

8. Columbiana County

A. GENERAL DESCRIPTION

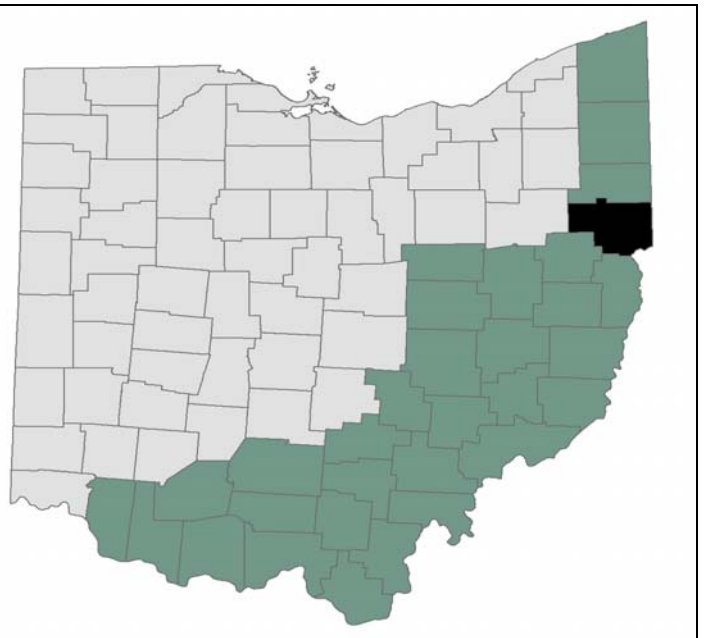
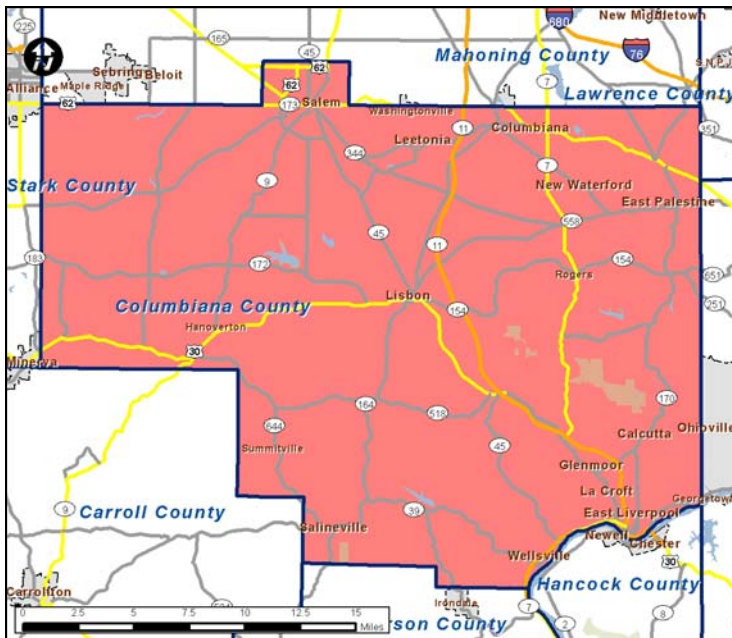
County Seat: Lisbon
County Size: 532.5 square miles

2000 (Census) Population: 112,073
2010 (Census) Population: 107,841
Population Change: -4,232 (-3.8%)

2000 (Census) Households: 42,972
2010 (Census) Households: 42,683
Household Change: -289 (-0.7%)

2000 (Census) Median Household Income: \$34,045
2010 (American Community Survey) Median Household Income: \$39,052
Income Change: +\$5,457 (16.0%)

2000 (Census) Median Home Value: \$78,300
2010 (American Community Survey) Median Home Value: \$97,400
Home Value Change: +\$19,100 (24.4%)



B. DEMOGRAPHIC CHARACTERISTICS AND TRENDS

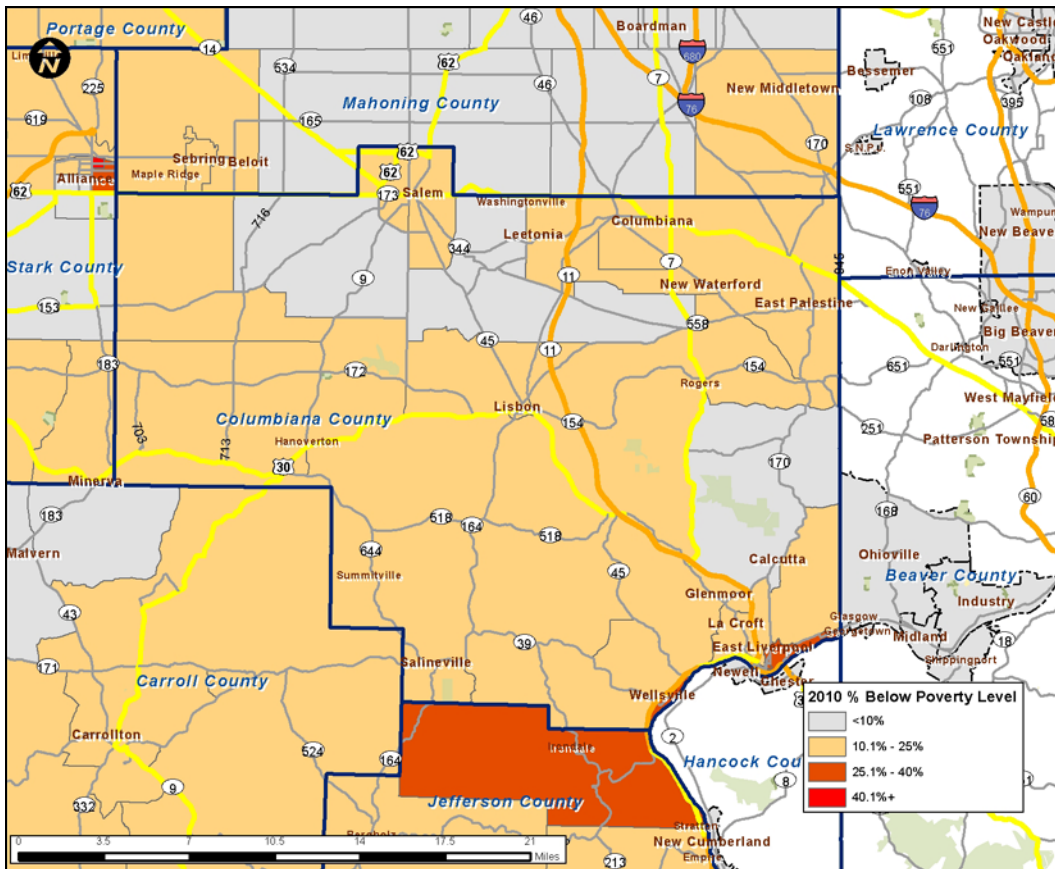
1. POPULATION TRENDS

		YEAR			
		2000 (CENSUS)	2010 (CENSUS)	2012 (ESTIMATED)	2017 (PROJECTED)
COUNTY	POPULATION	112,073	107,841	107,388	105,978
	POPULATION CHANGE	-	-4,232	-453	-1,410
	PERCENT CHANGE	-	-3.8%	-0.4%	-1.3%
COUNTY SEAT: LISBON	POPULATION	2,788	2,695	2,664	2,615
	POPULATION CHANGE	-	-93	-31	-49
	PERCENT CHANGE	-	-3.3%	-1.2%	-1.8%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

POVERTY STATUS				
	2000 (CENSUS)		2010 (ACS)	
	NUMBER	PERCENT	NUMBER	PERCENT
POPULATION LIVING IN POVERTY	12,478	11.5%	16647	16.0%
POPULATION NOT LIVING IN POVERTY	95,660	88.5%	87,503	84.0%
TOTAL	108,138	100.0%	104150	100.0%

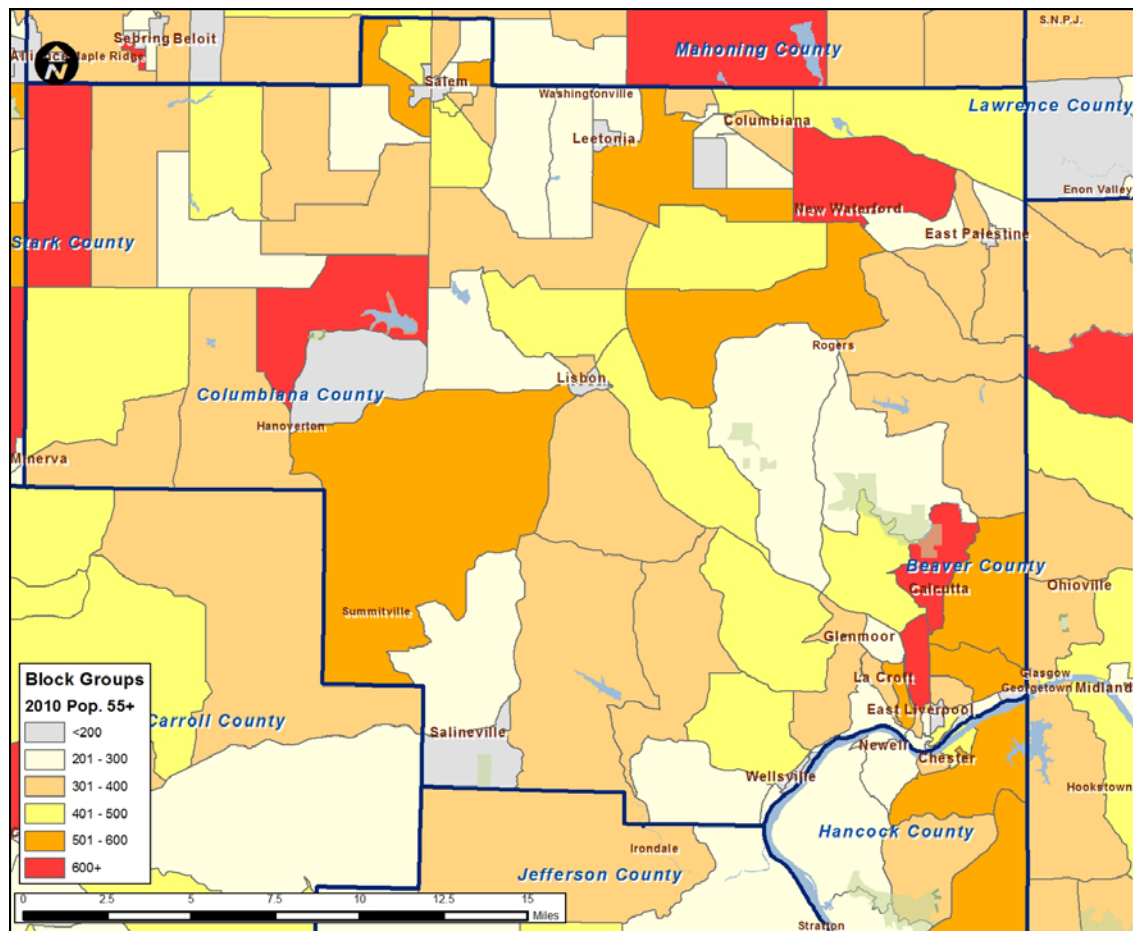
Source: 2000 Census; American Community Survey (ACS)



POPULATION BY AGE	2000 (CENSUS)		2010 (CENSUS)		2017 (PROJECTED)		CHANGE 2010-2017	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
19 & UNDER	30,074	26.80%	26,142	24.2%	24,078	22.70%	-2,064	-7.9%
20 TO 24	5,987	5.30%	5,665	5.3%	5,828	5.50%	163	2.9%
25 TO 34	14,183	12.70%	11,989	11.1%	11,973	11.30%	-16	-0.1%
35 TO 44	17,871	15.90%	13,976	13.0%	12,873	12.10%	-1,103	-7.9%
45 TO 54	16,257	14.50%	17,055	15.8%	14,795	14.00%	-2,260	-13.3%
55 TO 64	10,858	9.70%	15,221	14.1%	16,154	15.20%	933	6.1%
65 TO 74	8,916	8.00%	9,377	8.7%	11,713	11.10%	2,336	24.9%
75 & OVER	7,927	7.10%	8,416	7.8%	8,563	8.10%	147	1.7%
TOTAL	112,073	100.00%	107,841	100.0%	105,978	100.00%	-1,863	-1.7%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

The following map illustrates the density of senior persons (age 55 and older).



2. HOUSEHOLD TRENDS

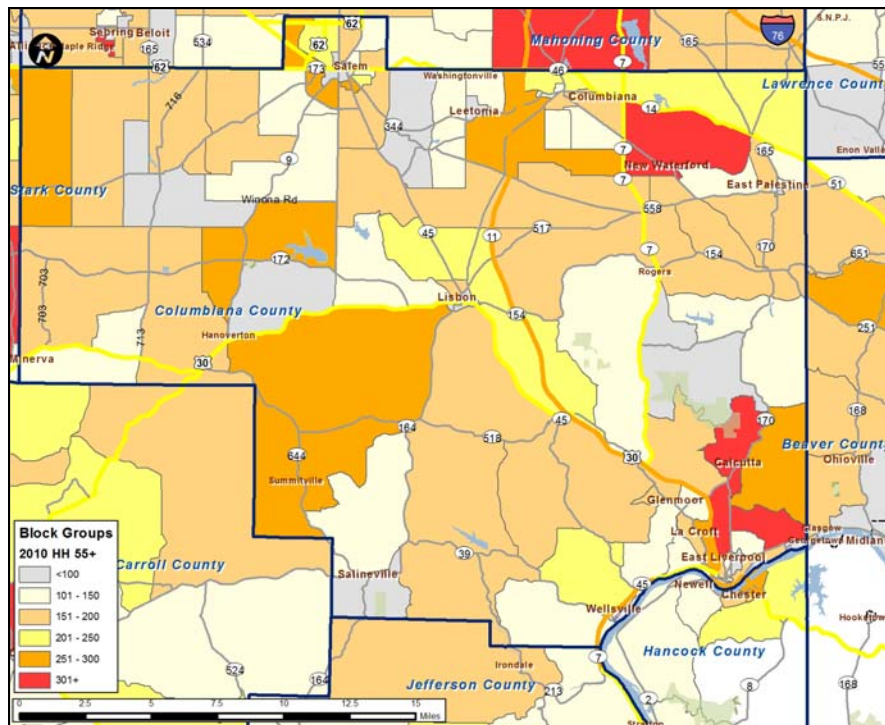
		YEAR			
		2000 (CENSUS)	2010 (CENSUS)	2012 (ESTIMATED)	2017 (PROJECTED)
COUNTY	HOUSEHOLD	42,972	42,683	42,570	42,353
	HOUSEHOLD CHANGE	-	-289	-113	-217
	PERCENT CHANGE	-	-0.7%	-0.3%	-0.5%
COUNTY SEAT: LISBON	HOUSEHOLD	1,133	1,094	1,081	1,063
	HOUSEHOLD CHANGE	-	-39	-13	-18
	PERCENT CHANGE	-	-3.4%	-1.2%	-1.7%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

HOUSEHOLDS BY AGE	2000 (CENSUS)		2010 (CENSUS)		2017 (PROJECTED)		CHANGE 2010-2017	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UNDER 25	1,642	3.80%	1,341	3.1%	1,308	3.10%	-33	-2.5%
25 TO 34	5,971	13.90%	4,953	11.6%	5,534	13.10%	581	11.7%
35 TO 44	9,038	21.00%	6,836	16.0%	6,336	15.00%	-500	-7.3%
45 TO 54	8,884	20.70%	9,047	21.2%	7,035	16.60%	-2,012	-22.2%
55 TO 64	6,411	14.90%	8,864	20.8%	9,121	21.50%	257	2.9%
65 TO 74	5,621	13.10%	5,853	13.7%	7,178	16.90%	1,325	22.6%
75 TO 84	4,334	10.10%	4,158	9.7%	3,992	9.40%	-166	-4.0%
85 & OVER	1,071	2.50%	1,631	3.8%	1,850	4.40%	219	13.4%
TOTAL	42,972	100.00%	42,683	100.0%	42,353	100.00%	-330	-0.8%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

The following thematic illustrates senior household (age 55 and older) by census block.



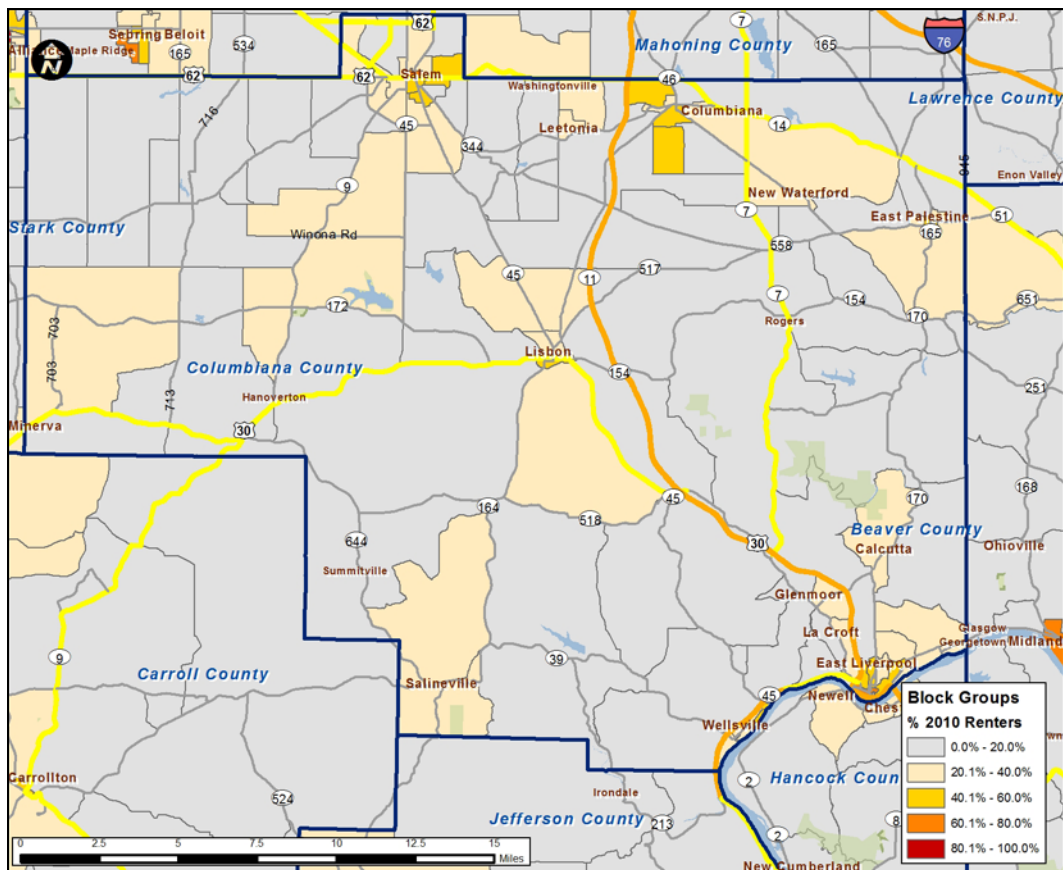
TENURE	2000 (CENSUS)		2010 (CENSUS)		2017 (PROJECTED)	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
OWNER-OCCUPIED	32,647	76.00%	31,213	73.1%	31,069	73.40%
RENTER-OCCUPIED	10,325	24.00%	11,470	26.9%	11,284	26.60%
TOTAL	42,972	100.00%	42,683	100.0%	42,353	100.00%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

TENURE AGE 55+	2000 (CENSUS)		2010 (CENSUS)		2017 (PROJECTED)	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
OWNER-OCCUPIED	14,463	82.90%	16,546	80.7%	17,858	80.70%
RENTER-OCCUPIED	2,974	17.10%	3,960	19.3%	4,282	19.30%
TOTAL	17,437	100.00%	20,506	100.0%	22,140	100.00%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

The following is a thematic map illustrating the renter household density.



PERSONS PER RENTER HOUSEHOLD	2010 (CENSUS)		2017 (PROJECTED)		CHANGE 2010-2017	
	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT
1 PERSON	4,572	39.9%	5,042	44.70%	470	10.3%
2 PERSONS	2,967	25.9%	2,588	22.90%	-379	-12.8%
3 PERSONS	1,660	14.5%	1,611	14.30%	-49	-3.0%
4 PERSONS	1,301	11.3%	1,160	10.30%	-141	-10.8%
5 PERSONS+	970	8.5%	884	7.80%	-86	-8.9%
TOTAL	11,470	100.0%	11,284	100.00%	-186	-1.6%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

PERSONS PER OWNER HOUSEHOLD	2010 (CENSUS)		2017 (PROJECTED)		CHANGE 2010-2017	
	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT
1 PERSON	6,866	22.0%	6,631	21.30%	-235	-3.4%
2 PERSONS	12,678	40.6%	11,902	38.30%	-776	-6.1%
3 PERSONS	5,094	16.3%	5,580	18.00%	486	9.5%
4 PERSONS	3,979	12.7%	4,446	14.30%	467	11.7%
5 PERSONS+	2,596	8.3%	2,510	8.10%	-86	-3.3%
TOTAL	31,213	100.0%	31,069	100.00%	-144	-0.5%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

PERSONS PER RENTER HOUSEHOLD AGE 55+	2010 (CENSUS)		2017 (PROJECTED)		CHANGE 2010-2017	
	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT
1 PERSON	2,656	67.1%	2,862	66.80%	206	7.7%
2 PERSONS	923	23.3%	974	22.70%	51	5.5%
3 PERSONS	219	5.5%	254	5.90%	35	16.1%
4 PERSONS	90	2.3%	113	2.60%	23	25.8%
5 PERSONS+	72	1.8%	79	1.80%	7	10.1%
TOTAL	3,960	100.0%	4,282	100.00%	322	8.1%

Source: 2000 Census; ESRI; Urban Decision Group; Vogt Santer Insights

PERSONS PER OWNER HOUSEHOLD AGE 55+	2010 (CENSUS)		2017 (PROJECTED)		CHANGE 2010-2017	
	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT
1 PERSON	4,957	30.0%	5,240	29.30%	283	5.7%
2 PERSONS	8,616	52.1%	9,119	51.10%	503	5.8%
3 PERSONS	1,873	11.3%	2,190	12.30%	317	16.9%
4 PERSONS	735	4.4%	882	4.90%	147	20.0%
5 PERSONS+	364	2.2%	427	2.40%	63	17.2%
TOTAL	16,546	100.0%	17,858	100.00%	1,312	7.9%

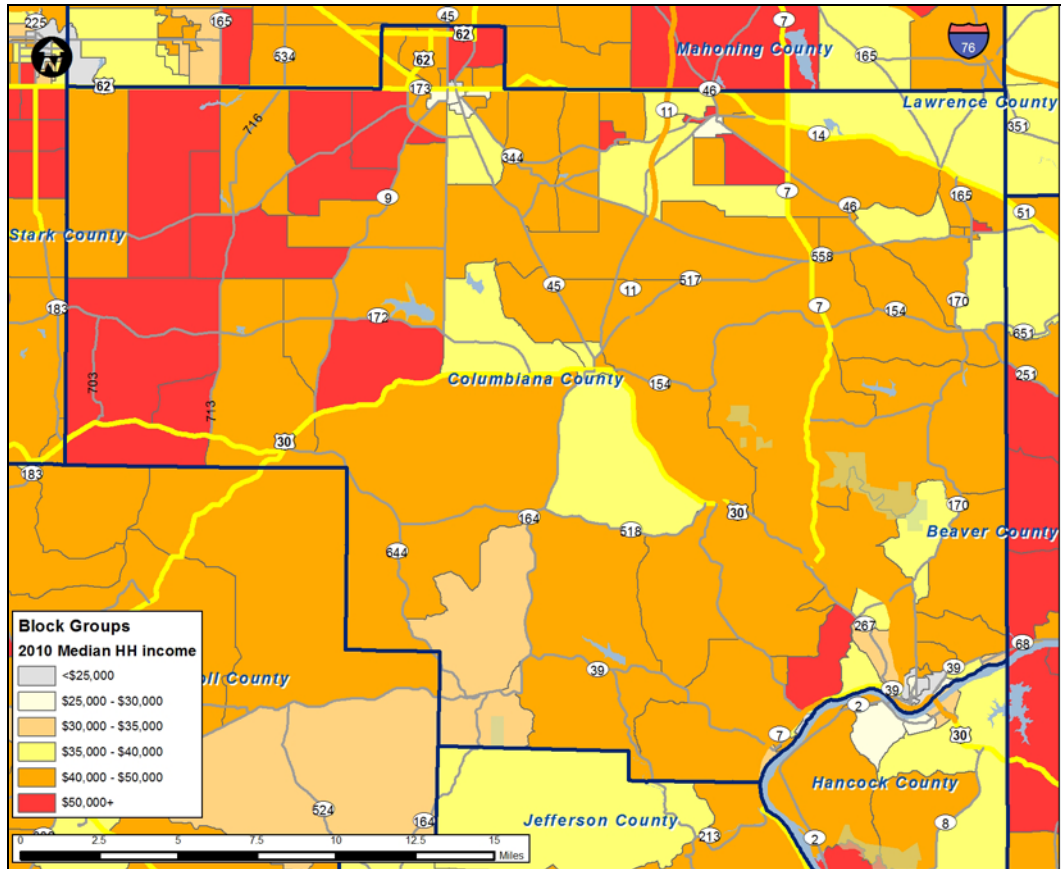
Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

3. INCOME TRENDS

HOUSEHOLD INCOME	2000 (CENSUS)		2012 (ESTIMATED)		2017 (PROJECTED)	
	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT
LESS THAN \$10,000	4,301	10.0%	3,939	9.3%	3,812	9.0%
\$10,000 TO \$19,999	7,285	17.0%	6,176	14.5%	5,971	14.1%
\$20,000 TO \$29,999	7,024	16.3%	6,570	15.4%	6,424	15.2%
\$30,000 TO \$39,999	6,423	14.9%	5,774	13.6%	5,681	13.4%
\$40,000 TO \$49,999	4,996	11.6%	4,915	11.5%	4,916	11.6%
\$50,000 TO \$59,999	4,036	9.4%	3,927	9.2%	3,916	9.2%
\$60,000 TO \$74,999	3,932	9.1%	4,317	10.1%	4,373	10.3%
\$75,000 TO \$99,999	3,130	7.3%	3,809	8.9%	3,927	9.3%
\$100,000 TO \$124,999	908	2.1%	1,758	4.1%	1,819	4.3%
\$125,000 TO \$149,999	413	1.0%	620	1.5%	693	1.6%
\$150,000 TO \$199,999	243	0.6%	397	0.9%	420	1.0%
\$200,000 & OVER	281	0.7%	369	0.9%	401	0.9%
TOTAL	42,972	100.0%	42,570	100.0%	42,353	100.0%
MEDIAN INCOME	\$34,045		\$37,967		\$38,748	

Source: 2000 and 2010 Census; American Community Survey; ESRI; Urban Decision Group; Vogt Santer Insights

The following is a thematic map illustrating household income for the county.



HOUSEHOLD INCOME 55+	2000 (CENSUS)		2012 (ESTIMATED)		2017 (PROJECTED)	
	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT	HOUSEHOLDS	PERCENT
LESS THAN \$10,000	2,237	12.8%	2,233	10.9%	2,332	10.5%
\$10,000 TO \$19,999	4,262	24.4%	3,945	19.2%	4,039	18.2%
\$20,000 TO \$29,999	3,370	19.3%	3,835	18.7%	4,028	18.2%
\$30,000 TO \$39,999	2,347	13.5%	2,723	13.3%	2,942	13.3%
\$40,000 TO \$49,999	1,416	8.1%	1,998	9.7%	2,240	10.1%
\$50,000 TO \$59,999	1,093	6.3%	1,449	7.1%	1,598	7.2%
\$60,000 TO \$74,999	1,055	6.0%	1,564	7.6%	1,762	8.0%
\$75,000 TO \$99,999	906	5.2%	1,388	6.8%	1,577	7.1%
\$100,000 TO \$124,999	301	1.7%	692	3.4%	791	3.6%
\$125,000 TO \$149,999	158	0.9%	271	1.3%	325	1.5%
\$150,000 TO \$199,999	123	0.7%	205	1.0%	232	1.0%
\$200,000 & OVER	168	1.0%	244	1.2%	274	1.2%
TOTAL	17,437	100.0%	20,546	100.0%	22,140	100.0%
MEDIAN INCOME	\$26,585		\$30,954		\$32,281	

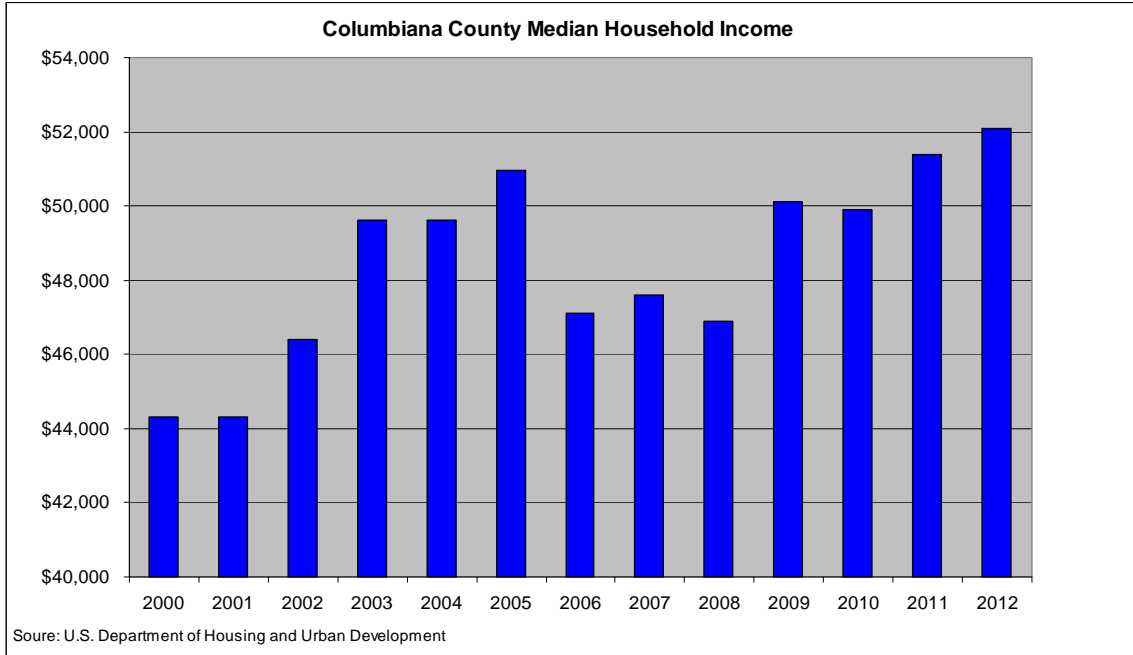
Source: 2000 and 2010 Census; American Community Survey; ESRI; Urban Decision Group; Vogt Santer Insights

The following table illustrates the HUD estimated median household income between 2000 and 2012:

YEAR	HUD ESTIMATED MEDIAN HOUSEHOLD INCOME	
	MEDIAN HOUSEHOLD INCOME*	PERCENT CHANGE
2000	\$44,300	-
2001	\$44,300	0.0%
2002	\$46,400	4.7%
2003	\$49,600	6.9%
2004	\$49,600	0.0%
2005	\$50,950	2.7%
2006	\$47,100	-7.6%
2007	\$47,600	1.1%
2008	\$46,900	-1.5%
2009	\$50,100	6.8%
2010	\$49,900	-0.4%
2011	\$51,400	3.0%
2012	\$52,100	1.4%

*For a four-person household

Source: HUD



The following tables illustrate renter household income by household size for 2000, 2012 and 2017 for the Columbiana County Site PMA:

RENTER HOUSEHOLDS	2000 (CENSUS)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	1,379	412	258	143	83	2,275
\$10,000 TO \$19,999	1,391	537	340	226	156	2,650
\$20,000 TO \$29,999	726	725	327	241	149	2,169
\$30,000 TO \$39,999	268	463	289	121	163	1,305
\$40,000 TO \$49,999	83	318	151	110	118	780
\$50,000 TO \$59,999	46	128	98	88	54	415
\$60,000 TO \$74,999	79	62	62	83	54	339
\$75,000 TO \$99,999	57	57	47	64	43	269
\$100,000 TO \$124,999	16	11	14	20	7	69
\$125,000 TO \$149,999	9	6	3	9	3	30
\$150,000 TO \$199,999	3	2	1	4	2	12
\$200,000 & OVER	8	2	1	2	0	13
TOTAL	4,066	2,722	1,592	1,111	834	10,325

Source: Ribbon Demographics; ESRI; Urban Decision Group

RENTER HOUSEHOLDS	2012 (ESTIMATED)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	1,559	342	229	122	73	2,325
\$10,000 TO \$19,999	1,589	462	284	179	125	2,639
\$20,000 TO \$29,999	939	712	308	221	129	2,308
\$30,000 TO \$39,999	376	500	300	128	175	1,479
\$40,000 TO \$49,999	126	383	187	138	129	963
\$50,000 TO \$59,999	70	145	143	116	81	554
\$60,000 TO \$74,999	153	78	98	114	76	519
\$75,000 TO \$99,999	130	85	81	102	63	461
\$100,000 TO \$124,999	60	36	40	52	24	212
\$125,000 TO \$149,999	20	8	9	16	7	62
\$150,000 TO \$199,999	13	7	5	10	3	38
\$200,000 & OVER	18	3	5	4	0	30
TOTAL	5,052	2,762	1,689	1,202	885	11,590

Source: Ribbon Demographics; ESRI; Urban Decision Group

RENTER HOUSEHOLDS	2017 (PROJECTED)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	1,545	301	208	110	67	2,231
\$10,000 TO \$19,999	1,565	426	250	163	119	2,523
\$20,000 TO \$29,999	926	661	287	203	115	2,191
\$30,000 TO \$39,999	365	477	281	127	177	1,426
\$40,000 TO \$49,999	124	363	191	136	136	951
\$50,000 TO \$59,999	72	139	143	114	82	550
\$60,000 TO \$74,999	173	77	99	117	83	549
\$75,000 TO \$99,999	147	85	89	105	65	491
\$100,000 TO \$124,999	66	39	42	51	25	223
\$125,000 TO \$149,999	25	11	10	19	11	75
\$150,000 TO \$199,999	14	7	6	9	3	39
\$200,000 & OVER	21	2	4	7	0	35
TOTAL	5,042	2,588	1,611	1,160	884	11,284

Source: Ribbon Demographics; ESRI; Urban Decision Group

The following tables illustrate renter household income by household size for age 55 and older for 2000, 2012 and 2017 for the Columbiana County Site PMA:

RENTER AGE 55+ HOUSEHOLDS	2000 (CENSUS)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	817	81	15	5	1	918
\$10,000 TO \$19,999	777	189	19	2	1	988
\$20,000 TO \$29,999	242	233	21	2	17	514
\$30,000 TO \$39,999	64	140	4	8	15	231
\$40,000 TO \$49,999	7	32	18	7	14	78
\$50,000 TO \$59,999	14	29	17	8	0	68
\$60,000 TO \$74,999	36	18	14	7	1	76
\$75,000 TO \$99,999	27	18	11	6	0	62
\$100,000 TO \$124,999	8	3	5	2	0	18
\$125,000 TO \$149,999	7	1	1	3	0	12
\$150,000 TO \$199,999	0	1	0	1	0	2
\$200,000 & OVER	8	0	1	0	0	9
TOTAL	2,006	744	125	51	49	2,974

Source: Ribbon Demographics; ESRI; Urban Decision Group



RENTER AGE 55+ HOUSEHOLDS	2012 (ESTIMATED)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	921	80	18	5	2	1,026
\$10,000 TO \$19,999	935	182	19	1	2	1,139
\$20,000 TO \$29,999	379	280	24	3	17	703
\$30,000 TO \$39,999	112	180	8	15	27	342
\$40,000 TO \$49,999	19	67	46	15	15	162
\$50,000 TO \$59,999	26	35	34	18	6	119
\$60,000 TO \$74,999	79	25	28	12	1	144
\$75,000 TO \$99,999	65	32	23	12	1	132
\$100,000 TO \$124,999	30	12	12	5	0	59
\$125,000 TO \$149,999	10	2	3	2	0	18
\$150,000 TO \$199,999	9	2	2	3	0	16
\$200,000 & OVER	14	0	3	1	0	18
TOTAL	2,599	898	219	92	71	3,878

Source: Ribbon Demographics; ESRI; Urban Decision Group

RENTER AGE 55+ HOUSEHOLDS	2017 (PROJECTED)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	986	82	20	5	2	1,096
\$10,000 TO \$19,999	1,004	191	19	2	2	1,218
\$20,000 TO \$29,999	431	297	23	4	17	772
\$30,000 TO \$39,999	126	199	10	17	33	385
\$40,000 TO \$49,999	25	80	55	20	19	199
\$50,000 TO \$59,999	29	40	40	20	5	134
\$60,000 TO \$74,999	97	28	34	15	2	176
\$75,000 TO \$99,999	79	35	30	14	0	158
\$100,000 TO \$124,999	40	17	15	7	0	78
\$125,000 TO \$149,999	16	3	4	2	0	26
\$150,000 TO \$199,999	11	2	2	3	0	18
\$200,000 & OVER	19	0	2	2	0	23
TOTAL	2,862	974	254	113	79	4,282

Source: Ribbon Demographics; ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 55 and older for 2000, 2012 and 2017 for the Columbiana County Site PMA:

OWNER AGE 55+ HOUSEHOLDS	2000 (CENSUS)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	1,021	263	22	6	6	1,319
\$10,000 TO \$19,999	1,889	1,236	96	33	20	3,274
\$20,000 TO \$29,999	800	1,797	211	29	19	2,857
\$30,000 TO \$39,999	363	1,420	251	52	30	2,117
\$40,000 TO \$49,999	81	880	251	83	43	1,339
\$50,000 TO \$59,999	131	633	165	71	25	1,025
\$60,000 TO \$74,999	76	583	172	105	43	979
\$75,000 TO \$99,999	72	501	155	85	31	844
\$100,000 TO \$124,999	22	176	41	31	13	283
\$125,000 TO \$149,999	12	85	23	17	9	146
\$150,000 TO \$199,999	7	83	12	15	4	121
\$200,000 & OVER	13	109	24	10	3	159
TOTAL	4,489	7,766	1,425	538	246	14,463

Source: Ribbon Demographics; ESRI; Urban Decision Group



OWNER AGE 55+ HOUSEHOLDS	2012 (ESTIMATED)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	956	219	19	6	6	1,206
\$10,000 TO \$19,999	1,762	915	82	30	18	2,806
\$20,000 TO \$29,999	1,069	1,785	227	33	18	3,132
\$30,000 TO \$39,999	480	1,489	313	62	37	2,381
\$40,000 TO \$49,999	139	1,115	378	121	85	1,837
\$50,000 TO \$59,999	168	809	207	94	51	1,330
\$60,000 TO \$74,999	148	817	246	152	57	1,420
\$75,000 TO \$99,999	120	715	236	135	50	1,256
\$100,000 TO \$124,999	64	355	122	63	28	632
\$125,000 TO \$149,999	24	147	42	29	11	253
\$150,000 TO \$199,999	18	109	29	25	9	190
\$200,000 & OVER	16	154	33	16	6	225
TOTAL	4,963	8,629	1,934	765	377	16,668

Source: Ribbon Demographics; ESRI; Urban Decision Group

OWNER AGE 55+ HOUSEHOLDS	2017 (PROJECTED)					
	1-PERSON	2-PERSON	3-PERSON	4-PERSON	5-PERSON+	TOTAL
LESS THAN \$10,000	985	219	20	5	6	1,236
\$10,000 TO \$19,999	1,795	893	85	33	14	2,821
\$20,000 TO \$29,999	1,139	1,813	252	36	16	3,256
\$30,000 TO \$39,999	527	1,559	353	76	42	2,557
\$40,000 TO \$49,999	153	1,216	434	135	103	2,041
\$50,000 TO \$59,999	188	884	228	110	55	1,465
\$60,000 TO \$74,999	170	891	284	172	69	1,586
\$75,000 TO \$99,999	139	791	268	161	61	1,419
\$100,000 TO \$124,999	74	391	145	72	31	713
\$125,000 TO \$149,999	27	172	51	35	14	299
\$150,000 TO \$199,999	20	122	36	25	11	214
\$200,000 & OVER	22	167	35	22	5	251
TOTAL	5,240	9,119	2,190	882	427	17,858

Source: Ribbon Demographics; ESRI; Urban Decision Group

C. ECONOMIC TRENDS

The labor force within the Columbiana County Site PMA is based primarily in three sectors. Manufacturing (which comprises 17.1%), Health Care & Social Assistance and Retail Trade comprise over 47% of the Site PMA labor force. Employment in the Columbiana County Site PMA, as of 2012, was distributed as follows:

NAICS GROUP	ESTABLISHMENTS	PERCENT	EMPLOYEES	PERCENT	E.P.E.
AGRICULTURE, FORESTRY, FISHING & HUNTING	29	0.8%	69	0.2%	2.4
MINING	12	0.3%	246	0.6%	20.5
UTILITIES	13	0.4%	66	0.2%	5.1
CONSTRUCTION	280	7.5%	1,206	3.1%	4.3
MANUFACTURING	217	5.8%	6,592	17.1%	30.4
WHOLESALE TRADE	174	4.7%	1,386	3.6%	8.0
RETAIL TRADE	560	15.1%	5,156	13.4%	9.2
TRANSPORTATION & WAREHOUSING	95	2.6%	1,229	3.2%	12.9
INFORMATION	37	1.0%	366	0.9%	9.9
FINANCE & INSURANCE	163	4.4%	984	2.6%	6.0
REAL ESTATE & RENTAL & LEASING	157	4.2%	1,894	4.9%	12.1
PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES	189	5.1%	1,006	2.6%	5.3
MANAGEMENT OF COMPANIES & ENTERPRISES	1	0.0%	25	0.1%	25.0
ADMINISTRATIVE, SUPPORT, WASTE MANAGEMENT & REMEDIATION SERVICES	119	3.2%	792	2.1%	6.7
EDUCATIONAL SERVICES	96	2.6%	3,103	8.0%	32.3
HEALTH CARE & SOCIAL ASSISTANCE	288	7.8%	6,521	16.9%	22.6
ARTS, ENTERTAINMENT & RECREATION	70	1.9%	456	1.2%	6.5
ACCOMMODATION & FOOD SERVICES	228	6.1%	2,448	6.3%	10.7
OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)	680	18.3%	3,220	8.4%	4.7
PUBLIC ADMINISTRATION	257	6.9%	1,696	4.4%	6.6
NONCLASSIFIABLE	45	1.2%	96	0.2%	2.1
TOTAL	3,710	100.0%	38,557	100.0%	10.4

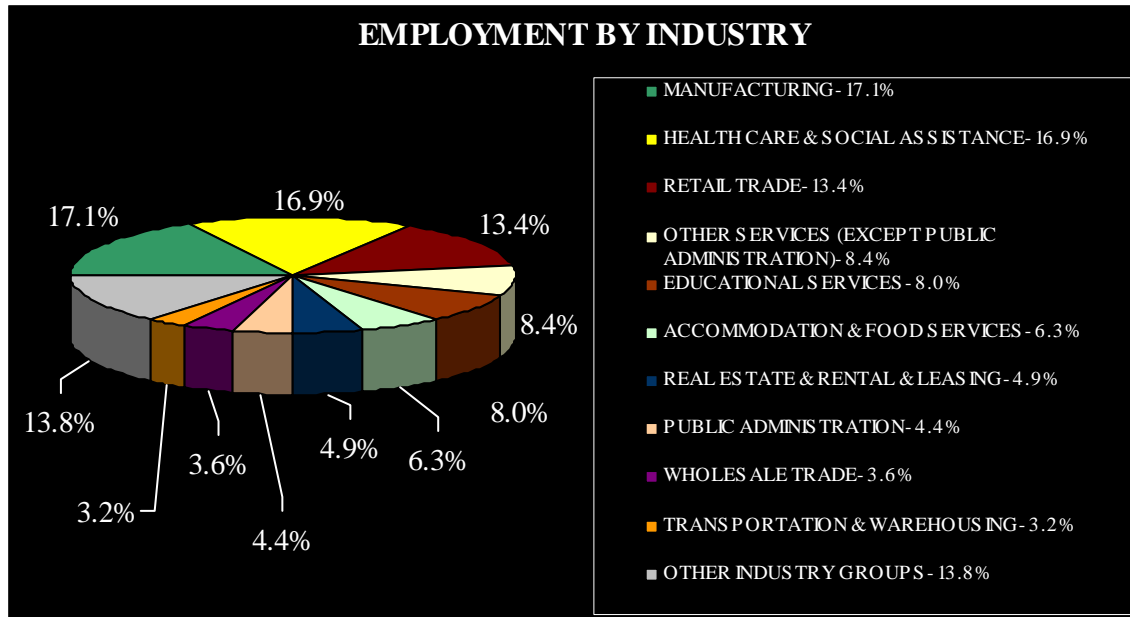
*Source: 2000 Census; ESRI; Urban Decision Group; Vogt Santer Insights

E.P.E. - Average Employees Per Establishment

NAICS - North American Industry Classification System

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA. These employees, however, are included in our labor force calculations, because their places of employment are located within the Site PMA.

A detailed description of the NAICS groups can viewed on our website at VSInsights.com/terminology.php.



The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

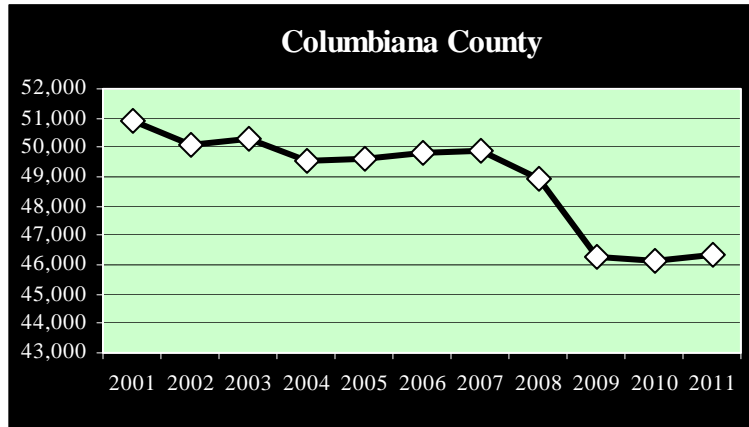
Excluding 2011, the employment base has declined by 7.4% over the past five years in Columbiana County, more than the Ohio state decline of 5.3%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Columbiana County, Ohio and the United States.

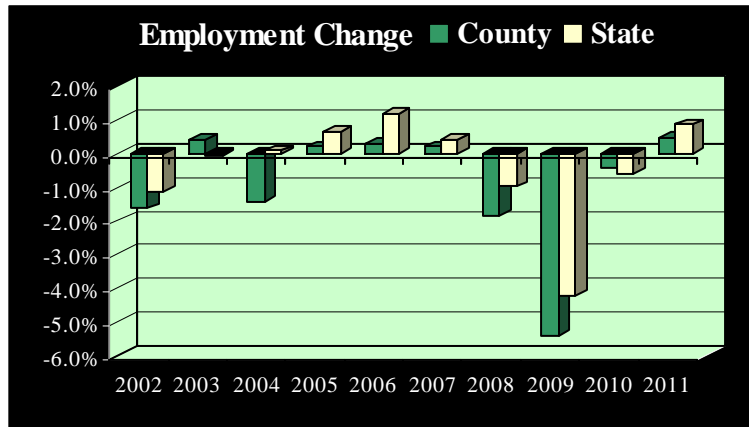
YEAR	TOTAL EMPLOYMENT					
	COLUMBIANA COUNTY		OHIO		UNITED STATES	
	TOTAL NUMBER	PERCENT CHANGE	TOTAL NUMBER	PERCENT CHANGE	TOTAL NUMBER	PERCENT CHANGE
2001	50,914	-	5,566,735	-	138,241,767	-
2002	50,074	-1.6%	5,503,109	-1.1%	137,936,674	-0.2%
2003	50,280	0.4%	5,498,936	-0.1%	138,386,944	0.3%
2004	49,549	-1.5%	5,502,533	0.1%	139,988,842	1.2%
2005	49,641	0.2%	5,537,419	0.6%	142,328,023	1.7%
2006	49,786	0.3%	5,602,764	1.2%	144,990,053	1.9%
2007	49,878	0.2%	5,626,086	0.4%	146,397,565	1.0%
2008	48,954	-1.9%	5,570,514	-1.0%	146,068,942	-0.2%
2009	46,305	-5.4%	5,334,774	-4.2%	140,721,692	-3.7%
2010	46,103	-0.4%	5,303,019	-0.6%	139,982,128	-0.5%
2011*	46,317	0.5%	5,347,352	0.8%	139,288,076	-0.5%

Source: Department of Labor; Bureau of Labor Statistics

*Through December



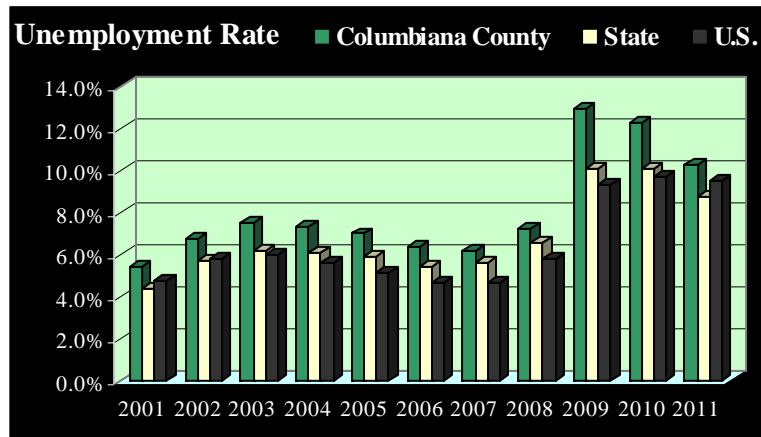
The following table illustrates the percent change in employment for Columbiana County and Ohio.



Unemployment rates for Columbiana County, Ohio and the United States are illustrated as follows:

UNEMPLOYMENT RATE			
YEAR	COLUMBIANA COUNTY	OHIO	UNITED STATES
2001	5.4%	4.4%	4.8%
2002	6.8%	5.7%	5.8%
2003	7.5%	6.2%	6.0%
2004	7.3%	6.1%	5.6%
2005	7.0%	5.9%	5.2%
2006	6.4%	5.4%	4.7%
2007	6.2%	5.6%	4.7%
2008	7.2%	6.6%	5.8%
2009	13.0%	10.1%	9.3%
2010	12.3%	10.1%	9.7%
2011*	10.3%	8.8%	9.6%

Source: Department of Labor, Bureau of Labor Statistics
*Through December



In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Columbiana County.

IN-PLACE EMPLOYMENT COLUMBIANA COUNTY			
YEAR	EMPLOYMENT	CHANGE	PERCENT CHANGE
2001	33,841	-	-
2002	33,257	-584	-1.7%
2003	33,227	-30	-0.1%
2004	32,732	-495	-1.5%
2005	32,241	-491	-1.5%
2006	31,987	-254	-0.8%
2007	31,986	-1	0.0%
2008	31,407	-579	-1.8%
2009	29,138	-2,269	-7.2%
2010	28,980	-158	-0.5%
2011*	29,337	357	1.2%

Source: Department of Labor, Bureau of Labor Statistics
*Through June

Data for 2010, the most recent year that year-end figures are available, indicates in-place employment in Columbiana County to be 62.9% of the total Columbiana County employment.

The 10 largest employers in Columbiana County comprise a total of more than 5,000 employees. These employers are summarized as follows:

EMPLOYER	BUSINESS TYPE	TOTAL EMPLOYED
SALEM COMMUNITY HOSPITAL	HEALTH CARE	1,000
FRESH MARK, INC	FOOD	800
EAST LIVERPOOL CITY HOSPITAL	HEALTH CARE	600
BLACKHAWK AUTOMOTIVE	MANUFACTURING	500
FLEX-N-GATE/ VENTRA SALEM	MANUFACTURING	500
AMERICAN STANDARD	MANUFACTURING	440
TRANE U.S., INC	MANUFACTURING	440
WALMART STORES	RETAIL	406
EAST LIVERPOOL SCHOOLS	EDUCATION	318
SALEM CITY SCHOOLS	EDUCATION	235
	TOTAL	5,239

Source: Employer Interviews, 2012

According to officials at many of the area's largest employers and the local chamber of commerce, Columbiana County has been adversely impacted by the general economic decline that has occurred across the country due to the effects of the national recession. Most recently, reduced funding from state and federal sources have affected traditionally stable sectors such as education, government and health care.

There were no WARN notices for Columbiana County in 2010-2011. Through the reduction of government staff leaving vacated positions unfilled, and an increase in sales tax revenue in 2011, county commissioners have been able to avoid layoffs and program cuts.

School enrollment has continued to decline. It was reported in February 2012 that there has been an 11% reduction in the number of students since the 2006-2007 school year. Since two-thirds of their education funding comes from the state, which is based in part on enrollment, school officials are hopeful the open enrollment policy will increase the student count and different districts are working toward sharing services such as busing.

In February 2012 East Liverpool Hospital laid off 17 employees due to reduction in Medicare and Medicaid reimbursements. According to the WARN notices, Columbiana mining company, Buckeye Industrial Mining, sold its assets in March 2010 to Rosebud Mining and as a result 108 workers were laid off.

Marcellus Shale natural gas projects are perhaps the Mahoning Valley's best economic opportunity, and the county is included in what many see as a coming energy boom. The potentially valuable shale formation now includes the deeper Utica Shale in Eastern Ohio from Trumbull County to Stark County and south along the Ohio River. The number of mineral rights leases being obtained in Columbiana County is increasing. Over 200 mineral rights leases have been recorded at the county recorders office. Six new drilling applications have been received so far in 2012, for a total of 11 across nine townships. According to the Ohio Department of Natural Resources website the only drilling to date is in Knox township.

D. OVERVIEW OF HOUSING

HOUSING STATUS	2000 (CENSUS)		2010 (CENSUS)	
	NUMBER	PERCENT	NUMBER	PERCENT
OWNER-OCCUPIED	32,647	76.0%	31,213	73.1%
RENTER-OCCUPIED	10,325	24.0%	11,470	26.9%
TOTAL-OCCUPIED UNITS*	42,972	93.3%	42,683	100.0%
FOR RENT	662	21.3%	1,118	25.4%
RENTED, NOT OCCUPIED	N/A	N/A	58	1.3%
FOR SALE ONLY	644	20.7%	767	17.4%
SOLD, NOT OCCUPIED	N/A	N/A	192	4.4%
FOR SEASONAL, RECREATIONAL, OR OCCASIONAL USE	437	21.2%	581	13.2%
ALL OTHER VACANTS	708	22.8%	1,689	38.3%
TOTAL VACANT UNITS	3,110	6.7%	4,405	9.4%
TOTAL	46,082	100.0%	47,088	100.0%
SUBSTANDARD UNITS**	167	0.4%	143	0.3%

Source: 2000 and 2010 Census; ESRI; Urban Decision Group; Vogt Santer Insights

*Total does not include Vacant Units

**Substandard housing units is defined as housing that lacks complete plumbing facilities

YEAR	TENURE	SUBSTANDARD UNITS				
		TOTAL HOUSING UNITS	PERCENT	COMPLETE PLUMBING FACILITIES	LACKING COMPLETE PLUMBING FACILITIES	PERCENT SUBSTANDARD
2000 (CENSUS)	OWNER-OCCUPIED	32,647	76.0%	32,551	96	0.3%
	RENTER-OCCUPIED	10,325	24.0%	10,254	71	0.7%
	TOTAL	42,972	100.0%	42,805	167	0.4%
2010 (ACS)	OWNER-OCCUPIED	31,485	74.7%	31,360	125	0.4%
	RENTER-OCCUPIED	10,677	25.3%	10,659	18	0.2%
	TOTAL	42,162	100.0%	42,019	143	0.3%

Source: 2000 Census; American Community Survey (ACS)

YEAR BUILT	OWNER		RENTER	
	NUMBER	PERCENT	NUMBER	PERCENT
2005 OR LATER	601	1.9%	262	2.5%
2000 TO 2004	1,834	5.8%	347	3.2%
1990 TO 1999	3,146	10.0%	933	8.7%
1980 TO 1989	2,591	8.2%	1,215	11.4%
1970 TO 1979	4,539	14.4%	2,023	18.9%
1960 TO 1969	3,038	9.6%	920	8.6%
1950 TO 1959	4,377	13.9%	1,234	11.6%
1940 TO 1949	2,183	6.9%	783	7.3%
1939 OR EARLIER	9,176	29.1%	2,960	27.7%
TOTAL	31,485	100.0%	10,677	100.0%

Source: 2000 Census; American Community Survey (ACS)

UNITS IN STRUCTURE	OCCUPIED HOUSING UNITS BY STRUCTURE TYPE			
	2000 (CENSUS)		2010 (ACS)	
	NUMBER	PERCENT	NUMBER	PERCENT
1, DETACHED OR ATTACHED	33,178	77.2%	33,284	78.9%
2 TO 4	2,928	6.8%	2,787	6.6%
5 TO 19	1,618	3.8%	1,228	2.9%
20 TO 49	317	0.7%	346	0.8%
50 OR MORE	443	1.0%	524	1.2%
MOBILE HOME, BOAT, RV, VAN, ETC.	4,488	10.4%	3,993	9.5%
TOTAL	42,972	100.0%	42,162	100.0%

Source: Census 2000; American Community Survey (ACS)

UNITS IN STRUCTURE	TENURE BY OCCUPANTS PER ROOM			
	2000 (CENSUS)		2010 (ACS)	
	NUMBER	PERCENT	NUMBER	PERCENT
OWNER-OCCUPIED	32,656	76.0%	31,485	74.7%
0.50 OR LESS OCCUPANTS PER ROOM	24,020	73.6%	24,250	77.0%
0.51 TO 1.00 OCCUPANTS PER ROOM	8,366	25.6%	6,933	22.0%
1.01 TO 1.50 OCCUPANTS PER ROOM	244	0.7%	268	0.9%
1.51 TO 2.00 OCCUPANTS PER ROOM	26	0.1%	34	0.1%
2.01 OR MORE OCCUPANTS PER ROOM	0	0.0%	0	0.0%
RENTER-OCCUPIED	10,317	24.0%	10,677	25.3%
0.50 OR LESS OCCUPANTS PER ROOM	6,741	65.3%	7,017	65.7%
0.51 TO 1.00 OCCUPANTS PER ROOM	3,320	32.2%	3,513	32.9%
1.01 TO 1.50 OCCUPANTS PER ROOM	227	2.2%	105	1.0%
1.51 TO 2.00 OCCUPANTS PER ROOM	21	0.2%	0	0.0%
2.01 OR MORE OCCUPANTS PER ROOM	8	0.1%	42	0.4%
TOTAL	42,973	100.0%	42,162	100.0%

Source: Census 2000; American Community Survey (ACS)

PERCENTAGE OF RENT OVERBURDENED*		
	2000 (CENSUS)	2010 (ACS)
COLUMBIANA COUNTY	23.6%	37.1%
32 APPALACHIAN OHIO COUNTIES	26.3%	38.5%
OHIO	27.4%	40.0%

Source: Census 2000; American Community Survey (ACS)

*Households paying more than 35% of their gross income to rent

BUILDING PERMIT DATA – COLUMBIANA COUNTY										
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
TOTAL UNITS	155	102	83	142	193	125	63	52	30	19
UNITS IN SINGLE-FAMILY STRUCTURES	89	80	45	105	138	115	59	50	30	19
UNITS IN ALL MULTI-FAMILY STRUCTURES	66	22	38	37	55	10	4	2	0	0
UNITS IN 2-UNIT MULTI-FAMILY STRUCTURES	18	6	24	14	10	6	4	2	0	0
UNITS IN 3- AND 4-UNIT MULTI-FAMILY STRUCTURES	10	6	14	23	28	4	0	0	0	0
UNITS IN 5+ UNIT MULTI-FAMILY STRUCTURES	38	10	0	0	17	0	0	0	0	0



		COLUMBIANA COUNTY HOUSEHOLD INCOME BY GROSS RENT AS A PERCENTAGE OF HOUSEHOLD INCOME	
		2010 (ACS)	
LESS THAN \$10,000:			2,452
LESS THAN 20.0 PERCENT		13	
20.0 TO 24.9 PERCENT		41	
25.0 TO 29.9 PERCENT		110	
30.0 TO 34.9 PERCENT		36	
35.0 PERCENT OR MORE		1,873	
NOT COMPUTED		379	
\$10,000 TO \$19,999:			2,814
LESS THAN 20.0 PERCENT		165	
20.0 TO 24.9 PERCENT		133	
25.0 TO 29.9 PERCENT		240	
30.0 TO 34.9 PERCENT		337	
35.0 PERCENT OR MORE		1,574	
NOT COMPUTED		365	
\$20,000 TO \$34,999:			2,624
LESS THAN 20.0 PERCENT		396	
20.0 TO 24.9 PERCENT		507	
25.0 TO 29.9 PERCENT		499	
30.0 TO 34.9 PERCENT		398	
35.0 PERCENT OR MORE		493	
NOT COMPUTED		331	
\$35,000 TO \$49,999:			1,427
LESS THAN 20.0 PERCENT		723	
20.0 TO 24.9 PERCENT		242	
25.0 TO 29.9 PERCENT		151	
30.0 TO 34.9 PERCENT		83	
35.0 PERCENT OR MORE		16	
NOT COMPUTED		212	
\$50,000 TO \$74,999:			994
LESS THAN 20.0 PERCENT		765	
20.0 TO 24.9 PERCENT		70	
25.0 TO 29.9 PERCENT		26	
30.0 TO 34.9 PERCENT		0	
35.0 PERCENT OR MORE		0	
NOT COMPUTED		133	
\$75,000 TO \$99,999:			246
LESS THAN 20.0 PERCENT		193	
20.0 TO 24.9 PERCENT		3	
25.0 TO 29.9 PERCENT		0	
30.0 TO 34.9 PERCENT		0	
35.0 PERCENT OR MORE		0	
NOT COMPUTED		50	
\$100,000 OR MORE:			120
LESS THAN 20.0 PERCENT		120	
20.0 TO 24.9 PERCENT		0	
25.0 TO 29.9 PERCENT		0	
30.0 TO 34.9 PERCENT		0	
35.0 PERCENT OR MORE		0	
NOT COMPUTED		0	
	TOTAL		10,677

Source: American Community Survey (ACS)

E. RENTAL HOUSING ANALYSIS

The following analysis includes a detailed survey of rental housing opportunities in Columbiana County. We have surveyed conventional rental housing projects with at least 10 units in rural counties and 20 units in urban counties. These projects include a variety of market-rate, Low-Income Housing Tax Credit (LIHTC) government-subsidized apartments. We have also conducted a survey of a sampling of non-conventional (single-family, duplex, mobile home, etc.) housing units in the county. The following is a summary of our findings. Note that gross rents take into consideration the collected rent plus the estimated cost of tenant paid utilities. The estimated utility costs were established from the most up-to-date utility cost estimated provided by the local housing authority.

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT UNITS	OCCUPANCY RATE
MARKET-RATE	30	948	34	96.4%
TAX CREDIT	7	327	0	100.0%
TAX CREDIT/GOVERNMENT-SUBSIDIZED	2	157	0	100.0%
GOVERNMENT-SUBSIDIZED	24	1,262	3	99.8%
TOTAL	63	2,694	37	98.6%

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT UNITS	%VACANT	MEDIAN GROSS RENT
STUDIO	1.0	100	10.5%	5	5.0%	\$380
ONE-BEDROOM	1.0	413	43.6%	12	2.9%	\$503
TWO-BEDROOM	1.0	366	38.6%	10	2.7%	\$584
TWO-BEDROOM	1.5	38	4.0%	4	10.5%	\$718
TWO-BEDROOM	2.0	13	1.4%	0	0.0%	\$694
THREE-BEDROOM	1.5	11	1.2%	3	27.3%	\$939
THREE-BEDROOM	2.0	7	0.7%	0	0.0%	\$1,049
TOTAL MARKET RATE		948	100.0%	34	3.6%	-
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT UNITS	%VACANT	MEDIAN GROSS RENT
STUDIO	1.0	6	1.8%	0	0.0%	\$310
ONE-BEDROOM	1.0	101	30.9%	0	0.0%	\$365
TWO-BEDROOM	1.0	80	24.5%	0	0.0%	\$603
TWO-BEDROOM	1.5	35	10.7%	0	0.0%	\$698
THREE-BEDROOM	1.0	12	3.7%	0	0.0%	\$609
THREE-BEDROOM	1.5	7	2.1%	0	0.0%	\$606
THREE-BEDROOM	2.0	35	10.7%	0	0.0%	\$789
FOUR-BEDROOM	1.5	16	4.9%	0	0.0%	\$654
FOUR-BEDROOM	2.0	35	10.7%	0	0.0%	\$899
TOTAL TAX CREDIT		327	100.0%	0	0.0%	-

TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT UNITS	%VACANT	MEDIAN GROSS RENT
ONE-BEDROOM	1.0	73	100.0%	0	0.0%	N/A
TOTAL TAX CREDIT		73	100.0%	0	0.0%	-
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT UNITS	%VACANT	MEDIAN GROSS RENT
STUDIO	1.0	77	5.7%	0	0.0%	N/A
ONE-BEDROOM	.0	47	3.5%	0	0.0%	N/A
ONE-BEDROOM	1.0	692	51.4%	1	0.1%	N/A
TWO-BEDROOM	1.0	393	29.2%	2	0.5%	N/A
THREE-BEDROOM	1.0	70	5.2%	0	0.0%	N/A
THREE-BEDROOM	1.5	37	2.7%	0	0.0%	N/A
THREE-BEDROOM	2.0	4	0.3%	0	0.0%	N/A
FOUR-BEDROOM	1.0	18	1.3%	0	0.0%	N/A
FOUR-BEDROOM	1.5	5	0.4%	0	0.0%	N/A
FIVE-BEDROOM	2.0	3	0.2%	0	0.0%	N/A
TOTAL TAX CREDIT		1,346	100.0%	3	0.2%	-
GRAND TOTAL		2,694	100.0%	37	1.4%	-

DISTRIBUTION OF UNITS BY YEAR BUILT		
YEAR BUILT	UNITS	VACANCY RATE
PRIOR TO 1960	59	3.4%
1960 TO 1969	447	2.0%
1970 TO 1979	885	1.2%
1980 TO 1989	778	1.0%
1990 TO 1999	406	1.0%
2000 TO 2004	26	0.0%
2005 TO 2009	57	5.3%
2010	0	0.0%
2011	36	0.0%
2012*	0	0.0%
TOTAL	2,694	1.4%

*Through February

DISTRIBUTION OF UNITS BY QUALITY			
MARKET-RATE			
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE
A	2	45	6.7%
B+	2	20	5.0%
B	11	539	3.7%
B-	3	75	1.3%
C+	3	99	1.0%
C	7	90	5.6%
C-	2	80	3.8%
NON-SUBSIDIZED TAX CREDIT			
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE
A	2	92	0.0%
B+	1	23	0.0%
B	4	212	0.0%
GOVERNMENT-SUBSIDIZED (INCLUDING SUBSIDIZED TAX CREDIT)			
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE
A	2	62	0.0%
B+	1	128	0.0%
B	13	636	0.5%
B-	2	96	0.0%
C+	3	241	0.0%
C	5	256	0.0%

DISTRIBUTION OF GENERAL-OCCUPANCY VS. SENIOR-RESTRICTED HOUSING				
TARGET MARKET - ALL	PROPERTIES	TOTAL UNITS	VACANT UNITS	OCCUPANCY RATE
GENERAL-OCCUPANCY	94	1,839	35	98.1%
SENIOR (AGE 55+)	25	855	2	99.8%
TOTAL	119	2,694	37	98.6%

DISTRIBUTION OF AFFORDABLE HOUSING BY INCOME LEVEL			
TARGET MARKET – AFFORDABLE HOUSING*	TOTAL UNITS	VACANT UNITS	OCCUPANCY RATE
0% - 50% AMHI (GOVERNMENT-SUBSIDIZED)	1,419	3	99.8%
40% - 60% AMHI (TAX CREDIT)	327	0	100.0%
0-60% AMHI (ALL AFFORDABLE)	1,746	3	99.8%

*Includes both family and senior projects

DISTRIBUTION OF SENIOR AFFORDABLE HOUSING BY AGE AND INCOME LEVEL			
TARGET MARKET – SENIOR AFFORDABLE HOUSING	TOTAL UNITS	VACANT UNITS	OCCUPANCY RATE
0% - 50% AMHI (GOVERNMENT-SUBSIDIZED: 62+)	679	0	100.0%
40% - 60% AMHI (TAX CREDIT: 55+)	155	0	100.0%
0 - 60% AMHI (ALL AFFORDABLE: 55+)	834	0	100.0%

Planned and Proposed (Housing Pipeline)

According to planning and government representatives, it was determined that there are currently no planned multifamily rental housing communities in Columbiana County at this time.

F. SINGLE-FAMILY HOUSING ANALYSIS

Buy Versus Rent Analysis

According to ESRI, the median home value within the Columbiana County is \$92,324. At an estimated interest rate of 5.0% and a 30-year term (and 95% LTV), the monthly mortgage for a \$92,324 home is \$643, including estimated taxes and insurance.

BUY VERSUS RENT ANALYSIS	
MEDIAN HOME PRICE - ESRI	\$92,324
MORTGAGED VALUE = 95% OF MEDIAN HOME PRICE	\$87,707
INTEREST RATE - BANKRATE.COM	5.0%
TERM	30
MONTHLY PRINCIPAL & INTEREST	\$471
ESTIMATED TAXES AND INSURANCE*	\$118
ESTIMATED PRIVATE MORTGAGE INSURANCE PAYMENT**	\$55
ESTIMATED MONTHLY MORTGAGE PAYMENT	\$643

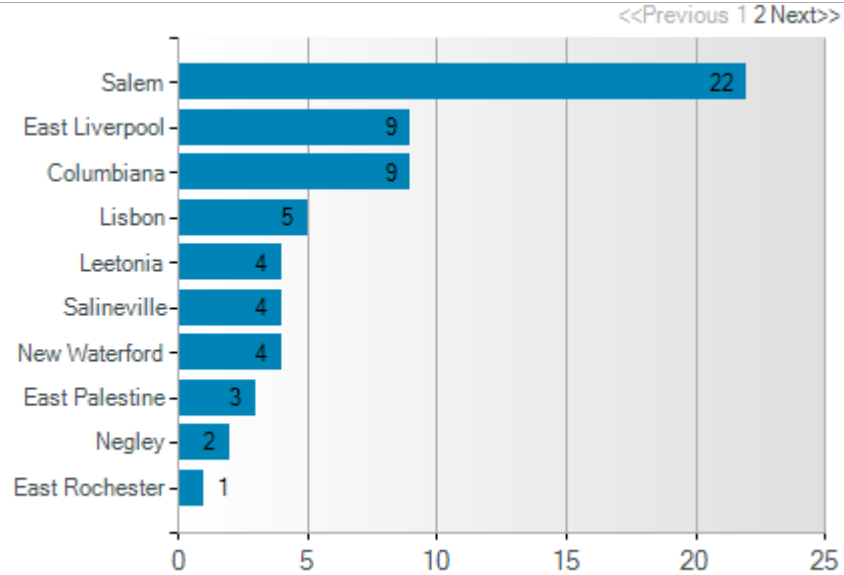
*Estimated at 25% of principal and interest

**Estimated at 0.75% of mortgaged amount

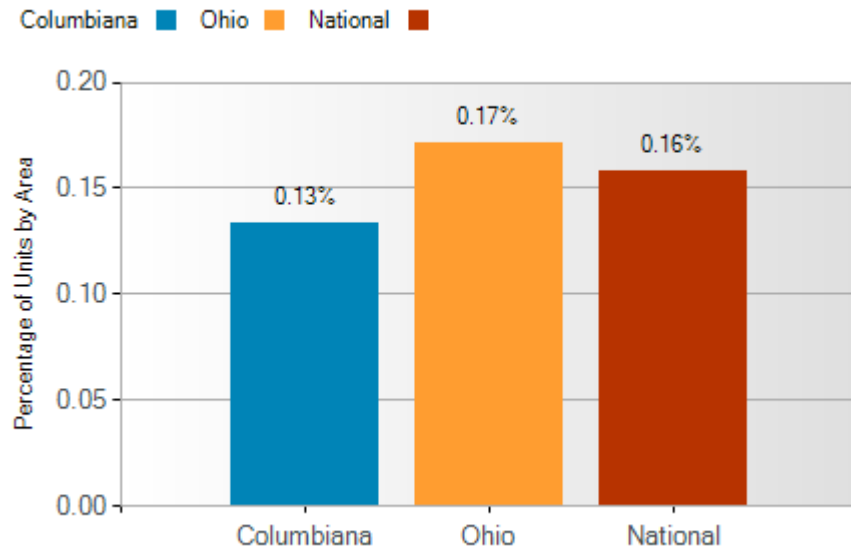
Foreclosure Analysis

The following foreclosure data was obtained from RealtyTrac in January, 2012.

Foreclosure Activity Counts - Columbiana County, OH



Geographical Comparison - Columbiana County, OH



G. INCOME-ELIGIBLE HOUSEHOLDS

HOUSEHOLD SIZE	MAXIMUM ALLOWABLE INCOME							
	2012				2017*			
	40%	50%	60%	80%	40%	50%	60%	80%
ONE-PERSON	\$15,040	\$18,800	\$22,560	\$30,080	\$16,710	\$20,890	\$25,070	\$33,420
TWO-PERSON	\$17,160	\$21,450	\$25,740	\$34,320	\$19,070	\$23,830	\$28,600	\$38,130
THREE-PERSON	\$19,320	\$24,150	\$28,980	\$38,640	\$21,470	\$26,830	\$32,200	\$42,930
FOUR-PERSON	\$21,440	\$26,800	\$32,160	\$42,880	\$23,820	\$29,780	\$35,730	\$47,640
FIVE-PERSON	\$23,160	\$28,950	\$34,740	\$46,320	\$25,730	\$32,160	\$38,600	\$51,460
	4-PERSON MEDIAN HOUSEHOLD INCOME: \$52,100				4-PERSON MEDIAN HOUSEHOLD INCOME*: \$57,900			

*Income limits and median income projected forward five years based on previous five-year growth history

RENTER HOUSEHOLDS BY INCOME							
INCOME RANGE	MINIMUM INCOME	MAXIMUM INCOME	2012 # OF I.Q. H.H.	MINIMUM INCOME	MAXIMUM INCOME	2017 # OF I.Q. H.H.	% CHANGE (2012 - 2017)
0% - 40% AMHI	\$0	\$23,160	5,693	\$0	\$25,730	6,009	5.6%
41% - 60% AMHI	\$23,161	\$34,740	2,280	\$25,731	\$38,600	2,162	-5.2%
61% - 80% AMHI	\$34,741	\$46,320	1,386	\$38,601	\$51,460	1,230	-11.3%
OVER 80% AMHI	\$46,321	NO LIMIT	2,230	\$51,461	NO LIMIT	1,882	-15.6%

I.Q. - Income-qualified

H.H. - Households

OWNER HOUSEHOLDS BY INCOME							
INCOME RANGE	MINIMUM INCOME	MAXIMUM INCOME	2012 # OF I.Q. H.H.	MINIMUM INCOME	MAXIMUM INCOME	2017 # OF I.Q. H.H.	% CHANGE (2012 - 2017)
0% - 40% AMHI	\$0	\$23,160	6,497	\$0	\$25,730	7,454	14.7%
41% - 60% AMHI	\$23,161	\$34,740	4,950	\$25,731	\$38,600	5,466	10.4%
61% - 80% AMHI	\$34,741	\$46,320	4,756	\$38,601	\$51,460	5,051	6.2%
OVER 80% AMHI	\$46,321	NO LIMIT	14,774	\$51,461	NO LIMIT	13,096	-11.4%

I.Q. - Income-qualified

H.H. - Households

ALL (RENTER AND OWNER) HOUSEHOLDS BY INCOME							
INCOME RANGE	MINIMUM INCOME	MAXIMUM INCOME	2012 # OF I.Q. H.H.	MINIMUM INCOME	MAXIMUM INCOME	2017 # OF I.Q. H.H.	% CHANGE (2012 - 2017)
0% - 40% AMHI	\$0	\$23,160	12,190	\$0	\$25,730	13,463	10.4%
41% - 60% AMHI	\$23,161	\$34,740	7,230	\$25,731	\$38,600	7,628	5.5%
61% - 80% AMHI	\$34,741	\$46,320	6,142	\$38,601	\$51,460	6,281	2.3%
OVER 80% AMHI	\$46,321	NO LIMIT	17,004	\$51,461	NO LIMIT	14,978	-11.9%

I.Q. - Income-qualified

H.H. - Households

SENIOR (55+) RENTER HOUSEHOLDS BY INCOME

INCOME RANGE	MINIMUM INCOME	MAXIMUM INCOME	2012 # OF I.Q. 55+ H.H.	MINIMUM INCOME	MAXIMUM INCOME	2017 # OF I.Q. 55+ H.H.	% CHANGE (2012 – 2017)
0% - 40% AMHI	\$0	\$17,160	1,841	\$0	\$19,070	2,201	19.6%
41% - 60% AMHI	\$17,161	\$25,740	727	\$19,071	\$28,600	777	6.9%
61% - 80% AMHI	\$25,741	\$34,320	447	\$28,601	\$38,130	421	-5.8%
OVER 80% AMHI	\$34,321	NO LIMIT	862	\$38,131	NO LIMIT	884	2.6%

I.Q. – Income-qualified
H.H. – Households

SENIOR (55+) OWNER HOUSEHOLDS BY INCOME

INCOME RANGE	MINIMUM INCOME	MAXIMUM INCOME	2012 # OF I.Q. 55+ H.H.	MINIMUM INCOME	MAXIMUM INCOME	2017 # OF I.Q. 55+ H.H.	% CHANGE (2012 – 2017)
0% - 40% AMHI	\$0	\$17,160	3,215	\$0	\$19,070	3,794	18.0%
41% - 60% AMHI	\$17,161	\$25,740	2,594	\$19,071	\$28,600	3,062	18.0%
61% - 80% AMHI	\$25,741	\$34,320	2,362	\$28,601	\$38,130	2,534	7.3%
OVER 80% AMHI	\$34,321	NO LIMIT	8,495	\$38,131	NO LIMIT	8,466	-0.3%

I.Q. – Income-qualified
H.H. – Households

SENIOR (55+) ALL (RENTER AND OWNER) HOUSEHOLDS BY INCOME

INCOME RANGE	MINIMUM INCOME	MAXIMUM INCOME	2012 # OF I.Q. 55+ H.H.	MINIMUM INCOME	MAXIMUM INCOME	2017 # OF I.Q. 55+ H.H.	% CHANGE (2012 – 2017)
0% - 40% AMHI	\$0	\$17,160	5,056	\$0	\$19,070	5,995	18.6%
41% - 60% AMHI	\$17,161	\$25,740	3,321	\$19,071	\$28,600	3,839	15.6%
61% - 80% AMHI	\$25,741	\$34,320	2,809	\$28,601	\$38,130	2,955	5.2%
OVER 80% AMHI	\$34,321	NO LIMIT	9,357	\$38,131	NO LIMIT	9,350	-0.1%

I.Q. – Income-qualified
H.H. – Households

RENTER HOUSEHOLDS BY INCOME (0% - 50% AMHI)

TARGET AGE AT 50% AMHI	MINIMUM INCOME	MAXIMUM INCOME	2012 # OF I.Q. H.H.	MINIMUM INCOME	MAXIMUM INCOME	2017 # OF I.Q. H.H.	% CHANGE (2012 – 2017)
FAMILY (UNDER AGE 62)	\$0	\$28,950	4,838	\$0	\$32,160	4,730	-2.2%
SENIOR (AGE 62+)	\$0	\$21,450	1,786	\$0	\$23,830	2,088	16.9%
ALL	\$0	\$28,950	7,030	\$0	\$32,160	7,253	3.2%

H. PENETRATION RATE ANALYSIS

PENETRATION RATE ANALYSIS – 2012

2012 (ALL-AGE) RENTER HOUSEHOLDS	0% - 50% AMHI (GSS)	41% - 60% AMHI (TAX)	0% - 60% AMHI (GSS & TAX)
Total Rental Units (Subsidized, HCV and/or Tax Credit)	(1,419 + 564 HCV) 1,983	327	(1,746 + 543 HCV*) 2,289
Number of Income-Eligible Renter Households	7,030	2,280	7,973
Existing Affordable Housing Penetration Rate – 2012	= 28.2%	= 14.3%	= 28.7%
2012 (SENIOR) RENTER HOUSEHOLDS	0% - 50% AMHI (GSS – AGE 62+)	41% - 60% AMHI (TAX – AGE 55+)	0% - 60% AMHI (GSS & TAX – AGE 55+)
Total Rental Units (Subsidized, HCV and/or Tax Credit)	679	155	834
Number of Income-Eligible Renter Households	1,786	727	2,568
Penetration Rate – 2012	= 38.0%	= 21.3%	= 32.5%

*The number of Housing Choice Vouchers in-use in non-subsidized Tax Credit units has been excluded to avoid double-counting

PENETRATION RATE ANALYSIS – 2017

2017 (ALL-AGE) RENTER HOUSEHOLDS	0% - 50% AMHI (GSS)	41% - 60% AMHI (TAX)	0% - 60% AMHI (GSS & TAX)
Total Rental Units (Subsidized, HCV and/or Tax Credit)	(1,419 + 564 HCV) 1,983	327	(1,746 + 543 HCV*) 2,289
Number of Income-Eligible Renter Households	7,253	2,162	8,171
Existing Affordable Housing Penetration Rate – 2017	= 27.3%	= 15.1%	= 28.0%
2017 (SENIOR) RENTER HOUSEHOLDS	0% - 50% AMHI (GSS – AGE 62+)	41% - 60% AMHI (TAX – AGE 55+)	0% - 60% AMHI (GSS & TAX – AGE 55+)
Total Rental Units (Subsidized, HCV and/or Tax Credit)	679	155	834
Number of Income-Eligible Renter Households	2,088	777	2,978
Penetration Rate – 2017	= 32.5%	= 19.9%	= 28.0%

*The number of Housing Choice Vouchers in-use in non-subsidized Tax Credit units has been excluded to avoid double-counting

I. POTENTIAL “UN-MET” HOUSING NEED

POTENTIAL “UN-MET” HOUSING NEED

AMHI LEVEL	2012		2017	
	OVERALL	SENIOR	OVERALL	SENIOR
0%-50% AMHI (SUBSIDIZED)	5,047	1,107	5,270	1,409
41%-60% AMHI (TAX CREDIT)	1,953	572	1,835	622

J. OVERVIEW AND INTERVIEWS

Columbiana County, located in eastern Ohio, is largely rural. Youngstown, the closest major city, is approximately 25 miles to the north. Pittsburgh, Pennsylvania is approximately 55 miles to the southeast and Akron, Ohio is equaled distant to the northwest.

Lisbon, the county seat, is in the central portion of the county along U.S. Highway 30.

Other Columbiana County cities and villages include Salem, Leetonia, Columbiana, East Palestine, Calcutta, East Liverpool, Salineville and Hanoverton.

The county's major roadways are U.S. Highway 30 and State Routes 11 and 7.

Columbiana County offers many tourist destinations, including golf courses, state parks and recreation areas, theaters and local events.

Medical centers are located in the towns and villages throughout the county. The county's major hospitals are the Columbiana County Medical Center and the East Liverpool City Hospital.

The Columbiana Public Library is in the city of Columbiana; other public libraries in Columbiana County include those in Leetonia, Salem, Lisbon, East Palestine and East Liverpool.

Columbiana County provides fourteen public school districts. The county also has four private high schools and eight private elementary schools.

Kent State University has branches in both Lisbon and East Liverpool, and the Ohio Valley College of Technology is in Calcutta, Ohio. Several trade and professional schools are located throughout the county, and Allegheny Wesleyan College has a campus in the city of Salem, Ohio.

Columbiana County's largest concentration of single-family housing is in its major cities and towns, including Salem, Columbiana, East Palestine, Lisbon, Calcutta and East Liverpool.

Housing in the cities is typically older than 40 years and ranges in condition from poor to good. Some of the single-family housing in more rural areas of the county are less than 40 years old, but these are typically owner-occupied residences or farm houses.

Typically, multifamily rental housing is located in the larger cities of the county, with the highest concentrations in the cities of Salem and East Liverpool. Multifamily housing in the county is generally 20 to 30 years old and ranges in condition from satisfactory to excellent. Many of the county's multifamily housing properties are market-rate, some are government-subsidized, and others are Tax Credit properties. The multifamily projects in the county generally consist of fewer than 40 units; some have fewer than 15 units.

Cheryl Luli, property manager at Harmony Village in Columbiana, a government- subsidized Section 8 property, stated that a definite need exists for more affordable housing in the county. Ms. Luli added that her property typically maintains a waiting list of 12 months or longer, and that her residents generally prefer the more urban lifestyle and availability of services provided by properties in the county's urban centers to that of country living that is also available in Columbiana County.

Susan Temple, property manager at Wind Rose Apartments and Church Street Apartments, both Tax Credit properties, and Roseland Apartments, a Rural Development government-subsidized project, stated that she believes varying levels of demand exist for affordable housing in Columbiana County. Ms. Temple went on to say that, although she maintains high occupancy rates at the properties she manages, overall area demand is relatively low. Nonetheless, she said that demand for affordable housing is highest in the more densely populated towns of Salem and East Liverpool because more low-income families reside there than in other parts of the county. Ms. Temple continued by saying that she believes county residents prefer the urban lifestyle for the convenience of public services that are unavailable in rural areas of the county.

Ms. Kathy Venum, property manager at Calcutta Woods, Highland Apartments, and Calcutta Commons, all government-subsidized Rural Development projects, stated that she thinks a need definitely exists for more affordable housing in Columbiana County; she maintains waiting lists of 12 months or longer for the properties she manages. Ms. Venum believes that residents typically move away from rural areas to the county's population centers for the comforts of living in a more urban environment, particularly young families with children looking for better school systems.

Ms. Venum added that recent increases in drug crime have been an issue for her properties and the communities where they are located. A representative with the Saint Clair Township Police Department verified this by saying that, in recent years, area drug arrests have increased and that the local drug problem directly relates to increased retail and residential theft.