

# CLEVELAND MEDICAL MART & CONVENTION CENTER



**Cuyahoga**  
COUNTY OF OHIO

## Project Update July 26, 2011



Presented by  
Jeffrey R. Appelbaum

# Project Summary

## ▶ Project Scope

- Building Size -- 1,003,000 sf
- Site Area -- 14.6 Acres
- Development Budget--\$465M
- Construction Schedule
  - Construction Start Date- January 3, 2011
  - Substantial Completion Date - August 31, 2013

## ▶ Project Components

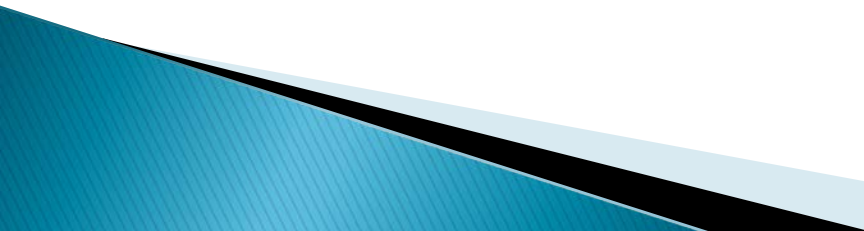
- Convention Center -
  - 767,000 sf under Malls B and C
    - 230,000 sf high quality exhibit hall space
    - 60,000 sf high tech, flexible meeting room space
    - 31,000 sf column free ballroom space
- Medical Mart
  - 235,000 sf at St. Clair and Ontario
    - 100,000 sf permanent show room space
    - 11,000 sf junior ballroom
    - 2,000 sf retail
- Mall B and C Hardscape and Softscape



# Design Update

- ▶ **75% Construction Document Set issued May 3, 2011.**
  - Major review meetings in May, June and July have resolved major outstanding issues and formal acceptance is forthcoming
- ▶ **100% Construction Document Set due for completion August 11, 2011**

# Construction Update

- ▶ **On schedule for August 31, 2013 Substantial Completion**
  - ▶ **Project is 14 % complete based on billings to date for Work in Place and Stored Materials**
  - ▶ **39 of 53 Bid packages have been awarded**
  - ▶ **On schedule to receive LEED Silver Certification**
- 

# Construction Highlights

## ▶ North of Lakeside

- Area under Lakeside ready for foundations
- Micro-piles continue in loading dock area
- Waterproofing and slab foundation work continues for elevator pits and stairs
- Brown's stair work and connection

# Pedestrian Access Agreement

FINAL

## PEDESTRIAN ACCESS AGREEMENT

THIS PEDESTRIAN ACCESS AGREEMENT (this "Agreement") is entered into as of this 1st day of July 1, 2011 (the "Effective Date"), by and among THE COUNTY OF CUYAHOGA, OHIO (the "County"), a political subdivision duly organized and validly existing under the Constitution and laws of the State of Ohio, THE CITY OF CLEVELAND (the "City"), an Ohio municipal corporation, CLEVELAND BROWNS STADIUM COMPANY LLC (the "Browns"), a Delaware limited liability company, MMPI CLEVELAND DEVELOPMENT LLC ("Developer"), a Delaware limited liability company, and CLEVELAND MMCC LLC ("Operator"), a Delaware limited liability company.

### WITNESSETH:

WHEREAS, the City, as lessor, and the Browns (successor in interest to the National Football League), as lessee, are parties to a Lease By Way of Concession, dated as of April 26, 1996 (the "Stadium Lease");

WHEREAS, pursuant to a Construction Administration Agreement, dated as of January 7, 2010 (the "CAA"), as amended, by and between the County and Developer, Developer is to construct, furnish and equip, pursuant to construction drawings and specifications approved by the County, those buildings and other improvements comprising the integrated facility that will include a medical mart and convention facilities ("Facility"), all as described in the CAA, including improvements to Mall C;

WHEREAS, pursuant to a Sublease and Operating Agreement, dated as of December 1, 2010 (the "Operating Agreement"), by and between the County and Operator, the County shall sublease the completed Facility to Operator for operation of the Facility in accordance with the terms and conditions thereof;

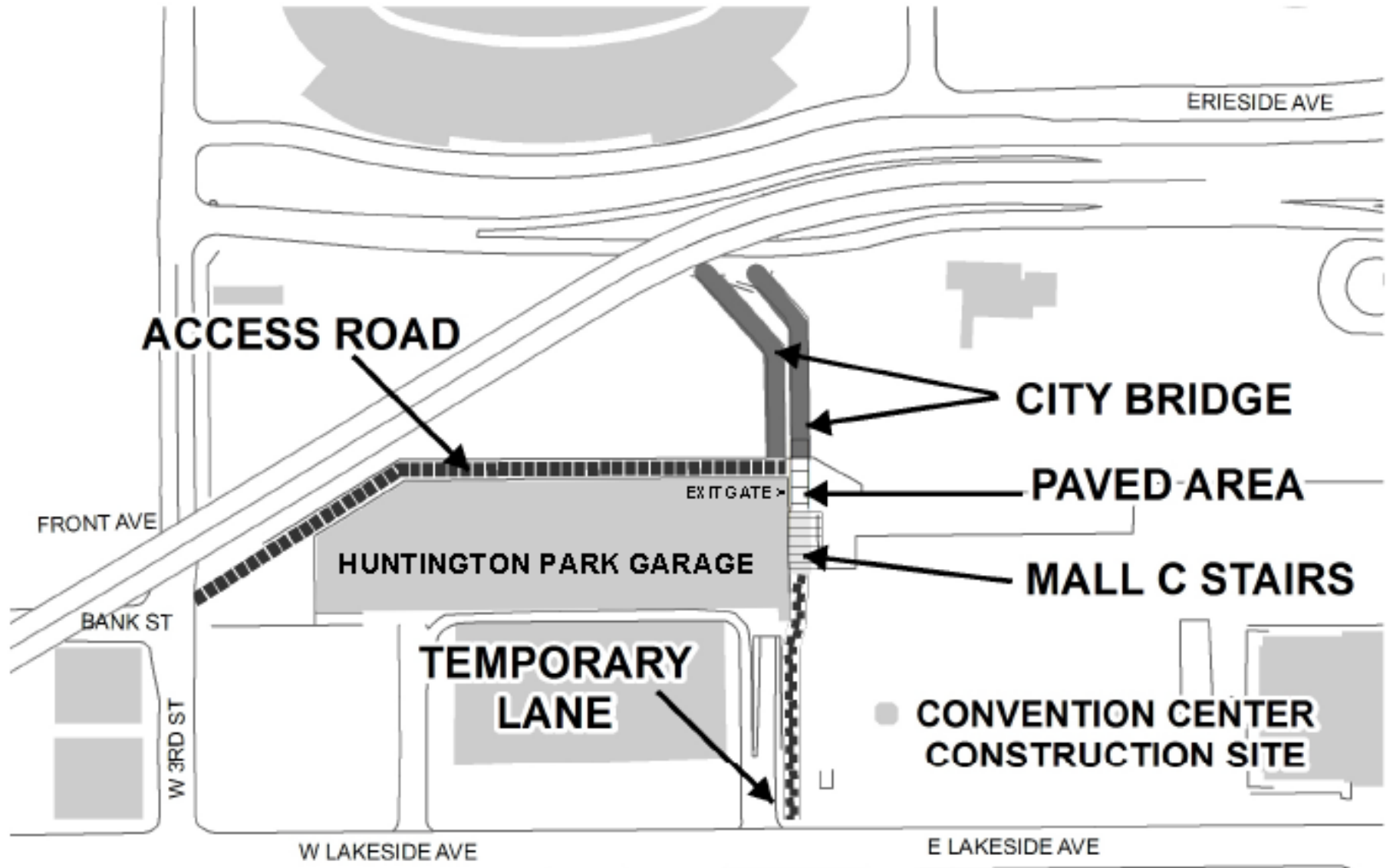
WHEREAS, pursuant to a Reciprocal Access and Mall Easement Agreement, dated as of December 29, 2010 and recorded as APN 20101229053 of the Cuyahoga County Records (the "Easement Agreement"), by and between the County and the City, the County grants the City, after completion of the Facility, an easement to use, maintain, repair and, if necessary, replace the mall improvements located upon Mall C above the Facility, including the Mall C Stairs; and

WHEREAS, the City, County, Browns, Developer and Operator have agreed, as set forth herein, to allocate among themselves certain responsibilities with respect to the Access Road, Temporary Lane, Mall C Stairs, Paved Area and the City Bridge (all as defined in Article 1 hereof).

NOW, THEREFORE, in consideration of the representations, covenants and agreements contained herein, and for other good and valuable consideration, the receipt and sufficiency of which the parties hereto acknowledge, the parties hereto agree as follows:

- 4 Party Agreement (County, City Browns, MMPI)
- Mall C Stairs to be restored and accessway to Lakeside to be built by August 1, 2011
- Access to be available before, during, and after Stadium events; restricted at all other times
- Access maintained and secured by Turner; costs paid by City and Browns
- Mall C Stairs and access continues post completion

# EXHIBIT A1 - PEDESTRIAN WALKWAY AND ACCESS ROAD CONFIGURATION







# Construction Highlights

- ▶ **South of Lakeside**
  - 26 Caissons poured
  - Grade beams are being prepped
  - Steel in fabrication off site (for multiple areas)
- ▶ **Public Auditorium**
  - Various separation work continues
- ▶ **Medical Mart**
  - East Side – Concrete slab pour

# Medical Mart Mat Pour

- ▶ Timeframe: Started at Friday 7/15 at 12 AM and finished pour on Saturday 7/16 at 9 AM.
- ▶ Concrete: 3,200 cy (320 truckloads of concrete), 50 concrete trucks used for pour
- ▶ Placement: (2) Conveyors (150 to 200 cy/hr ea), (1) 58-meter pump (100 to 120 cy/hr)
- ▶ Workforce: (3) Carpenters, (5) Finishers, (14 – 16) Laborers, (5) Supervisors
- ▶ Tons of Reinforcement: 175 to 180 tons

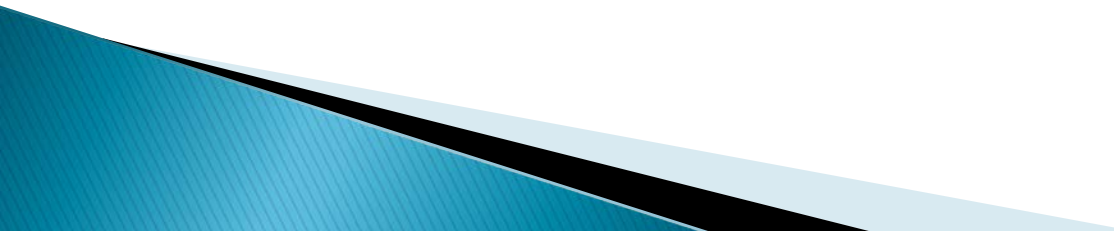








# The St. Clair Avenue Crack

- ▶ Extensive data collection and study will continue through end of this week
    - Soil borings, inclinometers, tilt meters, crack meters, Ground Penetrating Radar, video of existing sewer
  - ▶ Expect expert findings by end of next week
  - ▶ Hope to know by end of following week if additional lane can be opened
  - ▶ Too early to determine cause or competing causes of crack (we await completion of studies)
  - ▶ No impact to construction activities on site
- 

CLEVELAND  
MEDICAL  
MART &  
CONVENTION  
CENTER



**Cuyahoga**  
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# Contracting and Staffing





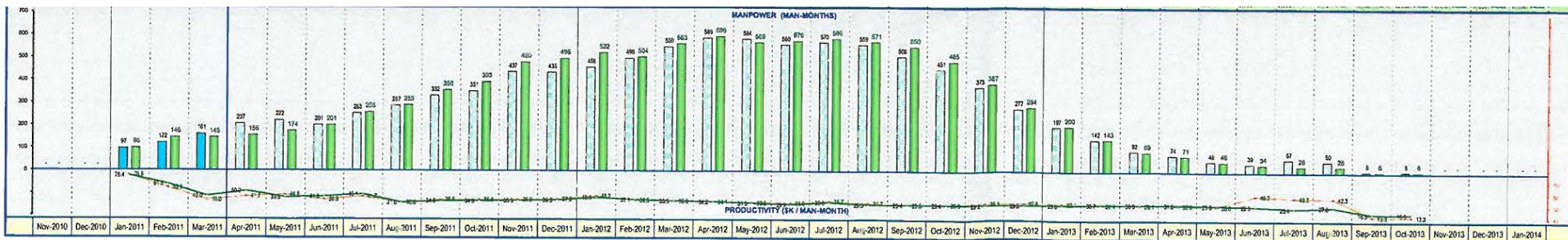
# Manpower Loading

March 2011  
145 MM

May 2011  
185 MM

June 2011  
234 MM

Summer 2012  
580MM + Fitout



# Safety

- ▶ To date...only 1 accident resulting in lost time.

# Economic Inclusion

|                  | Contract Goal | Actual to Date |
|------------------|---------------|----------------|
| SBE              | 25%           | 35%*           |
| County Residency | 40%           | 51%            |
| City Residency   | 20%           | 24%            |

\*41 SBE subcontractors have been hired by their respective prime contractors for the first time.

For period concluding 6/30/2011

# Request for Minority Workforce Data

- ▶ County has no race or gender based goals
  - Illegal (at this time) to impose such goals
  - County's position respected by City and reflected in all Agreements with City
- ▶ Elected officials have requested minority workforce data
  - Data is contained in Certified Payroll records
  - Turner has access to additional data through biometric data base
- ▶ In the interest of full transparency, County has agreed to assemble and provide information

# Breakdown of SBE Data

- ▶ We have agreed to identify all SBE contractors and post on County Website

**Cleveland Medical Mart and Convention Center**  
SBE Commitments

**Turner** Public Assembly  
CONFIDENTIAL

| Bid / Trade Package                 | Subcontractors / Suppliers           | First Contract w/ Prime | SBE %        | SBE       |
|-------------------------------------|--------------------------------------|-------------------------|--------------|-----------|
| <b>Design Assist Subcontractors</b> |                                      |                         |              |           |
| <b>9 Structural Steel</b>           | <b>Schuff Steel Co.</b>              |                         | <b>35.0%</b> |           |
|                                     | Forest City Erectors                 |                         | 16.8%        | SBE       |
|                                     | CommSteel, Inc.                      |                         | 18.1%        | SBE       |
| <b>16 Curtainwall</b>               | <b>Harmon, Inc.</b>                  |                         | <b>25.0%</b> |           |
|                                     | Aster Elements                       | Yes                     | 13.5%        | SBE       |
|                                     | Pending                              | Yes                     | 3.0%         | SBE       |
|                                     | Pending                              | Yes                     | 2.6%         | SBE       |
|                                     | Pending                              | Yes                     | 0.4%         | SBE       |
|                                     | Pending                              |                         | 0.13%        | SBE       |
|                                     | Pending                              | Yes                     | 0.07%        | SBE       |
|                                     | Pending                              | Yes                     | 0.05%        | SBE       |
|                                     | Pending                              | Yes                     | 0.04%        | SBE       |
|                                     | Pending                              | Yes                     | 1.4%         | SBE       |
|                                     | CommSteel, Inc.                      | Yes                     | 2.0%         | SBE       |
|                                     | Commercial Tile & Stone              | Yes                     | 0.9%         | SBE       |
|                                     | Pending                              | Yes                     | 0.9%         | SBE       |
|                                     | Pending                              | Yes                     | 0.1%         | SBE       |
| <b>41 HVAC</b>                      | <b>Coleman-Spohn/Mechanical Inc.</b> |                         | <b>31.9%</b> |           |
|                                     | Clark Mechanical                     |                         | 13.8%        | SBE       |
|                                     | Pending                              |                         | 3.5%         | SBE       |
|                                     | Pending                              |                         | 3.5%         | SBE       |
|                                     | Pending                              |                         | 4.1%         | SBE       |
|                                     | Pending                              | Yes                     | 0.5%         | SBE       |
|                                     | Pending                              |                         | 3.5%         | SBE       |
|                                     | Pending                              |                         | 0.7%         | SBE       |
|                                     | Jones Technology                     |                         | 1.0%         | SBE       |
|                                     | Pending                              | Yes                     | 0.3%         | SBE       |
|                                     | Pending                              |                         | 0.3%         | SBE       |
|                                     | Pending                              |                         | 0.7%         | SBE       |
| <b>42 Electrical</b>                | <b>Zenith Systems, LLC</b>           |                         | <b>39.4%</b> |           |
|                                     | North Electric                       |                         | 15.0%        | SBE       |
|                                     | Pending                              |                         | 1.2%         | SBE       |
|                                     | Pending                              |                         | 0.6%         | SBE       |
|                                     | Pending                              |                         | 0.6%         | SBE       |
|                                     | DE Williams                          |                         | 6.6%         | SBE       |
|                                     | RWJ Wiring                           | Yes                     | 0.3%         | SBE       |
|                                     | Pending                              | Yes                     | 1.3%         | SBE       |
|                                     | Pending                              |                         |              | SBE       |
|                                     | Pending                              |                         | 6.2%         | SBE       |
|                                     | US Communications                    |                         | 1.3%         | SBE       |
|                                     | Pending                              |                         | 0.3%         | SBE       |
|                                     | Pending                              |                         | 0.6%         | SBE       |
|                                     | Burkshire Construction               |                         | 5.4%         | SBE       |
| <b>Bid Subcontractors</b>           |                                      |                         |              |           |
| <b>1A Site Fence</b>                | <b>The Petty Group</b>               | <b>Yes</b>              | <b>100%</b>  |           |
|                                     | Petty Group                          |                         | 100.0%       | SBE Prime |
| <b>1C Site Security</b>             | <b>TMG Services, Inc.</b>            | <b>Yes</b>              | <b>95.4%</b> |           |
|                                     | TMG Services, Inc.                   |                         | 27.9%        | SBE Prime |
|                                     | Rcap Security Services               | Yes                     | 67.5%        | SBE       |
| <b>1D Site Maintenance</b>          | <b>JWT&amp;A</b>                     |                         | <b>100%</b>  |           |
|                                     | J&S Landscaping                      | Yes                     | 17.7%        | SBE       |
|                                     | Carter Exterminating                 | Yes                     | 16.6%        | SBE       |
|                                     | AKA Management (T&M)                 |                         | 31.9%        | SBE       |
|                                     | JWT&A                                |                         | 33.8%        | SBE Prime |
| <b>2 Survey / Site Control</b>      | <b>Michael Benza</b>                 |                         | <b>100%</b>  |           |
|                                     | Michael Benza                        |                         | 100.0%       | SBE Prime |
| <b>3 Demolition</b>                 | <b>Independence Excavating</b>       |                         | <b>35.8%</b> |           |
|                                     | Granger                              |                         | 14.7%        | SBE       |
|                                     | OCON                                 |                         | 2.9%         | SBE       |
|                                     | Denise Flaggging                     | Yes                     | 2.6%         | SBE       |
|                                     | Ballast Constuction Services         |                         | 2.1%         | SBE       |
|                                     | Lightning                            |                         | 1.6%         | SBE       |
|                                     | M/Rveria                             | Yes                     | 3.2%         | SBE       |
|                                     | B&B Wrecking                         |                         | 8.7%         | SBE       |
| <b>3A Sheeting</b>                  | <b>Goettle</b>                       |                         | <b>1.7%</b>  |           |
|                                     | Michael Benza                        | Yes                     | 0.6%         | SBE       |
|                                     | United Ready Mix                     |                         | 1.1%         | SBE       |
|                                     | Mohawk Rebar                         |                         | 0.6%         | SBE       |

| <b>Cleveland Medical Mart and Convention Center</b>           |                                   |                         |               | <b>Turner</b> Public Assembly |
|---|-----------------------------------|-------------------------|---------------|-------------------------------|
| <b>SBE Commitments</b>  |                                   |                         |               | CONFIDENTIAL                  |
| Bid / Trade Package   | Subcontractors / Suppliers        | First Contract w/ Prime | SBE %         | SBE                           |
| <b>3B Earthwork / Dewatering / Si Independence Excavating</b> |                                   |                         | <b>24.0%</b>  |                               |
|   | Granger                           |                         | 14.7%         | SBE                           |
|   | Rockport                          |                         | 0.7%          | SBE                           |
|   | Simplified                        |                         | 2.7%          | SBE                           |
|   | Pending                           |                         | 0.9%          | SBE                           |
|   | Pending                           |                         | 0.9%          | SBE                           |
|   | Timeline Photography              |                         | 0.2%          | SBE                           |
|   | AKA Construction Team             | Yes                     | 1.1%          | SBE                           |
|   | RAR Trucking                      | Yes                     | 2.7%          | SBE                           |
| <b>4 Caissons &amp; Micro Piles</b>                           | <b>Nicholson Construction</b>     |                         | <b>10.0%</b>  |                               |
|   | Carr Bros. Inc                    | Yes                     | 7.6%          | SBE                           |
|   | Decker Steel                      | Yes                     | 2.3%          | SBE                           |
|   | Tech Ready Mix                    | Yes                     |               | SBE                           |
|   | Michael Benza                     | Yes                     | 0.1%          | SBE                           |
| <b>5 Foundation Concrete</b>                                  | <b>Donley's Inc.</b>              |                         | <b>25.2%</b>  |                               |
| <b>6 Exhibit Hall Concrete</b>                                | <b>Mohawk rebar</b>               |                         | <b>20.6%</b>  | <b>SBE</b>                    |
|   | Tech Ready Mix                    |                         | 4.2%          | SBE                           |
|   | RAR Contracting                   |                         | 0.5%          | SBE                           |
| <b>11 Spray-on-Fireproofing</b>                               | <b>Bidar / Spray Insual. Inc.</b> |                         | <b>80.0%</b>  |                               |
|   | Bidar Construction Co             |                         | 80.0%         | SBE                           |
| <b>12 Waterproofing</b>                                       | <b>RAM</b>                        |                         | <b>45.0%</b>  |                               |
|   | Burkshire Construction            |                         | 40.0%         | SBE                           |
|   | Classic Surfaces                  |                         | 5.0%          | SBE                           |
| <b>17 Elevators &amp; Escalators</b>                          | <b>Schindler</b>                  |                         | <b>6.1%</b>   |                               |
|   | Pending                           | Yes                     | 1.9%          | SBE                           |
|   | Pending                           | Yes                     | 1.0%          | SBE                           |
|   | Burkshire Construction            |                         | 2.7%          | SBE                           |
|   | Pending                           |                         | 0.0%          | SBE                           |
|   | Pending                           | Yes                     | 0.2%          | SBE                           |
|   | Pending                           | Yes                     | 0.2%          | SBE                           |
|   | Pending                           | Yes                     | 0.1%          | SBE                           |
| <b>8 Superstructure Concrete</b>                              | <b>North Coast Concrete, Inc.</b> |                         | <b>99.95%</b> |                               |
|   | North Coast Concrete, Inc.        |                         | 54.0%         | SBE Prime                     |
|   | Mohawk Re-bar                     |                         | 26.9%         | SBE                           |
|   | Carr Brothers                     |                         | 0.2%          | SBE                           |
|   | Cuyahoga Supply                   |                         | 2.4%          | SBE                           |
|   | Tech Ready Mix                    |                         | 16.5%         | SBE                           |
| <b>19 Masonry</b>   | <b>Foti Contracting LLC</b>       |                         | <b>25.3%</b>  |                               |
|   | Bruder Building Materials         |                         | 18.5%         | SBE                           |
|   | Price Builders                    |                         | 6.7%          | SBE                           |
| <b>20 Drywall &amp; Ceilings</b>                              | <b>OCP Contractors</b>            |                         | <b>25.0%</b>  |                               |
|   | Giorgi Interior                   | Yes                     | 22.8%         | SBE                           |
|   | JWT&A                             |                         | 2.2%          | SBE                           |
| <b>31 Operable Walls</b>                                      | <b>Gleeson Construction Co.</b>   |                         | <b>17.5%</b>  |                               |
|   | Burkshire Construction            |                         | 0.9%          | SBE                           |
|   | Western Reserve Interiors         |                         | 16.6%         | SBE                           |
| <b>39 Fire Protection</b>                                     | <b>S.A Comunale</b>               |                         | <b>30.9%</b>  |                               |
|   | Jones Technologies                |                         | 10.0%         | SBE                           |
|   | Chieftain Trucking & Excavating   | Yes                     | 0.9%          | SBE                           |
|   | Hammond Corp.                     |                         | 20.0%         | SBE                           |
| <b>40 Plumbing</b>  | <b>Gorman-Lavelle</b>             |                         | <b>37.0%</b>  |                               |
|   | Pending                           | Yes                     | 1.8%          | SBE                           |
|   | Nerone & Sons                     |                         | 5.1%          | SBE                           |
|   | Hammond Corp.                     |                         | 4.6%          | SBE                           |
|   | Pending                           |                         | 0.9%          | SBE                           |
|   | Pending                           |                         | 2.2%          | SBE                           |
|   | Lakeside Supply Company           |                         | 14.3%         | SBE                           |
|   | Rex Pipe                          |                         | 2.6%          | SBE                           |
|   | Cleveland Plumbing Supply         |                         | 5.4%          | SBE                           |
| <b>10 Misc. Metals/OH Drs/I</b>                               | <b>Worthington</b>                |                         | <b>25.0%</b>  |                               |
|   | Upright Steel                     | Yes                     | 25.0%         | SBE                           |
|   | M/ll Iron                         |                         | 19.1%         |                               |
|   | Riley's Transporation             |                         | 0.8%          |                               |
| <b>28a Hdwr/HM DA</b>   | <b>Clevel'd Arch Hdwr</b>         |                         | <b>0.0%</b>   |                               |
| <b>Subtotal Committed Subcontracts</b>                        |                                   | <b>39</b>               | <b>33.4%</b>  |                               |

# Breakdown of Cumulative Work Hours by Jurisdiction, Race and Gender

- ▶ We have agreed to post breakout hours expended by prime contractor, according to:
  - Jurisdiction (City or County)
  - Minority
  - Female



**Cumulative Workforce Statistics for Construction Work**

| Contractor                        | Total Workforce<br>Hours | Minority         |            | Female          |           | City of Cleveland |            | Cuyahoga County  |            |
|-----------------------------------|--------------------------|------------------|------------|-----------------|-----------|-------------------|------------|------------------|------------|
|                                   |                          | Hours            | %          | Hours           | %         | Hours             | %          | Hours            | %          |
| Independence Excavating Total     | 70,542.50                | 13,891.75        | 20%        | 3,838.00        | 5%        | 18,845.25         | 27%        | 38,421.50        | 54%        |
| Precision Environmental Total     | 21,529.00                | 5,244.50         | 24%        | 554.50          | 3%        | 6,279.00          | 29%        | 13,392.00        | 62%        |
| The Petty Group Total             | 1,023.50                 | -                | 0%         | -               | 0%        | 6.00              | 1%         | 58.00            | 6%         |
| * Michael Benza Association Total | 1,453.00                 | 8.50             | 1%         | 555.75          | 38%       | -                 | 0%         | 693.25           | 48%        |
| Zenith Total                      | 10,586.00                | 1,913.00         | 18%        | 28.00           | 0%        | 1,972.00          | 19%        | 5,186.00         | 49%        |
| * Mobile Medical Total            | 137.00                   | -                | 0%         | -               | 0%        | -                 | 0%         | 68.00            | 50%        |
| * Dr. Edward J. Walters Total     | 85.00                    | -                | 0%         | -               | 0%        | -                 | 0%         | -                | 0%         |
| JWT&A LLC Total                   | 529.50                   | 427.50           | 81%        | -               | 0%        | 267.50            | 51%        | 311.50           | 59%        |
| TMG Services                      | 1,810.50                 | 1,782.50         | 98%        | 500.50          | 28%       | 1,220.50          | 67%        | 1,810.50         | 100%       |
| Goettle                           | 12,197.75                | 1,483.00         | 12%        | 141.50          | 1%        | 2,388.00          | 20%        | 3,150.50         | 26%        |
| Coleman Spohn                     | 2,882.00                 | 965.00           | 33%        | -               | 0%        | 670.50            | 23%        | 2,675.50         | 93%        |
| Gorman Lavelle                    | 1,056.50                 | 99.50            | 9%         | -               | 0%        | 48.00             | 5%         | 433.50           | 41%        |
| Schuff Total                      | -                        | -                | -          | -               | -         | -                 | -          | -                | -          |
| Nicholson Total                   | 11,295.75                | 217.00           | 2%         | 585.00          | 5%        | 1,339.50          | 12%        | 2,348.00         | 21%        |
| SA Comunale Total                 | 778.00                   | 152.00           | 20%        | -               | 0%        | 322.00            | 41%        | 626.00           | 80%        |
| Turner SPD Total                  | 439.50                   | 37.00            | 8%         | -               | 0%        | -                 | 0%         | -                | 0%         |
| Donley Total                      | 2,194.50                 | 376.50           | 17%        | -               | 0%        | 176.00            | 8%         | 991.00           | 45%        |
| North Coast Concrete Total        | 16.00                    | -                | 0%         | -               | 0%        | -                 | 0%         | 16.00            | 100%       |
| <b>Grand Total Workforce</b>      | <b>138,556.00</b>        | <b>26,597.75</b> | <b>19%</b> | <b>6,203.25</b> | <b>4%</b> | <b>33,534.25</b>  | <b>24%</b> | <b>70,181.75</b> | <b>51%</b> |

S. A. Comunale - Report 6/18/2011 not submitted.

TMG - Report 6/19/2011 not submitted.

Akron Erectors - Report 6/19/2011 not submitted.

Superior Industrial - Report 6/19/2011 not submitted.

\* Professional Service Agreements

# Relationship of Workforce and SBE

Observation:

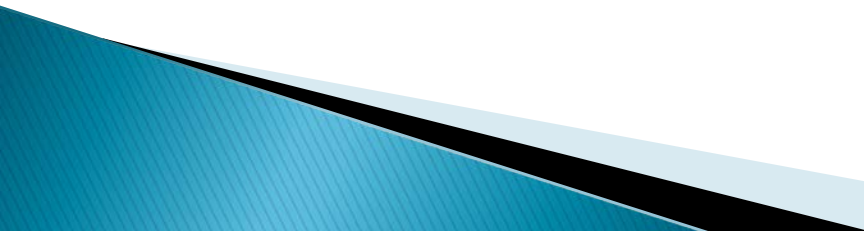
There is a direct correlation between SBE participation, jurisdictional workforce goals, and minority and female workforce results.

**Cumulative Workforce Statistics for Construction Work Through 5/29/2011**  
**SBE Contractors Only**

| Contractor                  | Total Workforce Hours | Minority         |            | Female          |            | City of Cleveland |            | Cuyahoga County  |            |
|-----------------------------|-----------------------|------------------|------------|-----------------|------------|-------------------|------------|------------------|------------|
|                             |                       | Hours            | %          | Hours           | %          | Hours             | %          | Hours            | %          |
| SBE D & C Joint Venture     | 4,429.00              | 3,805.75         | 86%        | 742.00          | 17%        | 3,982.25          | 90%        | 4,399.75         | 99%        |
| SBE M. Rivera Construction  | 973.00                | 118.00           | 12%        | -               | 0%         | 484.00            | 50%        | 589.00           | 61%        |
| SBE B&B Wrecking            | 4,395.50              | 1,195.50         | 27%        | 121.50          | 3%         | 1,425.00          | 32%        | 1,923.50         | 44%        |
| SBE Granger Trucking        | 4,746.75              | 2,948.50         | 62%        | 306.75          | 6%         | 1,328.25          | 28%        | 3,448.25         | 73%        |
| SBE AKA Management          | 485.00                | 485.00           | 100%       | 287.00          | 59%        | 442.50            | 91%        | 442.50           | 91%        |
| SBE Timeline Photography    | -                     | -                |            | -               |            | -                 |            | -                |            |
| SBE Mort Tucker Photography | -                     | -                |            | -               |            | -                 |            | -                |            |
| SBE R&R Trucking            | 16.50                 | 9.00             | 55%        | -               | 0%         | 16.50             | 100%       | 16.50            | 100%       |
| SBE Giorgi Interior Systems | 198.00                | 75.00            | 38%        | -               | 0%         | -                 | 0%         | -                | 0%         |
| SBE Coleman Development     | 2,406.50              | 1,588.00         | 66%        | -               | 0%         | 1,061.50          | 44%        | 1,693.00         | 70%        |
| SBE American Abatement      | 2,074.00              | 936.00           | 45%        | -               | 0%         | 1,405.00          | 68%        | 1,767.00         | 85%        |
| SBE The Petty Group         | 1,015.50              | -                | 0%         | -               | 0%         | 6.00              | 1%         | 58.00            | 6%         |
| SBE Michael Benza           | 1,172.50              | 8.50             | 1%         | 447.25          | 38%        | -                 | 0%         | 563.25           | 48%        |
| SBE JWTA LLC                | -                     | -                |            | -               |            | -                 |            | -                |            |
| SBE J&S Landscaping         | 31.00                 | 20.00            | 65%        | -               | 0%         | 23.00             | 74%        | 23.00            | 74%        |
| SBE AKA Management          | 369.50                | 289.50           | 78%        | -               | 0%         | 217.50            | 59%        | 219.50           | 59%        |
| SBE TMG Services            | 1,518.00              | 1,490.00         | 98%        | 430.50          | 28%        | 1,034.00          | 68%        | 1,518.00         | 100%       |
| SBE Michael Benza           | 152.00                | -                | 0%         | 58.00           | 38%        | -                 | 0%         | 81.00            | 53%        |
| SBE Mohawk Rebar            | 57.00                 | 20.00            | 35%        | -               | 0%         | 17.00             | 30%        | 47.00            | 82%        |
| <b>SBE Totals</b>           | <b>24,039.75</b>      | <b>12,988.75</b> | <b>54%</b> | <b>2,393.00</b> | <b>10%</b> | <b>11,442.50</b>  | <b>48%</b> | <b>16,789.25</b> | <b>70%</b> |

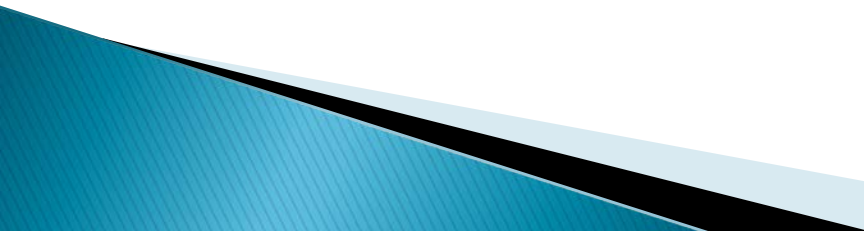
# Small Business Enterprises (SBE)

## Goals:

1. Create 100+ first-time opportunities for SBE contractors.
  2. Change local culture and history of SBE hiring practices.
  3. Provide real opportunities for SBE companies.
  4. Eliminate pass-through contracts.
  5. Stretch prime contractors to break down packages to provide more opportunities.
  6. Significantly exceed CAA requirements at every stage of construction.
  7. Create long-term growth and relationships for SBE businesses.
  8. Create in-house database for SBE businesses for post-construction work.
  9. Establish long-term business relationships with SBE contractors.
- 


# Small Business Enterprises (SBE)

## Actions:

1. Hired a Diversity Outreach Coordinator 4 months prior to construction to aggressively raise community awareness about job opportunities.
  2. Utilized both traditional and non-traditional media outlets, including African-American and Hispanic media, community centers, church meetings, and City and County meetings to distribute SBE contractor information.
  3. Partnered with Cuyahoga County, GCP, City of Cleveland, MBS, NEO Hispanic Chamber, Turner Construction, Van Auken Akins, and Ozanne Construction.
  4. Hosted 4 certification workshops for SBE business owners in advance on construction – 2 Cuyahoga County and 2 Turner Pre-Qualification Workshops.
- 


# Small Business Enterprises (SBE)

## Actions (cont'd):

5. Hired joint venture of MBS and North Coast Minority Media in May, 2011 for three-year contract as Compliance, Monitoring and Outreach Coordinator for SBE and Workforce Utilization.
  6. Printing 5,000 monthly bilingual Construction Newsletter distributed to more than 300 locations on east and west side.
  7. Hosted January SBE Outreach Event with 40+ Prime contractor decision makers resulted in 180 job interviews and 20 first-time SBE contracts.
  8. Distributed Blueprints and Bid specs at no cost to GCP Planning and Estimating Room, NEO Hispanic Chamber, and MBS for SBE bid preparation.
- 

# Small Business Enterprises (SBE)

## Actions (cont'd):

9. Hosted May SBE Bid Package Event featured 150 SBE subs meeting/interviewing with 47 invited prime bidders in 8 categories.
  10. Sponsored and exhibited at Hispanic Business Expo, NAACP Freedom Fund, Asian Fest, Esperanza Fiesta of Hope, and Ohio Black Expo.
  11. Presented Community Outreach Plan to the City of Cleveland Employment Affirmative Action and Training Committee at City Hall on January 18 and May 31.
  12. Creating Ad Hoc Community Committee to provide information and receive feedback.
- 

# Special Hiring Programs Update Cuyahoga County Council

July 26, 2011





# Special Hiring Programs – Current Activities

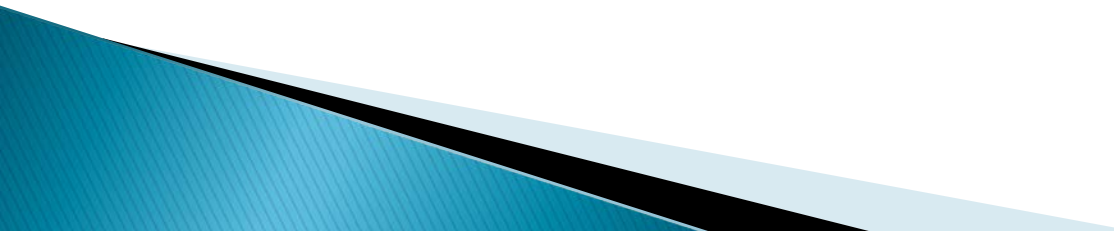
Section 18.19.3 – Training Programs

Goal: Construction and operational workforce training and employment

Methods:

- ▶ Develop training programs in conjunction with CMSD
- ▶ Develop training programs with appropriate educational and training institutions

# Special Hiring Programs – Current Activities

- UCIP–ASAP
  - CMSD High School Intern Program
  - CMSD College Scholarship Program
  - Career Awareness for Middle Schools Outreach
  - CMSD Higher Education Co–op Program
  - Cuyahoga Community College Operational Training Program
- 

# Special Hiring Programs – Current Activities

## UCIP–ASAP

- ▶ UCIP–ASAP graduates are placed into paid, union apprenticeship programs in skilled trades
- ▶ Turner is sponsoring 5 Max Hayes HS students and began class July 18
- ▶ ASAP graduates will begin pre–apprenticeship on September 9
- ▶ Students will select trades and be matched with CMMCC subcontractors – Coleman Spohn, Donley’s, North Coast, Schuff, and Zenith

# Special Hiring Programs – Current Activities

## CMSD High School Intern Program

- ▶ 15–25 CMSD high school students will work as interns through 2013
  - ▶ 5 CMSD interns have been employed on the project since February, 2011
  - ▶ CMSD students selected from MC2 Stem school
- 

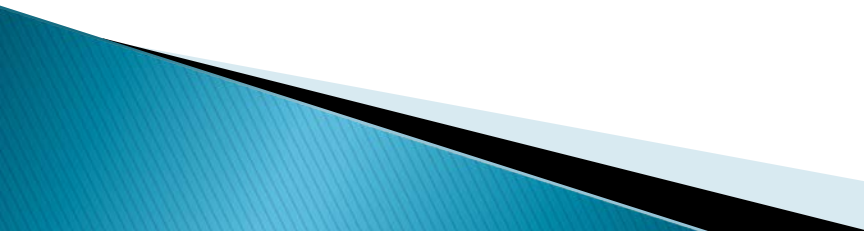
# Special Hiring Programs – Current Activities

## CMSD College Scholarship Program

- ▶ Turner will select one CMSD graduate attending college in construction-related curriculum in 2012 and 2013
- ▶ \$ 5,000 scholarship
- ▶ Turner plans to begin issuing the CMSD Scholarship in 2012 and 2013 to MC2 Stem interns

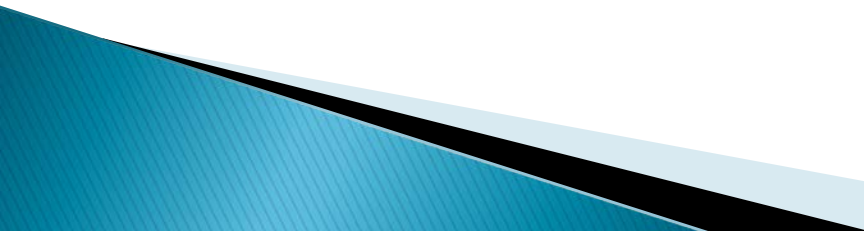
# Special Hiring Programs – Current Activities

## Career Awareness for Middle Schools Outreach

- ▶ Hard Hatted Women, Turner, MMPI, CEA
  - ▶ In-class presentations begin September, 2011 in 12 middle schools with 900 CMSD students
  - ▶ Encourages academic paths aligning with construction career opportunities
  - ▶ Introduce how and why projects are built
  - ▶ Different roles and people in construction
- 

# Special Hiring Programs – Current Activities

## CMSD Higher Education Co-Op Program


- ▶ A graduate from Jane Addams High School is currently attending Cleveland State University and majoring in Urban Planning
  - ▶ Job duties include SharePoint Admin, Document Control, Post RFIs to Contract Drawings, Create Tracking Logs, Compile Subcontract Documents, Bio Scan Assistant Monitor and Community Engagement Planning
  - ▶ Student also interned at MMPI this summer in sales, marketing, PR, management, and construction
- 

# Special Hiring Programs – Current Activities

## Cuyahoga Community College Operational Training Program

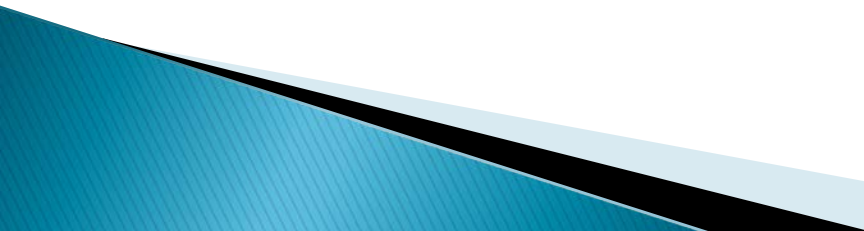
- ▶ Partnership between Tri-C, MMPI, and Employment Connection
- ▶ Program customized for future employment opportunities at CMMCC

### *Training Program Elements*

- ▶ Customer service
  - ▶ Customer interaction
  - ▶ Ethics in the workplace
  - ▶ Problem resolution
- 



# Special Hiring Programs – In-Progress

- Potential partners – Urban League, New Bridge, YouthBuild USA!, CMHA, YoSoy!, and Esperanza
  - Urban League Youth R.I.S.E. program in cooperation with Urban League and Cleveland Airport System
  - Creation of MMPI long-term internships within CMMCC after opening
- 

# CLEVELAND MEDICAL MART & CONVENTION CENTER



Cuyahoga County Council

Brian Casey, Vice President & General Manager

July 26, 2011



# Vornado | MMPI

## Vornado (NYSE “VNO”)

- Fully-integrated, investment grade REIT
  - Market Cap of \$14.8B
  - Commercial, retail, etc.
- MMPI Division
  - Largest mart manager in the world



The Merchandise Mart



350 West Mart Center



Washington Design  
Center



Cleveland Medical Mart  
& Convention Center



L.A. Mart



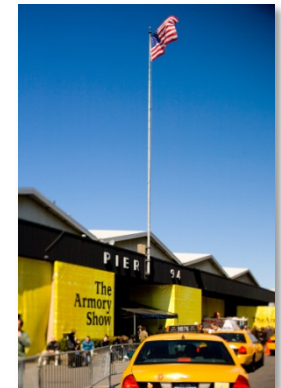
Boston Design  
Center



Architects &  
Designers Building



7 West 34th  
Street



Piers 92/94

# 300 Market Events including 85 Trade & Consumer Shows



## Brian Casey, VP & General Manager

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- 30+ years in the convention & tradeshow industry
  - High Point Market
    - 12 million sq ft permanent showroom market attracting 160,000 annually
  - Smith Bucklin
    - Managed 80 person division
    - Responsible for several hundred meetings, tradeshows and conventions in medical, IT and manufacturing industries

## Brian Casey, VP & General Manager

---

- Advisory Councils for Chicago, Phoenix & Columbus CVB's
- Advisory Council for GES Exhibitions
- Customer Advisory Group to McCormick Place on expansion
- Economic Development Board/Task Force and Chamber Board in North Carolina
- Center For Exhibition Industry Research (CEIR) Board

# Medical Mart LOI Strategy

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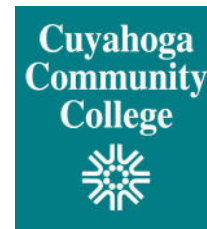
- 65 Letters of Intent (LOIs)
  - Represents 134,800 sq ft
- Current building capacity
  - 99,059 sq ft
- Tenant mix is made up of:
  - Hospitals
  - Educational Institutions
  - Medical Device Companies
  - Healthcare Information Technology
  - Other



# Medical Mart LOI Strategy

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- Currently in Phase I of converting LOIs to contracts
  - 13 contracts extended to first tier tenants
- Medical education platform for attracting medical community
  - Supports sales/marketing objectives of tenants
  - Leverages strength of the region and industry cluster that already exists here
    - Physician & Nursing community
- Helps to attract larger, more prestigious brands improving Medical Mart tenant mix



# Convention Center LOI Strategy

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- 39 Conventions booked to date
  - 14 contracts in process
  - 25 LOIs
- Access healthcare leadership to generate activity
- Commitment to add to our current convention sales staff
  - Focus FTE specifically on medical sector

# Convention Center LOI Strategy

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- Working Closely with Positively Cleveland
  - Weekly sales meetings with respective staff
  - Joining Positively Cleveland Board
  - Establish monthly meetings with David Gilbert
  - Commitment to work in lock step with Positively Cleveland as well as other Cleveland assets
    - Rock and Roll Hall of Fame
    - Cleveland Browns
    - Cleveland Cavaliers
    - Cleveland Indians
    - Others

## **Brian Casey**

Vice President & General Manager

Cleveland Medical Mart & Convention Center

Penton Media Building

1300 E. 9th Street, Suite 650

**216.920.1444 (o)**

**bcasey@mmart.com**

[clevelandmedicalmart.com](http://clevelandmedicalmart.com)

# Questions?

