



GAHANNA  
COMMUNITY IMPROVEMENT  
CORPORATION

2013 Annual Report – 2014 Goals and Action plan

Presented to Gahanna City Council



## Organization

### 2014 Officers

George Mrus, Resident (2014 President)  
Jeff Kessler, Heartland Bank (2014 Treasurer)

Ron Wolfinger, Legal Shield (2014 Vice President)  
Anthony Jones, Director of Development (Secretary)

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### Trustees

- Tom Kneeland, City Council
- Brian Larick, City Council
- Becky Stinchcomb, Mayor
- Anthony Jones, Director of Development
- Jeff Kessler, Heartland Bank
- Doug Maddy, Brookewood Construction
- Cid Canter, Gahanna Resident
- Ron Wolfinger, Legal Shield
- Justin Bickle, Niagara Bottling
- Matt Ference, Sauer Group
- George Mrus, Culinary Comfort Care

### General Members

- Betty Collins, Brady Ware & Company
- Nick Snow, Charter One Bank
- Ryan Wood, Benchmark Bank
- Mark Decello, KEMBA
- Keena Smith, City of Columbus

16 Members

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# 2013 Contractual Obligations

## 6 agreements

- **2013 Annual Agreement with the City of Gahanna**
  - **Urban Redevelopment TIF Agreement with the City of Gahanna**
  - Non-Recourse Loan Agreement with Franklin County
  - Optical Fiber Use Agreement with the City of Gahanna
  - Network Service Agreement with BlueMile
  - Contract of Sale/Purchase Agreement with the City of Gahanna
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# 2013 Strategic Goals

## Biz-Dev and Marketing

- Collaborate with City on BR&E
- Establish a Marketing Plan and Website
- Provide Direct Project Assistance
- Host 6 Business Events

## Real Property

- Implement a Land Bank Program with COCIC
- Establish Partnership with Tech Columbus
- Attract 5 new tenants to 181 Granville Street
- Upgrade 181 Granville to have four new offices
- Install Broadband for 181 Granville Tenants

## Finance

- Certify a 501c3 non-profit designation
- Prepare for bi-annual State of Ohio Audit
- Review and analyze any potential investment opportunities presented to CIC

## Technology

- Expand GahannaNet Services to include additional Gahanna vendors
  - Increase GahannaNet revenue stream to \$10K annually
  - Target VIP Businesses, 181 Granville Tenants and 5 multi-tenant buildings within the OCT District
  - Collect fiber lateral estimates for 15 buildings
  - Secure 12 businesses on GahannaNet
  - Facilitate Fiber Network Expansion Phase 2
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# 2013 CIC Financial Overview

## Revenue

• Lodging Tax	\$37,588.73
• Franklin County Bond Fees	\$6,964.26
• GahannaNet	\$6,849.77
• Real Estate	\$101,163.77
Total Revenue in 2013:	<b>\$152,566.53</b>

## Expense

• Real Estate	\$ 95,342.10
• Acct/Audit/Legal	\$10,009.00
• Events	\$2,288.00
• Marketing/Website	\$3,558.00
• Special Projects	\$12,802
Total Expenses in 2013:	<b>\$123,999.10</b>

**Net Income: \$28,567.02**

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# 2013 Finance Committee Update

- Certify a 501c3 non-profit designation
    - Consulted Legal Counsel and not recommended at this time
  - Prepare bi-annual State of Ohio Audit
    - Successfully completed
    - Working to implement audit recommendations
  - Review and analyze any potential investment opportunities presented to CIC
    - In Progress
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# 2013 Business Dev. & Marketing Update

- Collaborate with City on BR&E
    - In progress
  - Establish a Marketing Plan and Website
    - Advertisement in Best Hometown Magazine
    - Website In Progress
  - Provide Direct Project Assistance
    - Buckles Tract Engineering
  - Host 6 Business Events
    - Funded and Hosted 4 events
    - 2014 Groundhog Day event committed in 2013

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  - **Who to Contact for Business Needs**
    - 89 Attendees
  - **Meet your Neighbor, Grow Your Network**
    - 65 Attendees
  - **Blast by the Bayou**
    - 190 Attendees
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# 2013 Real Property Update

- Implement a Land Bank Program
    - City Council assigned Gahanna CIC as Agent of Land Bank Program
  - Partnership with Tech Columbus
    - Tech Columbus changed organizational priorities. No longer being pursued.
  - 5 new tenants to 181 Granville St
    - 3 new tenants at 181 Granville Street
      - 6 new tenants within 1Q14
      - 99% occupancy rate
  - Upgrade 181 Granville to have 4 new offices
    - In 12/12: 3,516 square feet was vacant
    - In 12/13: 2,689 square feet was vacant
      - 1Q14: 492 square feet is vacant
  - Install Broadband for 181 Granville Tenants
    - Suite 200 Tenants have access to GahannaNet
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# 2013 Technology Update

- Expand GahannaNet Services to include additional Gahanna vendors
    - Temporarily delayed due to Bluemile ownership transition
  - Increase GahannaNet revenue stream to \$10K annually
    - Collected \$6,849.77 in 2013
  - Target VIP Businesses, 181 Granville Tenants and multi-tenant buildings
    - 20 business proposals submitted
  - Collect fiber lateral estimates for 15 buildings
    - 11 buildings estimates prepared
  - Secure 12 businesses on GahannaNet
    - 3 connected /3 being connected in 1Q14
  - Facilitate Fiber Network Expansion Phase 2
    - Completed
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2014



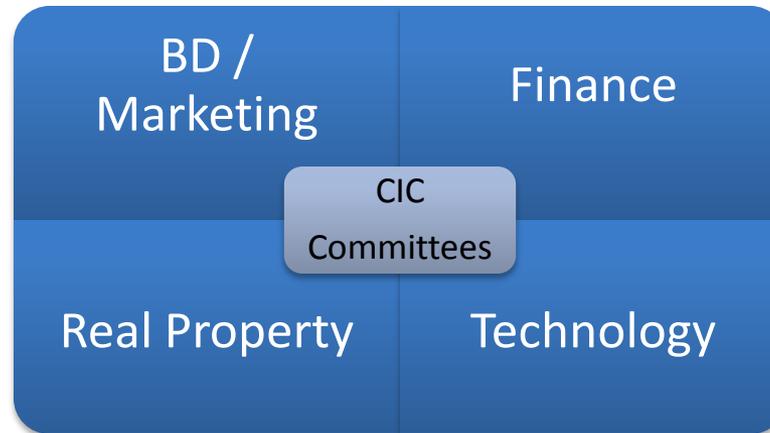


# 2014 Corporate Goals

- Functionally support and enhance city economic development and business growth efforts
  - Generate ***significant*** revenue for business attraction, retention, growth and expansion initiatives and incentive and investment programs
  - Real Estate Development Initiatives
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# 2014 Committees





# Committee Goals & Action Plans

## **Biz-Dev and Marketing**

- Collaborate with City on BR&E
- Establish a Marketing Plan and Website
- Provide Direct Project Assistance
- Host 4 Business Events

## **Real Property**

- Redevelop 1 property within the Landbank
- Maintain above 90% occupancy at 181 Granville
- Review any potential investment opportunities presented to CIC

## **Finance**

- Review and analyze any potential investment opportunities presented to CIC

## **Technology**

- Expand GahannaNet Services to include additional Gahanna vendors
  - Increase GahannaNet revenue stream to \$15K annually
  - Secure 12 businesses on GahannaNet
  - Facilitate Fiber Network Expansion Phase 3-4
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# 2014 Estimated Financial Forecast

## Revenue

- \$35,000 Lodging Tax Revenue
- \$9,285 Franklin County Bond Svc
- \$15,000 GahannaNet
- \$103,740 Real Estate Revenue

## Expense

- \$105,200 181 Granville
- \$100,000 Real Estate
- \$68,000 Marketing/Biz Dev
- \$10,000 Accounting & audit
- \$50,000 GahannaNet

Current Development Fund Balance  
\$239,200

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Questions?

