Leveraging private and public-sector dollars, the Greater Cleveland Partnership supports collaborative and linchpin efforts to boost the economic vitality of the Cleveland Plus region. We are one of Northeast Ohio’s premier economic development organizations as well as a leading business advocacy organization in our community.

A MESSAGE FROM JOE ROMAN
Growing our region’s economy – and sustaining that growth – is at the core of the Greater Cleveland Partnership’s (GCP) mission.

GCP is committed to ensuring that the businesses that already call Greater Cleveland home stay here and grow here. Our award-winning Business Development Team spearheads this effort and provides connectivity and access to the services and resources that can enhance the competitiveness of Greater Cleveland companies.

We work collaboratively to leverage the resources provided by GCP and the entire Northeast Ohio economic development system to help businesses of all sizes and various stages of maturity. We have the expertise on staff ready to assist all businesses – small, middle-market and large corporate – in achieving their growth objectives.

Our focus is your business. Let us know how GCP can help your company maximize its business development potential.

Joe Roman
President & CEO
Greater Cleveland Partnership

Development Profile: METROHEALTH CORRIDOR
The MetroHealth Corridor, a nearly five-mile stretch that follows W. 25th Street, is primed to become the next development hot spot in Greater Cleveland. Spanning the near-westside neighborhoods of Ohio City, Clark-Fulton, Tremont, and Brooklyn Centre, the MetroHealth Corridor is anchored by the MetroHealth Medical Center’s main campus, which is in the midst of a $1 billion transformation that will incorporate new medical facilities with more than 25 acres of parklike greenspace. This major investment coincides with recent transportation improvements along W. 25th that include RTA’s MetroHealth Line, the agency’s latest bus-rapid transit route.

The MetroHealth Corridor is following the path developed by the Euclid Corridor and RTA HealthLine, which has seen more than $6 billion of development since its completion nearly a decade ago. The seeds of growth have already been sown along W. 25th Street, with notable investments made at the Cleveland Metroparks Zoo, the Nestle LJ Minor facility, the Quarter mixed use project, and others. Additionally, recent planning efforts have set the foundation for more catalytic investment to come, including the Irishtown Bend riverside park near the West Side Market, the Villa Hispana commercial and cultural district, and the MetroHealth Community EcoDistrict initiative.

BUSINESS DEVELOPMENT RESULTS
CUYAHOGA COUNTY, THROUGH SECOND QUARTER

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company Visits*</td>
<td>191</td>
</tr>
<tr>
<td>Projects</td>
<td>16</td>
</tr>
<tr>
<td>Jobs Created</td>
<td>745</td>
</tr>
<tr>
<td>Jobs Lost*</td>
<td>(849)</td>
</tr>
<tr>
<td>Net Jobs Change</td>
<td>(104)</td>
</tr>
<tr>
<td>Jobs Retained</td>
<td>1,860</td>
</tr>
<tr>
<td>Project Investment</td>
<td>$203.2 million</td>
</tr>
</tbody>
</table>

* includes all visits in 14-county Northeast Ohio service area

2018 COMPLETED DEVELOPMENT PROJECTS
CUYAHOGA COUNTY, THROUGH SECOND QUARTER

<table>
<thead>
<tr>
<th>Project</th>
<th>Jobs Created</th>
<th>Jobs Retained</th>
<th>Investment ($ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerocontrolex</td>
<td>40</td>
<td>130</td>
<td>$5.5</td>
</tr>
<tr>
<td>A.M. Higley</td>
<td>25</td>
<td>100</td>
<td>$2.1</td>
</tr>
<tr>
<td>Boyd Wattersen</td>
<td>30</td>
<td>45</td>
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<tr>
<td>Brighton Best</td>
<td>-</td>
<td>55</td>
<td>$15.0</td>
</tr>
<tr>
<td>Cleveland Culinary Launch and Kitchen</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Dakar Studios</td>
<td>10</td>
<td>-</td>
<td>$1.5</td>
</tr>
<tr>
<td>Echo Health, Inc.</td>
<td>40</td>
<td>58</td>
<td>$4.3</td>
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<tr>
<td>Electronic Merchant Systems</td>
<td>-</td>
<td>180</td>
<td>-</td>
</tr>
<tr>
<td>Great Lakes NeuroTechnologies</td>
<td>10</td>
<td>16</td>
<td>$1.0</td>
</tr>
<tr>
<td>Inogen</td>
<td>260</td>
<td>-</td>
<td>$1.9</td>
</tr>
<tr>
<td>Lee Silsby Compounding Pharmacy</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>May Company Building renovation</td>
<td>-</td>
<td>-</td>
<td>$140.0</td>
</tr>
<tr>
<td>Medical Mutual of Ohio</td>
<td>50</td>
<td>800</td>
<td>$23.0</td>
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<tr>
<td>National Automotive Experts</td>
<td>30</td>
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<td>Orbis</td>
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<td>155</td>
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<tr>
<td>S&amp;P Data</td>
<td>225</td>
<td>175</td>
<td>$1.9</td>
</tr>
</tbody>
</table>

BUSINESS DEVELOPMENT RESULTS
CUYAHOGA COUNTY, THROUGH SECOND QUARTER

Company Visits* | 191
Projects | 16
Jobs Created | 745
Jobs Lost* | (849)
Net Jobs Change | (104)
Jobs Retained | 1,860
Project Investment | $203.2 million

* includes all visits in 14-county Northeast Ohio service area

Based on WARN notices in Cuyahoga County

Joe Roman
President & CEO
Greater Cleveland Partnership
A former Brooklyn headquarters building will be seeing new investment and activity in the coming years, as Medical Mutual of Ohio announced a lease agreement for a portion of the former American Greetings building (pictured at left) as part of a larger company-wide consolidation plan. The health insurer plans to invest more than $23 million in extensive upgrades and will consolidate between 700 and 800 employees from multiple suburban regional offices to the large Tiedeman Road facility. The GCP Business Development Team supported this project and others occurring at the facility by helping to facilitate jobs creation tax credits and CRA tax abatement from the City of Brooklyn and grant dollars for roadway improvements from the Ohio Department of Transportation (ODOT) Division of Jobs and Commerce. The investment in the Brooklyn office follows Medical Mutual’s re-commitment to downtown Cleveland in 2017 through the acquisition of the Rose Building, it’s longtime and iconic headquarters building.

**Project Profile: MEDICAL MUTUAL OF OHIO**

A former Brooklyn headquarters building will be seeing new investment and activity in the coming years, as Medical Mutual of Ohio announced a lease agreement for a portion of the former American Greetings building (pictured at left) as part of a larger company-wide consolidation plan. The health insurer plans to invest more than $23 million in extensive upgrades and will consolidate between 700 and 800 employees from multiple suburban regional offices to the large Tiedeman Road facility. The GCP Business Development Team supported this project and others occurring at the facility by helping to facilitate jobs creation tax credits and CRA tax abatement from the City of Brooklyn and grant dollars for roadway improvements from the Ohio Department of Transportation (ODOT) Division of Jobs and Commerce. The investment in the Brooklyn office follows Medical Mutual’s re-commitment to downtown Cleveland in 2017 through the acquisition of the Rose Building, it’s longtime and iconic headquarters building.
The GCP Business 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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Executive Assistant
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Bolstering Business Expansion & Retention efforts
The Greater Cleveland Partnership, Team NEO, and JobsOhio are partnering in 2018 to significantly ramp up outreach efforts to better connect with and assist growing companies in Cuyahoga, Lake, and Geauga counties. Through the first half of the year, the three organizations have more than doubled their collective staffing focused on business development and engagement activities to identify companies that are evaluating their long-term strategies and exploring possible expansion opportunities within Northeast Ohio. With around 80 percent of job creation in the region stemming from the expansion and retention of existing employers, a renewed and enhanced focus on businesses that call our region home will be essential to continuing Greater Cleveland’s economic resurgence.

“Companies are interested in growing again, and we’ve got to get out to more of them,” said Joe Roman, president and CEO of GCP. “When we call on people, there is more likely an interest. They’re saying, ‘Yeah, I have been thinking about this,’ or ‘I am looking at another building.’ That’s more than we were seeing five years ago.”

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