily replicable, enhanced economic development and business attraction integrated information system. The SOD Centre will be the primary agency integrating the efforts of the other collaborative applicants included in the project. The City of Salem will provide overall project oversight and ongoing financial accountability through its already established economic development and financial committee structure. The city will lead project review meetings; setting agendas; timeframes; as well as conducting budget review meetings and will be the single point of contact for all reports.

The SOD Center possesses the necessary project management; organizational; leadership and technical capabilities required for successful completion of the project. This is demonstrated by the center's extremely successful shared project success in developing; implementing; and successfully executing the county wide Columbiana County Economic Summit – Teaming4Success. Started in 2010; this effort brings together all 7 of the county Chambers of Commerce; Columbiana County Port Authority; Columbiana County economic development office; all focused on creating an entrepreneurial and business development environment for the creation of jobs for the entire county.

Collaborative Applicant #2: Salem Area Chamber of Commerce

Name: Audrey Null
Title: Executive Director
Address: 713 East State Street
Salem, Ohio 44460
Phone: 330.337.3473
Email: acnull@salemohiochamber.org
County: Columbiana County
Population: 12,229 (Source: 2010 Ohio Department of Development; Office of Policy; Research; and Strategic Planning)
Partnership Agreement: Attachment A-5-1
Resolution of Support: Attachment A-5-4

Nature of the Partnership: The Salem Area Chamber of Commerce; a 501-c6; is the leading business enhancement group in Salem and the surrounding area. As such, the chamber will be the lead organization charged with organizing and conducting business forums; focus groups; and market research by providing a business approach to information and data requirements for the integration project; that provide the core elements and economic development factors in attracting new businesses and business relocation requirements. The City of Salem will provide overall project oversight and ongoing financial accountability through its already established economic development and financial committee structure. The city will lead project review meetings; setting agendas; timeframes; as well as conducting budget review meetings and will be the single point of contact for all reports.

The chamber possesses the necessary leadership and organizational skills necessary to successfully conduct the business forums and identification and collection of identified data due to its prior highly successful shared services Comprehensive Plan Project. In this effort, the chamber accomplished an extensive and integrated efficiency strategy for the growth of the community coordinated amongst the Salem Area Chamber of Commerce; Salem Utilities Commission; The City of Salem; and Ohio State University Extension. The resultant document provides a guide to the future growth and economic development of Salem.

Section 3 Project Information

Project Name: Small Community Enhanced Economic Development and Business Attraction through Integrated Information Systems Feasibility Study Project (SEED BASE)

Project Description: Project SEED BASE is focused on improving a community's business attraction environment; by identification and integration of various community economic development assets and available data elements; matched against relocation/attraction sets of business and market sector requirements. This will be accomplished through an efficient; robust; scalable; easily replicated; low-cost; integrated web-based information systems approach and is focus on a shared service approach across multiple organizations.

The project will examine various technical requirements and available technical capabilities towards demonstrating that such an integrated systems approach and capability is feasible. The technologies to be examined include such items as: Shape files; map overlays; GIS mapping; Google maps; available property and facility economic development databases; public records with geodata relative to the local area; availability of web base technologies; and current shared data bases as related to industry benchmark data standards.

Today, Salem and throughout Columbiana County are faced with an urgent need for such a capability as we attempt to respond to escalating demands created by the shale oil and gas exploration activity. Demands for facilities and developable property directly related to the shale oil and gas operations are rapidly growing on a daily basis, and are expected to continue for the foreseeable future. With these demands come the complementing business opportunities and service demands for new restaurants; hotels; retail; high intensity refuelling; inter-modal transportation capability & services; and other service sector requirements and business opportunities. With the successful implementation of the capability outlined in this proposal; small communities throughout Eastern Ohio, like Salem, will be able to rapidly respond to industry requirements, while doing so in a planned and effective manner; matching business requirements in a highly cost-efficient manner and industry specific requirements against any individual community's capabilities.

The best way to describe this effort would be by example; looking at available city resources as compared with business and market sector attraction requirements. The following simple example will illustrate the end status and anticipated capability of this effort.

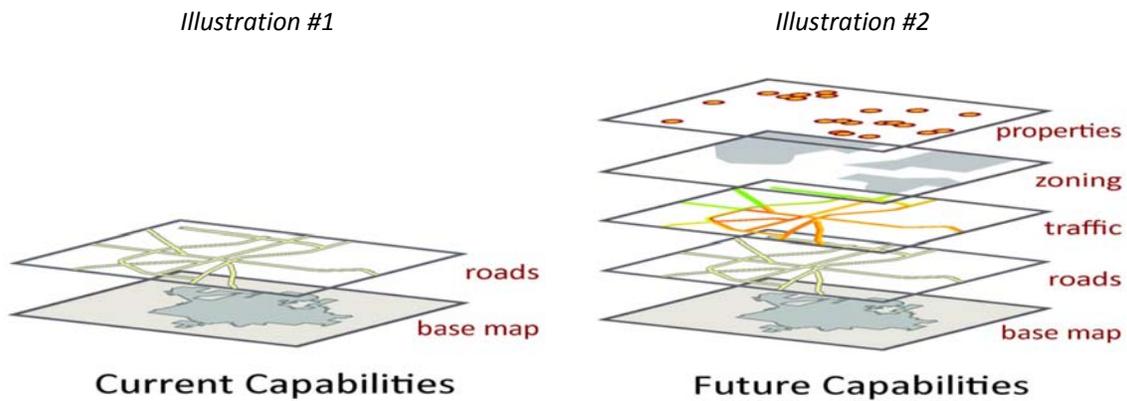
Salem, Ohio has two Tax Incremental Financing (TIF) Zones within the city limits; one on the East end and one to the North. There is some infrastructure currently available such as: electricity; water & sewer; and roads with access to State Route 14 in the case of the East TIF Zone. The majority of the land is void of such infrastructure which would need to be developed and could be very attractive as a business development opportunity in accordance with local zoning. (See Illustration #1.)

At the same time, national restaurant; retail; and hotel chains are looking at establishing hotels and restaurants in the local area. Their requirements go beyond the simple approach of available land and infrastructure as identified above. They have well established business

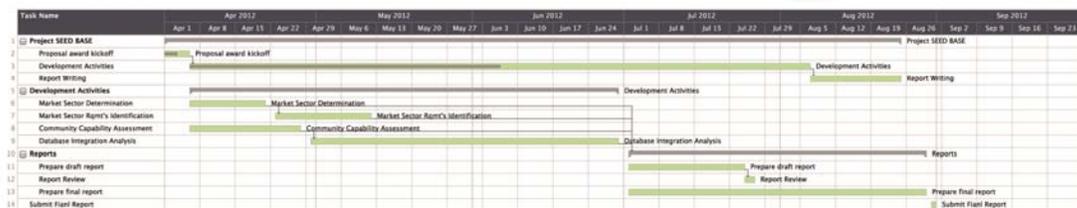
and financial requirements for traffic flow; demographic information with 5; 10 and 20 mile radius's; tax, water and sewer rates; available economic incentive programs at the state and local area; academic ratings of local schools; visibility from major roadways; income levels; access to public transportation routes; zoning; etc.

So on one hand you have readily available property; economic incentives and infrastructure data (community resources); yet on the other hand you have a much broader set of data requirements for establishment of new businesses (business requirements). While these data elements are available; they exist across multiple databases; across multiple governmental agencies; all in singular non-integrated forms; and lack an integration capability for small communities on a cost effective basis.

The problem is: "How do small communities and economic development groups rapidly respond and match a community's assets and capabilities in a planned approach to the various relocation demands established by varying business sector companies?" Project SEED BASE addresses this deficiency (See Illustration #2 Note: Only 3 additive layers shown).



Project SEED BASE



Project Schedule Figure #1

The probability of success is high as the data elements exist, although across multiple non-integrated databases. The challenge is to integrate the data as related to industry standards so as to be easily replicated across multiple small communities in a scalable capability in a web-based format to be available for economic development agencies; developers and elected officials for effective planning. Due to the pressing need for this capability; the project timeline is compressed as outlined in Figure #1 above.

Section 4 Financial Documentation

The required City of Salem financial information documentation for 2008; 2009; and 2010 can be found as PDF files located in Attachments A-4-1 thru A-4-2. Financial documentation for 2011 is under development and can be provided after completion and upon request.

Three year projections are provided only for the specific budget areas impacted through the successful implementation of Project SEED BASE. The three year projections for these areas can be found in excel spreadsheet found in Attachment A-4-3.

The critical budget items specifically targeted in Project SEED BASE are found in the General Revenue Section; line items: property taxes; and income taxes. As the spreadsheet found in the anticipated ROI highlights; both property taxes and income taxes show a decreasing revenue flow in recent years. Successful implementation of Project SEED BASE will reverse this trend of decreasing revenues. NOTE: A very conservative estimate of total property improvement through new construction costs and job creation for determining increased revenues; is used for this analysis. A more aggressive ROI analysis could easily double or triple those projections. See Attachment A-4-3

The matching funds of \$9,000 are a combination of public TIF Zone Funding (\$6,000) and private (local) funding (\$3,000) (See project cost breakdown). These funds are part of the overall TIF Zone project funding available which are now earmarked specifically for Project SEED BASE, if funded. The TIF Zone effort provides for the development of an integrated strategy for the economic development of two Tax Incremental Funding (TIF) Zones located within the city limits of Salem, Ohio. The TIF Zone funds identified are also a combination of public and private funding matched at \$.50 per dollar. Specifically the TIF Zone project is to identify specific strategies that will support the attraction; development; and/or relocation of commercial and retail and multi-family opportunities. The funds earmarked for Project SEED BASE will provide the next level of effort towards economic development in these two areas and development of the projects capabilities outlined in Section 3.

The in-kind contributions notarized signed document can be found in Attachment A-4-4. Additional specific in-kind document information per LGIF Program Policies is as follows:

Pearce Foundation Grant:

Amount: \$2,500

Name: Lawrence A. Kosiba

Address: 129 South Broadway, Salem, Ohio, 44460

Phone #: 330-205-3050

Occupation: Executive Director, Sustainable Opportunity Development Center

Period of Performance: February 2011 – July 2011

Services provided: Development of a web based database providing a comprehensive listing of available facilities; land; industrial; and retail. The database is in concert with the Ohio Department of Development Insite Database data elements with tailored local data.

Rate of Pay: \$60/hr.

The notarized signature documentation can be found in Attachment A-4-4.

Section 4
Financial Documentation cont'd

TIF Grant & SOD Center Funds:

Amount: \$27,000

Name: Lawrence A. Kosiba

Address: 29 South Broadway, Salem, Ohio 44460

Phone #: 330-205-3050

Occupation: Executive Director; Sustainable Opportunity Development Center

Period of Performance: August 2011 – July 2012

Service Provided: Development of an integrated strategy for the economic development of two Tax Incremental Funding (TIF) Zones located within the city limits of Salem, Ohio. The funds identified are a combination of public and private funding. Specifically the project is to identify specific strategies that will support the attraction; development; and/or relocation of commercial and retail and multi-family opportunities.

Rate of Pay: \$60/hr.

The notarized signature document can be found in Attachment A-4-4.

Sustainable Opportunity Development Center (SOD Center) funding

Amount: \$25,000 (Private Funding)

Name: Lawrence A. Kosiba

Address: 129 South Broadway, Salem, Ohio, 44460

Phone #: 330-205-3050

Occupation: Executive Director, Sustainable Opportunity Development Center

Period of Performance: February 2010 – February 2012

Services provided: During the past 24 months, the SOD Center, has engaged in economic development activities specifically focused on Salem, Ohio. The activities included the traditional economic development activities of maintaining and growing local businesses; along with attraction or relocation of new businesses. It was also engaged in developing programs designed for entrepreneurial development.

Rate of Pay: \$60/hr.

The notarized signature documentation can be found in Attachment A-4-4.

Project SEED BASE In-kind:

Amount: \$7,500

Name: Lawrence A. Kosiba

Address: 129 South Broadway, Salem, Ohio, 44460

Phone #: 330-205-3050

Occupation: Executive Director, Sustainable Opportunity Development Center

Period of Performance: During the period of performance of Project SEED BASE

Services provided: Providing conference rooms; facility space; and admin support activities

Rate of Pay: Conference rooms/facilities @ \$50-\$80/hr, and \$10/hr for admin support

Section 4
Financial Documentation cont'd

Project Scope and Cost Breakdown Structure

Market Sector Determination (4):	\$ 3,600
Determine which 4 key market growth sectors will be significantly impacting Salem within the next 24 months	
Market Sector Requirements Identification (4):	\$ 8,000
Identify the top 5 critical components or relocation requirements for the 4 market sectors identified above	
Community Capabilities Assessment & Identification:	\$ 17,500
Identify and assess the available community data sets (up to 10) against the relocation requirements identified above (Example: traffic flow; zoning; economic initiatives; etc.)	
Database Integration & Financial Analysis:	\$20,000
Analysis of the database integration & programmatic cost to develop a robust small community web-based capability	
Project Management & Administration:	\$35,000
Oversight of overall project focus; schedule; reports; and project management oversight to insure project remains on time; within scope; and insures appropriate resources are available for project completion; technical capabilities; etc.	
Financial Management Oversight:	\$ 5,500
Provides all required financial management reports and ongoing financial oversight	
Total Project Cost	\$89,600
Matching Funds (TIF Zone & SOD Center match)	<u>\$ 9,000</u>
Total Grant Funds Requested	\$80,600
(Pearce Foundation Grant – In-kind)	\$ 2,500 (See Attachment A-4-4)
(TIF Grant & SOD Center Funds)	\$27,000 (See Attachment A-4-4)
SOD Center funding (2-years)	\$25,000 (See Attachment A-4-4)

See amended budget submission

Prior three years of financial documentation: Attachment A-4-1 thru A-4-2

Future three years of projected financial documentation: Attachment A-4-3

Anticipated ROI is 3:1 with an aggressive ROI of 6:1; and can be found in Attachment A-4-3

Section 5
Supporting Documents

Feasibility Study Determination – Not Required

Partnership Agreement Attachment A-5-1

- City of Salem; Sustainable Opportunity Development Center; Salem Area Chamber of Commerce

Resolutions of Support

- City of Salem – Attachment A-5-2
- SOD Center – Attachment A-5-3
- Salem Area Chamber of Commerce – Attachment A-5-4

Audit, performance or other conducted within the past five years – Not Required

Documentation from the 2010 U.S. Census – Attachment A-5-5

Self-score assessment – Attachment A-5-6

BY AUTHORITY OF

The Secretary of State of Ohio

PROCLAMATION

As a result of the Federal Census of Two Thousand Ten for the State of Ohio and the various political subdivisions having been officially made known to me, I, Jon Husted, Secretary of State of the State of Ohio, complying with the provisions of the Section 703.06 of the Revised Code of the State of Ohio, do hereby make proclamation that the municipality of

SALEM IN COLUMBIANA COUNTY, OHIO

according to said Federal Census of Two Thousand Ten has a population of

12,303

and shall, from and after thirty days from date of this proclamation be known as a **CITY** by virtue of and in accordance with said Section 703.06 of the Revised Code of the State of Ohio.



IN WITNESS WHEREOF, I, Jon Husted, Secretary of State of the State of Ohio do hereby set my hand and affix the official seal of the Secretary of State of the State of Ohio at Columbus, this 30th of March, A.D. 2011.

Jon Husted
Jon Husted