Business Growth & Development
Update on Outreach, Retention & Expansion Activities
Leveraging private and public-sector dollars, the Greater Cleveland Partnership supports collaborative and linchpin efforts to boost the economic vitality of Northeast Ohio. We are one of the region’s premier economic development organizations as well as a leading business advocacy organization in our community.

**Q1 2019 COMPLETED DEVELOPMENT PROJECTS**

**JOBSOHIO CLE AREA: CUYAHOGA, LAKE, AND GEAUGA COUNTIES**

<table>
<thead>
<tr>
<th>Project</th>
<th>Jobs Created</th>
<th>Jobs Retained</th>
<th>Investment ($ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Akron Rebar</td>
<td>6</td>
<td>36</td>
<td>$2.0</td>
</tr>
<tr>
<td>Cleveland Rocks</td>
<td>8</td>
<td>-</td>
<td>$2.7</td>
</tr>
<tr>
<td>Defense Soap</td>
<td>6</td>
<td>8</td>
<td>$1.6</td>
</tr>
<tr>
<td>Firenza Stone</td>
<td>10</td>
<td>-</td>
<td>$3.0</td>
</tr>
<tr>
<td>Granex Industries</td>
<td>7</td>
<td>27</td>
<td>$1.1</td>
</tr>
<tr>
<td>Great Lakes Cheese</td>
<td>265</td>
<td>635</td>
<td>$182.2</td>
</tr>
<tr>
<td>Henderson Industries</td>
<td>2</td>
<td>6</td>
<td>$0.9</td>
</tr>
<tr>
<td>IMCD</td>
<td>25</td>
<td>66</td>
<td>$2.8</td>
</tr>
<tr>
<td>Innovest Global Inc.</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Musical Arts Association</td>
<td>-</td>
<td>215</td>
<td>$7.0</td>
</tr>
<tr>
<td>Northern Stamping</td>
<td>28</td>
<td>205</td>
<td>$5.5</td>
</tr>
<tr>
<td>PACE Aviation</td>
<td>-</td>
<td>-</td>
<td>$3.0</td>
</tr>
<tr>
<td>RIA in a Box</td>
<td>20</td>
<td>20</td>
<td>-</td>
</tr>
<tr>
<td>SIFCO</td>
<td>25</td>
<td>172</td>
<td>$1.5</td>
</tr>
<tr>
<td>Top of Mind</td>
<td>19</td>
<td>4</td>
<td>-</td>
</tr>
<tr>
<td>Voss Industries</td>
<td>58</td>
<td>267</td>
<td>$12.9</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>479</strong></td>
<td><strong>1,661</strong></td>
<td><strong>$240.6</strong></td>
</tr>
</tbody>
</table>

**THE BOTTOM LINE**

**Key results from Q1 2019:**

- **Ashtabula**
- **Lorain**
- **Medina**
- **Summit**
- **Portage**

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**OUR FOCUS IS**

**YOUR BUSINESS**

**CONNECTING WITH 1,000 COMPANIES IN 2019**

As part of GCP’s *ForwardCLE* strategic plan, the Business Growth & Development Team is connecting with the business community through in-person meetings to learn about challenges and opportunities for economic growth in our region. The goal: meet with 1,000 companies in 2019. Below is an illustrative look at the Q1 results from this joint outreach effort being undertaken by GCP and its regional partners at the Lake County Port Authority, Greater Geauga Chamber, and Manufacturing Works.

**Progress Toward 1,000 Company Visits**

- **281** Companies visited through Q1 2019*
- **51.0%**

**Companies Visited by Industry Sector**

- **Manufacturing**
  - **51.0%**
- **Professional, Scientific, & Technical Services**
  - **9.7%**
- **Finance & Insurance**
  - **8.1%**
- **Wholesale Trade**
  - **5.3%**
- **Construction**
  - **4.5%**
- **Other**
  - **3.6%**
- **Information**
  - **5.3%**
- **Transport & Warehouse**
  - **3.2%**
- **Retail Trade**
  - **2.4%**

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*A Company visits made throughout eight-county region by staff from GCP, Lake County Port Authority, Greater Geauga Chamber, and Manufacturing Works.*
OCCUPITY CLE SHOWCASES OPPORTUNITY ZONE POTENTIAL IN CUYAHOGA COUNTY

A collaboration of public and civic leaders is working to drive investment in Cuyahoga County’s Opportunity Zones, a new federal designation designed to spur development in economically distressed areas. The collaboration, dubbed *Opportunity CLE*, includes the Greater Cleveland Partnership and its real estate finance affiliate Cleveland Development Advisors, City of Cleveland, Cuyahoga County, the Fund for Our Economic Future and the Cuyahoga Land Bank.

Opportunity Zones encourage long-term investments in low-income census tracts selected by the governors of each state. The program allows individuals to defer any tax owed on capital gains by investing the realized gains in projects located within Opportunity Zones, with greater incentives the longer the investment is held. *Opportunity CLE* is working to leverage the program’s potential to generate hundreds of millions of dollars for catalytic urban development while providing maximum benefits for residents of the zones, including access to jobs, training, education, quality affordable housing, increased access to broadband, public transportation and healthy living environments.

WANT TO GET INVOLVED?

visit [OpportunityCLE.com](http://OpportunityCLE.com)

to find investment opportunities, to showcase your project for potential investors, and to learn more about Opportunity Zones in Cleveland and Cuyahoga County.
Our role is to work with you to help your business grow and thrive. We do this by working one-on-one and developing a professional relationship that brings all of the Greater Cleveland Partnership’s resources to you. We are committed to advancing our local economy, and we do it one business at a time. We can connect you to a larger network as we work together with partners at the regional, state, and national levels. Whether your needs are related to workforce, real estate, financing, or development, we have the expertise to help you and your business find the answer.

Deb Janik
Senior Vice President
Real Estate & Business Development
216-592-2268 • djanik@gcpartnership.com

Dana Allender
Vice President
Business Development & Project Management
216-592-2256 • dallender@gcpartnership.com

Nicole Stika
Vice President
Energy Programs
216-592-2338 • nstika@gcpartnership.com

Howard Thompson
Senior Director
Business Development
216-592-2412 • hthompson@gcpartnership.com

Michael Lalich
Director
Business Development
216-592-2470 • mlalich@gcpartnership.com

Andrew Smyser
Director
Energy Services
216-592-2432 • asmyster@gcpartnership.com

Scott Harrington
Manager
Business Development
216-592-2213 • sharrington@gcpartnership.com

Eric Hughes
Manager
Business Development
216-592-2206 • ehughes@gcpartnership.com

Chris Urban
Director
Physical Development
216-592-2444 • curban@gcpartnership.com

Doniella Ligon
Executive Assistant
216-592-2288 • dligon@gcpartnership.com

Vince Adamus
Vice President
Real Estate & Business Development
216-592-2258 • vadamus@gcpartnership.com

Shawn DaVis
Vice President
Business Development
216-592-2324 • sdavis@gcpartnership.com

Ed Chatmon
Senior Director
Project Management
216-592-2214 • echatmon@gcpartnership.com

Elizabeth Falco
Director
Business Development
216-592-2235 • efalco@gcpartnership.com

Paul Marnecheck
Director
Business Development
216-592-2395 • pmarnecheck@gcpartnership.com

Sara Adams
Senior Manager
Business Development
216-592-2302 • sadams@gcpartnership.com