Navigating the Next Normal — Together

Extraordinary Solutions for Unprecedented Times

As our country and communities struggle to keep up with the daily demands of navigating the COVID-19 crisis, Team NEO takes our responsibility to Northeast Ohio’s businesses seriously. We engaged with business leaders early on — talking with 240 companies in 40 days — to identify their pain points and develop a plan of action. As the JobsOhio Network Partner for Northeast Ohio, we then leveraged our partnership to communicate our local and regional needs to the state.
Team NEO supported a unified statewide personal protective equipment (PPE) response, a collaboration of:

- MAGNET
- Ohio Manufacturers' Association
- Ohio Hospital Association
- Ohio Manufacturing Expansion Partnership
- JobsOhio
- JobsOhio Network

Achievements included:

A collaboration between Eaton Corp. and Thogus to design, manufacture and distribute hundreds of thousands of face shields for our frontline health care workers and first responders

A process for achieving FDA, VA and NIH approvals for 3D-printed PPE designs and connecting these designs with willing 3D printing manufacturers in association with America Makes and the Youngstown Business Incubator

Network Engagement: Team NEO has been conducting weekly calls with 80-120 members of Northeast Ohio’s economic development network to ensure strong coordination among the local economic development community.

Online Resources: A new page — teamneo.org/covid19 — on the Team NEO website provides easy access to COVID-19-related tools and resources made available through federal, state, regional and local partners.

We’re here for you.

Whether you have questions or concerns about your business, or would like to be connected with helpful resources, Team NEO can help. Visit teamneo.org or talk to us at 216-363-5400.
We continue to bring together the right partners and help marshal the resources our business community needs. We understand that these needs will continue to evolve, and we’re confident we can address them through ongoing collaboration with our economic development partners, government agencies, businesses and communities. The best way to navigate our next normal is together!

Following are some of the activities Team NEO initiated during the first quarter of 2020.

<table>
<thead>
<tr>
<th>Companies That Commited to Expanding in Northeast Ohio in Q1</th>
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<tbody>
<tr>
<td>Aptiv Services US, LLC</td>
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<tr>
<td>Checkpoint Surgical, Inc.</td>
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<td>General Motors LLC</td>
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<td>Liberty Steel Industries, Inc.</td>
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<td>Superior Dairy, Inc.</td>
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<td>The Sherwin-Williams Company</td>
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<td>TrustedSec, LLC</td>
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<td>Youngstown Tool and Die Company LLC</td>
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We Build Relationships to Make New Business Happen
Through the beginning of May we completed 418 business development or COVID-19 related calls with existing Northeast Ohio companies, global attraction prospects and multipliers such as site selection consultants to discover potential project and pertinent information from companies in our region.

We Grow a Pipeline of Competitive Sites
Team NEO hosted the roll-out meeting of the JobsOhio Ohio Sites Inventory Program (OSIP) on March 4 with more than 120 that attended to learn about JobsOhio’s plan to invest in filling gaps in the statewide building and sites inventory.

We Align the Economic Development Community
In the first quarter of 2020, we hosted 220 elected officials at ED NOW, an event done in partnership with the Ohio Economic Development Association, to share best practices relative to community preparedness.
We address the talent supply/demand gap
In January, Team NEO, in partnership with Delta Dental, supported MentorInCLE Connect, College Now Cleveland’s annual program that brings together college students and their mentors. Team NEO’s Jacob Duritsky, Vice President of Strategy and Research, gave the keynote address, sharing his college experience and encouraging students to think about in-demand career opportunities.

Special thanks from Team NEO to our investors

For a complete list of funders, visit teamneo.org/investors. To join Team NEO as an investor partner and help drive the next wave of economic growth in our region, call Dawn Southard, Vice President, Investor Relations at 440.476.0476 or dsouthard@teamneo.org.

Economic development partners across 18 counties of Northeast Ohio

- Ashland Area Economic Development
- Columbiana County Port Authority
- Erie County Economic Development Corporation
- Geauga Growth Partnership, Inc.
- Greater Akron Chamber
- Greater Cleveland Partnership
- Growth Partnership for Ashtabula County
- Huron County Development Council
- Lake County Ohio Port & Economic Development Authority
- Medina County Economic Development Corporation
- Portage Development Board
- Richland Area Chamber & Economic Development
- Stark Economic Development Board, Inc.
- Tuscarawas Economic Development Corporation
- Youngstown/Warren Regional Chamber
- Wayne Economic Development Council

Connect with us: teamneo.org or on social