

NORWALK

ECONOMIC DEVELOPMENT CORPORATION

Navigating the Unknown Continues

As it's yet to be determined when we can say "post-covid," this year NEDC's business support continued to have a theme of navigating challenges related to the pandemic. We provided training to all investors including "dealing with difficult customers during COVID," "Supporting Employee Mental Health During the Coronavirus Pandemic," and "I Don't Want to Work: Addressing Potential Return-to-Work Issues" reaching 53 attendees. We Partnered with Firelands Forward to take career exploration online introducing 223 Huron County students from 7 schools to 52 companies, worked with MHAS to provide Drugfree Workplace training to 81 employees from 7 companies, and continued to help small business navigate state COVID-relief grant applications.

Dear Investors,

From the bottom of my heart, thank you for the warm welcome to our beautiful community of Norwalk. As weird as it seems to talk about heartfelt feelings to our investors who are looking to our organization to retain and create jobs and wealth in our community, I've found that in a 501c3 non-profit like NEDC, it's critical to be able to seamlessly integrate our outcomes with the heart and feelings of the community. One of my primary tasks in my first quarters here as director has been to empathetically listen to the community. With the support of the board and all of you, I've begun to learn your thoughts, hopes, dreams, and desires about the past, present, and future of Norwalk, and I continue to grow more excited by the day to have the opportunity to contribute to that story.

Our board has truly embraced and supported my learning process by walking alongside me as we look at the state of our organization. Through our ongoing Strategic Planning process, we're aligning our work with identified outcomes in six focus areas: **Workforce Development, Partnerships, Business Retention & Expansion, Small Business Development, Organizational Sustainability & Marketing, and New Business.** We're eager to prioritize support to your companies in these areas through programming, resources, critical connections, and leveraged funding, and we continue to appreciate your partnership and investment that enable us to do so. Here's to an outcome-driven 2022 in your partnership!

Sincerely,



Sarah Ross, director@norwalknedc.com



Maple City Rubber expands, works with NEDC to receive JobsOhio support

Under new ownership since 2017, Maple City Rubber, manufacturers of the Tuftex brand balloon, have made strategic pivots and innovations in the industry, leading to incredible growth. Known for their unique colors and superior quality, they supply balloons to wholesalers around the world. In 2021 they worked with NEDC to secure a \$50,000 JobsOhio Inclusion Grant to support plant expansion in Norwalk, adding two new lines, retaining 29 jobs and creating 6 jobs.



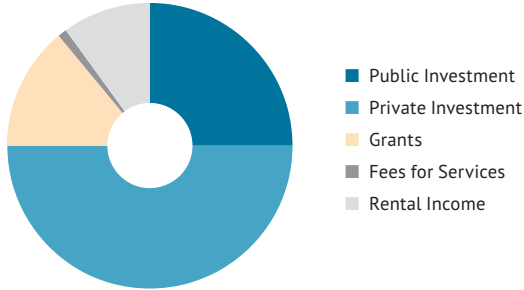
Search2Transport moves to Norwalk, works with RISE for technical assistance

Led by entrepreneur Nick Hamilton, the freight brokerage company Search2Transport selected a strategic location in Norwalk to continue their mission of increasing efficiency, reliability and transparency of transportation to their partnered customers and carriers. Search2Transport worked with NEDC's Regional Incubator for Sustainability & Entrepreneurship (RISE) to prepare for impending growth. One-on-one advising is supporting the company through hiring its next employee and led to new business through networked connections.

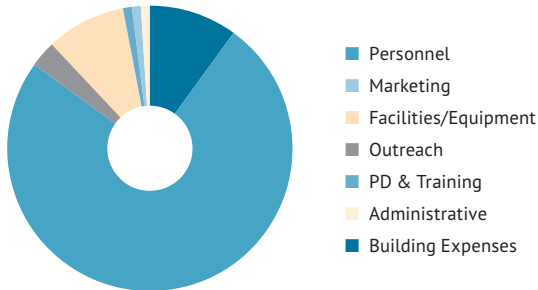


Financials

INCOME	est. 2021	2020
Number of Investors	59	57
Public Investment	45,000	40,000
Private Investment	90,640	80,500
Grants	25,000	25,000
Fees for Services	1,070	18,000
Rental Income	19,140	13,400
Total Income	\$ 180,850	\$ 176,900



EXPENSES	est. 2021	2020
Personnel	93,750	129,500
Marketing	1,240	1,500
Facilities/Equipment	11,340	6,500
Outreach	4,440	500
PD & Training	455	250
Administrative	1,245	1,200
Building Expenses	12,890	15,500
Total Expenses	\$ 125,360	\$ 154,950



Board of Directors

PRESIDENT
John Lendrum
Norwalk Concrete Industries

PRESIDENT ELECT
Zach Jones
Janotta & Herner

VICE PRESIDENT
Pete Lepley
Don Tester Ford-Lincoln

TREASURER
Denny Camp
Payne, Nickles & Co.

SECRETARY
Tanya Morrow
Ploger Transportation

PAST PRESIDENT
Derek Newell
Croghan Colonial Bank

Sandi Weltlin, City of Norwalk
Dave Light, Mayor, City of Norwalk
Jeff Huber, Civista Bank
Tom Secor, Durable Corporation
Dr. Brent Burkey, Fisher Titus Medical Center
Jessica Khaledi, Fisher Titus Medical Center
Bruce (Skip) Wilde, Huron County Commissioners

Jackie Reed, KeyBank
Zach Bleile, Lake Erie Construction
Jason Schaffer, Mark Schaffer Excavating & Trucking, Inc.
Chyllaam Foster, New Horizons Baking Co.
Becky Fair, NISSHA Medical Technologies
Steve Euton, Norwalk City Council
Tony Whitacre, Oglesby Construction Inc.

Investors

American Timber and Steel
Battles Insurance
Bluto's Hometown Tavern
Borgers Ohio, Inc.
Candace Chapin
Christian Roberts Salon, Inc.
Civista Bank
Croghan Colonial Bank
Custom Metal Works
Don Tester Ford-Lincoln
Durable Corporation
Edward Jones-Thomas Schubert
Evans Funeral Home
Fisher Titus Medical Center
Fisher Transmission
Flickinger Insurance
Great Lakes Electric
Hoty Enterprises
Howard Hanna - Norma Schaechterle
Jeff Huber
Huron County Commissioners
Janotta & Herner Inc.
KeyBank
Lake Erie Construction
Mark Schaffer Excavating & Trucking
Maple City Ice
New Horizons Baking Company
Nissha Medical Technologies
Nobil's Sports & Trophies
Northern Ohio Truck Center, Inc.

Norwalk Concrete Industries
Norwalk Custom Order Furniture
Norweco, Inc.
Oglesby Construction Inc.
Payne, Nickles & Company, CPA
Ploger Transportation
PNC Foundation
Prime Holdings
R J Beck Protective Services
R&D Equipment, Inc.
Remax Frank VanDresser
Sandy Ridge Winery
Seitz Design & Construction
Shaker Village Rental Communities
Sheri's Coffee House
Stein, Olsen & Stang LLC
Smith Paving & Excavating Inc.
Sommers Family Dentistry
The City of Norwalk
The Lonz Law Firm, LLC.
The Norwalk Waste Materials
Tuffman Equipment
Tusing Builders
Union Home Mortgage
Vacationland Federal Credit Union
Walker Eastman Heydinger
Funeral Home
Wasiniak Construction, Inc.
Wheeling & Lake Erie RR
Wm Dauch Concrete Co.

Thank you for your support!

NAME _____

COMPANY NAME _____

MAILING ADDRESS _____

EMAIL _____

Can we list your name publicly as an Investor? Yes No

Check (enclosed)

Invoice on this date: _____

Associate \$250

Bronze \$500

Silver \$1,000

Platinum \$2,500

Diamond \$7,500

Mail completed pledges and checks to:
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