



GCP Business Development

Update on Outreach, Retention & Expansion Activities



Growing our region's economy—and sustaining that growth—is at the core of the Greater Cleveland Partnership's (GCP's) mission.

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 have an expert staff ready to assist all businesses – small, middle-market, and large corporate – in achieving their growth objectives.

This document highlights the significant investments made by a wide range of Northeast Ohio businesses that utilized the guidance and assistance of the GCP Business Development Team and its numerous partner agencies. Last year produced incredible economic growth in our region, with nearly 7,000 new jobs created, over 15,000 jobs retained, and more than a billion dollars in capital investment committed during 2017.

As this economic momentum carries into 2018, GCP will continue to provide the expertise and resources to support the Northeast Ohio business community. Let us know how we can help your company maximize its potential.



Joe Roman
President & CEO
Greater Cleveland Partnership



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 Northeast Ohio's premier economic development organization as well as the leading business advocacy organization in our community.

BUSINESS DEVELOPMENT RESULTS CUYAHOGA COUNTY, THROUGH FIRST QUARTER

	2018, Q1
Company Visits*	86
Projects	9
Jobs Created	360
Jobs Lost [^]	(287)
Net Jobs Change	73
Jobs Retained	775
Project Investment	\$27.1 million

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

[^] based on WARN notices in Cuyahoga County

2018 COMPLETED DEVELOPMENT PROJECTS CUYAHOGA COUNTY, THROUGH FIRST QUARTER

Project	Jobs Created	Jobs Retained	Investment (\$ million)
A.M. Higley	25	100	\$2.1
Boyd Watterson	30	45	\$0.9
Brighton Best	-	55	\$15.0
Cleveland Culinary Launch and Kitchen	-	-	-
Echo Health, Inc.	40	58	\$4.3
Electronic Merchant Systems	-	180	-
Great Lakes NeurTechnologies	10	16	\$1.0
National Automotive Experts	30	146	\$3.0
SP Data	225	175	\$1.9

BOLSTERING BUSINESS EXPANSION & RETENTION

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.

By mid-year, the three organizations will more than double 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."



Featured Development Program: PORT OF CLEVELAND FINANCING

The Port of Cleveland provides a variety of services to support economic development in Greater Cleveland. In addition to its maritime transportation services and environmental stewardship initiatives, the Port offers competitive development financing services by utilizing its bonding capacity as a Port Authority. Through its Fixed Rate Financing Program, the Port is able to give smaller organizations the ability to borrow money in the capital market at investment grade rates for fixed assets. This program benefits larger businesses that would otherwise find an investment grade rating costly and difficult to maintain. Similarly, the Port offers an Infrastructure Financing Program that helps municipalities and developers finance public infrastructure improvement projects through tax increment financing (TIF) and/or special assessments. Larger businesses can also take advantage of Stand-Alone Financing, which allows them access to the capital market on their own credit. Finally, the Port's Structured Leasing Program can aid organizations that require a new facility but do not wish to own the asset. With a long term lease, the Port can build and own the building with a long term lease to the organization, which can provide tax and liquidity advantages during construction and beyond.

For more information on development financing, contact the Port of Cleveland at (216) 377-1351.

Project Profile: GREAT LAKES COLD STORAGE EXPANSION

The Greater Cleveland Partnership (GCP), in collaboration with state, regional and local partners, worked with the Gorbett Enterprises of Solon, Inc. (Great Lakes Cold Storage) to expand the company's headquarters operations in the City of Solon.

Great Lakes Cold Storage provides cold storage facilities and distribution capabilities for supermarket, food service, industrial, seasonal pick, commodities and ingredients. Through enhanced relationships with their existing customers, the company needed to expand to meet the demand.

The GCP Business Development team, along with its the regional network partners, provided technical expertise that created a highly competitive financial incentive package that enabled the expansion to move forward in Solon. The project resulted in a new 56,333 sq. ft. addition that will add 68 new jobs to the existing 135 employees.



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.

Deb Janik

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

Vince Adamus

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

Dana Allender

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

Shawn DaVis

Assistant 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

Sara Adams

Manager, Business Development
216-592-2302 • sadams@gcpartnership.com

Scott Harrington

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

Chris Urban

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

Doniella Ligon

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



Featured Development Partner: PORT OF CLEVELAND

The Port of Cleveland fosters job creation and economic vitality in Greater Cleveland through its global maritime services, its development financing services, and its initiatives in leading critical Cuyahoga River renewal and infrastructure projects focused on safeguarding jobs, commerce and recreational activities that depend on the river. Nearly 20,000 jobs and more than \$3.5 billion in annual economic activity are tied to the maritime activities at the Port and along the river system. Additionally, the Cleveland-Europe Express is the only regularly-scheduled international container service on the Great Lakes and provides the fastest and greenest route between Europe and North America's heartland. The Port also supports economic growth through its development financing services, which has leveraged more than \$5.2 billion in construction since 1993. These include such regional assets as the Hilton Cleveland Downtown hotel, the American Greetings Headquarters in Westlake, the Eaton Corporation Headquarters in Beachwood, and the Great Lakes Cold Storage facility in Solon.



Real Estate, Business & Physical Development

1240 Huron Road East, Suite 300 • Cleveland, OH 44115
(216) 592-2208 • BusinessDevelopment@gcpartnership.com
www.gcpartnership.com

