



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**

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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



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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



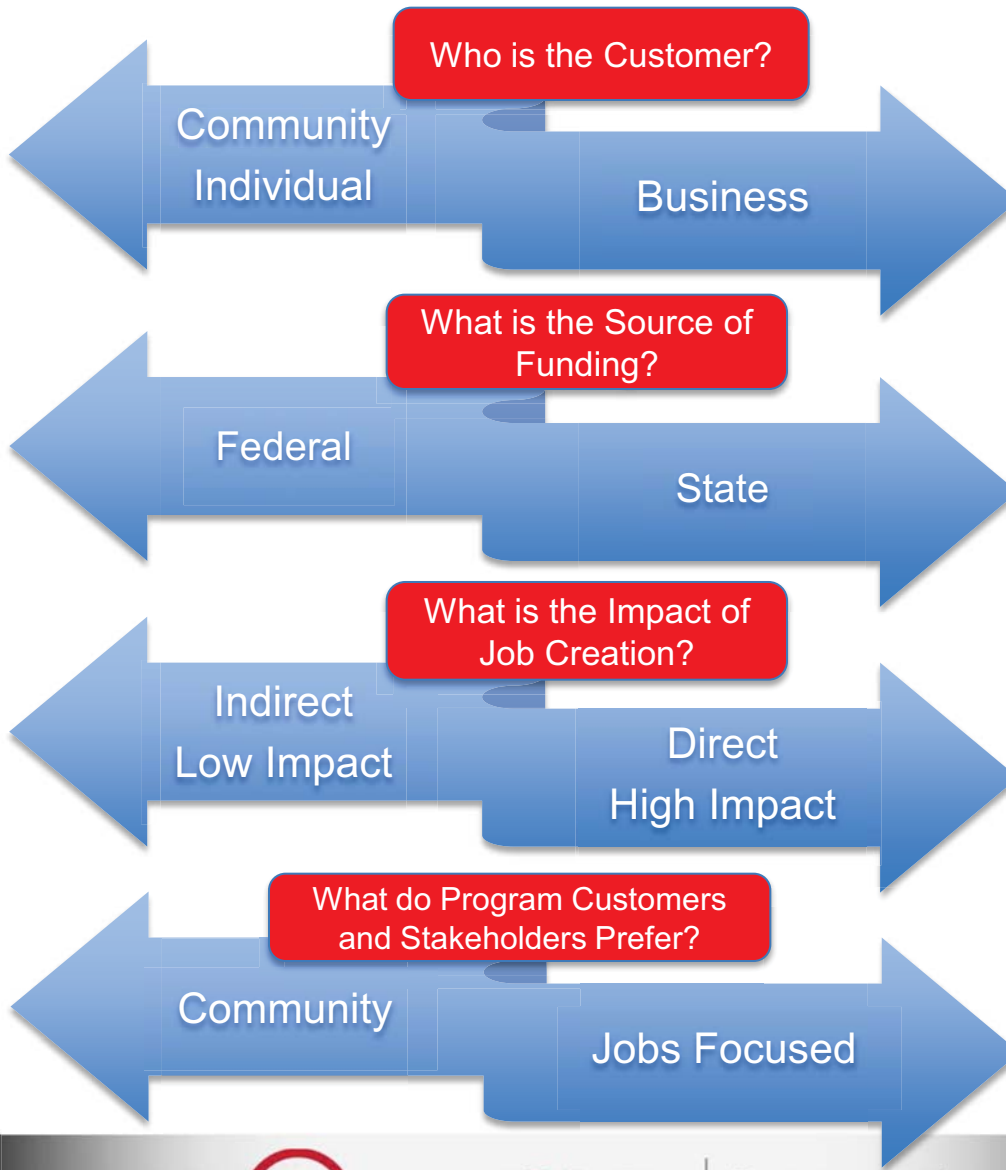
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Rationalization Criteria

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



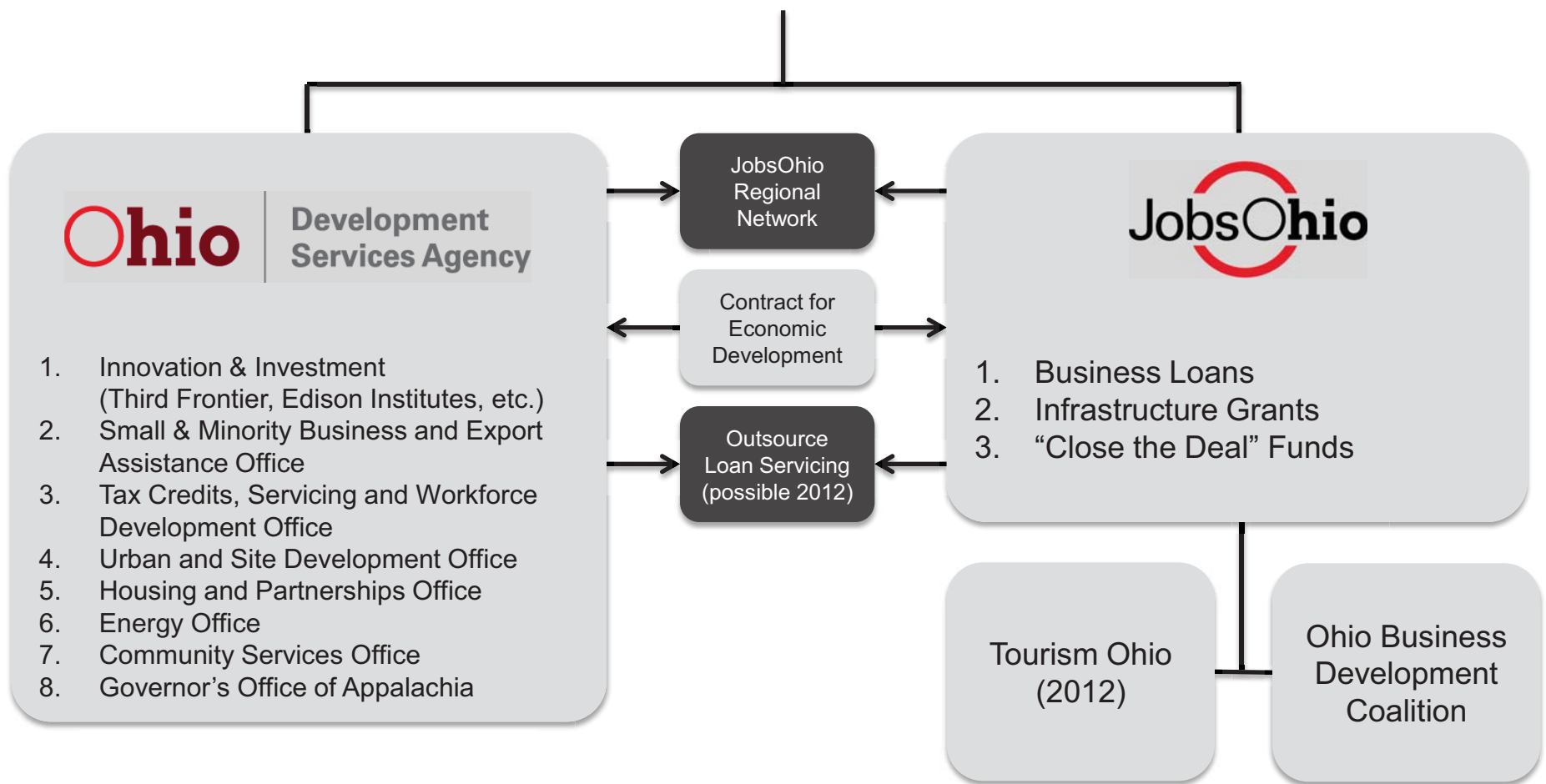
- Community Development
- Small Business
- Global Markets
- Governor's Office of Appalachia
- Minority Business
- Ohio Energy Resources
- Ohio Film Office
- Policy, Research & Strategic Planning
- Regional Offices
- Technology & Innovation
- Urban Development
- Workforce & Talent
- Ohio Tourism
- Strategic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



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Mark D. Kvamme

JobsOhio



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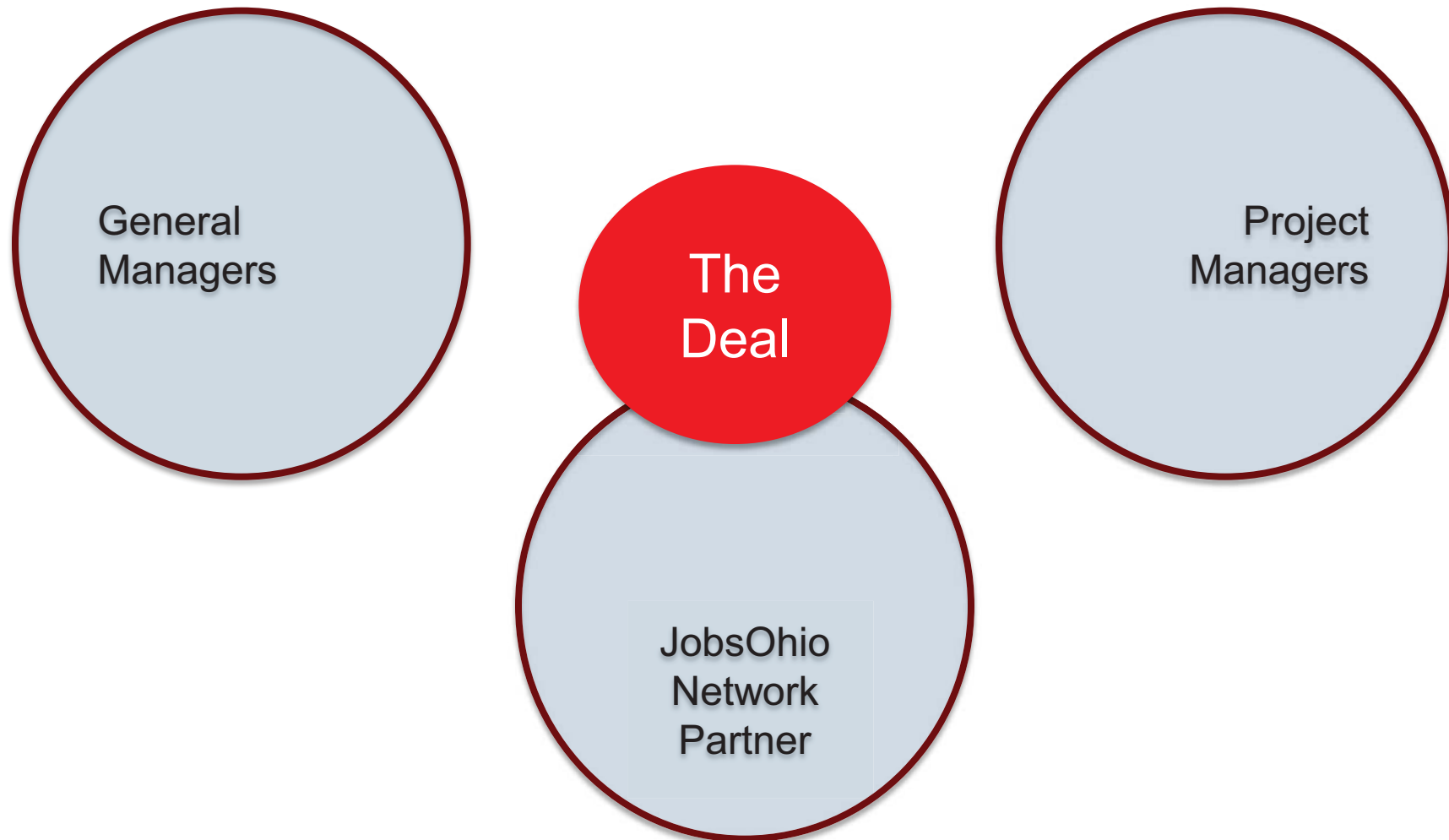
Targeted Industries

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



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