

	Two certificates were presented by the Dog Kennel. Mistakenly thought PO's were in place. Two invoices make up these certificates. Amazon - \$138.03 MWI Animal Health - \$348.83	Dog Kennel	\$138.03 \$348.83	
* Personnel	None			
* Travel Requests	None			
Sheriff	Chris Hilton – Sheriff was unable to attend			
IT	Brayden Haar – IT. Brayden came in for their regular meeting with the Commissioners. See attachment for agenda items. Server upgrades are coming up. All backups have completed successfully. KnowBe4 trainings are still going out but we still only have 40% participation. Multiple vulnerabilities over the last month. Sheriff's office is the last phones to set up. New authentication process is going to be set up for all users. Meeting with new vendor for antivirus program. They continue to work with the Clerk of Courts to install their new court case management program. P&R is setting up all the new dispatch equipment. Worked on EMS new virtual fax system and replaced the SIMS cards in the squads. IT ordered new equipment and ran cables for the new TASC meeting. Brayden reviewed City of Fremont Projects.	Brayden Haar – Director in training		
	Commissioner Miller asked to enter executive session to consider the appointment, employment and compensation of a public employee. At 9:23am Commissioner Zimmerman moved to enter executive session. Prosecutor Tischler was invited to executive session. At 10:00am Commissioners returned to regular session.			*Motion: Move to enter executive session Moved by: Russ Zimmerman 2nd: Charles Schwochow Yes – 3 *Motion: Move to exit executive session Moved by: Russ Zimmerman 2nd: Charles Schwochow Yes – 3

* Resolutions	2026 – 73 APPROVING OUT OF STATE TRAVEL FOR SHERIFF CHRISOPHER HILTON TO CRYSTAL CITY, VA. FOR RULO STRATEGIC SHERIFF WELLNESS AND RESILIENCY INTIATIVE FROM MARCH 8TH TO MARCH 12TH 2026	Sheriff		*Motion: Move to Approve resolution Moved by: Charles Schwochow 2nd: Russ Zimmerman Yes – 3
	2026 - 74 APPROVING SUPPLEMENTAL APPROPRIATION TO CAPITAL OUTLAYS-VEHICLES (\$260,395.00) FOR BOX REMOUNTING ON SQUAD	EMS	\$260,395.00	*Motion: Move to Approve resolution Moved by: Russ Zimmerman 2nd: Charles Schwochow Yes – 3
	Administrator Garcia asked to add resolution 2026 – 75 to the agenda for approval.			*Motion: Move to Add resolution Moved by: Scott Miller 2nd: Russ Zimmerman Yes – 3
	2026 - 75 AUTHORIZING THE PRESIDENT OF THE BOARD TO APPROVE AND SUBMIT TO THE OHIO DEPARTMENT OF DEVELOPMENT, OFFICE OF COMMUNITY ENHANCEMETS AN APPLICATION REQUESTING UP TO \$1,350,000 OF PROGRAM YEAR 2026 COMMUNITY HOUSING IMPACT & PRESERVATION PROGRAM FUNDS, AND PROCURING GREAT LAKES COMMUNITY ACTION PARTNERSHIP TO PREPARE THE APPLICATION AND ADMINISTER THE PROGRAM	GLCAP		*Motion: Move to Approve resolution Moved by: Russ Zimmerman 2nd: Charles Schwochow Yes – 3
Public Open Session	Citizens Attendees – none Media Attendees – none Elected Officials – none			
EDC	Beth Hannam from EDC and Kyleigh Lash, EDC Communication and Project Admin., came in to talk to the Commissioners about the next steps to take after the Housing Study results. They received a grant for the study and Kyleigh put together a marketing plan to promote the results of the study. Some of the plan is to send out key messages and tailored messages as well as social media promotions. The information will be sent out to general public for community engagement and information to developers and investors. They talked about the average age of homes in the county and some	Beth Hannam – Executive Director Kyleigh Lash – Communication and Project Admin		

	challenges for these homes. Commissioner Miller noted the message being sent out will be different depending on the organizations needs but will convey the same message. The housing study is posted on the EDC web page for public review. The marketing plan and hand outs are attached.			
* Adjournment (11:06am)	With business completed for the day the meeting was adjourned.			* Motion: Move to adjourn Moved by: 2nd: Yes - 3

Signature of:

Scott Miller, President

Russ Zimmerman, Vice President

Charles Schwochow

Board of County Commissioners, Sandusky County Ohio

Attest:

Clerk to the Board / County Administrator

I, the undersigned, Clerk of the Board of Commissioners, Sandusky County, Ohio, do hereby certify that the foregoing is a true and correct copy from the official record of said Board of County Commissioners as recorded in its Journal.

Clerk, Board of County Commissioners, Sandusky County, Ohio

2026 March Projects

	County	City
Item	Description	Description
Servers	Scheduling infrastructure upgrades with HPE for March	Migrating all police files to new server / Setting up new WRC servers for DJE
Backups	Backups completing successfully. Increased cloud storage.	All backups completing successfully. Backup recovery testing has been setup for all servers.
Email Security	KnowBe4, additional campaigns implemented, trainings sent out this month. Monitoring the percentage completing	KnowBe4, additional campaigns implemented, trainings sent out this month. Monitoring the percentage completing
Networking	Multiple vulnerabilities over last month - upgrades scheduled, workarounds implemented.	Multiple vulnerabilities over last month - upgrades scheduled, workarounds implemented.
Phones	Engineers migrated to new phones. Sheriff's office is last department.	GoTo Phone Migration, all departments have been migrated. No issues with phones have been reported.
Dark Fiber	Setting up policies for dark fiber between CH and Jail.	
Cybersecurity	Received all Yubikeys, setting up all users. Plan to implement countywide starting mid-late February.	Received all Yubikeys, setting up all users. Plan to implement countywide starting mid-late February.
I.T.	Starting meetings with Kaseya to onboard with our new products (VSAX, ITGlue, Datto, and AutoTask). Also, starting meetings with CrowdStrike for our new antivirus. Working on migrating notes to IT Glue	Starting meetings with Kaseya to onboard with our new products (VSAX, ITGlue, Datto, and AutoTask). Also, starting meetings with CrowdStrike for our new antivirus. Working on migrating notes to IT Glue
RMM / Backup	NinjaOne backups setup for all servers. Setup backups for key personnel workstations. Working on setting up new backups with Datto.	NinjaOne backups setup for all servers. Setup backups for key personnel workstations. Working on setting up new backups with Datto.
County Courts		
Clerk of Courts	Most of the new versions of Rockware (DocketOS) have been installed. Assisting Clerk of Courts with migration to Henschen when the meetings start.	
Prosecutor		
EMA/911	Scheduled meetings with three 911 cloud providers.	

2026 March Projects

	County	City
Item	Description	Description
SCSO	Working with P&R to setup Fremont PD & FD MARCS radios, also setting up OSP radio. P&R to quote equipment setup for dispatch positions. New recorder ordered for radio/phone/911 recordings	
EMS	Setup EMS to use virtual fax Setup new AT&T SIM cards for vehicle connectivity LS14 equipment ordered. Replacing network equipment at all locations	
Fire		Switching over to new AT&T APN Purchased new CradlePoint routers, starting setup this month Setup MARCS to communicate w/dispatch
BOE	Working on updating to new Bridge computer	
Auditor		OpenGOV is taking over for the application FUND. They are migrated to OpenGOV. No issues reported.
Water Treatment		Win911 paging system setup, needs testing.
Water Reclamation		Replace aging SCADA PCs. New server setup waiting for a quote from DJE.
Parks	Replacing all network equipment. Equipment ordered.	
Police		Setup MARCS radios to communicate w/ dispatch
TASC	Ordered new equipment for new building / Cables ran.	

Housing Study Marketing Plan

Prepared By:
KyLeigh Lash

Communications & Project Admin
communications@sanduskycountyedc.org
419-332-2882

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OVERALL GOALS

- 1. Educate:** Inform the public, developers, and stakeholders about the current housing challenges and opportunities in Sandusky County.
- 2. Generate Interest:** Create excitement and confidence among developers and investors regarding housing development in the county.
- 3. Facilitate action:** Encourage local governments to adopt recommended policies and incentives, and prompt developers to initiate new housing projects.
- 4. Build Consensus:** Foster a shared understanding and support for housing development initiatives across the community.

KEY MESSAGES

For All Audiences

- “Sandusky County has a clear and urgent need for new housing across all types, from affordable rentals to modern for-sale homes and specialized senior care.”
- “New Housing is critical for attracting and retaining our workforce, supporting economic growth, and enhancing our quality of life.”
- “The housing study provides data-driven strategies and financial tools to make these developments feasible.”

TAILORED MESSAGES

- **General Public:** “More housing means more options for families, a stronger workforce, and a thriving community without increasing taxes on existing residents.”
- **Developers/Investors:** “Significant market demand and financial incentives are available to support profitable new housing developments in Sandusky County. We have prepared sites and streamlined processes ready for your investment.”
- **Local Governments/Policyholders:** “Leveraging tools like TIFs and CRAs, along with updated zoning and expedited permits, will unlock critical housing development and drive economic prosperity for our county.”
- **Real Estate Agents:** “Understand the market gaps and future inventory to better serve your clients and capitalize on new opportunities for growth in Sandusky County.”
- **Local Banks/Lenders:** “New development opportunities present sound lending prospects, supported by robust market demand and risk-mitigation tools like TIFs and CRAs.”
- **Community Groups:** “Learn how new housing will help grow our businesses, attract young professionals, and ensure a vibrant future for Sandusky County.”

TARGET AUDIENCES & COMMUNICATION CHANNELS

GENERAL PUBLIC & COMMUNITY ENGAGEMENT

Objective: Build broad public awareness and support for housing initiatives.

Channels:

- **Press Release:** Draft & distribute to local newspapers, radio stations, TV news affiliates, and regional business journals. Emphasize key findings and the positive impact on the community.
- **Local News Features/Interviews:** Pitch story ideas to local media outlets, offering Housing Study stakeholders for interviews and on radio, TV, or print. Provide simplified statistics and relatable stories.
- **Community Presentations:** Offer to present simplified summaries of the study to Rotary, Kiwanis, Lions Club, Chamber of Commerce, neighborhood associations, and other community groups. Focus on “what does this mean for us?” with Q&A.
- **SCEDC Website:** Create an easy-to-navigate section with an executive summary, key infographics, a downloadable PDF of the full study, and a “Contact Us” form for inquiries
- **Social Media Campaign:** Develop a series of posts for Facebook, LinkedIn, etc., featuring bite-sized facts, infographics, and success stories. Use relevant hashtags.
- **Newsletters:** Feature the study prominently in SCEDC’s monthly Insider Newsletter and quarterly Developer Newsletter, providing links to the full report and upcoming presentations.

DEVELOPERS & INVESTORS

Objective: Attract new development interest and facilitate project initiation.

Channels:

- **Targeted Outreach:** Direct email campaigns and personalized phone calls to regional and national developers specializing in single-family, multi-family, and senior care housing.
- **Developer Information Packet/Pitch Deck:** Create a concise, high-impact presentation (digital and print) summarizing market demand, available incentives (TIF, CRA, REDD, Capital Lease Program), ready-to-develop sites, and simplified development processes.

TARGET AUDIENCES & COMMUNICATION CHANNELS

DEVELOPERS & INVESTORS CONTINUED

Channels:

- **Webinars/Industry Events:** Host dedicated online webinars for developers, or present at regional real estate and housing development conferences.
- **Dedicated “Developer Resources” Section on SCEDC Website:** Include detailed information on incentives, pre-vetted sites, permitting processes, and relevant contacts. Consider an interactive map of potential development sites.

OTHER KEY STAKEHOLDERS

Objective: Secure buy-in, partnership, and specialized support for housing initiatives.

Channels:

- **Local Governments (City Councils, Planning Commissions, Mayors/Administrators):** Schedule dedicated, in-depth briefings to walk through the study’s findings, discuss actionable policy changes (zoning, permitting), and explain the financial tools (TIF, CRA). Provide a policy implementation guide.
- **Real Estate Agents:** Host workshops or provide dedicated materials explaining the study’s findings, emphasizing market opportunities, and how new development will impact existing market. Position them as informed resources for their clients.
- **Local Banks/Lenders:** Arrange one-on-one meetings to present the study, specifically highlighting the demand, economic stability, and how TIF/CRA tools can mitigate lending risks for new housing projects. Discuss potential for local loan projects.
- **Major Employers:** Present findings that connect housing availability to workforce recruitment and retention. Discuss potential partnerships or employer-assisted housing programs.
- **Ohio Department of Development:** Share the study and findings with relevant ODOD departments to advocate for Sandusky County’s eligibility for state programs and future funding opportunities.

MEASUREMENT & EVALUATION

- **Media Coverage:** Track press mentions, interviews, and readership/viewership.
- **Website Analytics:** Monitor page views, downloads of the study, and contact form submissions.
- **Engagement:** Count attendance at presentations, webinars, and community meetings.
- **Developer Interest:** Track inquiries, meetings, and expressions of interest from developers.
- **Policy Changes:** Monitor local government actions on zoning, incentives, and permitting.
- **Project Pipeline:** Track the number of new housing projects proposed, approved, and under construction.
- **Feedback:** Gather qualitative feedback from all stakeholders on the clarity and usefulness of the information.

ADDITIONAL SUGGESTIONS

- **Infographics & Visuals:** Invest in professional, easy-to-understand infographics and charts that distill complex data from the study into engaging visuals for presentations, social media, and press kits.
- **Interactive Map:** Develop an interactive online map showcasing potential development sites, overlaying key infrastructure, zoning, and incentive areas.
- **“Why Sandusky County?” Story:** Craft a compelling narrative that highlights not just the need, but also the county’s strengths (stable employment, low crime, affordability, good schools) as a desirable place to live and invest.
- **Dedicated Housing Committee/Task Force:** Establish a cross-sector committee (government, development, banking, community leaders) to champion the housing initiatives, review progress, and address changes.

GENERAL TIMELINE

PHASE 1: INTERNAL ALIGNMENT & INITIAL LAUNCH

Weeks 1-2

- Review & finalize marketing materials (press release, website content, presentation decks).
- Conduct internal briefings for Stakeholder group.
- Distribute initial press release to media.
- Launch SCEDC webpage for the study.

PHASE 2: BROAD DISSEMINATION & ENGAGEMENT

Weeks 3-8

- Schedule & conduct presentations for local community groups.
- Pitch news stories and secure interviews with local media.
- Launch social media campaign with initial insights and calls to action.
- Begin direct outreach to identified developers and investors.
- Hold initial briefings with local banks and real estate associations.
- Feature in SCEDC monthly and quarterly newsletters.

PHASE 3: TARGETED ADVOCACY & PROJECT FACILITATION

Months 3-6+

- Follow up with developers, assisting with site selection, incentive application, and permitting navigation.
- Work with local governments on policy adoption and TIF/CRA implementation.
- Host developer-specific events.
- Continue social media and website updates with progress and new opportunities.
- Report on early successes in newsletter.

HIGH DEMAND, SMART INVESTMENT: HOUSING IN SANDUSKY COUNTY

5 COMPELLING REASONS TO INVEST HERE NOW

DOCUMENTED NEED FOR HOUSING

A recently conducted housing study shows a demand for nearly 1,000 new units in the next 5 years.

For Sale Housing: 460-478 units **Rental Housing:** 375-400 units
Memory Care: 85-118 units

MAJOR GROWTH & MARKET DEMAND

Sandusky County has been ranked **#4 Metropolitan in the Nation** by Site Selection Magazine due to major projects. These projects are bringing 1,000+ new jobs and businesses have invested \$686M in the county.

ENHANCED RETURN ON INVESTMENT

Our county offers several incentives and financing solutions, significantly offsetting the cost of development and ensuring an attractive ROI for developers.

GROWING HOUSEHOLD INCOME

The median household income in Sandusky County is projected to grow 10.9% in the next 5 years, supporting for-sale and rental markets.

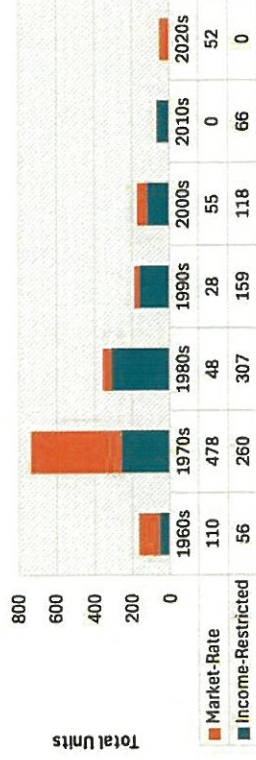
FRIENDLY BUSINESS CLIMATE & SUPPORT

Our communities welcome new development with open arms. Local leaders are actively engaged and eager to collaborate with developers to streamline housing development within the county.



KEY DATA FOR DEVELOPERS

Apartment Development by Decade and Type



Apartment Unit Development Trends



Captive Market: Thousands Commute into Sandusky County Daily

YOUR NEXT PROJECT STARTS HERE

For more information on the housing study, available sites, potential incentives, or to schedule a site visit, please reach out to the Sandusky County Economic Development Corporation.

BETH HANNAM | SCEDC EXECUTIVE DIRECTOR

DIRECTOR@SANDUSKYCOUNTYEDC.ORG | 419.332.2882

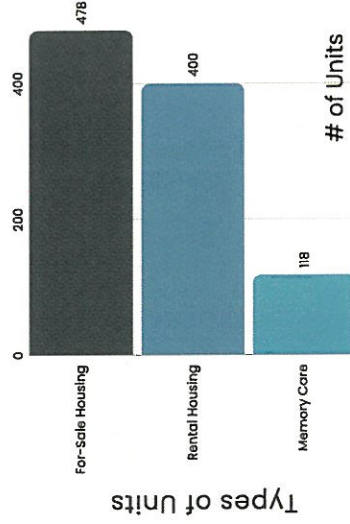
**BUILDING A STRONGER SANDUSKY COUNTY:
WHY HOUSING MATTERS TO US ALL**

The SCEDC recently conducted a county-wide housing study that shows the urgent need for housing throughout the county and a clear path forward for sustainable growth.



KEY FINDINGS FROM THE STUDY

920-996 Housing Units Needed



53.4% Workers commuting into Sandusky County

3.4% Decline in population

<30 Single-family units built per year since 2022

THE IMPACT

Loss of Talent & Business

Old housing stock and limited options hinder businesses from hiring and retaining talent. This impacts our local economy and customer base.

Stagnant Growth

Low population and household growth lead to declining vibrancy, school enrollment, and fewer services.

Reduced Quality of Life

Residents are forced to move elsewhere for suitable housing, reducing quality of life and community connection.

Missed Economic Opportunity

Without enough homes, new jobs may go unfulfilled, and new employees will bypass our county.

WHY WE NEED TO TAKE ACTION

Attract & Retain Talent

New homes keep our businesses thriving & expanding our local workforce.

Boost Our Economy

More residents mean more spending, more local jobs, and a stronger tax base for our schools & services.

Create Vibrant Communities

Diverse housing fosters dynamic neighborhoods where everyone can find a place to belong.

Secure Our Future

Proactive planning helps Sandusky County grow strategically and suitably for generations to come.

BE PART OF THE SOLUTION!

Learn more about the housing study findings, discuss solutions, and find out how you can support housing initiatives in Sandusky County. View the full study at

www.sanduskycountyedc.net/sandusky-county-strategic-plans/

