

**Balance Sheet December 31, 2007**  
Un-audited - For Management Purposes Only

| ASSETS                                |                   |
|---------------------------------------|-------------------|
| <b>Current Assets</b>                 |                   |
| <b>Checking/Savings/Money Market</b>  |                   |
| Checking                              | 2,447.88          |
| Savings                               | 46,903.35         |
| Money Market                          | 41,023.05         |
| EPA Brownfield Grant                  | 37,720.05         |
| 3rd Frontier (3FIP)                   | 5,486.83          |
| <b>Total Checking/Savings/MM</b>      | <b>133,581.16</b> |
| <b>Accounts Receivable</b>            |                   |
| Grant Receivable 3FIP                 | 12,053.67         |
| Grant Receivable ODOD                 | 23,944.49         |
| <b>Total Accounts Receivable</b>      | <b>35,998.16</b>  |
| <b>Other Current Assets</b>           |                   |
| Pre-Paid Insurance                    | 1,138.28          |
| <b>Total Current Assets</b>           | <b>170,717.60</b> |
| <b>Total Fixed Assets</b>             | <b>4,446.60</b>   |
| <b>Other Assets</b>                   |                   |
| EPA Brownfield Grant Receivable       | 148,289.88        |
| Kardex Note Receivable                | 43,708.41         |
| <b>Total Other Assets</b>             | <b>191,998.29</b> |
| <b>TOTAL ASSETS</b>                   | <b>367,162.49</b> |
| <b>LIABILITIES &amp; EQUITY</b>       |                   |
| <b>Total Current Liabilities</b>      |                   |
| <b>Total Long Term Liabilities</b>    |                   |
| <b>Equity</b>                         |                   |
| Unrestricted Fund Balance             | 116,437.08        |
| Net Income                            | 6,795.77          |
| EPA Brownfield Encumbrances           | 186,009.93        |
| <b>Total Equity</b>                   | <b>309,242.78</b> |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>367,162.49</b> |

ODOD—Ohio Department of Development  
3FIP-Third Frontier Internship Program  
WCC-Washington County Commission

|   |   |  |
|---|---|--|
| <p><b>Southeastern Ohio Port Authority</b><br/>200 Putnam St.<br/>Room 504<br/>Marietta, OH 45750<br/><b>(740) 373-3233</b><br/>Fax (740) 373-6233<br/>www.pioneerspirit.us</p> |  | <p><b>Mike Jacoby, CEcd</b><br/>Executive Director<br/>mike@pioneerspirit.us</p> <p><b>Janet Nelson</b><br/>Executive Assistant<br/>janet@pioneerspirit.us</p> |
|---|---|--|

**Southeastern Ohio Port Authority  
2007 Annual Report**

**Profit and Loss Statement 2007**  
Un-audited - For Management Purposes Only

|                                    | Jan - Dec 07            |
|------------------------------------|-------------------------|
| <b>Ordinary Income/Expense</b>     |                         |
| <b>Income</b>                      |                         |
| 3FIP Admin. Reimb. (2007)          | 12,053.67 <sup>3</sup>  |
| 3FIP Grant Pass Thru               | 118,560.56 <sup>1</sup> |
| <b>Direct Contributions</b>        |                         |
| Refund Account                     | -500.00                 |
| Direct Contributions               | 117,750.00              |
| <b>Total Direct Contributions</b>  | <b>117,250.00</b>       |
| Inter-Gov. Transfer                | 50,000.00               |
| <b>Interest Income</b>             |                         |
| Interest Income-Kardex             | 1,788.61                |
| Interest Income - Other            | 1,316.59                |
| <b>Total Interest Income</b>       | <b>3,105.20</b>         |
| Miscellaneous Income               | 1,381.41                |
| ODOD Bus Park Pass Thru            | 23,944.49 <sup>2</sup>  |
| <b>Total Income</b>                | <b>326,295.33</b>       |
| <b>Expense</b>                     |                         |
| 3FIP Grant Pass Thru               | 113,073.73 <sup>1</sup> |
| Bonding/Insurance                  | 2,454.96                |
| <b>Business Park Project</b>       |                         |
| Non-reimbursable Expense           | 405.78                  |
| Reimbursable Expense               | 23,944.49 <sup>2</sup>  |
| <b>Total Business Park Project</b> | <b>24,350.27</b>        |
| Checks and Deposit Slips           | 105.82                  |
| Depreciation Expense               | 1,679.64                |
| General Office                     | 5,524.56                |
| 3FIP Admin Gen Off                 | 2,662.87 <sup>3</sup>   |
| Interest WCC Loan                  | 1,325.53                |
| Marketing                          | 7,428.50                |
| Mbrshp/Cnf/Trvl/Entrtnmt           | 9,661.51                |
| Professional Fees                  | 4,841.98                |
| Rent w/ utilities                  | 6,000.00                |
| Wages, Benefits & PR Expense       | 138,206.39              |
| 3FIP Admin. Wages et al            | 9,390.80 <sup>3</sup>   |
| <b>Total Expense</b>               | <b>326,706.56</b>       |
| <b>Net Ordinary Income</b>         | <b>-411.23</b>          |
| <b>Other Income/Expense</b>        |                         |
| <b>Other Income</b>                |                         |
| 3FIP Admin Reimb. (2006)           | 7,207.00                |
| <b>Total Other Income</b>          | <b>7,207.00</b>         |
| <b>Net Other Income</b>            | <b>7,207.00</b>         |
| <b>Net Income</b>                  | <b>6,795.77</b>         |

<sup>1</sup>3FIP Pass Thru Income & Expense difference includes funds transferred from 3FIP held at Wash. Co.  
<sup>2</sup>Income=Line of Credit. Expense=Payments by SeOPA.  
<sup>3</sup>Income 3FIP Admin. Costs Reimb. = Expenses for Gen. Off. & Wages et al.



**Southeastern Ohio Port Authority  
2007 Annual Report**

At the conclusion of my first year as Chairman of the Board for the Southeastern Ohio Port Authority, I am pleased to report 2007 was marked by significant progress and continued momentum generated over the past several years. The Port Authority received grant commitments and draw downs of over \$700,000 to support economic development projects. We facilitated job creating projects in Washington County and linked existing businesses with economic development resources. The Port Authority worked cooperatively to address difficult issues like work force development. Finally, we spread the word nationally about the reasons to do business in Washington County. None of this would have been possible without the generous support of the community and Washington County Commissioners. I thank the many businesses and individuals that have supported the Port Authority. With your help, we look forward to a brighter 2008 and beyond.

*Mark Bradley, Chairman of the Board*

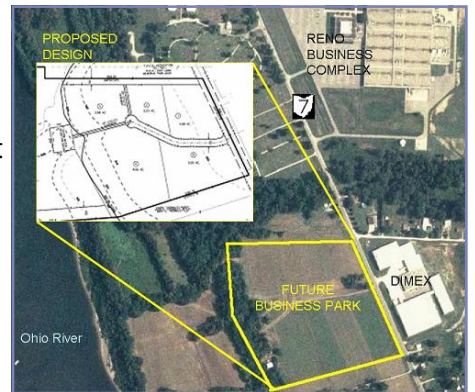
**About the Southeastern Ohio Port Authority**

The Southeastern Ohio Port Authority (SeOPA) is a statutory agent of Washington County. While SeOPA does not operate as a traditional "port," state law grants port authorities power in areas of real estate development, financing and management of foreign trade zones. The Port Authority is an economic development organization with a mission to enhance the economic competitiveness of Washington County and to be a catalyst for job creation and investment by business, industry and local entrepreneurs. A board of 11 business and community leaders, appointed by the County Commission, governs the Port Authority. Each year, the Port Authority relies on private donations and county appropriations to support its operating budget. In 2007, the County Commission was joined by 88 businesses and individuals that recognized the need for a public-private partnership in economic development and donated funds to the Port Authority.

**Accomplishments**

In 2007, SeOPA:

- Secured a total of \$500,000 in grant funds from the State of Ohio's Industrial Site Improvement Fund and Roadwork Development Account for the creation of a 24-acre business park off State Route 7 in Marietta Township across the highway from Dimex Corporation. The park is being developed through a development agreement with Triad Holdings. The park will have utilities in place and



- be out of the floodplain. Covenants will protect the integrity of the park. Design has been completed, and once permits have been issued, the project will be bid out for construction.
- Provided site search services for a total of 22 companies, including Bridgeport Equipment and Rebay Recycling. Bridgeport Equipment located in the former Wolohan Lumber building, creating 20-30 jobs. Rebay Recycling leased space from Marietta Industrial Enterprises and will create 15 jobs. Four site selection prospects remain active projects for Washington County.
- Obtained a \$50,000 grant to help pay for a water line extension from Warren Community Water & Sewer Association to the Wetz Warehousing complex.

## Accomplishments *(Continued from Page 1)*

- Worked with Fibrox Technologies to access state, local and utility company incentives for a \$30 million manufacturing facility planned for Warren Township. The project is still tentative, but if it proceeds, it will create 30 new jobs.
- Launched a multi-faceted marketing campaign, including a banner ad on PlasticsNews.com, direct mail pieces and E-news bulletins for the Mid Ohio Valley and the polymers industry.



Marketing materials are linked, when possible, to the Port Authority website, [www.pioneerspirit.us](http://www.pioneerspirit.us). The site has been averaging 2,500 to 3,300 web sessions (series of clicks on the site by an individual visitor) per month.

- Invoiced \$128,008 in state funds to distribute to companies through the Third Frontier Internship Program, which can reimburse companies for up to \$3000 or half of a high-tech intern wages. Executive Assistant Janet Nelson did an outstanding job. A total of 13 interns were placed in local companies in 2007.
- Used U.S. EPA Petroleum Brownfield Assessment funds to pay Kemron to conduct a phase one and phase two environmental assessment for a commercial property in the City of Belpre. More funds are available to interested companies, property owners and developers.

- Became a driving force in the design and implementation of an employer survey conducted under the auspices of Ohio Valley Employment Resources in Washington County and a 10-county region. A total of 82 Washington County companies participated, comprising near over 60 percent of survey respondents. The survey helped to identify expected job creation in the next five years, compensation ranges and requisite skills and education.
- Hosted first annual Legislative Luncheon in July. At the meeting, SeOPA worked to secure future support from state and federal legislators and their aides for projects in Washington County.
- Continued to work with prospective users of Foreign Trade Zone (FTZ) 264, which covers five non-contiguous properties in Washington County and over 1 million square feet of manufacturing and warehouse space. FTZs are areas designated as outside of U.S. Customs and Border Patrol territory and can allow companies to delay, reduce or eliminate import duties and reduce customs paperwork and fees. To date, the FTZ has not been activated by any companies, as a limited number of companies can profit from FTZ usage. However, the Port Authority is working with one strong prospect from outside the area and another company that may have an interest in creating a FTZ subzone at their facility in the region.

- SeOPA organized a full page advertisement in the Parkersburg News with approximately 30 other sponsors to welcome Hino Motors to the Mid Ohio Valley.
- The Port Authority also partnered with two other counties to place a half-page ad in Site Selection Magazine.



## 2007 Board of Directors:

*Chairman*  
**Mark Bradley**  
 President & CEO  
 Peoples Bancorp Inc.

*Vice-Chair*  
**David Haas**  
 Vice-President  
 Morrison, Inc.

*Secretary-Treasurer*  
**Tom Webster**  
 Attorney at Law  
 McCauley, Webster & Emrick

*Vice-Secretary-Treasurer*  
**Bobby Poage**  
 Operations Leader  
 Kraton Polymers

**Dave Archer**  
 President  
 Pioneer Pipe Inc.

**Jim Black**  
 Business Consultant

**Ron Cooley**  
 President & CEO  
 The Peoples Savings Bank

**Jack Haessly**  
 President  
 Haessly Hardwood Lumber Co.

**Charlotte R. Hatfield, Ph.D.**  
 President,  
 Washington State Community College

**Nancy Putnam Hollister**  
 Former Lt. Governor

**Larry Unroe**  
 President & CEO  
 Marietta Memorial Hospital

**Monthly Board Meetings**  
**4th Tuesday 7:30 a.m.**  
 Washington State Community College  
 Open to the Public

Meeting announcements posted  
 on SeOPA web-site  
[www.pioneerspirit.us](http://www.pioneerspirit.us)

## Port Authority Funding

The Year 2007 was a year of financial growth for the Port Authority. The Port Authority started 2007 with \$115,000 in cash and ended the year with 134,000 in cash. The balance sheet shows a growth in equity of \$187,993 over 2006. This growth is attributable to pass-through grant funds for special projects. Unrestricted funds remain almost unchanged at \$116,000.

The 2007 Profit & Loss statement shows \$6,796 in net income. This figure reflects Brownfield Assessment grant funds drawn in advance of expenditures. Operationally, when pass-through grant funds are excluded, the Port Authority had an operating loss of about \$4,700, which was covered by cash reserves.

Please note that Business Park grant funds (up to \$500,000) are provided on a reimbursement basis. In 2007, no grant funds were drawn down.

For informational purposes, 2007 Port Authority Financial Statements (Un-audited) are presented on page 4.

