



MEMORANDUM

Friday, May 06, 2011

To: City Council

From: Cathy Biertman, Economic Development

cc: Rita C. McMahon, City Manager

RE: March/April Economic Development Update

Announcements / Highlights:

- **Art Grant:** The office received a \$4,000 grant from the Lake County Visitors Bureau for Art in the Park, August 20, 2011. This will be the 10th year event and will feature the Cleveland Museum of Arts Parade of Circle Cast Members here in Downtown Painesville. This grant will allow us to advertise this art show regionally to visitors of the arts.

Economic Development Projects

- **Aero-Controlex:** The office has been working with the Ohio Department of Development and Aero-Controlex on the acquisition of a California based company to relocate the company's equipment and machinery here to Painesville. This relocation of equipment will result in 41 new jobs to the Painesville facility by 2012 at an average wage of \$66,878. The company is currently located in Simi Valley, California and manufactures proprietary, highly engineered electro-mechanical products and other components for commercial and military aircraft. The Business has expected calendar 2010 revenues of approximately \$25 million. The Business designs and manufactures highly engineered electro-mechanical actuators for wing flaps and slats, landing gears, military jet canopies, and other aircraft components such as gearboxes, cargo brake rollers, cargo fasteners, winches, and fuel valves. Major aircraft served include Boeing 737, 747, 767, 777 and F-16, C-130 military platforms.
- **Painesville Hotel:** The office has been working through the Phase II and asbestos survey which will be completed at the begging on May. The office in conjunction with the Lake County Port Authority has put together a Request for Proposal and Request for Qualification for development teams interested in redevelopment of the site. The City will

begin contacting developers at the end of May in anticipation of obtaining a new end user for the hotel site. The office in conjunction with the Port Authority would like to seek Clean Ohio Assistance Fund Grant Opportunities for demolition and property clean up, however an end user must be identified prior to making application for this grant funding.

- **High Tech Performance Trailers Teams up with Comtruck:** Painesville based High Tech Performance Trailers has now teamed up with ComTruck who is a commercial truck and fleet service corporation specializing in preventative maintenance programs and full services for light, medium and heavy duty truck, vans and automobiles. This now enables High Tech to service cosmetic and mechanical repairs for fire trucks, school busses, ems trucks, bucket trucks and other large vehicles with top-notch materials and supplies guaranteed with excellence and quality. This partnership will relocate an additional 8 jobs to the City and now High Tech's building is once again filled to capacity with a total of nearly 60 jobs recreated here in the City. These jobs are a result of the lease arrangements within this building to Tartan Marine, Bio Thera Tech, High Tech Awnings, ComTruck and High Tech Performance Trailers.

Downtown

- **CDGB Storefront Improvement Grant:** Recipients of the Storefront Improvement Program Grants have begun initiating their projects the following have been awarded.
 - **Gartman's Bakery** – This project is now complete the new awnings have been installed and have made a big difference on the new look of the building.
 - **Bistro 70** - \$3,325.25 – The new awnings have been installed and we are only waiting on the electrical work to be complete for the installation of gooseneck lighting. This is expected to be complete, weather depending, by next month.
 - **170 Main Street** - \$3,000.00 – The awning for the building has been ordered and Mitchells Awning will be holding the completed awning in the warehouse until the coffee shop opens in the spring.

Business Attraction, Retention & Expansion

Business Visits/Meetings: Jalapeno Loco, Jimmy's Restaurant, Grande Designs Floral, Chester's Restaurant, Ava Salon, Rider's Inn 1812, Consolidated Investment Corporation, Burgess & Niple, Subway, Lake Health Urgent Care Center, Lake County Port Authority, Lake County Chamber of Commerce, Bev's Hair Care, Conway Land & Title, Your Vine or Mine, Bella Donna Salon & Spa, Ornela's Boutique, Painesville Furniture & Morse Van Lines, Tropical Village, Yvonne's Restaurant, Barbian Photography, Infinity Resources, Art Infusions Art Gallery, PNC Bank, Federico Tire, Bada Bing Pizza, Painesville Furniture/Morse Van Lines, La Mexicana, Terkk's Computer, Key Bank, Chase Bank, Northwest Savings Bank, Bob's Barbershop, Cannon, Aveni & Malchesky, Sidewalk Café, Joughin Hardware, 170 Main Street – New Ownership, Allstate Insurance Company, Pollutro Insurance Agency, Gartman Bakery.

- **Business Manufacturing Visits/Meetings:** Aero-Controlex, IMAX Industries, Coe Manufacturing, High Tech Performance Trailers, Taran Marine, Com Truck.

Marketing

- 1) **Current Advertising:** Tri-County Business Journal, Gazette News, News Herald (TGIF), City to Country Guide, Pride, Painesville Magazine, Cleveland Business Magazine, WKKY.
- 2) **WELW Radio Program:** The Office of Economic Development is now hosting a Small Business Resource Radio Program on the 2nd a 4th Thursday of each month with Dale Stephancic. These past months the show featured the City's Quality of Life features for Small and Medium sized businesses. It also featured the Lake County Small Business Development Center and the partnership the City has with them to offer small businesses loan programs and micro loans. Finally, we featured Jimmy's restaurant who talked about his great working relationship with the City and how it has helped him to expand his business.

Other Initiatives

- **Downtown Merchant Meetings:** The Economic Development office continues holding monthly meeting with the downtown business owners. This year months topics included: 1) Arts in the Downtown 2) Excelling in Customer Service 3) Joint Marketing, 4) Promoting local businesses collectively at summer events, 5) ways downtown business can save money by working together 6) beautification of the downtown this summer through plants, painting and making building improvements that are small but make a big difference to customers.
- **International Cuisine Celebration:** The office is working with area churches to promote this annual church food festival geared around various ethnic foods that are well known throughout local cultures. Local churches are being encouraged to participate in this event by bringing some of the dishes they are best known for. This event will take place on May 21st, 2011.
- **Art in the Park:** This year is the 10th year anniversary for Art in the Park and the committee is preparing for a large event. The City was fortunate to receive a \$4,000 grant through the Lake County Visitors Bureau which will now enable us to bring in top-of the line art features into the heart of Downtown Painesville. We are looking foremost at bringing cast members of the Cleveland Institute of Arts Parade of Circie to Painesville for this featured art event. Art in the Park has its own website at www.painesvilleartinthepark.com and is also on facebook.
- **Farmers Market:** The Farmers Market will open May 12th and this year there will be more live chef food demonstrations, free food samples and healthy lifestyle options that are presented to encourage residents to shop local and shop fresh. The market has its own website at www.paiensvillefarmersmarket.webs.com and is on facebook and twitter.
- **Photography Contest:** The City's Photography Contest is currently underway and we will be accepting entries through June 3rd.

Grant Project, if any –

- LCVB Arts & Culture Grant – See above, grant was received.
- Exploring submission of a COAF Grant for \$300,000 for Phase II work on Coe Manufacturing.
- Exploring the submission of a COAF Grant Application for Hotel Property with ODOD for 2011.

Goals that were achieved or furthered as a result of activity, if any -

- **Improving Painesville's Image and Environment:** Working with downtown business owners on property façade beautification projects. Working with a Public

Relations Committee made up of the schools, city and college to promote "Proud to be Painesville"

- **Stewardship and Fiscal Responsibility:** Working to obtain additional grant funding for infrastructure projects and events.
- **Communication:** Holding downtown merchants meetings to talk with Downtown Business owners about the 2011 shopping season and working with their customers to provide them a good experience in downtown Painesville.
- **Community Engagement:** Conducted business visits within the City and talked with them about ways they can become more active within the community. Met with local churches to talk about International Cuisine Celebration.