

Samuel DeShazor  
██████████ Hickory Street  
Akron, Ohio 44303

RECEIVED  
2024 JAN 10 AM 10:25  
AKRON CITY COUNCIL

Akron City Council  
166 South High Street, 3<sup>rd</sup> Floor  
Akron, Ohio 44308

January 10, 2024

Dear Council Members:

I am writing this letter of application for the vacant Ward 1 seat on Akron City Council. My family and I have lived at ██████████ Hickory Street for more than 12 years. We realize that Akron and its neighborhoods are wonderful places to live, work and play. We must continue to invest in our community so that Ward 1 will be a showplace for Akron. In that light, I'm applying for the vacant position as council representative.

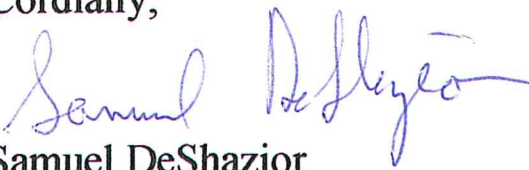
As I take this journey, it is my intent to learn from our citizens and share the best of my time and talents with this community. I've always known that Akron, Ohio was a special place and through collaboration and progressive work, Ward 1 can be the prototype for other neighborhoods to follow.

This is an historic moment for the City of Akron as we prepare to enter the vestibule to the bicentennial celebration. It is my prayer that our accomplishments as a welcoming and progressive community will stand solid as inspiration for other communities across this country.

[Recipient Name]  
January 10, 2024  
Page 2

Thank you for your time and I look forward to hearing from you soon.

Cordially,

  
Samuel DeShazor

## **SAMUEL D. DESHAZIOR**

██████████ Hickory Street  
Akron, Ohio 44303

████████████████████  
Akron, OH USA

<https://www.linkedin.com/in/samuel-deshazior-b3b78515>

Relator, Investment Influencer, Life Learner, International Business Connector

---

### **Leader in Business Decisions, Economic Development, Relationship Building**

Administrator, public servant, innovator, facilitator, educator, economic development planner. Experienced in local, national, and international foreign direct investment (FDI) affairs, program development, non-profits, and university and city government. Experienced leader at cabinet level in city government and regional chamber of commerce managing staff, supporting industry success in the Industry 4.0 era. Executing and participating in strategic marketing, management, budget creation, capacity building, internal/external relationship building, senior leadership collaboration, recruiting and retaining small and medium-sized enterprises. Facilitator for small business development programs with emphasis on entrepreneurship.

---

## **CAREER HISTORY AND ACCOMPLISHMENTS**

### **CITY OF AKRON**

**Akron, Ohio**

**Director of Business Retention and Expansion**

**Cabinet Member**

**Office of Integrated Development 2019-PRESENT**

**2019 City of Akron Reorganization**

- Lead agent in influencing investor decisions in economic development both domestic and international.
- Directed hi-level municipal support to businesses seeking assistance.
- Developed and executed successful strategies for marketing the name of Akron to industry.
- Serves as contact and relationship builder for local Akron companies looking to expand, invest and grow.

- Serves as principal contact for large scale employers in the Akron business retention and expansion portfolio with Elevate Greater Akron.
- Managed and maintained the Sites and Buildings Data Base.
- Chairs the Medina Summit Business Alliance that provides leadership to the Ohio Small Business Development Center. Partners with the U.S. Small Business Administration.
- Developed fundraising strategy and maintained liaison to the Akron Fusion Fund.

### **Deputy Mayor 2014-2019**

#### **Mayor's Office of Economic Development**

#### **Cabinet Member**

- Served as Chairman/Vice Chairman of the Akron Development Corporation.
- Managed the Akron Global Business Accelerator (Now BOUNCE Innovation Hub). The Bounce was operated with contracts to 12 professionals as the premier entrepreneurial center in Akron and was spun off as a privately operated center in 2019.
- Directed the work of new investments located in Joint Economic Development Districts (JEDD's) and Joint Economic Development Zones (JEDZ's).
- Developed and managed the Akron Bio Investment Fund that supported entrepreneurship in Life Sciences. Raised over \$4.5 million for traction grants and market entry loans. Made 13 successful transactions with Akron companies before the merger with the Akron Fusion Fund in 2019.
- Approved financial distributions of the Great Streets Development Program.
- Served as leader of the collaboration for the Ohio Small Business Development Center as lead supporter.
- Served as Chairman/Vice Chairman and Financial Officers of the Highland Square Economic Development Corporation.
- Established Akron as the 1<sup>st</sup> prize for winners of the Life Sciences Baltics Competition. The conference is held on a Biannual basis in Vilnius or Kaunas, Lithuania. Akron has hosted 4 winners to date.

**Deputy Planning Director 2006-2014**  
**Department of Planning**  
**Mayor's Office of Economic Development**  
*Cabinet Member*

- Served as administrative officer specializing in economic development and planning investment. Held a pivotal role as liaison for both the Departments of Economic Development and Urban Planning.
- Directed the economic development marketing campaigns of the municipality and provided strategic direction to industry engagement. In addition, responsible for relationship building with “C-Level” executives and was tasked with providing visibility for the city to corporate location and investment consultants.
- Acted as principal agent for Akron’s presence in targeted industry sectors on a local, national, and international basis. Coordinated issues for new Akron business projects and expansion plans of existing businesses and marketed the strengths of the Akron economy in new and emerging markets.
- Managed and supervised staff of the Housing Rehabilitation Program in the City of Akron for 2 years (2006-2008).
- Chaired Akron’s and Ohio’s international efforts at the Kunststoff Plastics Fair (K-Fair 2004-2022) and Fakuma Plastics Fair in Germany and developed the continuation marketing strategy, budget, consultant contracts and targets for the Hannover Messe on behalf of Greater Akron since 2003. In addition, conducted business investment work on behalf of Akron in India, France, Indonesia, Netherlands, Korea, Japan, Ghana, Malaysia, Italy, China, Lithuania, Slovenia, Poland, Finland, and the United Kingdom. These efforts have resulted in several new business investments and business expansions over the years.
- Represented Akron as Assistant Secretary of the Community Improvement Corporation (CIC) of Medina, Summit, and Portage Counties (2006-Present). Provided technical assistance to business expansions and potential business prospects seeking a U.S. portal to the North American marketplace with the use of the Akron Global Business Accelerator (Now Bounce Innovation Hub).

- Provided support to small and small under-represented sector enterprises and consulted the Mayor's office and the city's administration on high-level development priorities.
- Directed Akron's Sister-City and twinning activities.

## **GREATER AKRON CHAMBER Akron, Ohio**

### **Senior Director, Business Development 2004-2006**

- Directed all domestic and international marketing for the economic development efforts of the Greater Akron Region. These activities included targeted advertising, prospect/lead development, trade show marketing, consultant marketing, and custom research for national and international business investment. These activities produced nearly \$100 million in annual business investment regionally.
- Developed annual budgets and implemented strategic work plans for economic development staff including economic development financing, business research, economic development communications and the Tri-county business visitation program.
- Provided technical assistance to business expansion and potential business prospects in the region. Made available a wide range of technical support services from export assistance to environmental compliance information.
- Served as Executive Secretary of the Community Improvement Corporation (CIC) of Medina, Summit and Portage Counties. Directed day-to-day activities including bond inducements, bond closings, client/attorney counseling sessions, annual audits and governmental reviews and reporting. Developed a streamlined approach to bond inducement that has saved multiple companies time and money. Negotiated new agreements with local governmental entities to add both the civic multi-mode and housing bonds as a part of the service offered by the CIC. Completed the issuance of over 50 industrial, civic and housing bonds with investments in Medina, Summit and Portage County projects of more than \$200 million.
- Administered the Akron Development Fund (ADF) that provides high value "mezzanine" financing to entrepreneurial projects in the Greater Akron marketplace. At that time, the ADF had funded 8 entrepreneurial projects that had been identified in Greater Akron valued at nearly \$9 million in volume.

- Developed and administered the entrepreneurship strategy and work plan for the region's business development team along with the local university partners and private sector supporters.
- Provided direct supervision for 7 professional staff members, contract employees and 1 intern.

**Director, Business Development 1995-2004**  
**Akron Regional Development Board (Now Greater Akron Chamber as of 2001)**  
**Akron, Ohio**

- Directed efforts of the State of Ohio as chairman of marketing for the Ohio Economic Development Council from 1998 until 2004. Chaired three of Ohio's largest marketing venues as organizer of the National Plastics Exposition (NPE) in Chicago/Orlando and the Society of Automotive Engineering World Congress (SAE) in Detroit on an annual basis. NPE and SAE are the largest marketing events in the world for the industry sectors of advanced material and automotive production.
- Led Northeast Ohio and Greater Akron marketing efforts on the Ohio Governor's Trade Mission to Japan. In addition, identified new investment opportunities and called on industry leaders in Korea, Malaysia and Indonesia resulting in three Asian investments supporting the automotive sector.
- Liaison to the United States Export Assistance Center and 2004 graduate of the US Chamber of Commerce "TradeRoots" Program. TradeRoots was designed to build world-wide relations for small and medium sized companies that are anxious to trade and export to emerging markets.
- Served on TEAM NEO's (new 13 county marketing organization in Northeast Ohio) marketing committee. These combined efforts developed a working synergy. The Partnership reflected a regional effort designed to leverage limited economic development resources for retention of existing business and the attraction of new "wealth generators" from outside of the Northeast Ohio Region.
- Directed the certification process of Medina, Summit, and Portage County municipalities as "Business Friendly" designated communities. This program certified that Northeast Ohio communities met a minimum standard of

proficiency when working with potential business investment clients using available economic development tools, data and resources.

- Organized the Northeast Ohio Student Summit for high school juniors and seniors interested in careers in advanced production and hi-tech manufacturing in cooperation with the Society of Manufacturing Engineers (SME), Fabricators Manufacturing Association (FMA), Partners-for-Progress and the North Coast Growth Alliance. This workforce development initiative was held annually during the Fabtech Industrial Trade Show and APEX (Advanced Production Exposition) on alternating years. This effort identified talent that eased the pressure of new hires in industry.
- Implemented the first region wide on-line location database with the governments of 26 municipalities in the region. The database provided up-to-date information on business sites and buildings in Greater Akron.
- Served on the Executive Board of the Ohio Region 9 Governor's Task Force for School-To-Work as the private sector representative.
- Prepared annual reports on performance measurements for governmental entities, governing boards, contractual entities and grantors on behalf of the Greater Akron Chamber.

### **Manager, Economic Development Project Management 1993-1995**

- Devoted 40% of time to a targeted marketing program which included national and international advertising response, telemarketing promotions and trade show development. These activities generated over 650 business leads annually.
- Coordinated international and domestic trade exchange visits for tri-county region. Researched, analyzed, and targeted specific industries for potential business investments. These efforts yielded over 5 joint ventures and over 30 locations/expansions.
- Developed a comprehensive project approval matrix that has been used by prospects to evaluate and simplify the process for plan approval in local communities.

## **Economic Development Specialist Project Coordination 1988 - 1993**

- Annually researched, compiled and published Commercial Development Guide which highlighted available real estate opportunities including office buildings, warehouse/flex space, business parks, retail centers and development sites in Northeast Ohio.
- Implemented new computer-based systems to maintain prospect/client inquiry tracking procedures. Also developed and managed electronic systems to more efficiently maintain and update information on 400 industrial sites and buildings.
- Produced target industry brochures for the metalworking and polymer industry of Portage, Summit, and Medina Counties in Northeast Ohio. These publications were translated into German and Japanese for direct mail campaign and business attraction program.

## **UNIVERSITY OF AKRON; Akron, Ohio**

### **Graduate Research Assistant, Urban Planning Department 1986 – 1988**

- Assisted ongoing research of Department Head in location quotient techniques of community economic development planning in Northeast Ohio counties.
- Department of Urban Studies: Particular attention was given to the location quotient analysis used in the Community Analysis Planning Package. This program reported local communities and projected trends in each throughout the year 2020.

## **ATLANTA CONVENTION AND VISITORS' BUREAU; ATLANTA, GEORGIA**

### **Atlanta International Marketplace 1983-1984**

- Conducted downtown land use inventory study.
- Organized community meetings on downtown business development, commercial revitalization, and proposed plans for the hotel district in the City of Atlanta.
- Assisted with comprehensive plan resulting in development of multi-ethnic and culturally diverse marketplace that connected the Atlanta Hotel District with the World Congress Center.

## EDUCATION

M.A. University of Akron, Akron, Ohio 1993 Urban Planning/Urban Economics  
Thesis: Alternative Use of Abandoned Truck Terminals in Greater Akron-1992

B.A. Clark College, Atlanta, Georgia 1984 Public Relations

### Professional Certifications

University of Maryland, College Park, MD 1988 Basic Economic Development Course

University of Oklahoma 1994 Honor Graduate  
Economic Development Institute,  
Norman, Oklahoma  
Thesis: Alternative Uses for Abandoned Industrial Facilities in Northeast Ohio-1994

## ACTIVITIES and MEMBERSHIPS

### Current

Board Chairman, Ohio Small Business Development Center  
Board Chair, Progressive Alliance CDC  
Board Member, University of Akron Research Foundation  
Board Member, University of Akron Foundation  
Board Member and Chair of Signature Event, Global Ties Akron  
Member, Northeast Ohio Four County Planning Organization (NEFCO)  
Chairman, HUD Northeast Ohio Congregate Housing Program for 55+  
Commissioner, Ohio Commission on the African American Male  
Chairman, Alpha Phi Alpha Homes, Inc. Akron Ohio  
Member, National Alumni Association-University of Akron

### Past Activities

1999-2003  
National Vice-President Alpha Phi Alpha Fraternity  
1982-1984  
National President, The College Fund UNCF-Pre-Alumni Council  
1991-1994  
President Board of Trustees, Akron Summit Community Action, Inc. 1992-95

Vice Chair Ohio Region 9 Executive Committee for School-To-Work 1998-2000  
 Chairman, Project Alpha (Teenage Pregnancy Prevention Program) 1989-91  
 District Chairman, Boy Scouts of America-Pathfinder District 1994-2004  
 President, Summit County Child Assault Prevention Advisory Board 1991-1995  
 Vice Chairman, Ohio Economic Development Council (OEDC) 2001-2004  
 Executive Committee, Cascade Capital Corporation 2003-2006 1990-2006  
 Member, Akron Fair Housing Contact Service Board of Trustees 1999-2006  
 Board Member, Summit Workforce Policy Board 2000-2009  
 Member, Cuyahoga Valley National Parks Association 1997-2010  
 Member, Cornet Global

### HONORS

1991 National Alumni Service Award	Clark Atlanta University
1992 Mayor's Community Service Award	City of Akron
1991 Midwest Man of the Year	Alpha Phi Alpha Fraternity
1993 Who's Who in Development	Gilbey's Who's Who
1994 Exemplary Leadership Award	Akron Summit Community Action
1994-95 DSA Nomination Award	Akron Jaycees
1996 E. Bruce Tate Award	Alpha Urban Initiative Award
1997 Black Women's Leadership Caucus	Outstanding Leadership Award
1997 Graduate Class 13	Leadership Akron
1997 Whitecoat Mini-Internship	Summa Health Care
1999 Silver Beaver Award	Boy Scouts of America
2003 W.M. Young Nat'l Service Award	Boy Scouts of America
2007 Insights Program	AGMC Cleveland Clinic
2009 Harold K. Stubbs Award	HK Stubbs Committee
2008 Leadership Appreciation Award	UNCF, The College Fund
2010 Outstanding Alumni Award	University of Akron
2023 Outstanding Achievement in ED	Greater Summit Bus Conf & Expo

\*References Available\*