

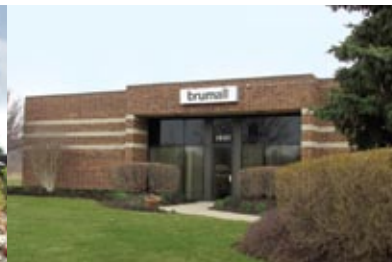


MENTOR OHIO

Inspiring Success

*the city of choice!*SM

Fostering your Economic Growth



More than 1,700 businesses choose to make Mentor their home because it is simply one of the best places in which to live, work and play. The editors of "Money" magazine agree – in 2006 and 2010 Mentor was named to the list of the "100 Best Places to Live" in America.

Since its days as the rose capital of the world, Mentor has distinguished itself as a place for growing businesses. For the past several decades, Mentor has nurtured an evolving business climate from traditional manufacturing to biomedical, aerospace and information technology clusters. As the largest city in Lake County, Mentor continues to focus its attention on the needs of its business partners by providing tailored economic development services.

"If you're not doing business in Mentor – you should be."

Kenneth J. Filipiak,
City Manager



Chicago



PRIME LOCATION

Located just 25 minutes east of downtown Cleveland, Mentor provides a prime location for manufacturers and retailers with easy access from Interstate 90 at SR-306 and SR-615 and from SR-2 at SR-306, SR-615 and Heisley Road. Rail service bisects the industrial corridor with some properties providing spur service. The region is served by Cleveland Hopkins International Airport (35-minute drive time), Cuyahoga County Airport (15-minute drive time) and Lost Nation Municipal Airport on Mentor's western border.

Mentor has ten industrial parks and over

3,200 acres zoned for manufacturing use. Greenfield sites range from ½ acre to over 50 acres, and existing buildings range from 500 square foot commercial condos to facilities with over 1 million square feet. The 2007 Census of Manufacturing ranks Mentor 7th in the State of Ohio in the number of manufacturers and 9th in manufacturing employment.



Demographics & Highlights at a Glance

Population 51,895
2009 U.S. Census estimate

More than 110,000 within a five-mile radius
Claritis, Inc. PRIZM Inc. NE 2006

Ranks 7th in Ohio in Retail Sales Volume (Over \$1.5 Billion)
2007 Economic Census

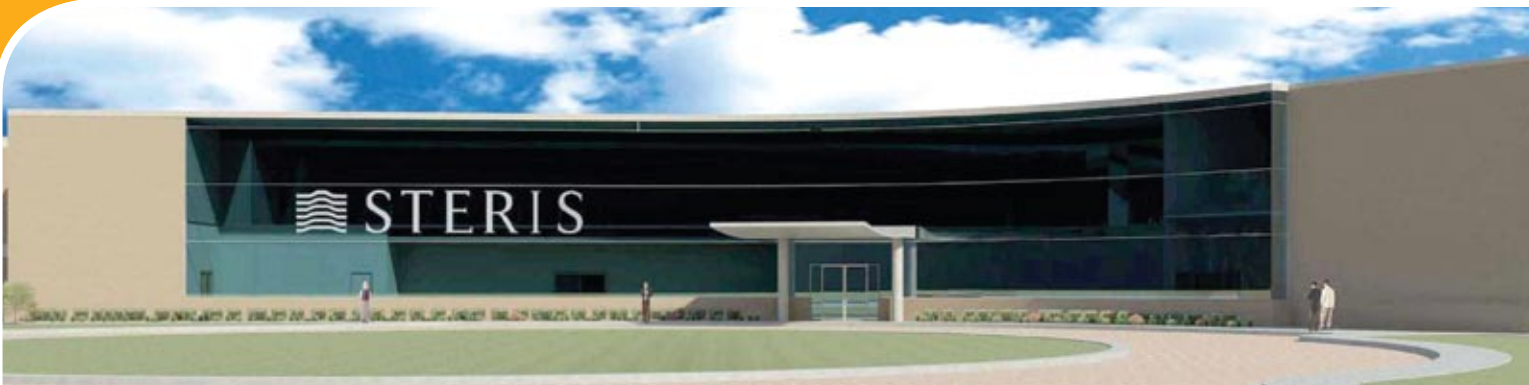
Over 3.3 Million Sq. Ft. of retail development in 32 shopping centers

Ranks 7th in Ohio in Number of Manufacturing Companies (Over 230)
2007 Economic Census

Median Home Value \$173,400
2009 U.S. Census, estimate

Median Household Income \$62,500
2009 U.S. Census estimate

Major Business Clusters



New Customer Solution Center



Aerospace

Among Mentor's 230 manufacturing companies is a well defined aerospace cluster of research and development, advanced manufacturing, engineering and metalworking. In addition, our proximity to NASA Glenn Research Center gives businesses a unique opportunity to be involved in space activity, testing, supply chain and a talented workforce.



Biomedical

While Mentor maintains a mix of large and small businesses, it has emerged as a leading location in Ohio for the biomedical industry. It currently boasts the world headquarters of STERIS Corporation, SourceOne Healthcare Technologies, U.S. Endoscopy and Frantz Medical Group. World-class, nationally ranked medical research hospitals are within a 20-minute drive prompting more biomedical companies to continue to expand here. In fact, STERIS Corporation and U.S. Endoscopy are undertaking major multi-million dollar expansions.

Retail

Mentor ranks 7th in the State of Ohio with \$1.5 billion in annual sales volume. Great Lakes Mall, a 1.2 million square foot regional mall, anchors the retail community, along with many of the major big box competitors. A multi-million dollar renovation of the mall is drawing more national and regional retail players assuring Mentor's continued retail dominance in the region. Mentor ranks 8th in Ohio in the number of dining and drinking establishments – satisfying every discerning palate from fine dining to take out.

Advanced Manufacturing

Mentor's business location, skilled workforce, and transportation assets support companies competing in the global market. Technology-driven advanced manufacturing in particular has a strong presence in Mentor – from North America's largest producer of pressure sensitive materials to cutting edge aerospace components. Thousands of employees are involved in state-of-the-art manufacturing, where such diverse products as ceramic components, aerospace parts, construction elements, optical lenses, and world-class custom woodworks are produced.



Incentive Programs

The city actively engages in business attraction, expansion and retention and offers the following services and incentives to help businesses achieve their goals.

Economic Development Tool Box

Mentor Incentive Grant (MIG)

This multi-year performance-based grant is one of Mentor's greatest business incentives. The applicant proposes a level of investment consisting of an extended or new property lease, real property investment, and personal property investment – all linked to the creation of new jobs. The grant amount is based on the company's initial payroll that results from the project. The more a company exceeds the initial payroll threshold, the more it benefits from the incentive grant.

Mentor Economic Development Grant (E.D. Grant)

This one-time grant is primarily for businesses that don't qualify for the MIG. The maximum grant of \$10,000 is based on the amount of investment and payroll taxes paid to the city.

Community Reinvestment Area (CRA)

Three targeted reinvestment areas provide property owners with real property tax exemptions for new construction or remodeling that increases the property valuation. Maps of the CRA's can be found at www.cityofmentor.com/work/economic-development/business-incentives/



Mentor Economic Assistance Corporation (MEACO)

This certified development company is authorized by the U.S. Small Business Administration in cooperation with the City of Mentor. Its mission is to advance economic development opportunities within Mentor. These programs have created more than 1,600 jobs representing millions of dollars in investment.

SBA 504 Loan Program

This financing tool provides growing businesses with long-term, fixed-rate financing for major fixed assets such as land, buildings, and heavy machinery. The loan program works in partnership with private sector lenders to help secure financing for small businesses. Key advantages are below market, fixed interest rates, 10 and 20-year terms, low fees, and only 10% equity required.

Mentor Small Business Loan (Micro-Loan Program)

This revolving loan fund was created to stimulate growth and expansion of manufacturing, commercial, and retail businesses that demonstrate job creation potential. The maximum loan is \$25,000 with a minimum of \$5,000. Key advantages are below market interest rates, a fixed term of 60-months, low fees and streamlined documentation.



Mentor Technology Greenhouse (Business Incubator)

The City of Mentor, in cooperation with Lake Erie College and a private firm, operates Lake County's first business incubator. Located in the heart of Mentor in the Polo office building, the Mentor Technology Greenhouse provides early stage businesses focused on the development of an engineered product a range of services including: financial assistance, secured office space, engineering software, technical training, 3D printing, business coaching and rapid prototyping capabilities.

Every Business Needs A Mentor

Mentor officials use a variety of resources to stay in touch and foster partnerships.

Business Visitation

Face-to-face meetings create the opportunity to maintain a dialogue between business and the city, so that issues and concerns are promptly addressed.

Business Appreciation Receptions

Semi-annual receptions provide the city an occasion to formally thank businesses for contributing to the local economy. It's also a chance to meet and talk with city officials and network with other businesses.

Guiding the Permit Process

The type of permits required will vary depending upon the type and complexity of the project and the particular property's zoning requirements. Employees of the Department of Economic & Community Development will walk you through the permit process. Information outlining the deadlines, meeting dates, rules and regulations is available both online at www.cityofmentor.com and at the Municipal Center.

E-newsletter

Because communication is crucial to success, the city produces a quarterly economic development e-newsletter to convey the latest development information to members of the Mentor business community.



On Line Business Directory

This new addition to the city website promotes every member of the Mentor business community and encourages active networking and increased commerce.

www.cityofmentor.com

Our award-winning website provides important information to business owners, residents and visitors in a convenient, easy to use format.



Biotech & Bagels Meetings

Members of Mentor's biotech business cluster meet semi-annually for timely presentations, networking, discussions and facility tours.



Quality Of Life



Responsive City Services

- The **Fire Department** works daily to minimize the loss of life and property through suppression, rescue, education, code enforcement, investigation and other programs.
- The Mentor **Police Department** is proactive in its presence in the community, with services including a K-9 unit, bicycle patrol, vacation house watch, vehicle lockout assistance and crisis intervention team.
- Ongoing capital improvements ensure maintenance of existing infrastructure while investing in our future.



Ideal for Raising a Family

Mentor's well-planned community provides a balance between green space and development. Homes of all styles are available – from master planned developments to charming century homes -- from contemporary condominium units to cozy apartment living.

The 450-acre Mentor Lagoons Nature Preserve & Marina demonstrates the city's ongoing commitment to the protection of green space and the Lake Erie shoreline. A 600 slip "green" marina is complemented by a 1-1/2 mile natural beach. Additional city recreational amenities include an ice skating complex, outdoor swimming pools, 18-hole golf course and practice center, baseball and soccer fields, a regional bikeway system, skateparks, and basketball and tennis courts.

Tourist Attractions

Headlands State Park is the county's most popular destination featuring Ohio's longest public swimming beach.

The James A. Garfield National Historic Site, operated by the National Park Service, is the home of our 20th President and Mentor's most famous resident.

Northeast Ohio boasts more wineries per square mile than any other region. Hundreds of acres of rolling lush vineyards and award-winning wines draw tens of thousands of visitors each year for touring and sampling. For a list of area wineries, visit www.ohiowines.org and select the "Wines & Vines Wine Trail."

Mentor Marsh State Nature Preserve is one of the largest natural marshes remaining along the Lake Erie shore. It is one of the best places to bird watch in Ohio.

Education

The excellent-rated Mentor School System, along with parochial and private schools, the Auburn Career Center, Lakeland Community College and Lake Erie College enjoy a reputation for providing outstanding educational programs. Nationally ranked four-year, graduate and post graduate universities are an easy commute for residents and include: Case Western Reserve University, John Carroll University, Cleveland State University, Kent State University, Baldwin Wallace College and Hiram College.

- Mentor Public Schools continue to earn "Excellent" or higher rating from the Ohio Department of Education.
- One of 388 schools nationwide to be recognized by the College Board with a place on its Advanced Placement Achievement List.
- 96% of students graduate.
- 89% of graduates go on to college or technical school.



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www.MeacoWeb.com

BUSINESS RESOURCES

BioEnterprise

www.bioenterprise.com

Jumpstart

www.jumpstartinc.org

Lake County Development Council

www.lakecountydevelopmentcouncil.org

Lake County Port Authority

www.lcport.org

Mentor Area Chamber of Commerce

www.mentorchamber.org

Cleveland+

www.clevelandplusbusiness.com

U.S. Small Business Administration

www.sba.gov

MENTOR

OHIO

*the city of choice!*SM