SUCCESS TELLS THE STORY
Cleveland Plus has become a powerhouse for professional services and headquarter operations. Companies continue to choose and invest in this region because it offers many resources and benefits, including its low cost of doing business, robust workforce, world-class education institutions, exceptional logistics and communications infrastructure, and outstanding quality of life. Here is a glimpse into the strength of professional services and headquarter operations in Northeast Ohio:

+ **HEADQUARTERS** Eaton Corp., Goodyear Tire & Rubber Co., J.M. Smucker Co. and many other Fortune 500/1000 companies have chosen Northeast Ohio as their global or national headquarters. Our region ranks fourth in the nation in terms of headquarter employment share and has been outpacing the nation in headquarter employment growth since 1990. Source: Economy.com

+ **LEGAL COMMUNITY** Northeast Ohio remains one of the nation’s top five legal centers, with leading global firms – BakerHostetler; Calfee, Halter & Griswold LLP; Jones Day; Squire Patton Boggs; Thompson Hine LLP and others – choosing to locate their headquarters here.

+ **FINANCIAL STRENGTH** Cleveland Plus is home to major banks including KeyCorp and FirstMerit Bank. The Fourth Federal Reserve District, one of 12 regional Reserve Banks in the Federal Reserve System, is also rooted in Northeast Ohio. In total, our financial services industry employs more than 58,000 individuals.

LOW COST OF DOING BUSINESS
Businesses find they get more for less in Cleveland Plus – whether they are evaluating real estate, workforce or business tax costs. In real estate, for example, Class A office space costs 26% less than the US average. Source: CoStar 2014

Workforce costs also are below national averages. The Cleveland Plus region boasts a talent pool with expertise and experience in the professional services industry – there are almost 30,000 establishments in the professional services industry employing more than 340,000 workers – and employers have the advantage of paying a lower average wage in Cleveland Plus when compared with US averages.

In addition, Cleveland has one of the most favorable tax structures for businesses among US cities/locations with populations exceeding two million, according to the 2014 Competitive Alternatives: Focus on Tax report produced by KPMG International.

Bottom line? The cost of doing business in Cleveland Plus is lower than in most other major US cities.

<table>
<thead>
<tr>
<th>Industry</th>
<th>NEO Median Annual Earnings</th>
<th>US Median Annual Earnings</th>
<th>Wage Difference*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance &amp; Insurance</td>
<td>$80,327</td>
<td>$108,280</td>
<td>-34.8%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>$46,940</td>
<td>$57,372</td>
<td>-22.2%</td>
</tr>
<tr>
<td>Professional, Scientific &amp; Technical Services</td>
<td>$76,369</td>
<td>$97,215</td>
<td>-27.3%</td>
</tr>
<tr>
<td>Management of Companies &amp; Enterprises</td>
<td>$114,339</td>
<td>$129,778</td>
<td>-13.5%</td>
</tr>
<tr>
<td>Administrative &amp; Support</td>
<td>$36,611</td>
<td>$41,373</td>
<td>-13.0%</td>
</tr>
</tbody>
</table>

Source: EMSI 2014

*Negative percentages indicate occupations for which Northeast Ohio has lower median wages.
ROBUST INFRASTRUCTURE
Cleveland Plus sits on a fiber-rich corridor, strategically located between the Chicago, New York and Northern Virginia Network Access Points. All major carriers - Time Warner, AT&T, Level3 and others – have significant broadband investments running east to west through Cleveland, and Internet2’s international 100 Gbps Internet backbone includes a Cleveland Point of Presence. The state of Ohio’s major broadband investment – OARNet, a 1,850-plus-mile fiber optic network – was upgraded to a 100 Gbps network in 2012, with additional improvements to come.

Within the region, Cleveland Plus benefits from OneCommunity, a 2,000-mile, $100 million, 100 GB backbone network covering a 24-county footprint. OneCommunity’s network - which is open-access and synchronous - features more than 100 points of interconnection to other broadband providers. Fourteen data centers, 95% of all healthcare organizations, and every major university and community college in Northeast Ohio are connected to OneCommunity.

FORTUNE 1000 COMPANIES
A. Schulman, Inc.
Aleris Corporation
Applied Industrial Technologies, Inc.
Cliffs Natural Resources Inc.
Diebold, Incorporated
FirstEnergy Corp.
Hyster-Yale Materials Handling, Inc.
KeyCorp
Lincoln Electric Holdings, Inc.
Medical Mutual of Ohio
Parker-Hannifin Corporation
PolyOne Corporation
RPM International Inc.
The Goodyear Tire & Rubber Company
The J.M. Smucker Company
The Progressive Corporation
The Sherwin-Williams Company
The Timken Company
TransDigm Group Incorporated
TravelCenters of America LLC

Source: Fortune 2015