Youngstown-Warren: Building a Supply Chain Hub

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Youngstown-Warren Region: Supply Chain Hub for Marcellus & Utica
Youngstown/Warren Regional Chamber

• Area’s Lead EDO

Services:
  • Project Coordination
  • Site Selection Services
  • Incentives & Financing
  • International Trade
  • Strategic Research
  • Business Attraction, Retention/Expansion

• ‘One-Stop Shop’
Rich in Resources

- Marcellus - Utica Shale Plays
- Manufacturer Proximity
- Supply Chain Gateway
- Processing Facilities
- Center of Cleveland-Pittsburgh TechBelt
Establishing the Supply Chain

Projects: (Investment, new jobs)
1. Wheatland Tuber: $11.4m, 20 new jobs
2. TMK-IPSCO: $10m, 120 new jobs
3. Exterran: $13.2m, 103 new jobs
4. DECAL: $1.3m, 140 new jobs
5. VAM USA: $57m, 100 new jobs
6. V&M Star: $604m, 350 new jobs
7. Weatherford: $3.4m, 100 new jobs
8. Dearing Compressor: $20m, 20 new jobs
9. Pennant Midstream Facility: $300m, 60 new jobs
10. Appalachian Rail Car
11. Ohio Commerce Center: $2m
12. Valrus / Brillex Partnership

Major Shale Energy Companies
- Exxon Mobil
- Hess Energy
- J. P. Hesterly
- Consol Energy
- Hilcorp Energy
- EV Energy Partners
- Halcom
- NiSource
- Sunoco Logistics

B-2-B Services
Manufacturing
Pipeline
Transportation

Access/Momentum Processing Facility
$900 million
5 miles
Shell Ethylene Cracker
$2.7 billion
50 miles
Linking the Supply Chain

**Up-Stream**
- Exploration & Production
- Oilfield Services
- Supply Chain Consumables
- Supply Chain Components

**Mid-Stream** (Pipeline)
- Gas & Crude Gathering
- Gas Processing & Treating Plants
- Mix Product & Crude Pipelines
- Fractionation/Refinery/Upgrading facilities
- NGL/Crude/Refined Product/Pipelines/Facilities

**Down-Stream**
- Crackers
- Resins & Polymers
- Other Chemicals
Streams: Services & Supplies

**UPSTREAM**
- Exploring for oil and gas
- Developing fields
- Producing oil and gas
- Mining oil sands
- Extracting bitumen
- Liquefying gas by cooling (LNG)
- Regasifying LNG
- Converting gas to liquid products (GTL)
- Generating wind energy

**DOWNSTREAM**
- Refining oil into fuels and lubricants
- Producing petrochemicals
- Developing biofuels
- Trading
- Retail sales
  - Managing CO₂ emissions
  - Supply and distribution
  - Business-to-business sales

**CHEMICAL PRODUCTS USED FOR**
- Plastics
- Coatings
- Detergents

**REFINED OIL PRODUCTS**
- (Bio) Fuels
- Lubricants
- Bitumen
- Lubricants
- Liquefied petroleum gas

**GAS AND ELECTRICITY**
- Industrial use
- Domestic use

Source: Shell Oil Corporation, Shell.us
Opportunities for Organic Growth

Valley-Based Companies:

- VEC
- Panelmatic
- Dearing Pump
- Bolt
- V&M
Supply Chain Incubation

- Teaming with Ohio Shale Coalition
- YOUNG Series
- B2B Matchmaking
Challenges to Industry Build-out

- Facilities to process and move gas and NGLs
- Opportunities beyond drilling radius
Northeastern Ohio has Excellent Logistical Assets for Oil and Gas Industry

- Rail
  - Long Haul & Short Line
- Transload Facilities
  (ie Ohio Commerce Center)
- Water
- Road
- Pipeline
- Air Cargo
Workforce & Training

• Need to stay on top of game
  – From Engineers to Roustabouts

• Excellent institutions addressing needs:
  – Youngstown State University,
  – Eastern Gateway Community College,
  – New Castle School of Trades,
  – Mahoning/Trumbull/Columbiana Career & Technical Centers

• ShaleNet

• We have our challenges
Continuing Progress

- Staying ahead of industry is a daunting task
- Our focus on supply chain negates boom-bust cycle
- Today we focus on upstream and midstream, Tomorrow we focus on downstream
For More Information

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