

GOOD AFTERNOON.

IT'S AN HONOR FOR ME TO SERVE AS YOUR COUNTY EXECUTIVE.
EVEN IF NO ONE KNOWS WHAT I DO, OR WHAT THE COUNTY DOES.

WHAT WE DO HAS SUCH AN IMPACT ON ALL OF OUR LIVES. YET THE
QUESTION I GET OVER AND OVER IS: WHAT'S THE COUNTY DO? IF
YOU DON'T BELIEVE ME, TAKE A LOOK AT THIS.

(SHOW MAN ON STREET RESPONSES TO WHAT IS A COUNTY
EXECUTIVE, AND WHAT DOES THE COUNTY GOVERNMENT DO)

THE MAYOR WAS JOKING, WEREN'T YOU?

THE TRUTH IS THAT, JUST OVER FIVE YEARS AGO, WE DID NOT EVEN
HAVE A COUNTY EXECUTIVE OR A COUNTY COUNCIL. THE CHARTER
THAT CREATED THIS NEW FORM OF GOVERNMENT NOT ONLY
CHANGED HOW WE LOOK BUT WHY WE EXIST.

SO LET'S START THERE. MANY OF YOU MAY FEEL THAT YOU HAVE A
LOT OF GOVERNMENT IN YOUR LIFE ALREADY – CITY, STATE,
FEDERAL. SO WHY HAVE A COUNTY GOVERNMENT?

THE ANSWER, IN A WORD, IS "PROSPERITY". THE COUNTY CHARTER
MAKES IT CLEAR THAT THIS NEW COUNTY GOVERNMENT MUST
PROMOTE ECONOMIC WELL BEING AND PROSPERITY THROUGHOUT
THE COUNTY.

HOW ARE WE SUPPOSED TO DO THAT? THE CHARTER ANSWERS
THAT QUESTION TOO: THROUGH "ECONOMIC COMPETITIVENESS",
"JOB CREATION," AND "ECONOMIC GROWTH."

AND ONE MORE THING: THE CHARTER SAYS THAT YOUR COUNTY
GOVERNMENT MUST PROMOTE "THE ECONOMIC WELL-BEING AND
PROSPERITY OF THE COUNTY AND ALL OF ITS RESIDENTS," NOT JUST

SOME, ALL OF ITS RESIDENTS, ON A FAIR AND EQUITABLE BASIS. THE PROSPERITY OF THE COUNTY MUST BE SHARED AMONG ALL OF US.

NOW HOW DOES THIS HEIGHTENED FOCUS ON ECONOMIC COMPETITIVENESS AND PROSPERITY IMPACT THE COUNTY'S LONG-STANDING COMMITMENT TO THE DELIVERY OF VITAL HEALTH AND HUMAN SERVICES? MUST COUNTY GOVERNMENT NOW TURN OUR BACKS ON THOSE IN NEED? ABSOLUTELY NOT! IN FACT, IT'S JUST THE OPPOSITE. THE CHARTER MAKES ECONOMIC GROWTH A FUNDAMENTAL GOVERNMENT PURPOSE PRECISELY TO ENSURE THAT WE HAVE THE CAPACITY TO PROVIDE "NECESSARY AND ESSENTIAL HEALTH AND HUMAN SERVICES" TO THOSE IN NEED.

THERE'S AN OLD PARABLE ABOUT A VILLAGE ON A RIVER. THE TOWNSPEOPLE SEE A PERSON DROWNING IN THE RIVER, AND THEY SWIM OUT TO SAVE HIM. THE NEXT DAY, THEY SEE TWO PEOPLE IN THE RIVER, AND THEY SAVE THEM. EACH DAY, THEY MUST SAVE MORE AND MORE PEOPLE FLOATING IN THE RIVER. FINALLY, ONE PERSON, WE'LL CALL HIM THE TOWN'S COUNTY EXECUTIVE, HAS THIS GREAT IDEA TO TRAVEL TO THE SOURCE OF THE RIVER, TO FIND OUT WHY SO MANY PEOPLE ARE FALLING IN. AND HE DISCOVERS A BIG HOLE IN A BRIDGE UPSTREAM. SO THE TOWNSPEOPLE GATHER THE RESOURCES AND REPAIR THE BRIDGE.

THAT'S WHAT WE MUST DO AS A COUNTY: WE MUST SAVE PEOPLE WHO ARE DROWNING. BUT WE MUST ALSO REPAIR THE BRIDGE, TO BREAK THE CYCLE OF PEOPLE FALLING INTO THE RIVER IN THE FIRST PLACE.

SO THAT WILL BE THE STRUCTURE OF MY SPEECH. FIRST, I'LL TALK ABOUT REPAIRING THE BRIDGE – THAT'S JOB CREATION, EDUCATION AND WORKFORCE TRAINING. THEN, I'LL TALK ABOUT PULLING PEOPLE OUT OF THE RIVER TO KEEP THEM FROM DROWNING.

THAT'S OUR HEALTH AND HUMAN SERVICES. AND THEN WE CAN ALL SWIM HOME.

WHEN I LOOK INTO THE FUTURE, I SEE OUR COUNTY AS:

- A PLACE BURSTING AT THE SEAMS WITH ARTS, MUSIC, SPORTS, GREAT FOOD, FESTIVALS, WATERFRONT RECREATION, UNIQUE NEIGHBORHOODS, DISTINCTIVE PLACES - ALL CONVERGING IN ONE VIBRANT, DYNAMIC, DIVERSE COMMUNITY
- A PLACE WHERE BUSINESSES THRIVE – GROWING AND PROFITABLE – WITH PLENTY OF GOOD JOBS FOR OUR RESIDENTS
- A PLACE WHERE TALENTED PEOPLE COME AND STAY TO WORK
- A PLACE WHERE OUR CHILDREN START SCHOOL READY TO LEARN, GRADUATE HIGH SCHOOL, GRADUATE COLLEGE AND BUILD THEIR CAREERS, BUSINESSES AND LIVES RIGHT HERE
- A PLACE WHERE ALL VOICES ARE RESPECTED AND HEARD – A PLACE THAT IS INCLUSIVE, CELEBRATES ITS DIVERSITY, AND IS WELCOMING TO ALL
- A PLACE WHERE WE TAKE CARE OF EACH OTHER – WE PROTECT EACH OTHER WHEN WE ARE AT OUR MOST VULNERABLE, WE PROVIDE EACH OTHER A HAND UP WHEN WE MOST NEED IT, AND WE PROMOTE EQUAL ACCESS TO JUSTICE FOR ALL OF US
- A PLACE WHERE OUR ZIP CODE AT BIRTH DOES NOT DETERMINE HOW FAR WE WILL GO IN LIFE
- A PLACE WHERE THE AMERICAN DREAM IS ALIVE AND WELL
FOR ALL OF US

SO WHY DOES YOUR COUNTY GOVERNMENT EXIST? BECAUSE WE HAVE THE UNIQUE ABILITY TO BRING TOGETHER THE PARTNERS,

LEADERSHIP, TEAM, RESOURCES, CREATIVITY, WILL AND PASSION TO CREATE A PROSPEROUS PLACE FOR ALL OF OUR RESIDENTS!

IN ORDER TO ACHIEVE GREAT THINGS, YOU NEED MORE THAN A BUNCH OF GOOD IDEAS. YOU NEED A STRONG TEAM TO MAKE IT HAPPEN. WE LED OFF BY HIRING A GREAT LEADER AND VISIONARY, SHARON SOBOL JORDAN. AND WE HAVE THOUGHTFULLY AND STRATEGICALLY RECRUITED A VERY TALENTED LEADERSHIP TEAM, MANY OF WHOM ARE HERE TODAY. PLEASE STAND AND LET US THANK YOU.

WE ALSO HAVE GREAT PARTNERS AND STRONG LEADERS WITHIN OUR COUNTY COUNCIL, LED BY COUNCIL PRESIDENT DAN BRADY AND VICE PRESIDENT PERNELL JONES. WILL OUR COUNCIL MEMBERS PLEASE STAND SO WE CAN THANK YOU TOO.

AND WE HAVE SO MANY OTHER GREAT PARTNERS, INCLUDING MAYOR JACKSON AND CITY COUNCIL PRESIDENT KELLEY, MAYORS AND MEMBERS OF COUNCILS ACROSS THE COUNTY, THE GREATER CLEVELAND PARTNERSHIP AND THE BUSINESS COMMUNITY, OUR GREAT FOUNDATIONS, UNITED WAY AND OTHER NONPROFITS, OUR EDUCATIONAL INSTITUTIONS, AND SO MANY MORE. AND I HAVE ANOTHER GREAT PARTNER WHO'S HERE TODAY, MY WIFE, AMY. SHE'S THE MOST IMPORTANT.

ALL TOGETHER, WE HAVE A REAL OPPORTUNITY TO TRANSFORM THIS COUNTY.

SO WITH MY REMAINING TIME, I WANT TO TALK SPECIFICS WITH YOU. I WANT TO HIGHLIGHT SOME OF OUR TOP INITIATIVES AND COLLABORATIVE EFFORTS AS WE PAVE THE PATH TO PROSPERITY.

IF WE'RE GOING TO FOSTER PROSPERITY FOR EVERYONE, WE MUST FOCUS ON JOB CREATION. IN FACT, WHEN I RAN FOR THIS OFFICE, I SPECIFIED MY TOP THREE PRIORITIES WERE: JOBS, JOBS AND JOBS. THOSE REMAIN THE SAME.

IN ORDER TO BE SUCCESSFUL, WE'RE TAKING A MULTI-FACETED APPROACH TO JOB CREATION. FIRST, WE'RE TAKING A TRADITIONAL APPROACH TO ATTRACT NEW COMPANIES AND SUPPORT THE GROWTH OF RESIDENT COMPANIES. COMPANIES LIKE DEALER TIRE, LINCOLN ELECTRIC, KING NUT, USA INSULATION, FABTECH, THE LASALLE THEATRE, AND HEINEN'S.

WE KNOW THAT PLACEMAKING IS KEY TO ATTRACTING AND KEEPING PEOPLE AND BUSINESSES HERE, SO WE'VE INVESTED IN COMMUNITY ECONOMIC DEVELOPMENT PROJECTS, LIKE THE LAKEFRONT PROJECT IN EUCLID, THE VAN AKEN PROJECT IN SHAKER HTS, AND A MIXED USE DEVELOPMENT AT WEST 25TH AND DETROIT.

OUR INVESTMENTS OVER THE LAST YEAR, WHICH WERE MADE THROUGHOUT THE COUNTY, WILL RESULT IN THE CREATION, ATTRACTION AND RETENTION OF ALMOST 2000 JOBS.

BUT WE MUST MOVE BEYOND THE TRADITIONAL APPROACHES. TO REGAIN OUR PROMINENT POSITION AS A LEADER IN TODAY'S ECONOMY, I WANT US TO ADOPT A NEW EMPHASIS ON INNOVATION AND ENTREPRENEURSHIP.

WE MUST FOSTER A CONTINUUM OF SUPPORT FOR A CULTURE OF INNOVATION, FROM HELPING TO SPARK THE INITIAL IDEA TO CREATING A SUCCESSFUL BUSINESS.

A COUPLE OF MONTHS AGO, WE PARTNERED WITH THE CUYAHOGA COUNTY LIBRARY SYSTEM TO OPEN THE FIRST NEIGHBORHOOD INNOVATION CENTER AT THE GARFIELD HTS PUBLIC LIBRARY, WHERE ANYONE CAN GO TO USE A COMPUTER, 3D PRINTER, LASER CUTTER, AND A VARIETY OF OTHER AMAZING MACHINES. AND YOU CAN GET THE EXPERT ADVICE YOU NEED FROM MENTORS. THIS IS THE FIRST PLACE ANYONE CAN GO, FOR FREE, TO TURN THEIR CREATIVE BUSINESS IDEAS INTO OPERATIONAL PLANS. WHO KNOWS, WE MAY FIND THE NEXT MICROSOFT RIGHT HERE! I ESPECIALLY WANT TO THANK SARI FELDMAN, EXECUTIVE DIRECTOR OF THE CUYAHOGA COUNTY PUBLIC LIBRARY SYSTEM. PLEASE WATCH THIS VIDEO.

(CLOSE VIDEO SHOWING GREENSPAN PLAYING WITH THE 3D PRINTER)

AS YOU CAN SEE, EVEN COUNTY COUNCILMAN DAVID GREENSPAN LIKES USING THIS NEW CENTER. OH, LOOK! HE'S CREATING HIS FAVORITE 3D ANIMALS.

(AS I TALK ZOOM IN ON A FREEZE FRAME OF THE DESK BY HIM FILLED WITH 3D ELEPHANTS).

IN THE COMING MONTHS, WE EXPECT TO OPEN TWO MORE INNOVATION CENTERS AT THE COUNTY LIBRARIES IN MAYFIELD HTS AND PARMA SNOW.

THE LIBRARY INNOVATION CENTERS ARE THE BEGINNING OF THE ENTREPRENEURIAL CONTINUUM, WHERE ANYONE CAN GET THEIR IDEAS OFF THE GROUND. THEY CAN THEN GRADUATE TO INCUBATORS AND ACCELERATORS LIKE THINK BOX, BIOENTERPRISE, MAGNET OR FLASH STARTS.

BUT THIS GOOD WORK IS NOT ENOUGH. DID YOU KNOW THAT CLEVELAND HAS ONE OF THE FASTEST GROWING POPULATIONS OF

MILLENIALS IN THE COUNTRY? WE ARE ATTRACTING MORE MBA'S AND OTHER PEOPLE WITH GRADUATE DEGREES THAN CHICAGO OR EVEN SEATTLE. OVER THE LAST 100 DAYS, I MET WITH 100 OF THESE EMERGING LEADERS. THESE YOUNG PEOPLE WANT TO STAY HERE. THEY LOVE THE COST OF LIVING, THE ARTS, CULTURE, SPORTS AND FOOD OPTIONS. AND THEY SEE A GREAT FUTURE HERE. BUT THEY ALSO HAVE CONCERNS. CONCERNS WE CAN AND SHOULD ADDRESS.

MANY OF THEM ARE ENTREPRENEURS. THEY TOLD ME THAT A SIGNIFICANT GAP IN OUR INNOVATION CONTINUUM HAS BEEN THE LACK OF ADEQUATE FUNDING FOR STARTUPS AND EARLY STAGE BUSINESSES. WITHOUT ADEQUATE LOCAL FUNDS, ENTREPRENEURS MUST LOOK ELSEWHERE, AND MAY END UP MOVING THEIR BUSINESS OUT OF OUR COUNTY, TO FOLLOW THE MONEY.

WE WANT THEIR BUSINESSES HERE. TO HELP FILL THIS FUNDING GAP, WE HAVE PARTNERED WITH JUMPSTART, A LOCAL NON-PROFIT ORGANIZATION THAT SUPPORTS STARTUPS AND SCALEUPS WITH BOTH RESOURCES AND MENTORING. WE HAVE INVESTED \$4.5 MILLION, WITH THE GOAL OF LEVERAGING OUR INVESTMENT TO ATTRACT ADDITIONAL OUTSIDE FUNDING. I AM PLEASED TO ANNOUNCE THAT OUR INVESTMENT HAS IN FACT LEVERAGED THE CREATION OF THREE GROUNDBREAKING FUNDS TOTALING \$40 MILLION TO SUPPORT STARTUP AND EARLY STAGE TECH AND BIOMEDICAL COMPANIES. PLEASE TAKE A LOOK AT THIS VIDEO TO SEE WHAT EARLY STAGE INVESTMENTS CAN DO.

ONE OF THESE FUNDS, THE FOCUS FUND, IS ONE OF THE LARGEST FUNDS IN THE UNITED STATES FOCUSED ON AFRICAN AMERICAN,

LATINO, AND FEMALE ENTREPRENEURS. THIS IS PARTICULARLY GROUNDBREAKING IN LIGHT OF THE FACT THAT NATIONALLY, OF ALL THE VENTURE CAPITAL INVESTED, ONLY ABOUT 3% HAS GONE TO AFRICAN AMERICAN, LATINO, AND WOMEN ENTREPRENEURS.

ENTREPRENEURSHIP DOES NOT JUST APPLY TO BIOMEDICAL AND TECH. IF YOU WANT TO OPEN A BOUTIQUE OR A RESTAURANT IN THE NEIGHBORHOOD, OR IF YOU WANT TO EXPAND YOUR BEAUTY SALON OR CONVENIENCE STORE, OUR PARTNERSHIP WITH THE ECONOMIC COMMUNITY DEVELOPMENT INSTITUTE CAN HELP. LAST YEAR WE INVESTED IN ECDI, WHICH MAKES LOANS TO SMALL BUSINESSES THAT THE BANKS WON'T TOUCH. WE'VE HELPED 56 COMPANIES, 61% OF WHICH ARE WOMEN OWNED AND 45% ARE MINORITY OWNED. AND OUR INVESTMENT HAS ALREADY LED TO THE CREATION OF 128 NEW JOBS. TAKE A LOOK AT THIS.

ECDI MAKES SMALL LOANS, TYPICALLY NO MORE THAN ABOUT \$100,000. BUT SOME SMALL BUSINESSES NEED LARGER LOANS. SO WE ARE ABOUT TO MAKE ANOTHER INVESTMENT TO LEVERAGE A \$10 MILLION FUND, WHICH WILL MAKE THOSE LARGER LOANS, ADDING TO THE ENTREPRENEURIAL CONTINUUM. REMEMBER, SMALL BUSINESSES CREATE MOST OF THE JOBS IN THIS COUNTRY.

OUR INNOVATION CONTINUUM IS DESIGNED TO CREATE AND GROW JOBS AND BUSINESSES. AND THAT'S CRUCIAL. BUT WE ALSO NEED TO ATTRACT BUSINESS TO OUR REGION.

BUSINESS ATTRACTION DOES NOT HAVE TO BE COMPLICATED OR COSTLY. LET ME GIVE YOU TWO EXAMPLES. LAST YEAR, DURING ONE OF MY 100 MEETINGS IN MY FIRST 100 DAYS WITH BUSINESS LEADERS, I TALKED ABOUT HOW OUR LOW OFFICE RENTAL COSTS

COULD BE ATTRACTIVE TO COMPANIES. LAW, FINANCIAL, AND ACCOUNTING FIRMS HEADQUARTERED ANYWHERE IN THE COUNTRY COULD PLACE THEIR BACK OFFICE WORKERS IN CLEVELAND FOR A FRACTION OF THE COSTS OF NEW YORK, LA, OR CHICAGO. AFTER THE MEETING, ERNST AND YOUNG STEPPED FORWARD, RECOGNIZING THE BENEFITS OF LOCATING NEW JOBS IN CLEVELAND AND CREATED 50 EXECUTIVE ADMINISTRATION JOBS HERE.

WE ALSO WANT TO ENCOURAGE OUR EXISTING BUSINESSES TO BRING THEIR SUPPLIERS TO CLEVELAND, AS UNIVERSITY HOSPITALS HAS DONE. UH INSISTED THAT A MAJOR MEDICAL SUPPLIER OPEN A SIGNIFICANT PRESENCE IN CLEVELAND, AND THEY DID, BRINGING 35 JOBS WITH THEM. I'VE ASKED OUR ECONOMIC DEVELOPMENT DEPARTMENT TO ENCOURAGE MORE BUSINESSES TO FOLLOW SUIT.

THE COUNTY HAS ALSO MADE THREE HUGE AND HIGHLY VISIBLE INVESTMENTS IN BUSINESS ATTRACTION OVER THE LAST SEVERAL YEARS, IN THE GLOBAL CENTER FOR HEALTH INNOVATION, THE HUNTINGTON CONVENTION CENTER, AND THE HILTON CONVENTION HOTEL.

WE ARE IN THE PROCESS OF TRANSFORMING THE GLOBAL CENTER INTO AN EXCITING HUB FOR HEALTH CARE INNOVATION. AND WE ARE ALREADY BEGINNING TO SEE GREAT RESULTS. IN RECENT MONTHS WE HAVE ADDED A DOZEN NEW PARTNERS AND COLLABORATORS, INCLUDING DELL, CERNER, CISCO, AND SIEMENS.

IN FACT, SIEMENS HEALTHCARE HAS MOVED ITS U.S. CENTRAL ZONE HEADQUARTERS FROM PITTSBURGH. THIS MEANS ABOUT TWO HUNDRED NEW HIGH PAYING JOBS TO THE GLOBAL CENTER. THIS SHOWS THE POWER OF THE GLOBAL CENTER TO BRING NEW HEALTH INNOVATION COMPANIES TO CLEVELAND.

THE GLOBAL CENTER IS ATTRACTING INNOVATIVE PROGRAMMING TOO, LIKE THE HIMMS CONNECTATHON, WHICH BRINGS HUNDREDS OF ENGINEERS FROM AROUND THE WORLD FOR A WEEK TO WORK COLLABORATIVELY TO ENABLE PRODUCTS FROM COMPETING COMPANIES TO TALK TO ONE ANOTHER. PLEASE TAKE A LOOK.

THE GLOBAL CENTER CAN ALSO BE A MAGNET TO ATTRACT THE MOST EXCITING INNOVATIVE AND ENTREPREURIAL NEW HEALTH CARE BUSINESSES TO TOWN. SO I AM PLEASED TO ANNOUNCE THAT THE GLOBAL CENTER, WITH SUPPORT FROM THE MT. SINAI FOUNDATION, WILL BE SPONSORING THE RISING STAR AWARDS, ONE OF THE LARGEST NEW BUSINESS PLAN COMPETITIONS IN THE COUNTRY, WITH THE WINNERS RECEIVING NOT ONLY A CASH PRIZE TO SUPPORT THEIR STARTUP BUSINESS, BUT ALSO SPACE IN THE GLOBAL CENTER AND MENTORSHIP FROM GLOBAL CENTER PARTNERS.

THERE IS REAL POWER IN HEALTH INNOVATORS COMING TOGETHER IN A TERRIFIC SPACE.

HERE'S ANOTHER PRETTY REMARKABLE FACT: I'VE GONE THROUGH 1/10 OF MY SPEECH (DON'T WORRY DAN, JUST KIDDING), AND I HAVEN'T EVEN MENTIONED THE REPUBLICAN NATIONAL CONVENTION.

50,000 VISITORS, 15,000 MEMBERS OF THE MEDIA, AND ONE DONALD TRUMP. WITHOUT QUESTION, THE EYES OF THE WORLD WILL BE ON US. AND IF WE SHOW THE WORLD HOW GREAT NORTHEAST OHIO IS, THE ECONOMIC DEVELOPMENT BENEFITS CAN BE TREMENDOUS FOR YEARS TO COME.

WITHOUT OUR INVESTMENT IN THIS HUNTINGTON CONVENTION CENTER AND THE NEW HILTON HOTEL, WE WOULD NOT HAVE

ATTRACTED THIS MOMENTOUS EVENT. AND I AM PROUD TO ANNOUNCE THAT THE HOTEL WILL OPEN BOTH ON TIME AND UNDER BUDGET.

OK, SO FAR I'VE TALKED ABOUT JOB CREATION, ATTRACTION AND GROWTH. BUT CREATING PROSPERITY FOR RESIDENTS THROUGHOUT THE COUNTY – NO MATTER WHERE WE START IN LIFE – CLEARLY REQUIRES THREE MORE THINGS: 1) A HIGH QUALITY EDUCATION; 2) ACCESS TO TRAINING; AND 3) HELP REMOVING THE BARRIERS THAT INEVITABLY ARISE ALONG LIFE'S JOURNEY, PARTICULARLY FOR THOSE OF US LEFT MOST IN NEED BY POVERTY, POOR HEALTH, HUNGER AND DESPAIR.

TO BREAK THE CYCLE OF POVERTY, WE MUST START AT THE BEGINNING, BEFORE A CHILD EVEN REACHES KINDERGARTEN --- IN THE FIRST 2000 DAYS OF LIFE. WE MUST MAKE SURE THAT EVERY CHILD, REGARDLESS OF FAMILY INCOME, HAS THE OPPORTUNITY TO FULFILL HIS OR HER POTENTIAL BY STARTING LIFE WITH A HIGH QUALITY PRE-KINDERGARTEN EDUCATION.

THE STUDIES ARE CLEAR: CHILDREN WHO ATTEND HIGH QUALITY PRE-K AT AGES 3 AND 4 ARE PREPARED FOR KINDERGARTEN, READ BETTER IN THIRD GRADE, ARE MORE LIKELY TO GRADUATE HIGH SCHOOL AND GO ON TO FURTHER EDUCATION OR TRAINING, AND DO BETTER THROUGHOUT LIFE. AND THEY GET BETTER JOBS!

HIGH QUALITY PRE-K IS TRANSFORMATIVE. PLEASE TAKE A LOOK AT THIS SHORT VIDEO.

I BELIEVE THE TIME IS NOW TO MAKE A BIG INVESTMENT IN OUR YOUNGEST CITIZENS, AND FORTUNATELY OUR COUNTY COUNCIL AGREES. I WANT TO THANK THEM FOR WORKING WITH ME TO ADD \$10 MILLION FOR HIGH QUALITY PRE-K IN OUR RECENT BUDGET.

YOU SHOULD UNDERSTAND, THIS IS TRULY A HUGE COMMITMENT BECAUSE IT WAS DONE IN ADDITION TO THE MORE THAN \$9 MILLION PER YEAR THAT THE COUNTY ALREADY DEVOTES TO PRE-K, AND BECAUSE IT WAS DONE WHILE FIXING A \$68 MILLION BUDGET HOLE.

AND WE ARE NOT DOING THIS ALONE. THIS COMMUNITY HAS A LONGSTANDING TRADITION OF PRIVATE, PHILANTHROPIC AND PUBLIC FUNDERS COMING TOGETHER TO MAKE BIG CHANGES.

TODAY, I AM VERY EXCITED TO ANNOUNCE THAT WE HAVE EXCEEDED OUR GOAL TO RAISE FUNDS TO MATCH THE COUNTY'S CONTRIBUTION. FROM THE PRIVATE AND PHILANTHROPIC SECTOR WE'VE RAISED MATCHING FUNDS OF ANOTHER 12 MILLION DOLLARS FOR A COMBINED NEW FUND TOTAL OF \$22 MILLION DOLLARS. THAT WILL ENABLE US TO MORE THAN DOUBLE THE NUMBER OF THREE AND FOUR YEAR OLD CHILDREN BELOW 300% OF POVERTY ATTENDING OUR HIGH QUALITY PRE-K PROGRAM, FROM 2000 TO OVER 4000 KIDS, AND WE'LL SUSTAIN THOSE NUMBERS THROUGH JULY 2020. I ESPECIALLY WANT TO THANK MY FRIEND, REGIONAL PRESIDENT OF PNC BANK, PAUL CLARK. PAUL TOOK ON THE CHALLENGE TO RAISE THESE FUNDS FOR OUR YOUNG CHILDREN. HE HAS DEVOTED COUNTLESS HOURS TO THIS TREMENDOUS EFFORT. THANK YOU PAUL FOR HELPING US CHANGE LIVES.

I ALSO WANT TO THANK THE PEOPLE AND ORGANIZATIONS LISTED ON THE SCREEN FOR THEIR GENEROSITY AND UNDERSTANDING OF THE IMPORTANCE OF GIVING ALL OF OUR CHILDREN THE OPPORTUNITY FOR A GREAT START IN LIFE. MANY OF THESE LEADERS ARE HERE TODAY; LET'S THANK THEM FOR THEIR GENEROSITY.

STARTING WITH OUR YOUNGEST RESIDENTS IS THE BEST WAY TO BREAK THE DEVASTATING CYCLE OF POVERTY AND HOPELESSNESS. BUT WE MUST STILL PROVIDE A HAND UP FOR THOSE THAT HAVE NOT COME OUT OF OUR EDUCATION SYSTEM COLLEGE OR CAREER READY. THIS IS WHERE OUR WORKFORCE SYSTEM IS SUPPOSED TO STEP IN, AND FOR MANY, IT DOES. LAST YEAR, PROGRAMS FUNDED AND OPERATED BY THE COUNTY'S DEPARTMENT OF JOB AND FAMILY SERVICES AND THE CLEVELAND-CUYAHOGA COUNTY WORKFORCE DEVELOPMENT BOARD RESULTED IN 4,211 PLACEMENTS AND 478 TRAINED.

BUT HERE'S THE DISCONNECT: WE STILL HAVE EMPLOYERS TELLING US THAT THEY HAVE THOUSANDS OF JOBS OPEN, YET THEY CAN'T FIND QUALIFIED WORKERS. AND WE HAVE THOUSANDS OF PEOPLE WHO WANT TO WORK AND CAN'T GET JOBS. WHILE WE HAVE SOME GREAT TRAINING PROGRAMS, OUR WORKFORCE SYSTEM IS BROKEN.

BOTH BUSINESS LEADERS AND JOB SEEKERS TELL ME THAT THEY HAVE TROUBLE NAVIGATING OUR COMMUNITY'S COMPLICATED NETWORK OF PROVIDERS AND PROGRAMS TO GET WHAT THEY NEED. WE NEED A BETTER COORDINATED WORKFORCE SYSTEMS APPROACH.

AND WE NEED TO START BY CHANGING OUR DEFINITION OF SUCCESS. UP UNTIL NOW, WORKFORCE PROGRAM SUCCESS HAS BEEN DEFINED AS HELPING SOMEONE GET A JOB, ANY JOB, EVEN A MINIMUM WAGE JOB WITH NO FUTURE, AND EVEN A JOB THEY LEAVE IN 6 MONTHS. WE ALL CLAIM SUCCESS AND MOVE ON. BUT THAT'S NOT SUCCESS.

IN FACT I SHOULD AMEND MY PRIORITIES FROM JOBS, JOBS, JOBS,
TO CAREERS, CAREERS, CAREERS.

SUCCESS IS A REAL PATH OUT OF POVERTY, OFF PUBLIC BENEFITS,
AND ON TO A CAREER.

WE'RE STARTING BY ADDING INCENTIVES TO OUR CONTRACTS WITH
PROVIDERS TO ENCOURAGE THEM TO PLACE OUR RESIDENTS IN
JOBS THAT PAY AT LEAST \$12/HOUR OR MORE AND ARE FULL TIME.

AND WE'RE ALSO FOCUSED ON TURNING OUR SUMMER JOB
PROGRAM FOR 18 TO 24 YEAR OLDS INTO AN INTERNSHIP
PROGRAM, SERVING AS THE FIRST STEP ON THE PATH TO A CAREER.
SO THIS SUMMER, IT'S OUR INTENT TO PLACE 30% OF OUR 1,000
PLACEMENTS INTO PRIVATE SECTOR JOBS --- A SIGNIFICANT
INCREASE OVER PRIOR YEARS. AND WE'RE ASKING PRIVATE SECTOR
BUSINESSES TO JOIN US IN THIS PARTNERSHIP AND TO MAKE SPOTS
AVAILABLE.

AND FOR OUR NEW WORKFORCE SYSTEMS APPROACH, WE WILL
PROVIDE LONGER-TERM COACHING AND POST-EMPLOYMENT
SERVICES THAT OUR RESIDENTS NEED TO ACCESS THE EDUCATION,
TRAINING AND OTHER RESOURCES TO SUCCEED --- TO HELP A
PERSON GET, NOT JUST THE FIRST JOB, BUT THE SECOND, THE
THIRD, THE FOURTH, AND ON UP A CAREER LADDER UNTIL THEY
REACH A WAGE TO SUSTAIN THEMSELVES AND THEIR FAMILIES.

THERE ARE NO QUICK FIXES. BUT WE CAN AND WILL SOLVE OUR
WORKFORCE ISSUES WITH A LONG-TERM SYSTEMS SOLUTION.

WHEN WE TALK ABOUT CREATING A PATH TO A CAREER, WE MUST
ADDRESS HURDLES THAT MANY PEOPLE FACE, PARTICULARLY
MINORITIES AND WOMEN.

WE CONDUCTED A DISPARITY STUDY, WHICH CONFIRMED WHAT MANY HAVE LONG KNOWN: MINORITIES AND WOMEN ARE NOT SHARING FAIRLY IN JOB OPPORTUNITIES. THAT MUST CHANGE.

A COUPLE OF MONTHS AGO, COUNCILMAN PERNELL JONES, OTHER MEMBERS OF COUNCIL, AND I INTRODUCED A ROBUST PACKAGE OF LEGISLATIVE AND EXECUTIVE INITIATIVES WHICH SHOULD LEVEL THE PLAYING FIELD. WE WILL LOWER THE BARRIERS TO ENTRY FOR MINORITY AND WOMEN BUSINESSES AND CREATE MORE OPPORTUNITIES TO GET THEIR FOOT IN THE DOOR. WE WILL ADOPT PREFERENCES FOR COMPANIES THAT HAVE PROVEN TRACK RECORDS FOR USING A DIVERSE WORK FORCE. AND WE WILL PROVIDE AN INCLUSION OFFICER TO MONITOR AND ENFORCE THESE REFORMS. WE MUST DO ALL WE CAN TO ENABLE WOMEN AND MINORITIES TO SUCCEED.

AND WHEN WE TALK ABOUT WORKFORCE, TOO OFTEN ONE GROUP IS ENTIRELY FORGOTTEN: THOSE WITH A CRIMINAL RECORD WHO ARE LOOKING TO RE-ENTER SOCIETY.

AS MANY OF YOU KNOW, ONE OF THE COUNTY'S ROLES IS TO RUN THE JAIL. IT CAN BE DISCOURAGING --- MY DIRECTORS AND WARDENS SEE THE SAME PEOPLE COMING IN AGAIN AND AGAIN, BECAUSE THEY HAVE NO PATH FORWARD. PEOPLE WITHOUT ADEQUATE EDUCATION OR TRAINING TO GET A JOB, THEY COMMIT A CRIME AND GO TO JAIL, AND THEN WHEN THEY COME OUT WE EXPECT THAT SOMEHOW, MIRACULOUSLY, THEY'LL BE ABLE TO GET A JOB AND BECOME PRODUCTIVE. IT DOESN'T MAKE SENSE.

WE NEED TO MAKE A CHANGE, TO GIVE THOSE WHO WANT IT A CHANCE TO MAKE A CHANGE. TO THAT END, WE HAVE ESTABLISHED COMPREHENSIVE REENTRY SERVICES AT THE EUCLID JAIL. THIS PROGRAM IS A COLLABORATIVE WITH EDWINS LEADERSHIP AND

RESTAURANT INSTITUTE, AND BRANDON CHROSTOWSKI, CHOSEN AS A 2016 HERO BY CNN, THE WORKFORCE DEVELOPMENT BOARD, TOWARDS EMPLOYMENT, RECOVERY RESOURCES, TRI-C, AND OUR DEPARTMENTS OF CORRECTIONS AND JOBS AND FAMILY SERVICES. WE ARE TRAINING INMATES SO THEY CAN PURSUE A CAREER AFTER THEY'RE RELEASED. PLEASE TAKE A LOOK AT THIS VIDEO.

SO FAR, I'VE BEEN TALKING ABOUT OUR FOCUS ON ECONOMIC GROWTH AND OPPORTUNITY: REPAIRING THE BRIDGE OVER THE RIVER, SO PEOPLE DON'T KEEP FALLING IN. BUT WE MUST ALSO PULL OUT OF THE RIVER THOSE THAT FALL IN. WE MUST CONTINUE TO HELP THOSE WHO ARE MOST VULNERABLE, AND MOST IN NEED.

SO IF A YOUNG CHILD IS ABUSED OR NEGLECTED, THE COUNTY MUST STEP IN TO HELP.

IF YOUR ELDERLY GRANDPARENT IS TAKEN ADVANTAGE OF FINANCIALLY, OR IS PHYSICALLY HARMED, THE COUNTY IS THERE TO PROTECT THEM.

WE SUPPORT FOOD PROGRAMS FOR THOSE AMONG US WHO ARE STARVING, SHELTER FOR THOSE AMONG US WHO ARE HOMELESS, AND NEEDED SERVICES FOR THOSE AMONG US LIVING WITH SPECIAL NEEDS.

THE COUNTY IS THERE FOR OUR NEIGHBORS, OUR FRIENDS, OUR FAMILY, FOR MANY OF US, WHEN WE HAVE NO WHERE ELSE TO TURN.

OVER THE PAST YEAR, WE REVIEWED AND IMPROVED THE WAY WE DELIVER HEALTH AND HUMAN SERVICES, IN ORDER TO ACHIEVE BETTER RESULTS FOR THE PEOPLE WE SERVE. I'LL MENTION JUST THREE WONDERFUL ACCOMPLISHMENTS:

LET'S START WITH OUR CHILDREN.

SADLY, THERE ARE TIMES WHEN A CHILD MUST BE REMOVED FROM THE FAMILY SETTING, WITH CUSTODY GOING TO THE COUNTY, TO PROTECT A CHILD FROM AN UNHEALTHY HOME ENVIRONMENT. BUT THE ULTIMATE GOAL IS TO RETURN THAT CHILD TO HIS OR HER HOME AS SOON AS IT'S SAFE TO DO SO. IN 2015, WE REUNITED 425 CHILDREN WITH THEIR PARENTS OR CUSTODIANS. THE MOST IN SEVERAL YEARS. THAT'S A VERY BIG DEAL. PLEASE TAKE A LOOK AT ONE TOUCHING STORY. (VIDEO)

SECOND, WE SUPPORT MORE THAN 20 SENIOR CENTERS AROUND THE COUNTY. THESE CENTERS PROVIDE AN IMPORTANT SETTING FOR SOCIAL PROGRAMS AND MEALS, ENABLING MORE OF OUR OLDER RESIDENTS TO AGE IN THE COMMUNITY. AND IN 2015, WE STEPPED IN TO SAVE 4 CENTERS FROM SHUTTING THEIR DOORS. RECOGNIZING THE INCREASING NEED FOR SENIOR SERVICES IN OUR COMMUNITIES, WE HAVE LAUNCHED A SERIES OF INNOVATION GRANTS UNDER WHICH COMMUNITIES WILL COME TOGETHER TO PROPOSE INNOVATIVE APPROACHES TO MORE EFFECTIVELY AND EFFICIENTLY PROVIDE SERVICES FOR SENIORS.

THIRD, WE MUST END THE SHAMEFULLY HIGH RATE OF INFANT MORTALITY IN OUR COUNTY! WE HAVE THE BEST HEALTH CARE IN THE WORLD, RIGHT OUTSIDE OUR DOORS. YET WE HAVE ONE OF THE WORST RATES OF INFANT MORTALITY. WE SHOULD BE MORTIFIED. BUT MORE IMPORTANTLY, WE SHOULD TAKE ACTION. AND I'M PROUD TO SAY THAT WE ARE.

FOR THE FIRST TIME, THE COUNTY IS TAKING A LEADERSHIP ROLE, ALONG WITH THE CITY OF CLEVELAND AND COUNCIL PRESIDENT KEVIN KELLEY. TOGETHER WITH THE HOSPITALS, FOUNDATIONS, MANAGED CARE, AND BUSINESS COMMUNITY, IN A SHARED EFFORT WE'RE CALLING FIRST YEAR CLEVELAND, WE ARE DEVOTING

SIGNIFICANT RESOURCES AND FOCUSING OUR EFFORTS COLLABORATIVELY TO ATTACK THIS TERRIBLE PROBLEM. A CHILD'S ZIP CODE SHOULD NO LONGER DICTATE WHETHER HE OR SHE LIVES TO SEE A FIRST BIRTHDAY.

THERE'S SO MUCH MORE THAT I HAVEN'T EVEN TOUCHED ON, BUT I SEE DAN MOULTHROP IS GETTING FRANTIC. SO I'LL LEAVE YOU WITH THIS.

I ENVISION A COUNTY WHERE EVERYONE HAS A REAL OPPORTUNITY TO PROSPER AND GROW. AND A COUNTY GOVERNMENT THAT CREATES AN ENVIRONMENT WHERE EVERY PERSON CAN SUCCEED, NO MATTER WHERE THAT PERSON STARTS IN LIFE.

IF YOU CAN'T YET TELL, I AM VERY EXCITED ABOUT OUR FUTURE HERE IN CUYAHOGA COUNTY. OUR COUNTY IS TRULY ON THE MOVE. TOGETHER, WE CAN ACHIEVE A VERY BRIGHT FUTURE.

THANK YOU.

