



Saint Gobain—Relocation Incentives Troy Township, Geauga County

Project Overview

Address:

Troy Township (CRA)
Gauga County

Square Footage:

110,000 square feet

Zoning:

Manufacturing

Year Built:

2007-2008

Incentives:

- 5 year 100% tax abatement from county
- \$250,000 grant from the state

THE CHALLENGE

Saint Gobain Ceramics & Plastics, Inc. (Saint Gobain), a \$48 billion manufacturing company founded in 1965, has been a significant corporate citizen of Geauga County, Ohio, where it currently employs 240 individuals. To ensure its continued competitiveness, the company retained Terry Coyne to investigate relocation options and negotiate incentives as part of its plans to build a \$15-\$20 million, 110,000-square-foot research and manufacturing facility.

RESULTS

Coyne led Saint Gobain in a comprehensive site selection process, helping the client evaluate options throughout Ohio and the Midwest. By demonstrating Saint Gobain's importance as an employer in Geauga County and leveraging enticements from government entities outside of Ohio to his client's advantage, Coyne negotiated a 100 percent tax abatement for a maximum of five years from Geauga County as part of its Community Reinvestment Area initiative, as well as \$250,000 in the form of a Rapid Outreach Grant from the Ohio Department of Development for costs associated with the acquisition of machinery and equipment. The incentives were enough to solidify a commitment from Saint Gobain to retain 240 current jobs and create more than 30 new employment opportunities over the next three years at its new facility, which opened its doors in Troy Township on July 28, 2008.



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