PRIORITIES

- *Business Retention & Expansion* ✓
- *Downtown Development* ✓
- *Entrepreneurial Support* ✓
- *Workforce Development* ✓
- *Housing* ✓

2023 RESULTS

$11M

$11 Million direct economic impact to Salem, Ohio .

$10M

$10 Million added indirect impact to City

OUR MISSION
Facilitating growth to advance economic vitality and improve the quality of life for Salem residents.

Julie Needs and the SOD Center have been a critical partner of Salem Welding & Supply over the past decade. Without their help we would have struggled with knowing what grants and resources were available to us. We trusted them to help our growth as we made a land / building acquisition in 2015, and now we trust them to lead us in our new expansion, almost doubling our size & capability! ***~ Tom Baker, Vice President, Salem Welding & Supply Co.***

SOD
Sustainable Opportunity Development Center

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sodcenter.com

Salem, Ohio - Little Big City!

The SOD Center is my first choice when facilitating training and development opportunities for area businesses. The location, training room options, and onsite technology collectively create the optimal space for all my training needs. Additionally, the staff always goes above and beyond to ensure our area businesses, employees, and training facilitators have the tools and resources they need to create a positive learning environment. The SOD Center continually assesses the training needs of area businesses and industries to make sure they are offering the most essential and requested training opportunities. I always look forward to collaborating with The SOD Center to assist our area businesses. ***~ Joanna Forbes, SHRM-SCP, owner / chief consultant, Forbes Human Resources, LLC***

Salem, Ohio - Little Big City!

Sustainable Opportunity Development Center

ANNUAL REPORT

2023

A year of growth, capitalizing on opportunities, and starting new ventures.

Salem's Economic Growth Partner

SOD

ACCOMPLISHMENTS

GRANTS AND PROJECT SUPPORT

$2.3M *State ACG award / Workforce Development & SOD Technical Training Center*

$125K *State ACG Technical Assistance for project development*

$500K *Downtown Development*

$240K *ODOT Safe Routes to School*

$100K *Grant awards for Business Expansions*

$65K *OH EPA Technical Brownfield Assessment*

$9.8M *Leveraged Private Investment*

WORKFORCE DEVELOPMENT

214 *Courses Offered*

123 *Employers Served*

3.1K *Participants Trained*

16K *Training Hours Provided*

The SOD Training Center celebrates 5 years of supporting regional employees and employers with short term in demand training, certifications and credentials.

JOB GROWTH+ RETENTION

Retained Payroll **$7.8M**

112 *Retained Jobs*

$2.6M *New Payroll*

57 *New Jobs*

ELEVATE BUILDING SOLUTIONS

Local Commercial Building Department Established

August 16, 2023 the Sustainable Opportunity Development Center in partnership with the City of Salem and Columbiana announced the opening of Elevate Building Solutions, LLC, a third party provider of commercial building permit services for the City of Salem and Columbiana. Elevate's mission is to provide business and building owners these communities elevated service for their commercial construction needs. We will ensure that the permit process is efficient, and all inspections will be carried out in a timely manner by our experienced Building inspectors.

With over 72 years of combined experience in contracting and building department services and 173 years experience in the construction and architectural fields our staff will provide consultations, commercial plan review, commercial building permits, inspections, certificate of occupancy and change of use.

DEMAIOLO DEVELOPMENT

We would like to express our gratitude for the exceptional experience we've had working on commercial permitting with your team. The efficiency and helpfulness throughout the entire process have been truly appreciated. This streamlined approach has significantly reduced our construction timelines, allowing us to complete projects more expeditiously. We would like to extend a special thank you to Rick for his prompt availability in responding to our questions and conducting inspection. Lorie, your quick and kind responses to all our questions have been greatly appreciated. We also commend the entire team for bringing this process to the local level and providing such a valuable services. ***~ Demaiolo Development, Candace Stith, chief operating officer***

Training Center Expands – $700K Invested to Support Regional Workforce Development

The Sustainable Opportunity Development Center, Inc. (The SOD Center) announced the opening of the SOD Technical Training Center Friday December 15th, 2023.

The SOD Technical Training Center expands the SOD Training Center offerings to include a robust and designated technical training center in Salem, Ohio to help meet the training needs of regional businesses. The new addition will expand training offerings to include AC/DC, PLC, Hydraulics, Pneumatics, Robotics, and Motor Drives. Training will target entry level employees, upskilling incumbent workforce, student training programs and summer camps to expose young learners to technical trades. Credentials and Certifications will be earned in most course offerings with many being Tech Cred Eligible.

This project is made possible through first round Appalachian Community Grant Funding from the State of Ohio. The SOD Center was a subrecipient of the UTICA Shale Academy Award, "Connecting Communities Through Workforce Training." "The SOD Center is grateful to Governor DeWine, the Ohio Department of Development, and Governor's Office of Appalachia for this incredible opportunity to bring specialized technical training to our regional employers", stated Julie Needs, Executive Director of the SOD Center.

Julie Needs commented that "The partnership with the UTICA Shale Academy has made it possible for the SOD Center to expand access to hands on training for the benefit of regional employers and workforce. The partnership enhances the resources we are providing to today and tomorrow's businesses and workforce with targeted skilled training that will assist in growth, development, retention, and attraction.

SOD TRAINING CENTER

In the past 5 years, more than 3000 individuals representing over 120 employers have attended courses and workshops at the SOD Training Center. The center will continue to offer courses and workshops to facilitate workforce development with a focus on safety training, leadership development, workplace improvement, skills advancement, and soft skills. Training Coordinator, Eva Slagle stated, "The SOD Training Center will continue to function as a facilitator, bringing professional trainers to our regional community to offer cooperative training opportunities."

SOD center is an excellent resource for professional training. Classes are well structured and tremendous benefit for development of local workforce."
~ Training Center Participant

See you in 2024!