



**YOUR INVESTMENT IN  
THE GROWTH PARTNERSHIP WILL HELP  
MOVE ASHTABULA COUNTY FORWARD**

**FORWARD ASHTABULA COUNTY CAMPAIGN  
INVESTOR PROSPECTUS**

GROWTH PARTNERSHIP FOR ASHTABULA COUNTY



January 11, 2018

Dear Growth Partnership Stakeholder:

When your business or community needs economic development assistance, who do you call? If you are like most Ashtabula County businesses and communities, you contact the Growth Partnership, which has supported, assisted, and advocated for economic development in Ashtabula County for over a quarter of a century. Why do business and community leaders call the Growth Partnership? Because they know our team will listen to their needs, offer practical advice, and work with you to find a timely and professional solution. We do this because we care about your business or community, we understand the value you add to the county, and we know you deserve the best available economic development services to help Ashtabula County grow stronger.

***Over the years, the Growth Partnership has been an important part of many local companies' business success formula. Some good examples include: TEGAM Inc; WEK Industries; International Paper; Zehrco Plastics, Inc.; Kraftmaid; Glenbeigh/Ashtabula County Medical Center; Lake Erie Correctional Facility; Save-A-Lot; Presrite Corporation; Mohawk Fine Papers; RTS-USA; Plastpro; and GMR Corporation. In 2017, Growth Partnership was very involved in 27 Project, including six expansion projects (\$114 million total capital investment and @ 127 new jobs), two business attraction projects (including \$25 million industrial infrastructure) and 19 business support services (referrals, infrastructure improvements, land acquisition).***

Through our Forward Ashtabula County Investment Campaign, our goal is to help even more Ashtabula County companies grow in the future. This is why your financial support is so important. In April 2015, Growth Partnership trustees adopted a new tiered investor model, which is described on pages 3-5 of this Investor Prospectus. The new model allows the Growth Partnership to become a more inclusive organization and grow and diversify its investor base. This will allow many more businesses to have a stake in the organization and help move Ashtabula County forward. Please help the Growth Partnership grow its local economic impact by continuing and increasing your investment in strengthening Ashtabula County as a place to live, work, and play. Thank you!

Sincerely yours,  
James Mayer, Jr., President  
Growth Partnership Executive Committee

Greg Myers, Executive Director  
Growth Partnership

# **What You Are Investing In: Forward Ashtabula County Action Plan**

The plan aims to get results in five priority areas:

1. Make local companies more competitive and help them grow.
2. Strengthen workforce, talent and education to foster economic development.
3. Advocate for business and economic development.
4. Strengthen community vitality and quality of life.
5. Making Growth Partnership a more engaged and inclusive organization.

**Your Investment Will Help Us  
Achieve This Action Agenda**

## Growth Partnership's New Investor Levels and Associated Benefits

Five (5) Investor Levels with Three (3) Year Pledge:

| <b>Variable</b>   | <b>Platinum</b>      | <b>Gold</b>            | <b>Silver</b>          | <b>Bronze</b>          | <b>Friend of GP</b>  |
|---|----------------------|------------------------|------------------------|------------------------|----------------------|
| <b>Annual pledge amount</b>   | <b>\$10,000 plus</b> | <b>\$5,000-\$9,999</b> | <b>\$2,500-\$4,999</b> | <b>\$2,499-\$1,000</b> | <b>Under \$1,000</b> |
| Voting rights (Trustee status)  | Yes                  | Yes                    | No                     | No                     | No                   |
| Eligibility to serve on Executive Committee                                   | Yes                  | Yes                    | No                     | No                     | No                   |
| Use of GP Business Retention and Expansion Services                           | Yes                  | Yes                    | Yes                    | Yes                    | Yes                  |
| Account and Access to Ashtabula County Development Forum                      | Yes                  | Yes                    | Yes                    | Yes                    | Yes                  |
| Receive GP Update (Email newsletter)  | Yes                  | Yes                    | Yes                    | Yes                    | Yes                  |
| Account and Access to Ashtabula County Economic and Community Dashboard       | Yes                  | Yes                    | Yes                    | Yes                    | Yes                  |
| Inclusion in GP Annual Investor Survey (Finding out what is important to you) | Yes                  | Yes                    | Yes                    | Yes                    | Yes                  |
| Listing in GP Annual Report by Investor Level                                 | Yes                  | Yes                    | Yes                    | Yes                    | Yes                  |
| Listing on GP Website by Investor Level                                       | Yes                  | Yes                    | Yes                    | Yes                    | Yes                  |

| <b>Variable</b>  | <b>Platinum</b>               | <b>Gold</b>                   | <b>Silver</b>                 | <b>Bronze</b>                  | <b>Friend of GP</b>            |
|--|-------------------------------|-------------------------------|-------------------------------|--------------------------------|--------------------------------|
| <b>Annual pledge amount</b>  | <b>\$10,000 plus</b>          | <b>\$5,000-\$9,999</b>        | <b>\$2,500-\$4,999</b>        | <b>\$2,499-\$1,000</b>         | <b>Under \$1,000</b>           |
| Annual Economic Development Summit Involvement (Annual outlook/review)   | Yes with separate meal fee    | Yes with separate meal fee    | Yes with separate meal fee    | Yes with separate meal fee     | Yes with separate meal fee     |
| Best of the County Reservation   | Yes with registration fee     | Yes with registration fee     | Yes with registration fee     | Yes with registration fee      | Yes with registration fee      |
| Marketing Support to Help You Recruit Workers/Talent                     | Yes with small setup fee      | Yes with small setup fee      | Yes with larger setup fee     | Yes with larger setup fee      | Yes with larger setup fee      |
| Business Growth Center Services (For Growth Companies with 10-50 employ) | Yes with small additional fee | Yes with small additional fee | Yes with small additional fee | Yes with larger additional fee | Yes with larger additional fee |
| Annual GP Planning Retreat Participation (Help GP update its plan)       | Yes                           | Yes                           | No                            | No                             | No                             |
| Special Recognition at Best of the County                                | Yes                           | Yes                           | Yes                           | No                             | No                             |
| Listing on Economic and Community Dashboard by Investor Level            | Yes                           | Yes                           | Yes                           | No                             | No                             |
| Leader to Leader Connection Series (Meet other Leaders)                  | Yes                           | Yes                           | Yes                           | No                             | No                             |
| Feature Story on Your Company in GP Update and on GP Website             | Yes                           | Yes                           | No                            | No                             | No                             |

## Frequently Asked Questions (FAQs)

1. Question: What is the duration of the pledge I am making? Answer: It is for three years, but we will accept one-year pledges.
2. Question: Must I pay my total annual pledge all at once? Answer: You can also pay your pledge on a quarterly basis.
3. Question: When would my pledge under the new model take effect? Answer: If you are a current GP investor, it would take effect when your current pledge is due for renewal. If you are a new investor, then it would take effect immediately.
4. Question: Which investor levels qualify for trusteeship and permit me to vote on GP business and be eligible to serve on the GP Executive Committee? Answer: Platinum and Gold investors have these benefits. Also see #9 and #11 below.
5. Question: Am I entitled to the same level of business retention and expansion service regardless of my investor level? Answer: Yes. GP is here to serve businesses in the county that are trying to retain and expand their operations and jobs.
6. Question: If I use the GP's Business Growth Center (BGC) services, will I need to pay for these services? Answer: There is no additional charge for use of the "basic" BGC services, but a service fee may be required for "expanded" levels of service.
7. Question: How does the proposed tiered investor model (TIM) compare to how other private nonprofit economic development organizations (EDOs) are funded and provide services. Answer: It is very consistent with how other EDOs are funded and provide service.
8. Question: Is the GP willing to accept in-kind services in lieu of financial payments? Answer: We are willing to consider these requests on a case by case basis.
9. Question: Who will comprise the trustees of the GP? Answer: By and large, Platinum and Gold investors are the trustees of the organization with some representation by Silver, Bronze and Friends of GP. See #11 below.
10. Question: What do I need to do if I want to serve on GP's Executive Committee? Answer: Simply make your interest know to the President of the Board, and the Nominating Committee will consider your candidacy as Executive Committee seats are available.
11. Question: How will investors at the Silver, Bronze or Friend of GP levels be represented on the Trustees? Answer: Each of these three groups will have one (1) representative trusteeship.

## Contact Information

Growth Partnership 2018 Investor Campaign  
Growth Partnership for Ashtabula County  
17 North Market Street, Jefferson, Ohio 44047  
Staff Contact: Cindy Rabe  
Phone: 440.576.9126  
Email: [cindy@ashtabulagrowth.com](mailto:cindy@ashtabulagrowth.com)

## 2018 Growth Partnership Investor Campaign Pledge Form

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### I. Contact Information

Contact Name and Title: \_\_\_\_\_

Organization/Company Name: \_\_\_\_\_

**Address:**

Street: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

### II. Investor Information

Current Growth Partnership Trustee/Investor: Yes \_\_\_\_\_ No: \_\_\_\_\_

Future Pledge Term (Check one): 3 Years \_\_\_\_\_ 2 Years \_\_\_\_\_ 1 Year \_\_\_\_\_

Annual Pledge Level and Amount (Check one and fill in amount):

Platinum (\$10,000 or greater): \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Gold (\$9,999-\$5,000): \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Silver (\$4,999-\$2,500): \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Bronze (\$2,499-\$1,000): \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Friend of Growth Partnership (Less than \$1,000): \_\_\_\_\_ Amount: \$ \_\_\_\_\_

### III. Pledge Payment:

Full Annual Pledge Payment Enclosed: Yes \_\_\_\_\_

Partial Annual Pledge Payment Enclosed: Yes \_\_\_\_\_

Please make your check payable to **Growth Partnership for Ashtabula County** and mail it to:

*Growth Partnership 2018 Investor Campaign*  
Growth Partnership for Ashtabula County  
17 North Market Street, Jefferson, Ohio 44047

### IV. Authorizing Signature

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Name \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_