



News Release

Russell M. Pry – Summit County Executive

FOR IMMEDIATE RELEASE

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Executive Russ Pry's Development Department Creates County-wide Development Sharing Program and Lead Notification

Each week, the Summit County Department of Community and Economic Development receives calls from companies across the country looking for just one thing...a new home for their business.

The State of Ohio currently provides their lead notification to local chambers but when a company calls a local community during a site search, there is no lead notification.

Real estate websites are a valuable source of available commercial and industrial parcels, but no one knows the total and most current inventory of a community better than the community leaders who work there each day. With this in mind, Connie Krauss, the new director of the county's Summit County Department of Community and Economic Development has created a lead referral system between the county and its local communities – the Summit Business Partnership Lead Referral Initiative.

“Who better to know what is available in a community than the local community leaders. It is difficult to direct a client to a vacant building or parcel of land if we do not know its current status. This information sharing will strengthen business opportunities throughout Summit County” said Executive Pry.

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The Department of Economic Development will contact local communities with company-specific needs including zoning, land size, building square footage, and utility and other infrastructure requirements. In accordance with general lead referral practice, company confidentiality will be honored by the County throughout the referral process.

“Our new Lead Referral Initiative will address gaps in our knowledge about locally available property and allow our community partners to quickly respond to leads, improving the business climate in Summit County,” said Scott Wagner, Deputy Director of Community and Economic Development.

For questions regarding the Lead Referral Initiative, call Scott Wagner at 330-643-7769.

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