

Dear Friends of the Fund,

In these most challenging of times, we are regularly reminded of the importance of our collaboration's mission to strengthen the economic competitiveness of Northeast Ohio. The global economic collapse both adds challenges and creates opportunities.

While there is great uncertainty in the market, we know one thing for sure: the global economy will grow again. The Fund for Our Economic Future is committed to working with our partners to ensure that Northeast Ohio makes the systemic changes necessary so that our region's economy is in a position to grow again along with the global economy. In Phase 2 of our collaboration, we have focused on making those changes through our region's economic action plan, Advance Northeast Ohio.

I am pleased to share this report with you to provide an overview of the outcomes of our work to date in Phase 2 and outline our objectives for the remainder of this phase, which ends in February 2010. The Fund's work is long-term, but our efforts are already paying dividends. For example, our grantmaking during the last two years has supported the region's ability to compete for jobs and investment with the following results:

\$ 78 MILLION in new annual payroll attracted

\$106 MILLION in state Third Frontier program investments in research and commercialization projects

\$571 MILLION of venture capital invested in Northeast Ohio's expanding portfolio of promising companies

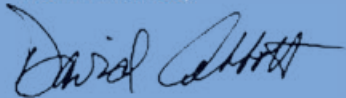
This report highlights a handful of those promising companies in our region that have been assisted by the Fund and our grantees. These companies represent an important part of the future of our economy and our region. I hope you will enjoy learning a little bit about their stories of success and that you will share their stories with others.

These companies and many more like them will enjoy success if our region continues to unite behind the four priorities of Advance Northeast Ohio:

- >> Business growth and attraction**
- >> Talent development**
- >> Racial and economic inclusion**
- >> Government collaboration and efficiency**

Your continued support and work on behalf of our collaboration is at the root of the Fund's success, and I deeply appreciate your commitment as we plan for the next phase of our work. The Fund is a beacon of regional collaboration and proves that together we can advance Northeast Ohio.

Warm wishes,



David Abbott
Chair



David Abbott



About the Fund for Our Economic Future

Formed in 2004, the Fund for Our Economic Future is a regional charitable collaboration committed to strengthening the economic competitiveness of Northeast Ohio.

Members of the Fund work together to support Advance Northeast Ohio, the region's economic action plan that is focused on four priorities:

>> *Business growth and attraction*

>> *Talent development*

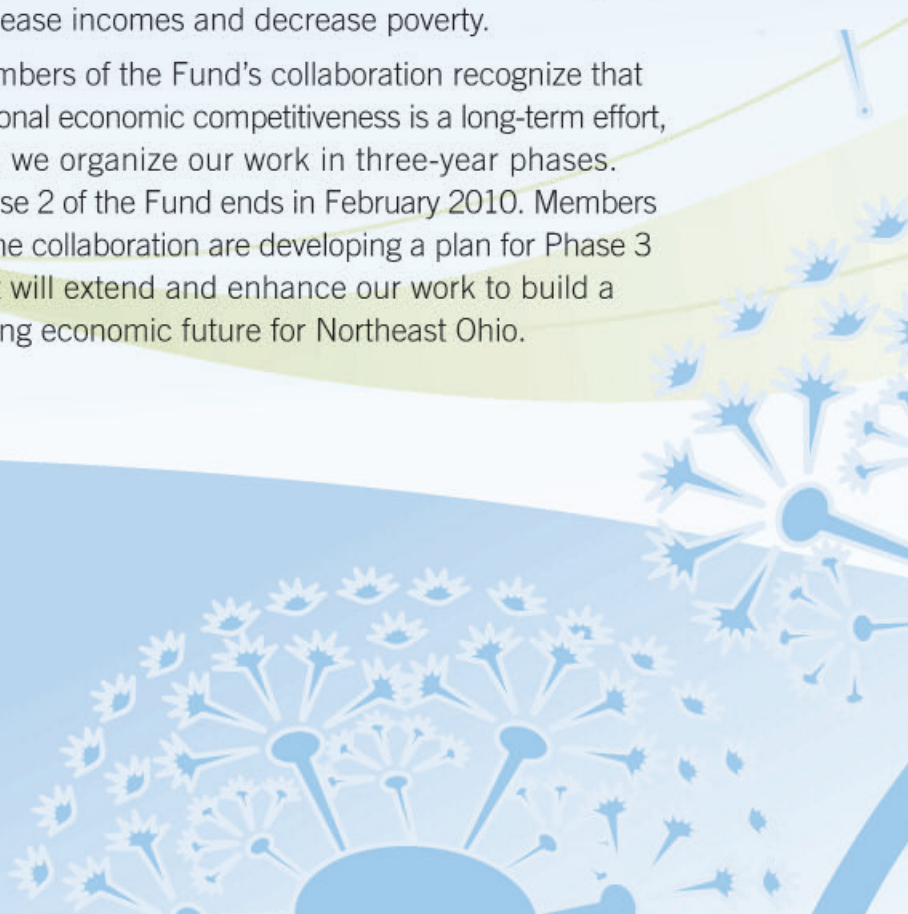
>> *Racial and economic inclusion*

>> *Government collaboration and efficiency*

More than 100 organizations and individuals have contributed to the Fund. The Fund's decision-making body, the Funders Committee, had 67 members as of April 2009.

The Fund performs its work through **grantmaking**, **research** and **civic engagement**. Through March 2009, the Fund has awarded a total of \$46 million in grants to support regional initiatives to create jobs, increase incomes and decrease poverty.

Members of the Fund's collaboration recognize that regional economic competitiveness is a long-term effort, and we organize our work in three-year phases. Phase 2 of the Fund ends in February 2010. Members of the collaboration are developing a plan for Phase 3 that will extend and enhance our work to build a strong economic future for Northeast Ohio.



Advancing Northeast Ohio

Our Region's Promising Growth Companies

The economic transformation at the heart of the Fund's mission will result in more jobs and investments in our region. Many of those jobs and investments will be created by companies supported by our grantees. This portfolio of promising companies – more than 100 strong – represents Northeast Ohio's economic future.

They make and sell innovative products and services to growing global markets. The Fund is pleased to share a few of their stories with you in this report, and more of their stories are available online at FutureFundNEO.org. Please share these stories with others as you talk about the economic future of Northeast Ohio.



Kent Displays, Inc. (Kent, OH) is a world leader in the research, development and manufacture of no power liquid crystal displays for unique, sustainable applications. Kent Displays has utilized the resources and expertise of the FLEXMatters Accelerator, a partnership formed by Kent State University and Fund grantee NorTech, designed to produce a new generation of advanced materials and promote regional economic development. Kent Displays enjoys Northeast Ohio's extensive university research community; availability of technical talent produced by many regional post-secondary institutions; low cost of living and overall quality of life to attract and keep technical talent; and synergies with other members of the region's growing high tech business community.



Advancing Northeast Ohio



Astro Manufacturing & Design (Eastlake, OH) is a full-service custom manufacturer offering comprehensive manufacturing services for businesses in the medical, aerospace, automotive, and other industrial and technology related industries. The company received support from Fund grantee MAGNET by participating in the 2007 Competitiveness Challenge, which strengthened internal teambuilding, encouraged sharing and benchmarking, increased peer awareness, and achieved recognition. Astro called the challenge "one of the best ways in Northeastern Ohio to drive internal improvement and interact positively with other manufacturers." The company's best customers are located in Northeast Ohio. And with the region's focus on attracting new medical and bioscience companies, Astro's opportunities continue to increase. Also, Astro finds Northeast Ohio to be attractive to out-of-state customers who recognize its strength in manufacturing.



Syncro Medical Innovations (Youngstown, OH) developed the FDA-approved Syncro Blue Tube, a novel magnetically guided enteral feeding tube that achieves successful duodenal placement at bedside without fluoroscopy, endoscopy or medications. Syncro is dedicated to advancing breakthroughs in enteral nutrition. Fund grantee BioEnterprise played an essential role in Syncro relocating to Northeast Ohio by connecting the company with key figures at the local, state and federal level. These connections helped the company secure prime office space, obtain a \$350,000 Third Frontier grant for research and commercialization, and obtain \$2.1 million in federal funding. Syncro has found Northeast Ohio has all of the resources and support needed to launch a successful medical device company, including world class institutions to help with clinical trials. Syncro credits the "amazing" level of cooperation and support it has received from all levels of government with allowing the company to grow quickly, and calls Northeast Ohio the place to be for any aspiring company.

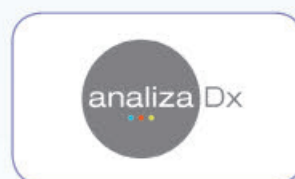




Global Point Technologies (North Royalton, OH) offers expertise in low voltage and fiber cable installation and components. It is a full-service structured cabling company specializing in data, voice, video and security/fire solutions and transmission. Global Point Technologies has received support from the Minority Business Accelerator 2.5+, a Fund grantee. The Accelerator helped the company further develop its infrastructure by formalizing all processes and procedures, allowing it to operate more effectively and profitably. Additionally, the Accelerator helped Global Point Technologies increase business contacts and opportunities. The company cites Northeast Ohio as an attractive place to grow because of the region's diverse and growing business sector. Numerous health care construction projects in the region have provided Global Point Technologies with significant growth opportunities.



AnalizaDx LLC (Cleveland, OH) has developed, validated and patented a low cost, automated technology that will dramatically improve cancer detection across multiple forms and stages of the disease. Fund grantee JumpStart invested early in AnalizaDx, recognizing its significant potential for the local community and the nation's leadership in health care. JumpStart also invested, together with other private funds, in a follow-on round. The ready availability of expert business development, marketing and fund raising from JumpStart became an integral part of the company's ability to rapidly develop and commercialize its first diagnostics product for prostate cancer. AnalizaDx credits Northeast Ohio as "an ideal fit" for leadership in health care, especially in showing how strong local collaborations can result in efficient and productive development of unique medical products.



Advancing Northeast Ohio



Triple A Builders (Cleveland, OH) is a Northeast Ohio commercial and residential construction company committed to excellent customer service and quality workmanship, as well as green construction practices and procedures. Additionally, the company takes pride in its diverse workforce. Fund grantee Minority Business Accelerator 2.5+ directly contributed to the growth and sustainability of Triple A Builders by providing resources as well as hands-on training such as CEO mentoring and coaching, administrative training and support, and access to opportunities and capital. Northeast Ohio has provided Triple A Builders with the opportunity to grow its business and offer employment opportunities. Through the collaborative efforts of organizations such as ShoreBank, Employment Connection, Cuyahoga County Administration, Greater Cleveland Lead Advisory Council, Cleveland Police Athletic League, and Department of Community Development/Division of Neighborhood Services, Triple A Builders will continue to participate in the revitalization of Northeast Ohio.



Knotice (Akron, OH) enables companies to achieve the highest return possible on investments in direct digital marketing. This is made possible through Knotice's on-demand platform Concentri. It is the only platform that unifies the vital direct digital marketing functions that businesses need to create profitable relationships with prospects and customers on web sites, through e-mail and over mobile phones. Fund grantee JumpStart helped Knotice grow in two key ways—investment and advice. JumpStart provided the capital that allowed Knotice to hire additional employees to accelerate product development and ramp up an intensified sales and marketing effort. Additionally, JumpStart professionals provided Knotice's management with advice on running the business, raising capital and accessing talent. Those actions lead to crucial value-building activities that have prepared Knotice to raise venture capital. Knotice credits Northeast Ohio for its abundance of well-trained technology talent and attractive low cost of living.





STACK Media (Cleveland, OH) has risen to the Top 10 list of online sports properties. It reaches a hard-to-reach audience (12-24 year-old active males) with content featuring training, nutrition, sports skills, fashion, gear and entertainment choices of elite professional athletes. Launched last year, STACK has partnered with six major web properties (including Eastbay.com and Footlocker.com) and reached nearly five million unique visitors by December 2008. Fund grantee JumpStart has assisted STACK through funding and more. Through JumpStart's Entrepreneur in Residence program, STACK received advice on setting up an appropriate organizational structure, as well as guidance on setting targets for employees to improve overall productivity, efficiency and achievement of corporate goals. The heart of STACK's mission is to serve the needs of athletes in Northeast Ohio, who are among the most passionate in the country. Being located in the region helps the content team keep their finger on the pulse of the core demographic and best serve athletes' needs.

**STACK
MEDIA**



Proxy Biomedical (Cleveland, OH) is a leading innovator in research, design, development and manufacture of high quality medical devices for repair and regeneration of tissue. Proxy Biomedical provides medical devices that combine minimally invasive surgery techniques with optimal tissue regeneration. Fund grantee BioEnterprise has helped Proxy Biomedical with fundraising, networking and developing corporate infrastructure. Fund grantee Team NEO has assisted in procuring funds for research and market development through the Global Cardiovascular Innovation Center at the Cleveland Clinic, the City of Cleveland and the Ohio Department of Development. Northeast Ohio provides Proxy Biomedical access to partners, customers and workforce critical to its success. Establishing U.S. operations in Northeast Ohio allows the company to take advantage of critical product development support and clinical trials that enable accelerated growth and service to the world's largest market, the United States. Proxy Biomedical chose Northeast Ohio for its leading health care and educational institutions, as well as Ohio's strong biomedical commitment.

**PROXY
BIOMEDICAL**



SPARKBASE

CerviLenz

CSF
THERAPEUTICS

THERMOTION

within3

SPINEMATRIX

NeoMed

ARTERIOCYTE

RSP Tooling

Therapy Partners

ricerca

MAR SYSTEMS

EarlySense



WHOLE HEALTH

PartsSource
THE ANSWER IS YES!

Navotek
MEDICAL LLC

IMALUX

Aria Analytics

ZIN Medical

ReinChemic

NDI Medical
Innovative Design and Research

HCS
HEALTH CARE SOLUTIONS

SLY
INC.

ProPractica Inc.

hotcarps.com

hotcarps.com

Grantmaking

Major Grantee Performance and Projections

The majority of the Fund's charitable grant dollars go to six grantees that are working throughout the 16 counties of Northeast Ohio to help the region attract jobs and investments. To the right, we recognize our grantees with a brief overview of their organizations, the total grants they have received from the Fund, their performance during Phase 2 and their projected outcomes for 2009.



FUND SUPPORT:

\$8.9 million

MISSION:

Form, recruit, accelerate and grow health care and bioscience companies.

PERFORMANCE:

BioEnterprise has helped establish Northeast Ohio as a global bioscience center. With more than \$150 million in venture capital raised annually and more than a half dozen bioscience investors with offices located here, the region is now the largest market for bioscience venture firms between the coasts. BioEnterprise has helped more than 60 companies raise capital.

2009 PROJECTED OUTCOMES:

- Assist the region's bioscience companies in raising \$170 million in growth capital as part of a five-year, \$500 million goal
- Recruit eight bioscience companies to the region
- Help establish or attract two new venture capital firms to the region
- Assist the BioInnovation Institute in Akron in raising \$50 million in additional financial support



FUND SUPPORT:

\$9.3 million

MISSION:

Accelerate growth of early-stage businesses and ideas into venture-ready companies.

PERFORMANCE:

Companies assisted by JumpStart have raised more than \$100 million in growth capital. JumpStart has directly invested in 38 companies and in 2008 those companies raised a total \$38.6 million in capital.

2009 PROJECTED OUTCOMES:

- Directly invest \$3.75 million in 14 early-stage companies
- Help the North Coast Angel Fund to invest \$1.6 million in three new companies
- Support existing portfolio companies in raising \$77 million in additional growth capital
- Assist portfolio companies in attracting C-level executive talent to accelerate growth



FUND SUPPORT:
\$3.1 million

MISSION:
Support, educate and champion manufacturing in Northern Ohio.

PERFORMANCE:
In the first three quarters of 2008, MAGNET worked with manufacturers to increase their top-lines by \$103 million. Those companies developed and introduced 115 new products. Half of the companies helped by MAGNET in that period were new clients. The companies created and/or retained 1,466 jobs—90% of which were non-automotive or truck industry related. Increased investment by manufacturers in plant, equipment, operations and human capital was \$36 million.

2009 PROJECTED OUTCOMES:

- Increase top-line revenue growth of client companies by \$75 million
- Assist client companies in creating or retaining 654 jobs
- Help client companies reduce costs by \$11.25 million
- Client companies to invest \$19.6 million in operations
- Assist client companies in bringing 63 new products to market

**Minority Business
ACCELERATOR 2.5+**

FUND SUPPORT:
\$2 million

MISSION:
Increase the capacity of existing minority-owned enterprises and create new business opportunities so that they can significantly boost sales and employment.

PERFORMANCE:
Launched in January 2008, the accelerator helped nine companies complete transactions worth more than \$6 million in 2008. Those companies added more than 30 employees.

2009 PROJECTED OUTCOMES:

- Assist 12 additional African American- or Hispanic-owned companies in securing large business deals that will increase each company's sales at least 20% and double employment over three years



FUND SUPPORT:
\$7.4 million

MISSION:
Build a vibrant and globally competitive economy by serving as the strategic voice and catalyst for technology-based economic development in Northeast Ohio.

PERFORMANCE:
NorTech worked with the State of Ohio to extend the Third Frontier program, which invests more than \$100 million a year in the region's technology and commercialization efforts. It successfully launched the TechLift program, which supports small companies with technology-based innovation projects.

2009 PROJECTED OUTCOMES:

- Develop industry cluster plans for two industries: advanced energy and polymer-based liquid crystals
- Secure broad support for reauthorization of the state's Third Frontier Initiative and increase federal support of regional technology-based economic development initiatives



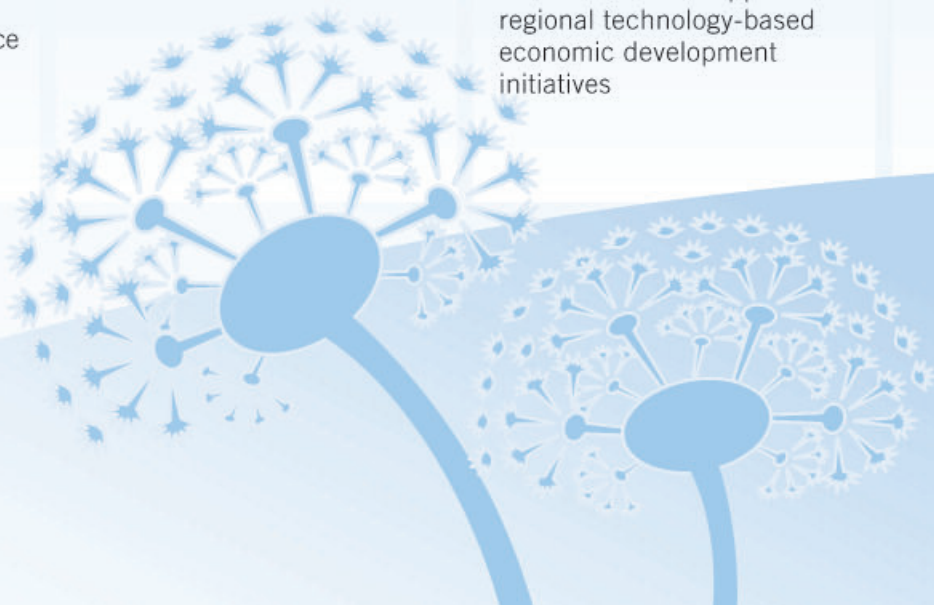
FUND SUPPORT:
\$7.7 million

MISSION:
Advance Northeast Ohio's economy by attracting businesses worldwide to the 16-county Cleveland Plus region.

PERFORMANCE:
Team NEO worked with its partners in the region to attract more than 20 companies to Northeast Ohio, bringing 2,200 new jobs, \$78 million in new annual payroll, and a total estimated annual regional economic impact of \$150 million.

2009 PROJECTED OUTCOMES:

- Attract \$40 million in new payroll to the region
- Generate 80 qualified new business attraction leads
- Reside on the "short list" for 20 business attraction opportunities



Economic Competitiveness Initiatives

Each of our six major grantees is a leader in the region's efforts to increase collaborations that strengthen Northeast Ohio's ability to compete. The Fund also provides grants to three other regional initiatives that are addressing the priorities of Advance Northeast Ohio.



FUND SUPPORT:
\$491,300

BACKGROUND:
The Regional Talent Network is a regional collaboration supported by the State of Ohio to revamp the way workers are trained and prepared for employment in the region. The region's investment in the talent development system is about \$522 million a year. Other partners in the initiative include the region's universities and community colleges, chambers of commerce and workforce development entities. This work is directly tied to the Fund's efforts to support high-growth industries.

2009 PROJECTED OUTCOMES:

- Implement regional health care pathways initiative, which will result in more residents being trained more quickly for careers in health care fields
- Develop career pathways initiatives in two other key employment sectors (to be identified)
- Win state financial support for a regional internship and co-op initiative
- Implement a job skills enhancement program for low-skilled workers with support of national foundations



FUND SUPPORT:
\$120,000

BACKGROUND:
Education Works is a regional collaborative to create a 21st century learning community in Northeast Ohio. It is intended to strengthen our schools' capacity to develop 21st century skills, which include more experiential learning (e.g., co-ops and internships) as well as employment-relevant critical thinking skills.

2009 PROJECTED OUTCOMES:

- Implement four pilot projects that will expand 21st century skills development in our region's schools
- Implement a regional network to support 21st century skills education in the region



FUND SUPPORT:
\$600,000

BACKGROUND:
The Northeast Ohio Mayors & City Managers Association is leading the Regional Prosperity Initiative by developing a framework to implement broader regional planning that will accelerate economic growth and ensure that the benefits of that growth would be shared among participating communities, thereby reducing inefficient intra-regional competition and limiting no-growth sprawl.

2009 PROJECTED OUTCOMES:

- Establish the legal capacity to support a regional revenue sharing plan
- Develop a regional planning framework that is supported by state officials, the region's municipal planning organizations and local governments
- Implement a sub-regional pilot of the regional planning and revenue sharing plan

Research

The Fund for Our Economic Future uses research to help focus our work on the issues that matter most to our region's economic competitiveness. In 2008, the Fund completed three major research efforts: Dashboard of Economic Indicators, Cost of Local Government Research and the Barometer of Economic Attitudes.



Dashboard of Economic Indicators

The third edition of the Dashboard measured the economic performance of 136 metropolitan statistical areas (MSAs) in the United States and identified nine common growth factors in metropolitan areas. Because of the time lag in available data, the most recent Dashboard measures the region's economic performance in 2006.

The Fund's work is primarily focused on improving the region's performance in four of those factors:

- Skilled Workforce and R&D – Measures the educational attainment and quality of a region's labor force and advanced research activities
- Technology Commercialization – Primarily focuses on patents and venture capital in a region
- Racial Inclusion and Income Equality – Measures poverty and racial segregation
- Business Dynamics – Measures the ratio of business openings to closings in a region



During Voices & Choices, an 18-month civic engagement program conducted by the Fund in 2005-06, the public identified streamlining local government as a top priority.

In response to that call, the Fund joined with individual foundations and chambers of commerce to commission a study that examined the cost of local government in the 16 counties of Northeast Ohio vs. other regions in Ohio and the United States. The supporters of the research believe that the first step toward making government more efficient is having a good understanding of how much our governments are spending. The Center for Governmental Research (CGR) of Rochester, N.Y., completed the research and a report was released to the public in July 2008.

CGR said the key findings of its examination of government spending in Northeast Ohio included:

- 656 Northeast Ohio government entities (16 counties, 169 municipalities, 164 townships, 99 special districts and 208 school districts) provided data for the most recent Census of Governments (2002) and reported total spending of nearly \$16 billion; more than 10% of the region's overall economy.

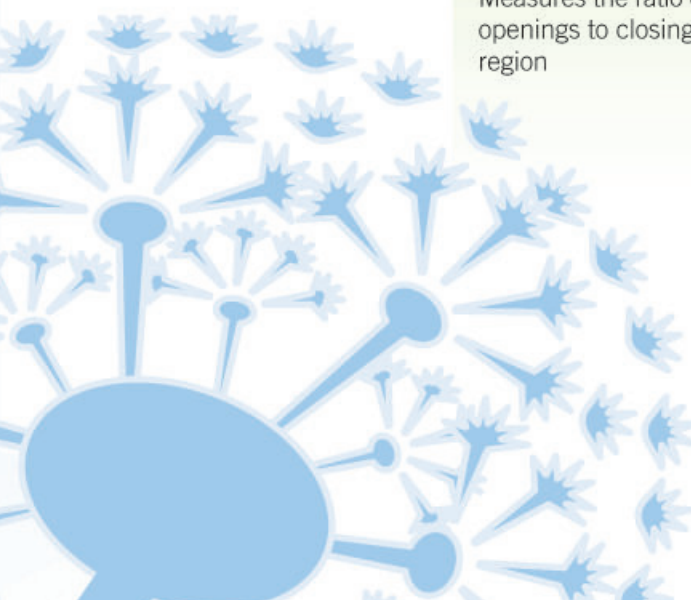
- In analyzing data for the 604 Northeast Ohio governments that reported for all three of the most recent Census of Governments (1992, 1997 and 2002), CGR found spending rose from \$9.25 billion to \$15.7 billion. On a per capita basis, spending rose 68%. The inflation rate in the Midwest for the same period was about 29%.

Of the regions studied, the two with the highest government expenditures – the Twin Cities and Northeast Ohio – also had the greatest number of governmental units.

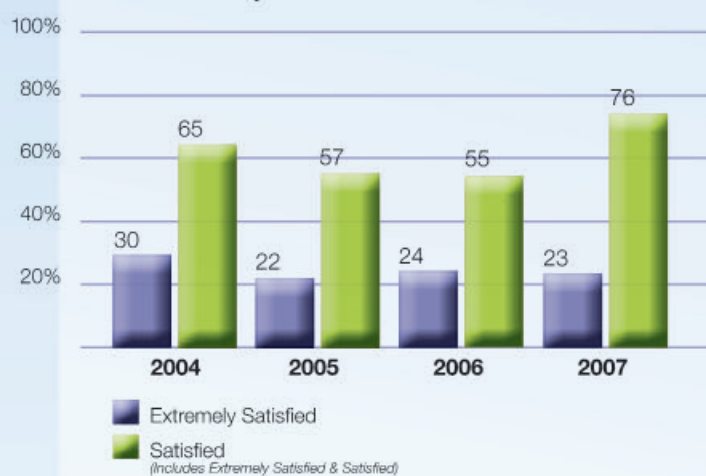
The Fund's partners in the project were:

The George Gund Foundation
Samuel H. and Maria Miller Foundation
Greater Cleveland Partnership
Canton Regional Chamber of Commerce
Youngstown-Warren Regional Chamber of Commerce
Chase Foundation

The cost of local government research is being used to support government collaboration and efficiency initiatives in Northeast Ohio. And the Fund relied on the research to help it shape a new grant program, EfficientGovNow, which will award as much as \$300,000 to local governments that develop government efficiency projects.



Taking everything into account, how satisfied are you with NEO as a place to live?



Barometer of Economic Attitudes

The Barometer of Economic Attitudes measures the public's outlook on the future of our region's economy and measures their support of key regional initiatives. The Fund conducts the Barometer to help guide its grantmaking and civic engagement efforts.

In the 2008 survey, for the first time since the Fund began tracking the region's attitudes, Northeast Ohio residents were increasingly satisfied with the region and are more willing to recommend the region to their friends.

Other highlights of the Barometer's findings include:

- Residents express a strong regional identity – 98% of those surveyed said their county is part of Northeast Ohio
- More residents are optimistic that the economy will improve in the future than in the 2006 survey; 41% believe that the economy will improve in the next five years, up from just 26%

- 82% of residents agree that raising educational attainment in the region will strengthen the economy

- 82% of residents surveyed favor greater government collaborations, and 67% said they favor government consolidations

- 60% of residents favored sharing tax revenue from new economic growth

The Barometer results were used by the Fund to help shape the EfficientGovNow grant program.

Civic Engagement



The Fund for Our Economic Future engages the public and leaders from the private, civic, labor, education, government and other sectors to strengthen the region's capacity to support and implement the key strategies of Advance Northeast Ohio, the region's economic action plan.

Members of the Fund recognize that they need strong partners to achieve its mission of transforming the region's economy. Since the launch of Advance Northeast Ohio, partners in the plan have swelled from 40 to more than 80. The level of commitment and engagement has grown as well.

Ohio Governor Ted Strickland proclaimed his commitment to Advance Northeast Ohio in April 2008, and in September 2008 the state unveiled its Economic Development Strategic Plan that is closely aligned with the strategies and priorities of Advance Northeast Ohio.

The Fund engaged with other partners in Advance Northeast Ohio, including the region's chambers of commerce, the state and higher education institutions, to launch the Regional Talent Network, an employer-led initiative to improve how our region's residents are prepared for the jobs of the present and the future.

www.advancenortheastohio.org



In December 2008, the Fund approved a new grant program, EfficientGovNow, which includes a significant civic engagement component.

EfficientGovNow will make as much as \$300,000 in grants available to help pay for the implementation of government collaboration projects. Final applications for the program are due in May 2009. The major civic engagement will begin in July, when the public will vote on the finalists to determine which projects should receive the awards. The public vote highlights the vital role that the region's residents play in shaping the economic future of Northeast Ohio.

www.efficientgovnow.org

Phase 2 Fund Participants

Phase 2: March 2007 - February 2010

Phase 2 Members *

Abington Foundation | Allen Ford
Akron Community Foundation | John Petures
AmTrust Charitable Foundation | David Goldberg/Michael Goldberg
Ashland County Partnership for Our Economic Future | Evan Scurti
Ashtabula County Partnership | Stuart Cordell
Board of County Commissioners, Cuyahoga County | Paul Oyaski/Greg Zucca
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* Members contribute minimum \$100,000

Note: Members of the Steering Committee are in bold.

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RPM International, Inc. | Randell McShepard
Saint Luke's Foundation | Denise Zeman/Janet Burney/Sally Hollington
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