Leveraging private and public-sector dollars, the Greater Cleveland Partnership (GCP) 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.

**Our Focus Is Your Business**

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**Completed Development Projects Through Q2 2019**

**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>Dynamic Metal Services</td>
<td>-</td>
<td>30</td>
<td>-</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>Kowalski Heat Treating</td>
<td>27</td>
<td>39</td>
<td>-</td>
</tr>
<tr>
<td>Musical Arts Association</td>
<td>-</td>
<td>215</td>
<td>$7.0</td>
</tr>
<tr>
<td>Nidec</td>
<td>29</td>
<td>130</td>
<td>$13.1</td>
</tr>
<tr>
<td>Northern Stamping</td>
<td>28</td>
<td>205</td>
<td>$5.5</td>
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<tr>
<td>PACE Aviation</td>
<td>-</td>
<td>-</td>
<td>$3.0</td>
</tr>
<tr>
<td>Produce Packaging</td>
<td>40</td>
<td>308</td>
<td>$9.1</td>
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<tr>
<td>RIA in a Box</td>
<td>20</td>
<td>20</td>
<td>-</td>
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<tr>
<td>SIFCO</td>
<td>25</td>
<td>172</td>
<td>$1.5</td>
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<tr>
<td>Strike Force</td>
<td>143</td>
<td>-</td>
<td>-</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>718</strong></td>
<td><strong>2,168</strong></td>
<td><strong>$248.4</strong></td>
</tr>
</tbody>
</table>

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**Partner Spotlight: Geauga Growth Partnership**

One of GCP’s goals is to build strong and trusting relationships with businesses and economic development partners throughout the region, and the Geauga Growth Partnership (GGP) is no exception. It is a priority of the GCP to make sure we are working in lock step with our partners throughout the region to be responsive to the needs of the business community.

The GCP formalized its relationship with the GGP in 2018 with a Business Retention and Expansion calling program focused on meeting with the businesses in the targeted growth sectors that call Geauga County home. The end goal is to build the relationship and identify any opportunities/issues facing the company and to connect the business to resources that will help them to achieve their goals of higher profitability and growth.

“In my short time here, I have already seen the value in maintaining and nurturing the relationship with GCP,” said Kimm Leininger, President of Geauga Growth Partnership. “Both organizations offer unique value propositions for the business community and, through transparency, we strive to make it easier for businesses to access the economic development system and resources that are designed to keep them informed, connected and growing.”

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**THE BOTTOM LINE**

Key results through Q2 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 Q1 and Q2 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.

**Companies Visited by Industry Sector**

- **Manufacturing**: 41.8%
- **Professional, Scientific, & Technical Services**: 13.9%
- **Finance & Insurance**: 10.1%
- **Information**: 7.3%
- **Construction**: 4.5%
- **Transport & Warehouse**: 3.0%
- **Retail Trade**: 2.3%
- **Real Estate**: 2.3%
- **Agriculture, Forestry, Fishing and Hunting**: 1.3%
- **Accommodation and Food Service**: 1.3%
- **Educational Services**: 1.0%
- **Arts, Entertainment, and Recreation**: 0.8%
- **Health Care and Social Assistance**: 0.8%

**Progress Toward 1,000 Company Visits**

- **543 Companies visited through Q2 2019**
  - **500**: 50%
  - **250**: 25%
  - **100**: 16.6%
  - **50**: 8.3%

*Company visits made throughout eight-county region by staff from GCP, Lake County Port Authority, Greater Geauga Chamber, and Manufacturing Works.*

**FEATURED PROJECT:** Great Lakes Cheese Expansion and Headquarters

Great Lakes Cheese has broken ground on a 300,000 square foot addition to their existing facility in Troy Township. The addition will double the current footprint of the facility. The expanded size is believed to be the largest cheese packaging plant in the world. The expansion will create 265 new positions in Hiram, Ohio, and is scheduled to be completed by the end of 2020.

Great Lakes Cheese is also breaking ground on a 55,000 square foot corporate headquarters. Great Lakes Cheese currently employs 185 corporate employees. The new headquarters will provide an innovative environment which will house up to 250 employees. The corporate headquarters is planned for completion in Spring 2021.

GGP and Jobs Ohio were instrumental in ensuring that the company expanded in Geauga County.
The GCP Business Growth & Development Team

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.

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