



# Wyandot County Office of Economic Development Bi-Monthly Newsletter

## Dates & Events

November 2nd  
**Election Day**

[Wyandot County Polling Locations](#)

November 4th - 5:00 - 8:00 p.m.  
**WCOED Annual Dinner**  
Upper Sandusky Elks Ballroom

[Click here for additional local events](#)

## WCOED Dashboard

State Procured Leads	342
WCOED Leads	78
Website Visits (1st time)	39,855
Capital Investment from Attraction Projects	\$145,722,000
Capital Investment from Expansion Projects	\$183,670,135
Jobs Created	1,111
New Annual Payroll	\$35,122,455
Jobs Retained	4,370
Annual Payroll Retained	\$212,166,349
Grant Dollars Submitted	\$15,955,575
Grant Dollars Approved	\$6,270,023
Incentive Value Secured	\$5,316,804
Business Retention & Expansion (BR&E) Visits	255

*Note - numbers are cumulative estimates from the organization's inception intended to give board members a snapshot of the overall impact.*

## Regional Business Advisory Council Submits Workforce Education Plan

On October 1st, Northwest Career Ready both approved its first plan of work and submitted it to the Ohio Department of Education. The plan details how the regional Business Advisory Council (BAC) will identify labor market needs and employability skills, build partnerships between business and industry, and develop work-based learning programs for the 2021/22 academic year.

Northwest Career Ready (NCR) is a regional collaborative effort between the education, business, and workforce development community in Seneca, Sandusky, Wyandot, Crawford, Richland and Morrow Counties. 15 school districts, including Carey, Mohawk, and Upper Sandusky schools in Wyandot County, as well as 19 business and industry members currently participate in the newly formed BAC. Also new is the individual managing the initiative, Chandler Grooms, who is the new Workforce Development Manager with the Tiffin-Seneca Economic Partnership.

Every school district in Ohio is required by law to be a member of a Business Advisory Council. BACs serve their school districts by establishing connections between the education and business community. NCR strives to develop innovative and effective strategies to give choices for students to master the skills and knowledge required to find a future career and become successful members of their local community.



## WCOED Member Spotlight

### Sycamore Telephone Company

*This month's WCOED Member Spotlight features gold level member Sycamore Telephone Company (STC). STC is represented on the WCOED board by General Manager and WCOED Past President, Rick Ekleberry, who submitted the following:*

Sycamore Telephone Company (STC) is a full-service communications company offering internet, cable TV and telephone service in portions of Wyandot, Seneca, and Crawford counties. Since the company's formation in 1896, STC has strived to provide the best possible user experience by combining unparalleled customer service and the most up to date technologies. Today STC is owned and operated by two local families who take tremendous pride in serving their community.

For the past decade, STC has been aggressive with the expansion of their fiber optic network. Since 2016, the company has invested nearly \$2,500,000 in both outside and inside network upgrades. Sycamore Telephone Company has fiber to the home capabilities in Sycamore, McCutchenville, Melmore, and the surrounding areas of those towns.

Recognizing the need for a reputable and reliable provider, STC has recently taken advantage of growth opportunities by strategically building fiber into the City of Upper Sandusky and the Village of Carey. These new opportunities for expansion in more populated areas has not deterred the growth of fiber connectivity in the rural areas as network buildouts continue down the backroads as well.

STC is proud to be a member of the Wyandot County Office of Economic Development. The value of being part of WCOED is frequently recognized. The staff does an admirable job of creating value and creating opportunities to network with Wyandot County's most elite business. Being a member to WCOED has proven to be a winning strategy for Sycamore Telephone Company.





## WCOED Annual Dinner Set for November 4th

The 2021 WCOED Annual Dinner will be held on Thursday, November 4th in the City of Upper Sandusky.

The event is an opportunity for WCOED members, partners, and all those with an interest in Wyandot County’s economic prosperity to come together and share ideas in a social environment. Attendees will enjoy a catered dinner by Special Occasions Catering (Upper Sandusky) and a cash bar will be available.

[Please join us!](#) WCOED Platinum members receive 6 complementary tickets and Gold members 2.

Executive Director Greg Moon will share a brief annual update and make awards for recent development projects. This year’s guest speakers will include representatives from each of the 3 local award winners. They will provide an overview of their recent growth projects and general information updates about their operations.

This year’s event is sponsored by our partners JobsOhio and the RGP Northwest Ohio.

**Register Now!**

Agenda:

- 5:00 – Social Hour
- 6:00 – Dinner
- 6:30 – Director’s Update and Annual Awards
- 7:00 – Special Presentations by Award Winners:  
Bridgestone APM Company, Custom Glass Solutions, and Kalmbach Feeds



**THE THIRTEENTH**



**ANNUAL DINNER**





## Custom Glass Solutions Acquires Cameron Glass

WORTHINGTON, OH (OCTOBER 4, 2021) – Custom Glass Solutions, LLC (“CGS”), a leading glass manufacturer focused on transportation applications, announced today that it has acquired Cameron Glass, Inc. (“CamGlass”). The financial terms of the transaction were not disclosed.

Founded in 1978 by Jim Cameron, Owner and President, and his father, Roy Cameron, CamGlass is a glass fabricator based in Broken Arrow, OK. CamGlass offers a wide range of tempered glass products including flat, press, sag, and cylindrically bent systems for applications that include agricultural equipment, construction equipment, marine and basketball backboards. The company employs 125 people and has operated in Oklahoma since its inception.

“As a family-owned company, CamGlass shares similar values and beliefs as we do at CGS,” said Neale Yeomans, Chief Executive Officer at CGS. “In many respects, CamGlass is a perfect fit for CGS as we continue to expand our offerings. We are thrilled to welcome the CamGlass team to the CGS family.”

Jimmie Cameron, son of Jim Cameron, who has held various roles at CamGlass since 1994, will continue on with the business as Business Unit Director.

Fabricating windshields in Ohio since 1974, CGS has been on an aggressive growth trajectory since being acquired in October of 2018 by affiliates of Stellex Capital Management LP, a private equity firm that invests in middle-market companies in North America and Europe. Since then, CGS has expanded its footprint in Ohio, acquired NASG Holdings Inc., and is actively focused on organic growth and business optimization.



“The acquisition of CamGlass is another important step in achieving CGS’s strategic growth objectives,” said Mr. Yeomans. “With CamGlass, we enhance our tempering capabilities and our ability to offer value-add assemblies, allowing CGS to be a one-stop shop for customers’ glass needs. This acquisition will create significant value for our customers and employees.”

Source: Custom Glass Solutions. (2021 October 4). Custom Glass Solutions Acquires Cameron Glass [Press release]. Retrieved from: <https://www.customglasssolutions.com/custom-glass-solutions-acquires-cameron-glass/>



# Wyandot County News

## Electric & Gas Aggregation Issue on Wyandot Ballot

Although the upcoming election on November 2nd may not be highly marketed with closely contested races, the ballot will contain a potentially unfamiliar issue for residents of the City of Upper Sandusky and all those living in the unincorporated areas of Wyandot County. The issue will be to approve or deny electric and natural gas aggregation through a service agreement with Palmer Energy. Palmer Energy is affiliated with both the County Commissioners Association of Ohio (CCAO) and the Ohio Municipal League, and already is responsible for aggregation of utilities for facilities owned by the County of Wyandot.

The purpose of aggregation is to combine purchasing power and achieve lower utility rates. In this case, the purchasing power of both the City and the County's residents and smaller businesses would be combined to achieve ideally even lower rates. Residents would have the ability to opt out, or to opt in at a later time if under a current supply agreement, at no cost.

Please reference the flyer for more information to help you make an informed decision on November 2nd.



**CCAO**  
County Commissioners  
Association of Ohio  
Service Corporation



OHIO MUNICIPAL LEAGUE

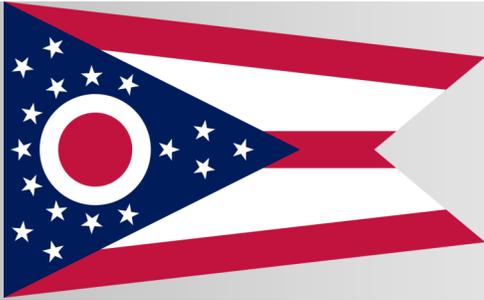


SERVICE CORPORATION

### Wyandot County & Upper Sandusky Electric and Natural Gas Aggregation

- County Commissioners and City Council have placed Electric and Natural Gas Aggregation on the ballot for November 2nd, 2021 election
  - All residents of the City of Upper Sandusky and the unincorporated areas of Wyandot County will vote on aggregation
- A YES vote would allow for the County and City to use combined purchasing power to secure a discount for residents on these commodities
  - Historical savings average around \$100 per year
  - All AEP and Columbia Gas customers would be automatically enrolled (unless in current 3<sup>rd</sup> party supply agreement)
  - NO FEE to opt-out of aggregation program any time
- Eligibility
  - All AEP and Columbia Gas customers are eligible to participate
    - If customer is in current agreement, they will not be included, but can join after current deal expires
  - REA or Small Gas Utility customers are NOT eligible, but are able to vote
    - No change to service for REA members or small gas utility customers
    - A yes vote from a REA member or small gas utility customers will allow neighbors who are eligible to participate in savings program
- There are 27 Ohio counties currently participating in the Aggregation Program

**Have a question? Please call Bob Snavely at 419-491-1004**



## Ohio Economic Development News

### TechCred Program Application Window Opens for October

The eleventh application period for TechCred will **open on October 1st and close on October 29th**.

TechCred helps businesses address their workforce needs by upskilling current and prospective employees. Employers simply need to identify the specific skills they need, the number of employees they want to upskill, and which training provider they want to use. Businesses of all sizes, from any industry, can apply online at [TechCred.Ohio.gov](https://TechCred.Ohio.gov) and the state will reimburse up to \$2,000 for each training upon completion of a credential.

“TechCred works for both Ohioans and Ohio businesses,” said Lt. Governor Husted. “There is no better time than now for employers to upskill their existing workforce with the skills necessary to remain competitive in today’s tech-infused economy.”

Since the program launched in October 2019, a total of 1,419 Ohio employers have been approved for TechCred, which will fund up to 26,872 tech-focused credentials to upskill Ohio workers. The results of the tenth round, which closed on August 30th, will be announced in the coming weeks.

Over \$100,000 has been applied for and received to offset the costs of training and upskilling by Wyandot County employers.



The state budget allocated funding for an additional 20,000 credentials through the program in each of the next two fiscal years to help Ohio businesses keep up with the demands of new technologies.

“As of today, Ohio’s workforce and economy are stronger thanks to the thousands of credentials funded through the TechCred program,” said Randy Gardner, Chancellor of the Ohio Department of Higher Education. “The success of this program is a credit to the vision of the DeWine-Husted administration and the ability to respond to the needs of regional employers.”

Learn more about the program by visiting [TechCred.Ohio.gov](https://TechCred.Ohio.gov).

Questions about TechCred can be sent to [TechCred@Development.Ohio.Gov](mailto:TechCred@Development.Ohio.Gov).

Source: Office of Lt. Governor Jon Husted. (2021 September 24). Next Round of TechCred Launches October 1st [Press release].



# Website Analytics

The audience overview shows an overall increase in the number of website users and across nearly all of the Google Analytics audience metrics. The only area that experienced a decrease was the number of pages viewed on average per user session.

Important items to note for the months of August & Sept.:

- 1,154 total users
- 1,105 new users
- 00:01:08 avg. visit duration
- 1.37 pages viewed on average per visit
- 482 (42%) of users were from mobile devices

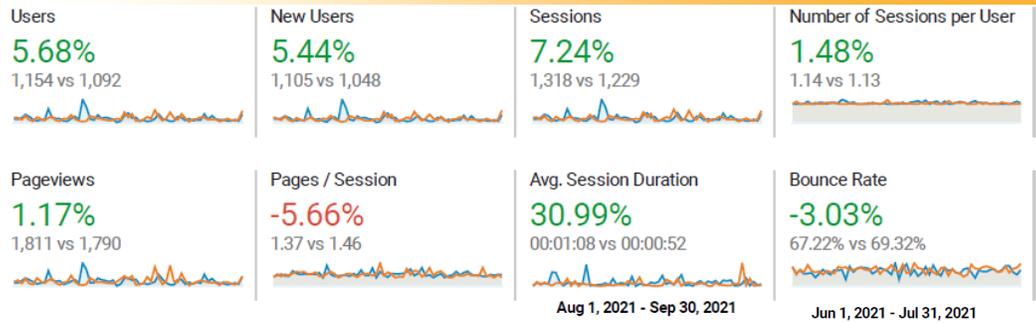
Top 10 cities where visits originated & percent of total:

1. Upper Sandusky - 12.50%
2. Cincinnati - 7.31%
3. Columbus - 6.63%
4. Boardman - 5.27%
5. Findlay - 4.00%
6. Ashburn - 3.40%
7. Tiffin - 2.38%
8. Carey - 2.13%
9. Marion - 1.62%
10. Cheyenne - 1.62%

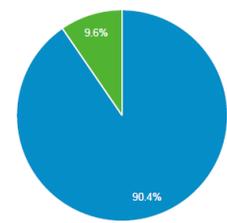
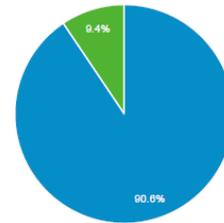
## Monthly Comparison

The following is a representation of WCOED website statistics for the most recent months of August & September vs. June & July.

### Audience Overview



■ New Visitor ■ Returning Visitor

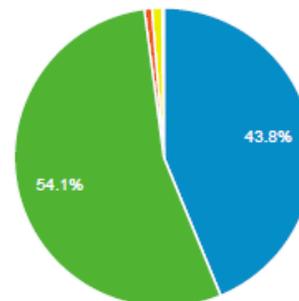
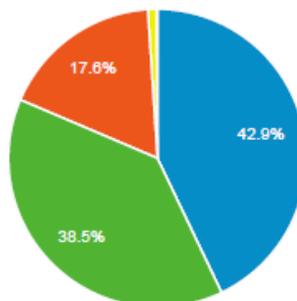


### Acquisition Report

During August & September, users accessed the website drastically more through social media channels, and less so than directly typing in the website URL when compared to the prior two month period.

Aug 1, 2021 - Sep 30, 2021

Jun 1, 2021 - Jul 31, 2021



■ Organic Search  
■ Direct  
■ Social  
■ Referral  
■ (Other)



## Mission Statement

The WCOED was established to assist existing local businesses in economic development projects enabling them to remain profitable and competitive. In addition, we strategically research existing supply chains and regional industries to target and recruit new businesses development into the community. Ultimately, it is our intent to help improve the overall economic viability and quality of life in Wyandot County and the various municipalities located therein.

## Special Thanks to our Supporting Members



### Platinum Members:



and The Wyandot County Board of Commissioners

### Gold Members:

Blanchard Valley Health System  
Carey Exempted Village Schools  
Charles Construction Services, Inc.  
Continental Structural Plastics  
CSI Construction Services Inc.  
Custom Glass Solutions  
First Citizens National Bank  
Freedom Caregivers  
Hempy Water

Kimmel Corporation  
Kirbys Sand & Gravel  
Marion Technical College  
M.C. Diversified  
Mohawk Local Schools  
National Lime & Stone Company  
North Central Electric Cooperative  
One Energy, LLC  
Premier Bank

Quest Federal Credit Union  
Reineke Motors, Inc.  
Roynon Electrical Products Co.  
Schilling Propane Company  
Sycamore Telephone Company  
UIS Insurance & Investments  
Upper Sandusky Schools  
Upper United Development Corp.  
WMS Marketing Services

### Silver Members:

A-1 Printing  
AEP Ohio  
ACI Alvada Construction Co.  
Edward Jones - Chris Daris  
Hancock-Wood Electric Coop.  
Mid-Ohio Energy Cooperative, Inc.

Peterman Associates, Inc.  
Pfeifer Hardware  
Regina Vent Realty LLC  
Roth Bacon Moon Attorneys, LLC  
Union Home Mortgage  
Village of Sycamore

Ward-Pahl CPA, LLC  
Wyandot Chamber of Commerce  
Wyandot County Skilled Nursing & Rehabilitation Center

### Reciprocal & Ex-Officio Members:

Angeline School & Industries  
Carey Area Chamber of Commerce  
 Doug Frisch

### Wyandot County Office of Economic Development

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