

County Commissioners Office  
Auglaize County, Ohio  
April 8, 2010

NO. 10-127

**IN THE MATTER OF DECLARING THE WEEK OF APRIL 11 – 17, 2010 AS NATIONAL  
TELECOMMUNICATORS WEEK IN AUGLAIZE COUNTY.**

\*\*\*\*\*

The Board of County Commissioners of Auglaize County, Ohio met in regular session on the 8th day of April, 2010.

Commissioner Spencer moved the adoption of the following:

**RESOLUTION**

**WHEREAS** the Congress of the United States, and the President of the United States have established the second week of April as National Telecommunicators Week; and

**WHEREAS** as a corps of dedicated public safety telecommunicators serve the County of Auglaize; and,

**WHEREAS** National Telecommunicators Week has been observed in the United States since 1981; and

**WHEREAS** the County of Auglaize considers the services of the public safety telecommunicators to be vital to the interest of the community; and

**WHEREAS** recognizing the services of the public safety telecommunicators is in the best interests and safety of the County of Auglaize; and

**WHEREAS** the services of public safety telecommunicators is a ‘silent service’ and their duties are seldom observed by the public ,and

**THEREFORE BE IT RESOLVED** that the Board of County Commissioners of Auglaize County, Ohio does hereby proclaim and declare that the week of April 11 – 17, 2010 is designated as National Telecommunicators Week, and all residents of the county are invited to observe this event.

Commissioner Bergman seconded the Resolution and upon the roll being called, the vote resulted in the adoption of the Resolution as follows:

Adopted this  
8th day of  
April, 2010

BOARD OF COUNTY COMMISSIONERS  
AUGLAIZE COUNTY, OHIO

ABSENT  
Don Regula

John N. Bergman, yes  
John N. Bergman

Douglas A. Spencer, yes  
Douglas A. Spencer

cc: Sheriff Allen F. Solomon

The Board of County Commissioners of the County of Auglaize, Ohio met in regular session on April 8, 2010, with the following members present:

SPENCER, BEREMAN

Spencer introduced the following resolution and moved its adoption:

### RESOLUTION

RESOLUTION AUTHORIZING THE COUNTY OF AUGLAIZE, OHIO TO APPROVE THE ISSUANCE OF HOSPITAL FACILITIES REVENUE BONDS OF THE COUNTY OF ALLEN, OHIO; AND AUTHORIZING OTHER DOCUMENTS IN CONNECTION WITH THE ISSUANCE OF SUCH BONDS.

WHEREAS, Catholic Healthcare Partners is a nonprofit Ohio corporation (the "Corporation") that, through its subordinate and affiliated nonprofit corporations (the "Affiliates"), owns and operates healthcare facilities at various locations in Ohio, including Hospital Facilities, as defined in Section 140.01 of the Ohio Revised Code, in Auglaize County, Ohio (the "County") and the Corporation has determined to acquire, construct and equip certain additional Hospital Facilities located in the County (collectively, the "Local Facilities"), and has requested the County of Allen, Ohio (the "Issuer") to issue its bonds therefor; and

WHEREAS, Chapter 140 of the Ohio Revised Code provides a procedure by which "Public Hospital Agencies," as defined therein and including counties and municipal corporations, may enter into an agreement pursuant to which a Public Hospital Agency may issue its revenue bonds to fund the capital needs of Hospital Facilities located in the jurisdictions of each of the Public Hospital Agencies which are parties to such agreement, for the public purpose of better providing for the health and welfare of the people of the State of Ohio by enhancing the availability, efficiency and economy of Hospital Facilities and the services rendered thereby;

WHEREAS, the Corporation has represented to the County that it has organized under a master trust indenture the financing of certain debt of the Corporation and the Affiliates, including debt incurred to fund the capital needs of the Local Facilities, and from time to time will undertake the financing and refinancing of Hospital Facilities, including the Local Facilities, thereby enhancing the availability, efficiency and economy of Hospital Facilities and the services rendered thereby in the County;

WHEREAS, the County entered into the Public Hospital Agencies Agreement with the Issuer and certain additional political subdivisions (collectively with the County, the

"Participating Public Hospital Agencies") pursuant to Section 140.03, Ohio Revised Code, dated as of May 1, 2008 for the purpose of (a) financing and refinancing through the Issuer certain capital equipment and construction needs of the Corporation and its Affiliates, including the Local Facilities, located within the jurisdiction of the County, including the reimbursement of costs advanced for those purposes, and (b) refunding and retiring outstanding prior indebtedness incurred for such purpose;

WHEREAS, the Corporation anticipates that the Issuer will issue its Hospital Facilities Revenue Bonds, Series 2010 (Catholic Healthcare Partners), in one or more series (the "Series 2010 Bonds"), in an amount not to exceed \$825,000,000 to (a) finance and refinance the acquisition, construction and equipping of Hospital Facilities located in the jurisdiction of the Participating Public Hospital Agencies and (b) refund and retire all or a portion of certain outstanding prior indebtedness comprised of the following: \$84,225,000 County of Lorain, Ohio Hospital Facilities Revenue Bonds, Series 1999A (Catholic Healthcare Partners); \$155,065,000 County of Lorain, Ohio Hospital Facilities Revenue Bonds, Series 1997B (Catholic Healthcare Partners); and \$29,480,000 County of Clermont, Ohio Hospital Facilities Revenue Refunding Bonds, Series 1996 B (Mercy Health System); \$339,480,000 County of Lorain, Ohio Hospital Facilities Revenue Refunding and Improvement Bonds, Series 2001A (Catholic Healthcare Partners); and \$116,325,000 County of Lorain, Ohio Hospital Facilities Revenue Bonds, Series 2002A (Catholic Healthcare Partners); and (c) to refund indebtedness the proceeds of which were used to refund a portion of the \$190,000,000 County of Lorain, Ohio Adjustable Rate Hospital Facilities Revenue Bonds, Series 2002B (Catholic Healthcare Partners) and \$285,000,000 County of Lorain, Ohio Adjustable Rate Hospital Facilities Revenue Refunding Bonds, Series 2003 (Catholic Healthcare Partners). The Issuer may, from time to time, determine to issue additional revenue bonds, in order to finance and refinance the costs of Hospital Facilities, for the benefit of the Participating Public Hospital Agencies;

WHEREAS, Section 147(f) of the Internal Revenue Code of 1986, as amended (the "Code"), requires that prior to their issuance, the Series 2010 Bonds must be approved by the "applicable elected representative" (as defined in such Section 147(f) of the Code) of the Issuer and of certain political subdivisions in which Hospital Facilities will be financed, including the County;

WHEREAS, this Board of County Commissioners is the applicable elected representative of the County;

WHEREAS, based on information provided by the Corporation, a public hearing was held with respect to the issuance of the Series 2010 Bonds prior to the consideration of this resolution; and

NOW, THEREFORE, BE IT RESOLVED by the Board of County Commissioners of the County of Auglaize, Ohio:

SECTION 1. That any revenue bonds issued under the authority of the Public Hospital Agencies Agreement shall not be, and are not, general obligations, debt or bonded indebtedness of the County or any Participating Public Hospital Agency and the holders or owners of such revenue bonds shall not have the right to have excises or taxes levied by the County or any

Participating Public Hospital Agency for the payment of principal of, or interest or premium, if any, on such revenue bonds. Such payment shall be made only from funds provided by the Corporation or its Affiliates.

SECTION 2. That this Board, as the “applicable elected representative” of the County for purposes of Section 147(f) of the Internal Revenue Code of 1986, as amended, hereby approves the issuance of the Series 2010 Bonds by the County of Allen, Ohio, in the maximum principal amount of \$825,000,000. It is anticipated, based on information provided by the Corporation, that the proceeds of the Series 2010 Bonds will be used to (i) finance, refinance, or reimburse the costs of, the acquisition, construction and equipping of equipment, real property and improvements to Hospital Facilities, at some or all of the following locations: (A) 1256 Bellefontaine Street, Wapakoneta, known as Mammography Center; (B) 1100 Defiance Street, Wapakoneta, known as St. Rita’s Health and Fitness Center; and (C) Route 50, Suites 2 and 4, Wapakoneta, known as Lincoln Medical Center, the initial owner, operator or manager of each of the preceding locations is St. Rita’s Medical Center, an Ohio non-profit corporation; and (ii) pay costs of issuance of the Bonds. It is anticipated that not more than \$200,000,000 of the proceeds of the Series 2010 Bonds will be allocated to any one facility comprising the Project. A portion of the proceeds of the Series 2010 Bonds will also be used to finance and refinance Hospital Facilities at locations outside the County, in the State of Ohio.

This approval is intended to comply with the provisions of Section 147(f) of the Code, and does not constitute a finding of the Board as to the compliance or noncompliance by the Corporation or the County of Allen, Ohio with any legal requirements imposed upon them in connection with the issuance of the Series 2010 Bonds.

SECTION 3. That the Clerk of this Board and any member of this Board be and they hereby are authorized to execute and deliver on behalf of the County such certificates, documents and instruments in connection with the issuance and public sale of the Series 2010 Bonds and of revenue bonds issued from time to time under authority of the Public Hospital Agencies Agreement, and the delivery of the Public Hospital Agencies Agreement, as may be required, necessary or appropriate, including, without limitation, applicable elected representative approvals, conveyances of title to real and personal property, terminations of financing statements and other releases of security interests in property. Such documents, including the ones specifically authorized hereby, shall be subject to such changes, insertions and omissions as may be approved by this Board, which approval shall be conclusively evidenced by the execution thereof by the proper officers of this Board.

SECTION 4. That the provisions of this Resolution are hereby declared to be severable and, if any section, phrase or provision shall, for any reason, be declared invalid, such declaration of invalidity shall not affect the validity of the remainder of this Resolution.

SECTION 5. All resolutions, orders or parts thereof in conflict with the provisions of this Resolution are, to the extent of such conflict, hereby repealed.

SECTION 6. It is found and determined that all formal actions of this Board concerning and relating to the adoption of this Resolution were adopted in an open meeting of this Board, and that all deliberations of this Board and any of its committees that resulted in such formal

action, were in meetings open to the public, in compliance with the law, including Section 121.22 of the Ohio Revised Code, and the rules of this Board in accordance therewith.

Bergman seconded the motion and the roll being called for adoption of the foregoing resolution, the vote thereon resulted as follows:

Ayes: Spencer Bergman

Nays:

ADOPTED this 8<sup>th</sup> day of April, 2010.

Connie Robinson  
Clerk, Board of County Commissioners,  
Auglaize County, Ohio

**CERTIFICATE**

The undersigned, duly appointed and acting Clerk of the Board of County Commissioners of Auglaize County, Ohio, does hereby certify that the foregoing is a true and correct copy of a resolution adopted by such Board on April 8<sup>th</sup>, 2010, together with an extract from the minutes of the meeting at which that resolution was adopted to the extent pertinent thereto.

  
\_\_\_\_\_  
Clerk, Board of County Commissioners,  
AuglaizeCounty, Ohio

April 8<sup>th</sup>, 2010

**IN THE MATTER AUTHORIZING BURNSIDE ANALYTICS TO BE A CONSULTANT FOR  
INDUSTRY CLUSTER ANALYSIS AND BUSINESS ATTRACTION PROGRAM AS RELATED TO  
ECONOMIC DEVELOPMENT FOR AUGLAIZE COUNTY; RATIFYING THE EXECUTION OF A  
CONSULTANT AGREEMENT BETWEEN THE BOARD OF COUNTY COMMISSIONERS AND  
BURNSIDE ANALYTICS..**

\*\*\*\*\*  
The Board of County Commissioners of Auglaize County, Ohio met in regular session on the 8th day of April, 2010.

Commissioner Spencer moved the adoption of the following:

**RESOLUTION**

**WHEREAS**, the various County community economic development directors, along with the Board of County Commissioners, have determined that it would be advantageous for Economic Development of Auglaize County to enter into a consultant agreement with Burnside Analytics a Mohr Partners Company for business attraction initiatives; and,

**WHEREAS**, proposals have been submitted to the Board of County Commissioners by Burnside Analytics for "Industry Cluster Analysis" and "Business Attraction Program"; and,

**WHEREAS**, two payment plans are offered with the most economical plan being a lump sum payment of \$27,000 at execution of this consulting agreement and \$3,500.00 at the satisfactory completion of the project.

**THEREFORE BE IT RESOLVED**, that the Board of County Commissioners , Auglaize County, Ohio, does hereby accept the proposals from Burnside Analytics for the Industry Cluster Analysis and Business Attraction Program projects; and,

**BE IT FURTHER RESOLVED**, that said Board agrees to pay a total of \$30,500.00 to Burnside Analytics a Mohr Partners Company as specified in the Consultant Agreement; and,

**BE IF FURTHER RESOLVED**, that the Board of County Commissioners does ratify the execution of the Consultant Agreement between Auglaize County Board of Commissioners and Burnside Analytics a Mohr Partners Company.

Commissioner Bergman seconded the Resolution and upon the roll being called, the vote resulted in the adoption of the Resolution as follows:

Adopted this  
8th day of  
April, 2010

BOARD OF COUNTY COMMISSIONERS  
AUGLAIZE COUNTY, OHIO

ABSENT  
Don Regula  
John N. Bergman, yes  
John N. Bergman  
Douglas A. Spencer, yes  
Douglas A. Spencer

**Consultant Agreement between Auglaize County Board of Commissioners  
And  
BurnsideAnalytics a Mohr Partners Company**

**Project Description**

The Auglaize County Board of Commissioners (ACBC) and BurnsideAnalytics (BA) will enter into a relationship in which BA will provide consultant services described in the Proposals (the Proposals) to ACBC dated December 30, 2009 (Industry Cluster Analysis) and January 28<sup>th</sup> 2010 (Business Attraction Program) and attached as exhibits A and B respectively. In general BA will:

- Provide an Industry Cluster Analysis
- Arrange for meetings between Auglaize County certain companies for the purposes of business attraction to Auglaize County

Under all circumstances BA will be obligated to provide the consulting services in the detail as outlined in the Proposals.

**Time Line/Term**

Industry Cluster Analysis will be completed within 60 days of fully executed agreement

Business Attraction phase of project (excluding actual appointment setting) will commence within 30 days of completion of Industry Cluster Analysis and will continue for a period of no less than six months, but may be extended on a month to month basis if mutually agreed upon. The delivery of this phase (appointment setting) may deviate from the Proposal language if requested by Auglaize County but in no event shall the initial consulting term extend beyond ten (10) months from commencement.

**Payments**

ACBC will compensate BA as follows:

Industry Cluster Analysis - \$11,000 to be paid as follows: 30% at execution of this consultant agreement and the balance at completion of the Analysis

Business Attraction Program- \$22,500 to be paid as follows: project start up fee of \$7500 and \$2500 per month for a period of no less than six (6) months unless this consulting agreement is extended as mutually agreed to by both parties

Alternative Payment Schedule- As an alternative to the above Auglaize County may elect to make a lump sum payment of \$27,000 at execution of this consulting agreement and \$3500 at the satisfactory completion of the project.

**General Agreement**

In all circumstances BA will provide consulting services as outlined in the Proposals exhibits A & B.

Agreed and accepted to this 8<sup>th</sup> day of April, 2010

By ABSENT Auglaize Co. Commissioner

By John M Bergman Auglaize Co. Commissioner

By Douglas A. Spence Auglaize Co. Commissioner

**Auglaize County Board of Commissioners**

Agreed and accepted to this \_\_\_ day of \_\_\_\_\_, 2010

By \_\_\_\_\_ Title \_\_\_\_\_

**BurnsideAnalytics a Mohr Partners Company**



**PROPOSAL to:**

**AUGLAIZE COUNTY COMMISSIONERS  
INDUSTRY CLUSTER ANALYSIS**

Submitted by BurnsideAnalytics a Mohr Partners Company



Prepared by:  
Dennis Burnside  
Jim Robey  
December 30, 2009

## **Project Overview**

In anticipation of engaging in a business attraction initiative Auglaize County has determined that the most efficient way of identifying the “target industries” would include an Industry Cluster study to validate and measure the make up of the current employer base and the linkages that exist within these clusters.

The specific geography of the analysis will include adjacent and relevant counties and the I-75 Corridor. It is important to identify the supply chain and other linkages that exist outside Auglaize County proper but remain important in both identifying targets for business attraction and identifying labor and workforce supply for employers who locate to Auglaize County.

This first step will allow us to identify industries and specific firms within those industries that would be most likely to have connection with the existing firms in Auglaize County and therefore be included as targeted firms for the attraction initiative.

We are proposing three different levels of analysis that will generate varying degrees of data and intelligence.

### **Level 1. Industry Base Analysis**

- Conduct screening matrix using historical and forecast data for Auglaize County including:
  - a) Location Quotients and
  - b) Shift Share Analysis
- Apply screening matrix to adjacent counties to identify potential missing industries
- Apply Dun and Bradstreet data to regional maps which will:
  - a) Identify spatial clusters
  - b) Identify employers (large and small) and relevant NAICS
- For selected industries, use “Implan” to identify potential supply chain and map suppliers in region

### **Level 2. Occupation Analysis**

- Apply “Economy. Com” 4 digit NAICS data ( historical and forecast) data to BLS Industry/Occupation Matrix which will identify human resources availability in Auglaize and surrounding counties
- For selected occupations or groups, identify training and funding programs available

### **Level 3. Population Analysis**

---

- Using Claritas data, map current and forecast variables around human resource by place of residence that will predict workforce behavior.

**Pricing Structure**

- Level 1. \$5500
- Level 2. \$3000
- Level 3. \$2500

Level 1 is fundamental to providing the most useful data for the purpose of identifying the targeted clusters based on current conditions and market forces.

Levels 2 and 3 would provide valuable research and supporting data which would narrow the focus of which companies should be targeted using workforce analysis and behavioral predictions to match targets and their workforce requirements.

**Payment Schedule**

Payment of the above fees is as follows:

30% of total fee at signing of agreement and balance due at satisfactory completion of project.

**Time Line**

- Level 1. Completed within 45 days of project commencement
- Level 2. Concurrent with level 1
- Level 3. Completed within 20 days of completion of level(s) 1-2



**Proposal to  
Auglaize County Commissioners  
Business Attraction Program**

Presented by BurnsideAnalytics a Mohr Partners Company

Submitted by  
Dennis Burnside  
January 28, 2010

## AUGLAIZE COUNTY BUSINESS ATTRACTION PROGRAM

### I – INTRODUCTION and OBJECTIVE

BurnsideAnalytics a Mohr Partners Company (BA) is pleased to submit the following proposal at the request of the Auglaize County Commissioners (ACC). As part of the AECDC’s strategic vision the Coalition is charged with implementing a business attraction and targeted marketing program by identifying firms likely to relocate or expand to or within Auglaize County. BurnsideAnalytics will:

- Confirm targeted industries for ( per Cluster Study)
- Identify specific companies that are experiencing internal events and external influences that may generate an expansion or relocation
- Contact those firms and determine interest in Auglaize County
- Schedule appointments for the ACEDC to meet with firms
- Provide research to the ACC prior to each meeting
- Provide follow up support to the ACC

The overall objective is to attract new companies to Auglaize County and increase job growth.

### II- SCOPE OF WORK

Step 1. Confirm target industries and clusters. BA and the ACC will confirm the target industries by:

- identifying the current clusters within Auglaize County (Phase 1)
- analyzing the trends of each cluster
- confirming industry trends
- determine what impact and influence existing institutions are having on business attraction and job creation for Auglaize County

The initial targets as determined by the ACC those firms that are identified in the cluster study and will include firms using the 4 digit NAICS code. Examples of the types of firms might include:

- NAICS 3345 Auto Instrument Manufacturing
- NAICS 3363 Automotive Electrical Equipment
- NAICS 3333 Commercial and Service Industry Machine Manufacturing
- NAICS 3364 Aerospace Products and Parts Manufacturing
- NAICS 3114 Food Processing

BA and the ACC will expand the target list and continue to determine what other industries (in addition to these two examples) should be included as part of the targeted industry exercise based on the Industry Cluster Study

Step 2. To identify specific firms to target we will use “predictive analytics” (predicting corporate behavior) that will identify relocation/expansion targets. BA will monitor events such as:

- Mergers and acquisitions
- Ownership changes
- Leadership changes
- Age of facilities and equipment
- Quarterly performance
- Labor needs
- New contracts

Additionally, external forces such as competitor influences, regulations and customer changes may have a direct impact on a company’s need to consider new locations. Companies within the targeted industries will be monitored and those firms that are experiencing these types of changes will be singled out as targets for the ACC.

Step 3. We will deliver the list of targeted companies on a regular basis as determined by the ACC. BA would recommend that we provide 4-6 target companies to the ACC each month or at a frequency that meets with the ACC’s ability to make follow up meetings or presentations. (Bi-monthly, quarterly etc.) The research we provide will include:

- Name of company
- Names of senior management and decision makers
- Profile and history of firm
- Relevant sales data
- Locations of the firm
- Support as to why firm is on the target list ( what are the indicators)

Step 4. Appointment setting. Upon request of the ACC BA will coordinate a meeting with the targeted client the details of which will be determined on a case by case basis.

In addition, BA will support the ACC’s efforts to meet with prospect firms at industry conferences and trade shows.

Finally, BA will provide ACC with a “master list “of companies that we identify within the target industry to include in the ACC data base for the purpose of ongoing traditional marketing efforts. This data will include current contact information and other useful insight.

---

Step 5. Prior to each meeting with the targeted company BA will provide what ever research and support required by the ACC. Included in this step might be:

- C-suite profiles
- Recent news and events that may be relevant
- Competitor information
- List of targeted firms clients and vendors
- Cluster information

Step 6. Finally, BA will provide any information or research that the ACC may require to properly follow up with the targeted company which will facilitate the relationship.

### **III- Timeline**

BA will adhere to the ACC timeline as agreed to. BA would recommend contacting firms almost immediately as they are identified. The window for decisions in this process tends to open and close rapidly and the program will have a higher degree of success if we are "quick to market".

### **IV – Communication/Reporting**

In addition to regular phone communication BA will make monthly site visits to meet with the ACC. On an "as needed" basis BA will be available to the ACC for regular conference calls for project updates etc.

### **V- Compensation**

Phase 1 – project set up \$7500.00 (covers cost of initial research for assessment, data base template, confirming target groups, confirm process, beta testing)

Phase 2- monthly fee of \$2500.00 for the period of time retained but for no less than a period of six months or six delivery periods

Assuming 4-6 meetings per period the cost range per appointment is \$625.00 - \$937.00

Miscellaneous – As indicated in Steps 4-6 BA will provide certain research and support that helps prepare the ACC for meetings with prospects. In the event that this preparation may go beyond the scope described above BA will receive additional compensation in an amount and method agreed to by both parties.

## **VI-Consultancy Relationship**

Burnside Analytics will be engaged as a Consultant and Auglaize County has no other relationship with BA and the engagement is one of an independent contractor for the purposes of the assignment and there are no other obligations to BA.

## **BurnsideAnalytics a Mohr Partners Company**

We are Dallas based international corporate real estate services, site selection, advisory and economic development consulting firm. In July of this past year Mohr Partners acquired BurnsideAnalytics, a Cleveland based economic development consulting firm. Together Mohr and BurnsideAnalytics serve clients throughout the globe. We pride ourselves in delivering the highest level of services to the Economic Development Community including regional, state and community EDO's.

We also are one of the most active site selection consulting firms in North America and around the world. In many cases we act as the real estate department for companies who have outsourced that function.

The combination of our economic development practice and our perspective and experience as a site selection/real estate advisory firm allows us to be uniquely qualified to support the PCEDA in its business attraction efforts.

To learn more about our firm please visit our website.

[www.mohrpartners.com](http://www.mohrpartners.com)