

Dear Kevin,

Many useful things being shared this week! Please take the time to check out everything I've shared below and consider how it can be applied to your day-to-day as we fill and serve (and support) Northeast Ohio's business development pipeline. It's possible that you might have just begun receiving or reading this weekly email (or maybe just finally decided to read your first) and may have no idea what it is or why someone from Team NEO is sending it to you. Maybe this explanation will help: Team NEO is a business-led, nonprofit business attraction and growth organization that markets Northeast Ohio to the world, attracts new businesses and helps those that are here grow (serving as the Northeast Ohio regional partner for JobsOhio, a private, nonprofit corporation that drives economic development and job creation for the state). We also work closely with economic development organizations across our 18 counties to provide tools that will support business growth in the region.

This message contains my informal notes of things I heard, saw or experienced this week that might just interest you or benefit our system. I figure that by sharing this information, we are optimizing each other's capacity to fill or serve our business development pipelines and make our clients, partners & stakeholders feel more confident that the system is interconnected. It is sent to our collective peers within Northeast Ohio's economic development ecosystem, as well as those that support its success, including professionals from public and private sector-led economic development organizations, as well as peers from government, higher education, and non-profit or philanthropic foundations.

*Quest for Victory!: Earlier this week, Quest Medical Imaging from the Netherlands announced that it has chosen Akron as its headquarters for operations as it expands into the U.S. marketplace. This opportunity began two years ago when Team NEO's Director of International Business Attraction, Bernardine Van Kessel visited the company during a Cleveland Plus sales trip to Europe, sharing the NEO business case to companies in the medical imaging space. Kudos to the City of Akron and the many other partners that converted this opportunity into a victory for Northeast Ohio. Check out the ABJ article here:

<http://www.ohio.com/cmlink/1.427563?print=1>

*JobsOhio Staff Updates: JobsOhio recently announced two new additions to the team. Aaron Pitts, has been named Managing Director for Biohealth and Food Processing & Agribusiness. Aaron comes to JobsOhio from Cardinal Health where he performed strategy and business development functions over the past 12 years. Nathan Estep, has been named Director of Financial Services. Nathan is an Ohio native and spent the last 10 years in working in the financial services industry. We hope to have them up soon to meet with our partners in the region.

*JobsOhio 2Q14 Report: Highlights from the report include 4,343 new jobs committed to be created with \$194 million in annual payroll, 32,304 retained jobs representing \$1.9 billion in payroll, \$704 million in new capital investment by companies. In the report, JobsOhio also provides a brief description of its new financial tools, funded with the profits from its 25-year franchise of the State's wholesale liquor enterprise. Download the report here: http://jobs-ohio.com/images/JobsOhio_Q2_Report_2013_Final.pdf

In our role as JobsOhio network partner, we are in the process of learning more about the requirements & guidelines associated with these new tools, and look forward to working with you to leverage these tools and other resources that can help companies in your communities grow in our region. If you are currently working with a company that is considering growing in your community, please ensure they are plugged into Northeast Ohio's business development system so that we can discuss these and all of the resources available to support its growth. Contact information can be found here:

<http://www.clevelandplusbusiness.com/JobsOhio.aspx>

***Best Practices - Networking:** This week I had the opportunity to join the Richland Community Development Group, Team Lorain County, as well as the Portage Development Board's update sessions with their local partners in their counties. I cannot stress enough the many ways these system-building exercises add value to the NEO economic development system. The networking and camaraderie, along with the nature of the information being shared, solidifies that foundation of trust & optimizes the NEO economic development delivery system's capacity to fill and serve its pipeline. Hearing success stories (wins, new programs, valuable connections, growth) and challenges (workforce, building inventory, support) facing peers is great therapy for us all, but also provides the opportunity to link and connect success or solutions to other peers around the region. It's the system, not just a single organization, which benefits when a company grows in the region.

***KSU Internship Placement Program:** Brad Ehrhart from the Portage Development Board introduced to Yvette Clayton, Business Experience Manager at Kent State's College of Business Administration. In addition to having one of the greatest job titles I've seen, Yvette's main charge to place KSU students as interns for companies seeking them. The program is a win-win for both businesses and students - and also for our region - so I had to share it with you! Connect your companies to this useful resource by contacting Yvette at yclayton@kent.edu or by phone at 330.672.1285.

***Best Practice Sharing - Tax & Incentive Reference Tool:** Earlier this week, I came across a "Business Taxes & Incentives Guide" created and maintained by the Youngstown-Warren Regional Chamber. It does an excellent job of outlining state and local cost advantages (such as taxes etc), as well as provides high level descriptors of various financial support programs & incentives that may be considered to offset costs associated with operating or growing in the Mahoning Valley. Kudos to Sarah Boyarko (sarah@regionalchamber.com) and her team at the Regional Chamber for developing this excellence reference tool that can be leveraged when interfacing with businesses considering growing in the region. Check it out here:

<http://regionalchamber.com/EconomicDevelopment/DevelopmentAssistance/~//media/YWRC/Files/PDF/ED%20Online%20Library/BusinessTaxGuide.ashx>

***Location Research:** Last week, I shared how web-based GIS tools are used by companies researching locations. To further support these inquiries, Team NEO employs a full-service research department so that we can provide fact-based research and data that not only helps our partners and customers but also helps us tell the regional economic story. We provide services such as market entry assistance, site searches, talent and demographic analyses, and general economic

trend data. Additionally, we produce regular regional collateral such as our quarterly Economic Reviews that are a trusted source of information on the economy of the region. Team NEO's research staff is able to provide information and support services that would be difficult or cost prohibitive for individual businesses and development organizations to duplicate. If you are working with a business that is considering growing here and have specific research needs, please contact us to learn more about how we might make the data work for you!

*Next Bring-Your-Own-Lunch and Learn - "Revitalizing Dormant Rail in Your Community": On Tuesday, September 24th the Hamman Consulting Group will be sharing a case study sharing the best practices and considerations involved with revitalizing a rail line that has been dormant. This session will take place at 12:30pm at the Brecksville Community Center. If you plan to attend, please let me know so that I can ensure we have adequate seating.

*Friday the 13th: As I was typing this message, I got to wondering if there was some pithy yet entertaining way to incorporate the phenomenon regarding today's date into the content. By now, you've got to be tired of reading this email, so I'll just provide a link to the this and let you learn more about today:
http://en.wikipedia.org/wiki/Friday_the_13th

Ok, that's it for this week. Maybe a bit lengthy, but hopefully much of it was useful. If for some reason you don't wish to receive this, feel free to let me know and I'll no longer burden you with it. But hopefully you find this sharing helpful.

Have a cool weekend! (based on what Hollie Strano just said, we all will!) Steve

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