



**JobsOhio**

**Ohio**

Department of  
Development

**Wednesday, August 31, 2011**

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**Welcome**

**Dean Monske**  
**President and CEO**

***Regional Growth Partnership***



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# Agenda

- *Welcome*
  - **Dean Monske, President and CEO, Regional Growth Partnership**
- *The Vision*
  - **Mark D. Kvamme, Interim Chief Investment Officer and President, JobsOhio**
- *Our Rationale*
  - **Kristi Tanner, JobsOhio**
- *Our Findings and Future of Ohio Department of Development*
  - **Christiane Schmenk, Director, Ohio Department of Development**
- *JobsOhio Structure*
  - **Mark D. Kvamme**
- *The JobsOhio - Northwest Ohio Partnership*
  - **Dean Monske, President and CEO, Regional Growth Partnership**
- *Question and Answer Session*

# The Vision

**Mark D. Kvamme**

**Interim Chief Investment  
Officer and President**

***JobsOhio***



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# Why Change?

- Customer service is severely lacking
- Slow and cumbersome approval process
- Proactive sales efforts are seemingly non-existent
- Participation from C-level execs is limited
- Coordination with regions needs improving
- Inability to maintain confidential information

# We Must Reform Our Approach

**Grow What We Have** – Build a coordinated retention and expansion program across the state

**Going on the Offense** – Create a proactive sales team that aggressively pursues new opportunities

**Fast and Smart** – Lead the market

**Peer to Peer** – Leverage private involvement

# The Way to Reform

## 1. Create JobsOhio

Creating a winning strategy, being proactive to land more investment and jobs in Ohio

## 2. Provide Sustainable Funding

Reliable, ongoing revenue stream for economic development, along with private sector support

## 3. Equip it with the best Talent, Tools, & Processes

Top talent and an economic development toolbox that's more competitive and wins more deals

# JobsOhio Metrics

- Net new job creation and increased payroll
- New capital investment to Ohio
- Return on investment

# JobsOhio Board Members

**James C. Boland**

*Retired Vice Chairman, Ernst & Young  
Former President, CEO & Vice Chairman,  
Cavaliers Operating Company*

**Steven A. Davis**

*Chairman of the Board & CEO,  
Bob Evans Farms Inc.*

**E. Gordon Gee**

*President,  
The Ohio State University*

**C. Martin Harris, M.D.**

*Chief Information Officer, Cleveland Clinic  
Chairman, Information Technology Division*

**Gary R. Heminger**

*President & CEO,  
Marathon Petroleum Corporation*

**Mark D. Kvamme**

*Special Limited Partner,  
Sequoia Capital*

**Bob McDonald**

*Chairman of the Board,  
President & CEO, Procter & Gamble*

**Pamela Springer**

*President & CEO,  
Manta Media*



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# Our Rationale

**Kristi Tanner**

***JobsOhio***



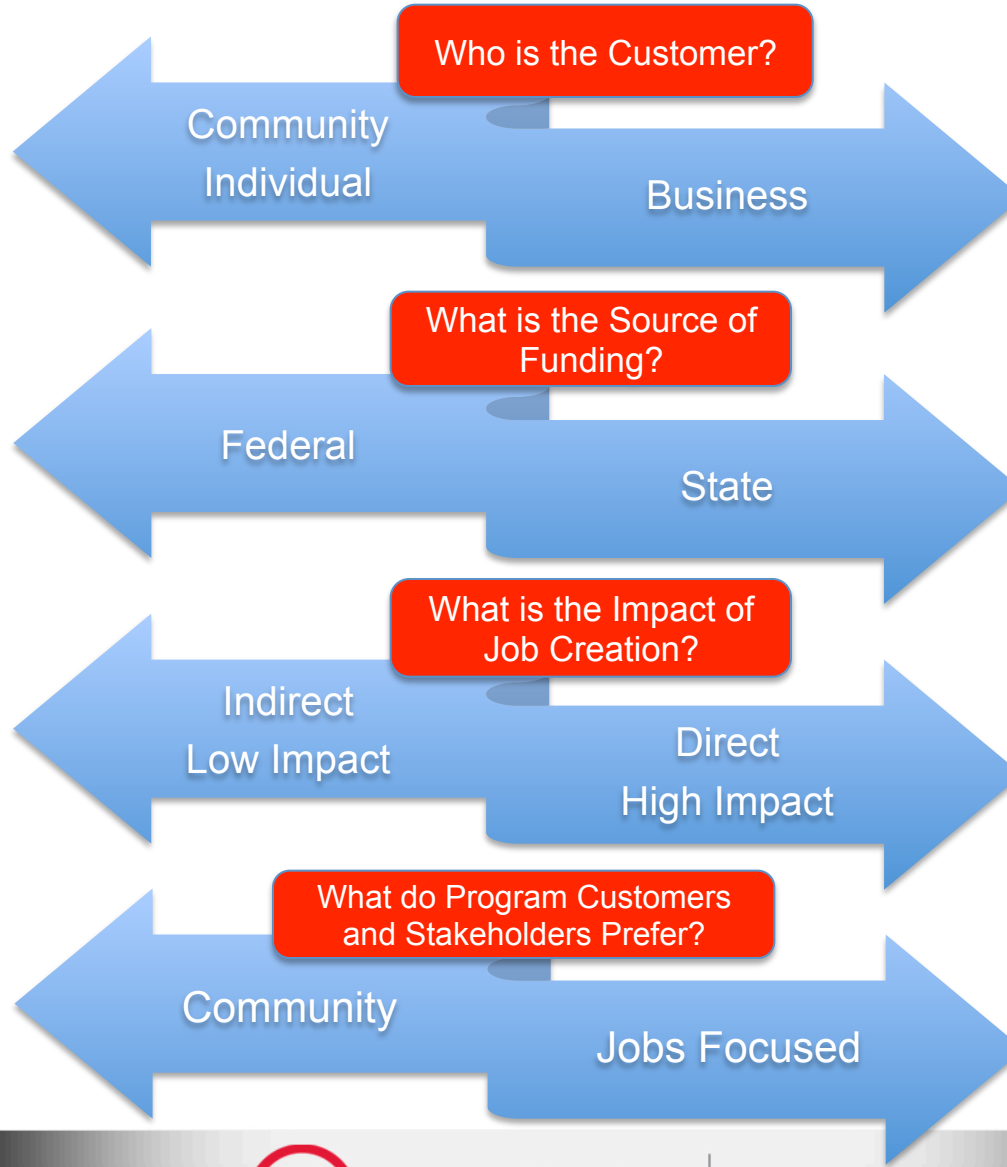
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# Rationalization Criteria

## Four Questions to Guide Decisions



Federally funded programs and services geared toward communities and individuals will remain with the state. Many of these programs have a more indirect impact on job creation



State funded programs and services that serve the business community and have a direct, high impact on job creation will move to JobsOhio



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# Our Findings and Our Future

**Christiane Schmenk**

**Director**

***Ohio Department of Development***



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## Rationalization Criteria

### Four Questions to Guide Decisions



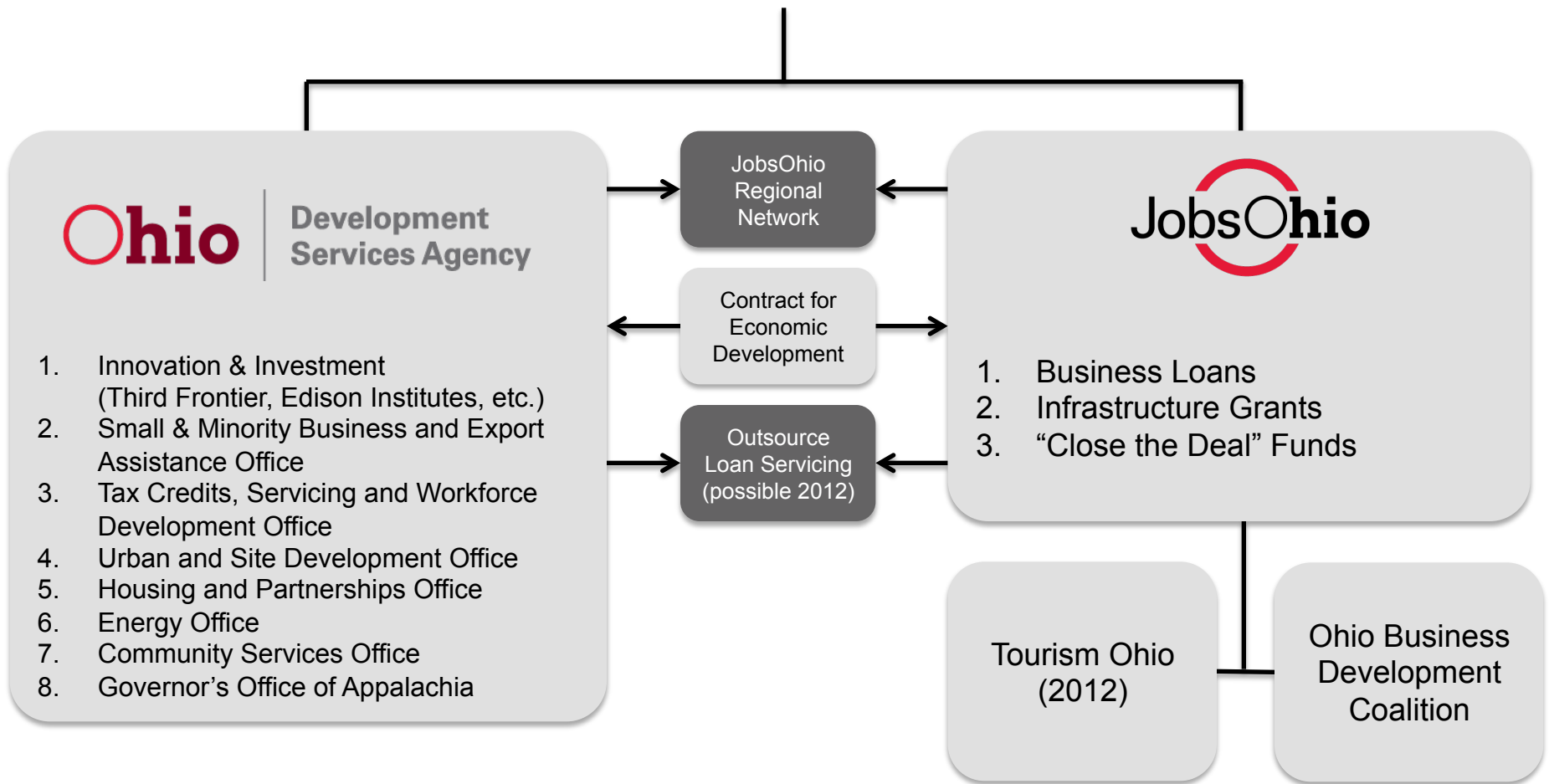
- Community Development
- Small Business
- Global Markets
- Governor's Office of Appalachia
- Minority Business
- Ohio Energy Resources
- Ohio Film Office
- Policy, Research & Strategic Planning
- Regional Offices
- Technology & Innovation
- Urban Development
- Workforce & Talent
- Ohio Tourism
- Strategic Business Investment



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# Guiding Principles

- Focus on customers
- Continuously find efficiencies
- Provide a “pace of business” link to JobsOhio
- Provide assurance of strong oversight of JobsOhio
- Greater leverage of limited resources
- Metrics-driven and outcome focused





# JobsOhio

**Mark D. Kvamme**

***JobsOhio***



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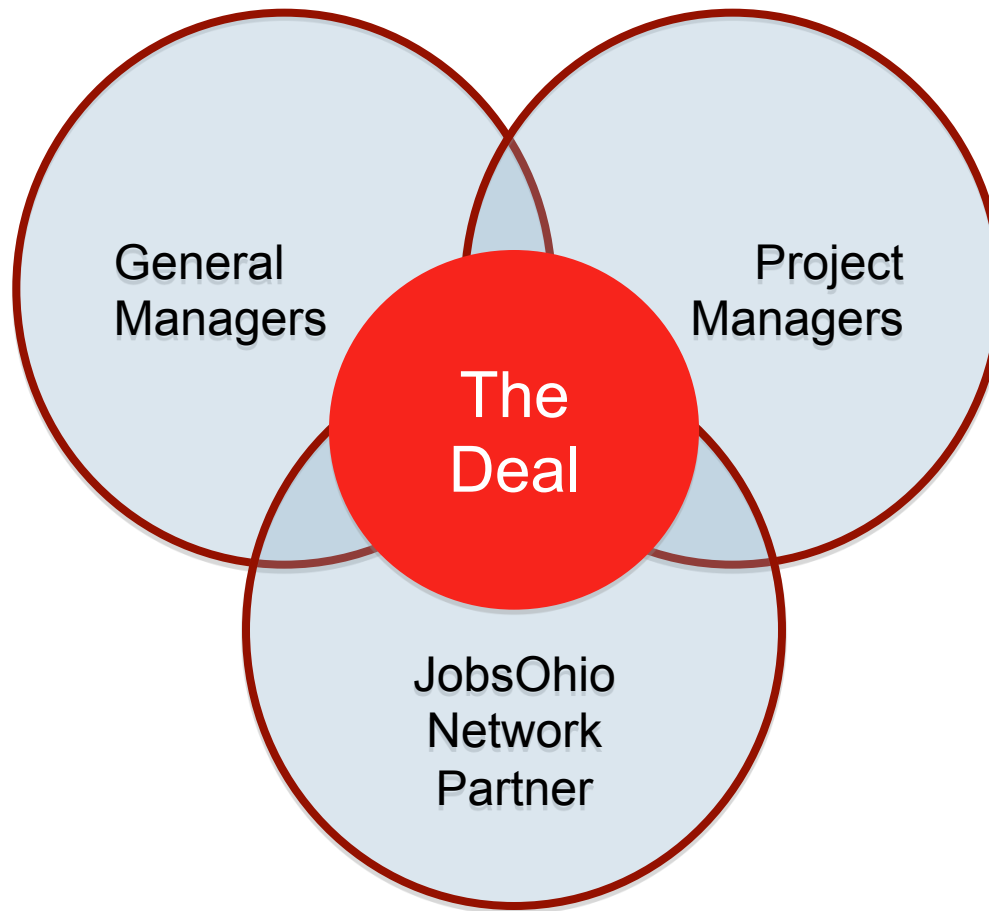
# Targeted Industries

1. Aerospace & Aviation
2. Automotive
3. Banking & Insurance
4. BioHealth
5. Consumer Products
6. Energy
7. Food Processing
8. Information Services & Software
9. Polymers

## Business Functions where Ohio is strong:

- Advanced Manufacturing
- Headquarters
- Back Office, IT
- Logistics & Distribution
- Research & Development

# JobsOhio Organization



# Regional Deal Flow Process



# The JobsOhio - Northwest Ohio Partnership

**Dean Monske**  
**President and CEO**

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# Questions

[www.jobs-ohio.com](http://www.jobs-ohio.com)



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