



CONNECTIVITY

2004

ANNUAL REPORT



Greater **Akron**
Chamber

LEADERSHIP MESSAGE



Donald T. Misheff

DONALD T. MISHEFF
Chairman



Daniel C. Colantone

DANIEL C. COLANTONE
President and CEO

In March 2004, the Greater Akron Chamber launched a \$2 million, five-year campaign, named Advance Greater Akron to promote our region and stimulate economic growth. The goal of Advance Greater Akron is to use a very targeted, practical approach to help create 7,550 primary jobs over the next five years. Today, we are pleased to report that with the strong leadership of Alan Bleyer, President & CEO, Akron General Health System, we exceeded the \$2 million campaign goal.

The case of investment in the Advance Greater Akron campaign represents the Greater Akron Chamber's game plan for meeting economic challenges head-on and for seizing economic opportunities. It will help this area configure itself as

a confident player in the innovation-driven global game.

Clearly, the operating principle driving this effort is recognizing the connectivity that exists between our region's economy and its quality of life.

This report summarizes the accomplishments of this past year—achievements made possible through your interest and commitment. We hope you are as proud as we are of the progress that has been made, and will continue to support the Chamber's efforts to ensure the future development and growth of our region.

There is energy and direction driving the Greater Akron Chamber. It has been a privilege to have been given the opportunity to lead this drive during 2004.

RESOURCE DEVELOPMENT & INVESTOR GROWTH

Through your investment, we are "Advancing Greater Akron" by promoting economic growth and prosperity to benefit the people and businesses of the region. We have completed the first year of the Chamber's three-year Strategic Plan, and we are extremely pleased to report our progress through the end of 2004.

Continued to add investors—companies that make significant financial contributions to ensure the implementation of Advance Greater Akron initiative. The number of investors increased from 77 in 2003 to 127 at the end of 2004.

- Exceeded the \$2 million Advance Greater Akron campaign goal.
- The GAR Foundation, Omnova Solutions Foundation, Mary S. and the David C. Corbin Foundation, John S. and James L. Knight Foundation, Northern Ohio Golf Charities, Dominion East Ohio Foundation, Bank One Foundation, FirstEnergy Corp. Foundation, and KeyBank Foundation made major contributions to the Advance Greater Akron campaign. In addition, 60 companies contributed to the campaign along with the City of Akron, Summit County, Kent State University and the University of Akron.



CONTRIBUTORS

A. Schulman, Inc.
Action Super Abrasive Products, Inc.
ACME Fresh Market Stores & Albrecht, Inc.
AESCO Electronics, Inc.
Akron Area Auto Dealers Association
Akron Beacon Journal
Akron Children's Hospital
Akron Division North Central Ohio Chapter NECA
Akron Education Association
Akron General Health System
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ALCON Tool Co.
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ASC Industries, Inc.
ASW Services
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Bennett Construction Management, Inc.
BFG Federal Credit Union
Bober, Markey, Fedorovich & Co.
Braun & Steidl Architects, Inc.

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CB Richard Ellis, Inc.
CBIZ Acct., Tax & Advisory Services
Charter One Bank
City of Akron
Dave Towell Cadillac-Saab
The Davey Tree Expert Co.
Dominion & The Dominion East Ohio Foundation
Environmental Design Group, Inc.
Ernst & Young, LLP
FedEx Custom Critical, Inc.
Fifth Third Bank
FirstEnergy Corporation & FirstEnergy Foundation
FirstMerit Bank NA
Flexsys America L.P.
The Flood Co.
GAR Foundation
The Geopfert Co.
GOJO Industries, Inc.
Hattie Larlham Care Group, Inc.
Herman Machine, Inc.
Holland Oil Co.
Home Builders Association serving Portage & Summit Counties
Hottle & Associates
The House of LaRose Cleveland/Akron, Inc.
Jo-Ann Stores, Inc.
John S. and James L. Knight Foundation
Kent State University

Key Bank NA & Key Bank Foundation
Levey & Co.
Midcap & Co., CPA
Mogen Real Estate Co.
Moore Stephens Apple CPA & Business Advisors
Myers Industries, Inc.
National City Bank
Nelson Development, Ltd.
North Akron Savings Bank
Northern Ohio Golf Charities
Ohio Savings Charitable Foundation & AMTRUST Bank
OMNOVA Solutions, Inc. & OMNOVA Solutions Foundation
Pepsi Americas
PolyOne Corporation
Roadway Group of Yellow Roadway Corporation
Roetzel & Andress, LPA
Rotocast Technologies, Inc.
The Ruhlin Co.
The Schipper Group
Smithers Scientific Services, Inc.
Stark & Knoll Co., LPA
Summa Health System
Summit County
Toth Buick-Pontiac-GMC Truck, Inc.
University of Akron
Visiting Nurse Service & Affiliates
White Hat Management, Inc.
WhiteSpace Creative

IN THE PAST 12 MONTHS THE REGION HAS EXPERIENCED

\$92 Million in Private Investment

Expansion of 17 Companies

Creation of 1,479 New Jobs

ANTICIPATED IMPACT

In today's cost conscious, streamlined business environment, resources must be wisely invested. When businesses are asked to invest in Advance Greater Akron, one question that will surely be asked is, "What's in it for us?" In addition to the many intangible benefits a healthy growing economy provides, there are some very direct benefits. The creation of 7,550 primary jobs leads to the creation of 13,105 secondary jobs in the region.

Once the primary job goals are met, conservative estimates indicate that more than \$800 million of additional household income will be spent annually on goods and services in the region including utilities, telephone services, new cars, housing, home furnishings, groceries, health care, apparel, entertainment, financial services and gasoline.

BUSINESS DEVELOPMENT



CHARLES E. JONES
Vice Chairman,
Business Development

Strategic Goal: Market and promote the benefits of doing business in the Greater Akron Region in order to attract, retain, expand and create businesses.

RECRUITING AND RETAINING JOBS

- Our business development efforts included assisting 17 companies with expanding or locating their facilities in the Greater Akron Region, resulting in the creation or retention of 1,479 jobs and \$92 million in new investment in our region.
- The Greater Akron Region was marketed globally throughout the year to companies and attendees at trade exhibitions and marketing missions such as ITEC in Akron, FABTECH International and the Plastics Encounter in Cleveland, Society of Automotive Engineering World Congress in Detroit, K Fair Messe and Hanover Messe in Germany. These marketing efforts resulted in 300 investment leads for the Greater Akron Region.
- Partnered with Team NEO to develop a coordinated program to call on the top 150 companies in Northeast Ohio to determine their needs in order to retain and help them expand in Northeast Ohio.
- Served as the key representative of the Greater Akron Chamber to the Governor's newly founded marketing organization, Ohio Business Development Coalition (OBDC), to ensure that Ohio enhances its marketing efforts.
- Publicly recognized communities in Northeast Ohio that are pro-business through the Business Friendly Community Program.
- Placed targeted industry ads promoting Greater Akron as a business location in: *Plants, Sites & Parks, Ward's AutoWorld, Area Development, Midwest Real Estate News* and *Midwest Business & Industries Properties*.

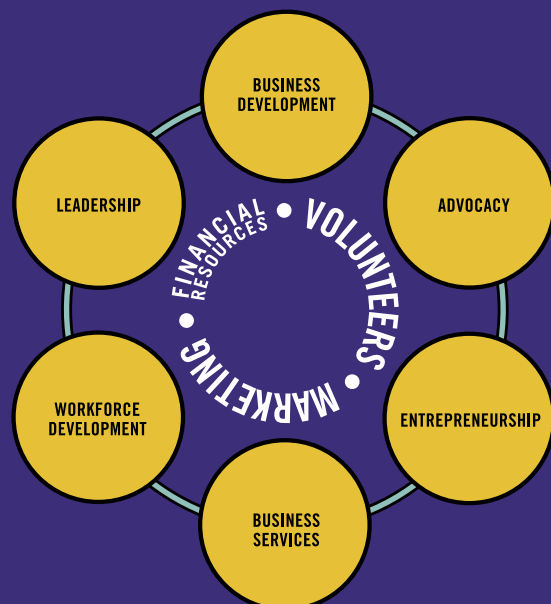
VISION

A high quality of life for all citizens of the Greater Akron Region.

MISSION

To promote economic development to benefit the people of the Greater Akron Region.

Our Six Core Strategies for Succeeding in Economic Development



- Published 30 key demographic and economic reports on the community including a polymer directory, county profiles, and employment and population trends used by over 700 firms and individuals making critical decisions on locating, expanding or creating a business in the Greater Akron Region.

ADVOCACY



ROBERT W. MALONE
Vice Chairman,
Advocacy

Strategic Goal: Represent the interests of our membership at the local, state and federal levels by advocating for issues of importance to economic development.

INFLUENCING BUSINESS DEVELOPMENT ISSUES

- Hosted several public officials including John Snow, U.S. Secretary of the Treasury, and Eric Stewart, Assistant Secretary for the Department of Commerce to the region to keep them informed of activities and issues important to the region's growth.
- Communicated our positions through regular meetings with our Metropolitan and Ohio Chamber partners, the U.S. Chamber, and one-on-one meetings with elected officials, including U.S. Senator George Voinovich, State Senator Kimberly Zurz, Congressmen Sherrod Brown, R. Michael DeWine, Steven LaTourette and Tim Ryan, Ohio Attorney General Jim Petro, and Secretary of State Kenneth Blackwell. Important issues critical to improving manufacturing, transportation (Federal Transportation Equity

Act), employment and international trade were addressed. Resulting in:

The successful passage of the Library Issue 22 and the Summit County Children's Services Board Levy.

Infrastructure project funding in Twinsburg, Cuyahoga Falls, Akron, and Richfield.

Increased additional non-stop air service from Akron-Canton Airport.

- Worked with Team NEO to organize the first public policy agenda for Northeast Ohio. It will articulate the critical business issues that Northeast Ohio faces in order to compete for jobs and business investment.
- Provided leadership to the Workforce Investment Board to ensure the establishment of the Summit County One-Stop Employment and Training Center.

WORKING WITH OUR ECONOMIC DEVELOPMENT PARTNERS, 17 BUSINESSES WERE ASSISTED WITH THEIR EXPANSION OR LOCATION TO OUR REGION.

24 Brown Street Corp.	Wholesaler
Includis Manufacturing Software	Headquarters/Office
Spectrum Brands	Manufacturing
Newell Rubbermaid	Headquarters
Belgian Iron Works	Headquarters
Middlebury Ventures.....	Retailer
FirstMerit Online Center	Back Office
RJS Manufacturing.....	Manufacturing
Neighborhood Development Corp.	Headquarters
Ohio Wholesale	Wholesaler
Feature Foods.....	Manufacturing
Lockheed	Manufacturing
Aircraft Braking Systems	Manufacturing
MW International.....	Manufacturing
Destiny Partners.....	Manufacturing
L'Oréal Cosmetics.....	Manufacturing
Wacker Silmix Chemical	Manufacturing



WORKFORCE DEVELOPMENT



KAREN L. TALBOTT
Vice Chairman,
Workforce Development

Strategic Goal: Lead and coordinate activities to provide an educated and skilled labor force to be globally competitive and to provide quality employment opportunities.

ATTRACTING AND RETAINING TALENT

- Began a grassroots talent attraction/retention effort for the Greater Akron Region commencing at the 2004 Annual Meeting. Contracted with Rebecca Ryan to conduct analysis and work with the Chamber and its major partners to create a plan to attract and retain young professionals in the region.
- Led the 2004 Northeast Ohio Student Summit, which marched 200 Greater Akron area high school students with companies that are members of the Society of Manufacturing Engineering (SME) and Fabricating Manufacturing Association (FMA) at the FABTECH International Show in Cleveland focusing on advanced production and automation.

BUSINESS SERVICES



THOMAS E. TULODZIESKI
Vice Chairman,
Business Services

Strategic Goal: Provide membership benefits and services that give our members an operational and financial competitive advantage.

PROVIDING SERVICES TO OUR MEMBERS

- Over 200 local business leaders celebrated the accomplishments of 3 major award recipients: "Entrepreneur of the Year," Richard Speelman, Speelman Electric; "New and Emerging Business of the Year," Brian Casto, ICI Networks, LLC; "Small Business Advocate of the Year," Russ Vernon, West Point Market.
- Briefed 200 community leaders on the economy at the Greater Akron Chamber's Second Annual Economic Outlook Conference.
- More than 41 networking events brought nearly 4,000 people together to create solid business contacts.
- Enrolled 30 members in the Chamber's health care plans bringing the total enrollment to 657.
- Provided members with Workers' Compensation group ratings, saving them over \$5 million.
- Continued collaboration with other organizations such as SCORE, which counseled 1,277 small business clients.



DONNA J. EARLY
Vice Chairman,
Small Business



DENNIS KLEIDON
Vice Chairman,
Small Business Council

READ ALL ABOUT IT!

The Chamber's young professionals talent attraction/retention effort created a buzz and a ground swell of activities throughout Northeast Ohio. Here's a sampling of headlines from 2004.

"Advancing Akron Means Luring Professionals."

Akron Beacon Journal. 24 March 2004.

"Showing Gen-Xers Akron Marks the Spot."

Akron Beacon Journal. 2 May 2004.

"Brain Drain Touches Nerve."

Akron Beacon Journal. 27 May 2004.

"Akron has tools to reverse Gen exit."

Akron Beacon Journal. 27 June 2004.

"Akron addresses brain gain."

CoolCleveland.com. August 2004.

ENTREPRENEURSHIP

Strategic Goal: Promote innovation, technology development and commercialization, new business formation, and new venture opportunities to facilitate entrepreneurship.

LINKING RESOURCES TO ENTREPRENEURS

- Closed loans for 6 entrepreneurial companies that resulted in 1 headquarters establishment, the return of ownership to an Akron based company, and enhanced operations for 3 technology companies through the Akron Development Fund.
- Initiated and completed a Polymer Strategic Roadmap Study for Northeast Ohio along with NorTech, Ohio Polymer Strategy Council, Battelle, the State of Ohio, major polymer companies, and the universities. The roadmap will lay out actions and strategies that will help maintain and expand Northeast Ohio's future in this important sector.
- Collaborated with Northeast Ohio economic development groups to expand JumpStart, Inc, a regional non-profit organization that advises, assists, invests, and accelerates early-stage ideas and companies that have strong, high-growth potential.
- Our affiliate, www.neo411.biz, assisted over 140 entrepreneurs through its office located at the Greater Akron Chamber. The Website and call center serves as a one-stop source portal of network providers for entrepreneurs in Northeast Ohio.



THOMAS G. KNOLL
Vice Chairman,
Entrepreneurship

INVESTORS

CHAIRMAN'S COUNCIL \$50,000(+) Investment Per Year

City of Akron
The Goodyear Tire & Rubber Company

FirstEnergy Corp.
Summit County

PRESIDENT'S CIRCLE \$25,000(+) Investment Per Year

ACME Fresh Markets
Akron Beacon Journal
Akron General Medical Center
Bank One NA
Dominion

FirstMerit Bank NA
National City Bank
SBC
Summa Health System

CORNERSTONE PARTNERS \$10,000(+) Investment Per Year

Aircraft Braking Systems Corp.
Akron Children's Hospital
Albrecht, Inc.
Brouse McDowell, LPA
Buckingham, Doolittle & Burroughs, LLP

GOJO Industries, Inc.
KeyBank NA
Portage County
A. Schulman, Inc.
Sky Bank

CHAMPION SUPPORTERS \$5,000(+) Investment Per Year

Advanced Elastomer Systems, L.P.
Akron Aeros
ASW Services
Barberton Citizens Hospital
Bridgestone/Firestone, Inc.
Ernst & Young, LLP
Jo-Ann Stores, Inc.
Kent State University
Lockheed Martin Maritime Systems & Sensors

OMNOVA Solutions, Inc.
PAX-TV23
Roadway Group of Yellow Roadway Corporation
Rubbermaid Home Products
Sheraton Suites Akron/Cuyahoga Falls
The Schipper Group
University of Akron
USBank

VISION BUILDERS \$2,500(+) Investment Per Year

AESCO Electronics, Inc.
AirTran Airways
Akron Area Board of REALTORS
Akron-Canton Airport
Akron Community Foundation
Akron/Summit Convention & Visitor's Bureau
ALLTEL Communications
Associated Materials, Inc.
Bober, Markey, Fedorovich & Co.
Brennan Industrial Group, Inc.
Brennan, Manna & Diamond, LLC
Brockman, Coats, Gedelian & Co.
Brott Mardis & Co.
CB Richard Ellis, Inc.
CBIZ Accounting Tax & Advisory Services
Charles Schwab & Co., Inc.
Charter One Bank FSB
Coca-Cola Bottling Company
Cohen & Company
Coldwell Banker/Hunter Realty
Corporate Express
Crowne Plaza Quaker Square
Cutler/GMAC Real Estate
Cuyahoga Falls General Hospital
Dave Towell Cadillac-Saab
The Davey Tree Expert Company
Environmental Design Group, Inc.
FedEx Custom Critical, Inc.
Fifth Third Bank
Geopfert Co., Inc.
Hattie Larlham Care Group, Inc.

Hilton Akron/Fairlawn
Hitchcock Fleming & Associates
Hottle & Associates, Inc.
The House of LaRose Cleveland/Akron, Inc.
InfoCision Management Corporation
Jentner Financial Group
Louis Perry & Associates, Inc.
MAC Management
Meaden & Moore, Ltd.
Moore Stephens Apple
Mogen Real Estate Co.
NAI Cummins Real Estate
North Akron Savings Bank
Pepsi Americas
PolyOne Corporation
QualChoice Health Plan, Inc.
The Reserve Group
Roetzel & Andress
The Ruhlin Company
Schneller, Inc.
Seal Master Corporation
SS&G Financial Services
Stark & Knoll Co., LPA
State and Federal Communications, Inc.
Struktol Company of America
Terminal Warehouse, Inc.
Time Warner Cable
Toth Buick-Pontiac-GMC Truck, Inc.
Visiting Nurse Service & Affiliates
Wal-Mart #1911
Wojno Development



ROBERT P. REFFNER
Past Chairman

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Portage County Board of Commissioners

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Lawrence E. Saulino
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D. Lee Tobler

*Deceased

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MONEY SAVING
BENEFITS.**



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