GCP EXECUTIVE COMMITTEE AND BOARD OF DIRECTORS

Leadership that drives our success

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Medical Mutual of Ohio

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Eaton

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Cavaliers/Quicken Loans Arena

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Marvin Montgomery, The Sales Doctor

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Excel Air Tool Company LLC

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RPM International, Inc.

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Preemptive Solutions LLC

Jose Vasquez
President and CEO
Quez Media Marketing

Jeffrey Weiss
Co-CEO
American Greetings Corporation

Alan M. Zang
President
U.S. Bank, Northeast Ohio

*Federal Installation Liaison | **Other nonvoting member | Board list as of December 31, 2017
GET INVOLVED. STAY CONNECTED.

Our commitment to our members

As Northeast Ohio’s most influential business organization, the Greater Cleveland Partnership represents the interests of our region’s enterprises—from global Fortune 500 corporations to middle-market companies to local entrepreneurs and small businesses.

We’re dedicated to building regional prosperity by advocating for critical public policy issues, advancing job growth by supporting the business development strategies of our region’s companies, making capital investments to strengthen Cleveland’s urban core, leading efforts to ensure that diversity and inclusion are integrated in the region’s economic development strategies, and leading the broader community discussion about priorities and initiatives that will support and sustain the region’s economic vitality.

JOIN US!

As a GCP member, your company is positioned to:

Connect with companies of all sizes and business leaders from across the region;

Access a wide range of member benefits and sponsorship opportunities;

Influence the private-sector’s regional economic agenda through involvement with us and our partner organizations.

Capitalizing on our momentum requires continued focus in four areas critical to economic success:

• Places with impact
• Talent that fuels growth
• Driving business connectivity
• Environment to support, start, scale and stay

Investing your dues

We work with a wide-range of partners—to be found throughout this brochure—including a network of external private-sector economic development organizations that we helped to create and continue to support. Since the GCP’s founding in 2004, this amounts to a $20 million+ investment, which is made possible by the financial commitment our members have made—and continue to make—in our mission.

We continue to serve our members as “one voice” to advocate on behalf of Northeast Ohio’s business community, and we provide your company with resources and connections you need to grow and expand your business. Our member benefits are always evolving as we continue adding value to your GCP membership.
Membership in the Greater Cleveland Partnership is a proven investment that allows us to work on your behalf while providing you with connections, access and influence. Whether you’re looking to grow and expand your company, develop your talent pipeline, or take advantage of cost savings and special discounts, we offer the resources that deliver results.

Plus, your investment in the GCP allows us to tackle big issues that can improve the economic vitality of the region, such as waterfront development, public education reform or helping to fund catalytic projects that can stimulate economic development in the City of Cleveland.

Our vision is to be the “game changer” and business champion for Cleveland and Northeast Ohio.

CONTACTS

Megan Kim
Managing Vice President
Membership Development and Marketing
mkim@gcpartnership.com
216.592.2356

Paul Federico
Vice President
Corporate and Member Relations
pfederico@gcpartnership.com
216.592.2368

Chad Hamman
Vice President
Membership Development and Services
chamman@gcpartnership.com
216.592.2329

Sarah Corr
Manager, Investor Retention
scorr@gcpartnership.com
216.592.2312

Jason Guyer
Membership Development Manager
jguyer@gcpartnership.com
216.592.2431

Linda Ferguson
Membership Development Manager
lferguson@gcpartnership.com
216.592.2228

Paul Marnecheck
Membership Development Manager
pmarnecheck@gcpartnership.com
216.592.2395

Randy Newell
Membership Development Manager
rnewell@gcpartnership.com
216.592.2216

Mark Nowak
Membership Development Manager
mnnowak@gcpartnership.com
216.592.2295

Brynn Popa
Vice President
Business and Community Engagement
bpopa@gcpartnership.com
216.592.2354

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ADDITIONAL RESOURCES

- Access to minority vendors
- Annual Inclusion benchmarking survey*
- Inclusion best practices repository
- LinkedIn jobs postings (diverse candidates)
- Recognition awards for inclusion*
- Business development consultation and services

Employee benefits:
- Business Insurance
- Health insurance
- Workers’ Compensation
- Energy programs and services
- Shipping and freight program
- Vipers
- Y’s Choice

Special Discounts:
- Cedar Point
- House of Blues Foundation Room
- Office Depot
- Compass Payroll
- Career Board
- Constant Contact
- Grasshopper
- Playhouse Square

*Commission on Economic Inclusion membership is required.
MEMBER CONNECTIONS
Increasing impact and enhancing your membership experience

We’re focused on providing you and your company with business connections based on your size, interests and needs. This includes:

**GCP Corporate**: Who’s who of regional companies including participation from top executives in the region.

**Accelerating Middle-Market Progress (AMMP)**: Launched in 2011 and newly renamed as AMMP, our efforts provide middle-market companies with resources, expertise and information to support their growth strategies and ensure that they are connected to our regional economic development agenda.

**Commission on Economic Inclusion**: This GCP program assists Northeast Ohio employers with creating and implementing diversity and inclusion strategies that positively impact their bottom lines and boosts their competitiveness.

**COSE**: Through COSE membership, small business owners can connect to the resources they need to grow and thrive. There’s also an opportunity to become involved in initiatives that impact the broader small business community.

**OHTec**: OHTec connects tech companies with an organization focused exclusively on their business growth and enhanced legislative advocacy efforts.

GCP membership also provides you with a platform for networking and convening metro Cleveland’s business leaders on issues of regional importance through a variety of events and programs.

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**GCP TIMELINE**

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<tr>
<th>Year</th>
<th>Event</th>
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<tr>
<td>2004</td>
<td>Cleveland Tomorrow, Greater Cleveland Growth Association and the Greater Cleveland Roundtable merge to form the Greater Cleveland Partnership.</td>
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<td>2005</td>
<td>Commission on Economic Inclusion forms Diversity Professionals Group (DPG).</td>
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<td>GCP develops Charter One Global Enterprise Center with support from the Cleveland Foundation and Charter One Bank; Tenants include NorTech, JumpStart and Team NEO</td>
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<td>2006</td>
<td>GCP plays lead role in saving the Cleveland DFAS office, retaining 1,100 jobs with potential to bring as many as 700 new jobs to Cleveland.</td>
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<td>GCP helps attract $205M in investment through federal transportation legislation for Cleveland infrastructure priorities.</td>
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<td>CDA approves $1.5 million in New Market Tax Credits financing for the restoration of the Eveready Powerhouse.</td>
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<td>Efforts by GCP, NorTech and others, lead to $163 million+ in Third Frontier investment for Northeast Ohio.</td>
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<td>GCP spearheads business community input to City of Cleveland Operations Efficiency Initiative, identifying key areas for greater efficiencies and cost savings.</td>
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<td></td>
<td>GCP partners with City of Cleveland, Cuyahoga County to create the Grow Cuyahoga Fund; loans used for small &amp; medium-sized businesses.</td>
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</table>
The Greater Cleveland Partnership is a member-led organization with volunteers serving on numerous issue-based committees. GCP membership provides a platform for networking and convening metro Cleveland’s business leaders on issues of regional importance.

Our involvement opportunities connect you—through your membership—to a broad spectrum of the Northeast Ohio business community and the region’s leading companies and organizations. Our members employ one out of every five workers in the region.
**Advocacy**
Speaking with one voice to advance the business community’s priorities

The Greater Cleveland Partnership’s Government Advocacy Team understands governmental and legislative processes and how the results can impact business.

They work with political leaders to create and shape government policy to advance our region by creating conditions that will maximize the economic development potential for all Greater Clevelanders. They also interact with the business community to identify public policy priority issues for the private sector.

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**2007**
- GCP, NASA Glenn and Ohio Congressional delegation secure $63M investment in Plum Brook Station and $5M State of Ohio grant.
- CDA successfully competes for an allocation of $25 million in New Markets Tax Credits from the federal government.
- GCP Business Development projects create more than 700 new jobs, generate $200M in capital investment and up to 1.5 million square feet of real estate development.
- GCP-supported initiatives provide more effective career preparation and opportunities for students at Max Hayes, E-Prep and Cleveland School of Science and Medicine.

**2008**
- Commission receives $1M grant to execute management of Minority Business Accelerator 2.5+, which completes first year with $9M in revenue growth for MBEs.
- GCP plays leadership role in formation of Cleveland Airport System Business Advisory Committee to help ensure CLE’s expanded air service meets business community needs.
- Local foundations & GCP member companies commit almost $3M for initial phase of STEM school construction project.
- CDA provides over $12M in investment for downtown and other neighborhood revitalization projects.
- $208M Euclid Corridor Health Line opens; estimated $4B in private development and improvements.

**2009**
- GCP and BUGC stakeholders help attract over $193M of federal stimulus dollars.
- CDA, with a $5.7M investment, helps initiate and re-energize $270M Flats East Bank project’s first phase.
- GCP advocates for State Issue 3, which passes, approving casinos for four Ohio cities including Cleveland.
- MBAccelerator 2.5+ generates $63M+ in revenue growth for MBEs.

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**Contact**

216.592.2222
advocacy@gcpartnership.com

Twitter
@GCPAdvocacy
INFRASTRUCTURE AND PHYSICAL DEVELOPMENT

Cleveland Development Advisors

Transforming Cleveland neighborhoods through catalytic investments
The Greater Cleveland Partnership is committed to accelerating the development of catalytic projects that transform Cleveland’s neighborhoods and attract investment. Since 1989, Cleveland Development Advisors—the GCP’s real estate and business development finance affiliate—has invested more than $382 million in 129 projects that have generated $3.6 billion of total development.

Greater Cleveland Civic Connection

Leveraging partnerships to enhance utility and transportation assets
The GCP supports infrastructure investment through the Greater Cleveland Civic Connection, a program that serves as a forum for public and private-sector leadership to engage and collaborate on projects and issues of critical importance to the economic climate of Northeast Ohio. These include waterfront accessibility and development, public space amenities, utility networks and multi-modal transportation systems.

CONTACT
216.592.2274
cda@gcpartnership.com
The Greater Cleveland Partnership is focused on supporting the growth and development of Northeast Ohio companies through our award-winning Business Development Team.

An active outreach and engagement program provides the team with information needed to effectively utilize the GCP’s resources and vast network to help make client companies more competitive and profitable. Connecting companies and resources is a priority for the business development team.

CONTACT
216.592.2208
businessdevelopment@gcpartnership.com
ECONOMIC INCLUSION
Driving efforts to include all citizens in Northeast Ohio’s economic development agenda

The Commission on Economic Inclusion is the Greater Cleveland Partnership’s program focused on helping Northeast Ohio employers connect the benefits of diversity and inclusion with their bottom line. It also works to ensure that minorities more fully participate in the benefits of, and contribute to, economic development in our region.

Measurable outcomes include increases in (1) board, senior management, workforce and supplier diversity among Northeast Ohio employers and (2) total revenue, value and number of employees for minority-owned businesses in our region.

CONTACT
216.592.2213
commission@gcpartnership.com

2016
- City of Cleveland shines during successful 2016 RNC; GCP plays key role in fundraising and ensuring that key physical development projects were completed on time.
- CDA receives $63 million in New Market Tax Credits to spur economic growth in Cleveland.
- Collaborative efforts by Air Service Advisory Task Force, Hopkins Airport and City of Cleveland land more nonstop flights at CLE.
- GCP launches Internship Central initiative.

2017
- CDA closes on a $6.3 million loan for One University Circle, the City of Cleveland’s first new high-rise apartment building to be constructed in 40 years.
- CDA provided an $8 million New Markets Tax Credit (NMTC) allocation for the new Children’s Museum of Cleveland (CMC).
- CDA closes on financing for the UH Rainbow Center for Women and Children in Midtown.
- Amazon confirms 2 fulfillment centers in Northeast Ohio.

- The Greater Cleveland Partnership, City of Cleveland and Cuyahoga County joined TeamNEO, JobsOhio, the State of Ohio and numerous local partners in submitting a bid for Cleveland to be the site of Amazon’s second headquarters known as HQ2.
- Joint Statement on the impact of immigrants on the Great Lakes economy is released by the Greater Cleveland Partnership and Global Cleveland.
- GCP Board approves new strategic plan.
EDUCATION AND WORKFORCE

Maximizing resources to build a highly knowledgeable and skilled talent pipeline

A renewed and reinvigorated public-private partnership is helping support the development of an educational system focused on preparing Cleveland Metropolitan School District and Northeast Ohio college students for highly skilled jobs and successful careers.

The Greater Cleveland Partnership is committed to working with its partners in the public and private sectors to ensure that Northeast Ohio creates, attracts and retains a 21st century workforce.

CONTACT

216.592.2249
smarbury@gcpartnership.com
Thank you for your generous support

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<th>Company Name</th>
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<td>Cleveland Indians Baseball Club</td>
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<td>Cleveland Marriott Downtown at Key Center</td>
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Rock & Roll Hall Of Fame & Museum
Rock Family of Companies
Rock The House Entertainment
Rockwell Automation
Roetzel & Andress
Ronald McDonald House of Cleveland, Inc.
Royal Plastics Inc
RPM International Inc
RSMUSS LLP
Russell Products Company Inc.
Ruth’s Hospitality Group, Inc.
Rutledge Group, Inc.
SACS Consulting & Investigative Services, Inc.
Safe for Home Products LLC
SAFEbuilt
Safeguard Properties, Inc.
Safety Controls Technology
SecureState LLC
Securicom
Sedlak Management Consultants Inc
Seize This Day
Selman & Company
Serpentini Chevrolet
Setco
Sgt. Clean’s Car Wash of Ohio LLC
Sheely’s Furniture & Appliance Co., Inc.
Sherri Johnson Consulting, LLC
Shook Construction
Siemens Industry Inc - Building Technologies Division
Silco Industries, Inc.
Signature Flight Support
Singleton & Partners LTD
Sisters of Charity Health System
Skanska USA Building Inc.
Skoda Minotti
SKRL Die Casting, Inc
Snively Group LLC
Socius1 LLC
Solupay
Sotera Health
South University
Southworth LLC
SP Corporation
Spectrum
Spectrum Global Equity
Speed Exterminating Co.
Spitzer Management, Inc.
Squire Patton Boggs (US) LLP
St. Augustine Health Ministries
St. Joseph Care Center
Staffing Solutions Enterprises Inc
Standby Screw Machine Products Co
Star Extruded Shapes Inc
Star Fab, Inc.
State Farm - Alec Hogan, ChFC State Farm Insurance
Stepstone Academy
Stern Advertising Inc
STF, Inc.
Strang Corporation
Stride Tool, LLC
Summitville Tiles Inc
Superior Beverage Group
T & J Fresh Mex Ltd
Taft Stettinius & Hollister LLP
Talent Specialists Consulting
Tarkett USA Inc
Tavens Container, Inc.
Taylor Oswald
Tazmanian Freight Forwarding Inc
TBP Avon Lake LLC
Teaching Cleveland
Team NEO
Team Sawyer
TeamLogic IT
TEC Communications
Technology Concepts & Design, Inc. (TCDI)
Technology Install Partners
Tect Power
The Adcom Group Inc
The AKA Team
The Albert M. Higley Co., LLC
The Alpha Group
The Austin Company
The Black Tie Experience
The Center for Community Solutions
The Centers for Families & Children
The City Club of Cleveland
The CJR Group Inc
The Cleveland Foundation
The Cleveland Museum of Art
The Cleveland Museum of Natural History
The Cleveland Play House
The Coniglio Company
The Fedeli Group
The Federal Metal Co.
The Fercill Group
The Finch Group
The Fund For Our Economic Future
The Gertsburg Law Firm
The Great Lakes Construction Company
The Growth Coach of Greater Cleveland
The Hattie Larlham Center For Children With Disabilities
The Krueger Group
The Law Offices of John D Clunk Co LPA
The Lubrizol Corporation
The MetroHealth System
The Metropolitan at the 9
The Mifsud Group
The Millcraft Paper Company
The NR Group
The Ohio Desk Co
The Orlean Company
The Pipe Line Development Company
The PNC Financial Services Group Inc
The Pre-Check Company
The Riverside Company
The RJ Martin Companies
The Sanson Company
The Schofield Hotel
The Shamrock Companies Inc
The Sherwin-Williams Co
The Significance Group
The Todd Organization of Ohio
The Union Club - Cleveland
The Utility Store, Inc.
The Vindicator Company
The Whitling-Turner Contracting Company
Thompson Hine LLP
thunder:tech
Tiffin University
TMW Systems Inc
Toerek Law LPA
Tomlinson Industries
Tora Construction
Total Line Refrigeration Inc
Transitional Living Centers
Transue & Williams Stampings Corporation
Tribute Inc
Tucker Ellis LLP
Tuki Corp
Ullman Electric
Ulmer & Berne LLP
Union Home Mortgage Corp.
United Airlines
United Cerebral Palsy Association
United Church of Christ
United Way of Greater Cleveland
University Circle Inc
University Hospitals
US Bank
US Communications and Electric Inc
USI Midwest Inc
USIlluminations, LLC
V Financial Partners
Valtronic

* Investor list as of December 31, 2017