

January 4, 2019

Doug Thomas, Senior Vice President  
Strategic Government Resources

Mr. Thomas,

Over the past decade, I have managed both public and private organizations, provided oversight and management for more than 40 employees, and currently serve as the Executive Director of the Ashtabula County Port Authority - the government agency charged with economic development in Ashtabula County. As the Executive Director, I have been responsible for the management and operation of the Port's public initiatives. My track record is one of innovation and creativity in the public sector.

During my tenure at the Port Authority, I have overseen more than \$25 million in capital improvement projects at the Port's raw water pumping station. Those improvements have led to more than \$600 million in community investment as the companies that rely on raw water from the Port have expanded. I have extensive experience in contract negotiation, dispute resolution, human resources, budgeting, and all aspects of business management operations both in the public and private sectors. I have also worked to grow the Port's financing ability to help foster private business development, culminating in a \$10 million conduit loan for the construction of an effluent line that services one of the county's largest employers. In the past six years, Port assets have nearly quadrupled as the \$20 million mark is approached.

In addition to the business aspects of government, I also have extensive experience in grant procurement and management. These include a \$1.5 million federal Economic Development Agency (EDA) grant for infrastructure, a \$600,000 US EPA grant for brownfield assessment, and more than \$500,000 in state and local grants for various projects. These projects have all been centered around economic development and the growth of private businesses throughout Ashtabula County.

For nearly a decade I have led a county government organization from fiscal uncertainty to a stable, efficient, effective government body that has a tremendous impact on the successes of northeast Ohio through economic development. In order to accomplish these goals, open-mindedness and flexibility have been two pillars of the approach towards building a long-term plan that improves the quality of interactions with elected officials, local business leaders, and community members. I pride myself on being a leader within the workplace that surrounds myself with talented colleagues. My approach to leadership is based on support, delegation, and is truly altruistic. Public service is about creating an impact in the community, and developing talented individuals who want to serve the public through their local government is essential to the ongoing success of government.

One of the most important aspects of my current position is budgeting and long-term capital planning for the organization's public utility, and for the other programs that provide an economic benefit to the community. I pride myself in having the financial acumen and business experience to have eight consecutive years coming in under budget despite the myriad of financial challenges that arise in a normal year of public service.

In reviewing your position description, your comprehensive plan, and researching your community through news coverage, I truly believe that I possess the skills and personality to work together toward a successful future for your community. I am ready for a new challenge, and I believe your community offers an opportunity that would be an exciting endeavor as I seek to relocate my family and grow my career.

Your current council, officials, and staff have done a wonderful job of creating a solid foundation for the future. I truly believe that my extensive unique real-world experiences in both the public and private sectors of business development can benefit your constituents, and enhance the quality of future growth. Palm Coast's potential is vast, its future is bright, and I would be honored to be considered a part of it.

Please review my attached resume, and contact me with any questions.

Thank you for your time.

Sincerely,

Sean Ratican  
(440) 645-8491

## Sean Ratican

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Roaming Shores, OH 44084  
Phone: (440) 645-8491  
Email: sratican@hotmail.com

### EDUCATION

University of the Cumberlands	Doctor of Philosophy, Leadership (Business) – ABD
Old Dominion University	Master of Public Administration (MPA)
University of Massachusetts - Boston	Bachelor's of Arts, Community Studies

### EMPLOYMENT

2/2011 – Present      **Ashtabula County Port Authority**      **Executive Director**

#### **Occupational Summary:**

Oversight of the Port Authority, a government entity charged with economic development throughout Ashtabula County. Responsibilities include strategic management of organizational resources (including a public utility, a revolving loan fund, and a state/federally funded brownfield program) toward the accomplishment of the organization's economic development mission. Oversight of organization's \$5 million annual operating budget, \$5-20 million capital budget, and \$26 million in assets. Ashtabula County's population is 100,000 residents with a workforce of nearly 40,000. The median household income is just more than \$40,000 per year.

#### **Responsibilities:**

- ▲ Currently involved in various roles for more than \$500 million in economic development projects that include financing, public utilities, capital lease structures, and other aspects of development.
- ▲ Lead new project development, including research of potential projects that fit with the organization's mission, financial viability, resource development, obtain Board approval for action, and develop and implement the plan as the Port's highest-ranking executive.
- ▲ Coordinated more than \$25 million in local and regional capital improvement projects.
- ▲ Successfully secured and managed more than \$5 million in economic development grants
- ▲ Coordinated engineering, planning, and provided oversight for all new raw water and effluent discharge projects.
- ▲ Negotiated all new contracts for raw water utility, capital leases, and other financing agreements with local, national, and international corporations.
- ▲ Oversaw completion of Ohio EPA remediation of former First Energy coal fired power plant that included over \$7 million in state and federal grant funding. Covenant Not to Sue (CNS) was issued by the EPA for the property in 2013.
- ▲ Successfully managed \$4 million federally funded pump station renovation of Port Authority's water pumping station – capacity of 20 million gallons per day. This public/private partnership project included securing funding from federal Economic Development Administration, Ohio Water Development Association, and several local industries.
- ▲ Pioneered development and implementation of county-wide Brownfield Program that specializes in the identification and remediation of vacant, dormant and abandoned former industrial properties with significant environmental contamination.
- ▲ Spearheaded effort to create Economic Development Loan Fund within Port Authority in 2013. Successfully issued more than \$3,000,000 in loans
- ▲ Oversee recruitment, hiring/discharging, training/orientation, supervision, performance evaluation, and compensation assessment of staff.
- ▲

- 2018 – present**                      **Kent State University**                      **Adjunct Instructor**
- ▲ Taught courses within the Management and Information Systems Department
    - Dynamics of Leadership
    - Integrated Business Policy and Strategy

**9/2003 – 2/2011**                      **Gazette Newspapers**                      **Editorial Director**

**Occupational Summary:**

Coordinate all phases of editorial development and production of nine community newspapers with a combined circulation over 40,000, one monthly newspaper, two tourism magazines and dozens of specialty publications. Establish and implement editorial procedures to ensure publications are completed in a timely manner. Also covered county and federal government issues that rose to a high level of importance for seven Ohio newspapers.

**Responsibilities:**

- ▲ Organized, supervised, and participated in the management and development of all aspects of the publication of ten multi-award-winning newspapers.
- ▲ Responsible for average annual budget of \$750,000 as director.
- ▲ Determined fiscal requirements and prepare budgetary recommendations; monitor, verify, and reconcile expenditure of budgeted funds.
- ▲ Founded a newspaper in Erie County, Pennsylvania, thus expanding company's market presence and developing a profitable new revenue stream.
- ▲ Oversaw company initiatives that kept expenditures (particularly staff) well within budget.
- ▲ Responsible for generating content development strategies, working with and supervising staff and freelance writers, editing content for style/substance, major features and special sections.
- ▲ Consulted with the CEO and owner on all aspects of printing and production logistics; supervise work of editorial staff, columnists, staff writers and freelancers.
- ▲ Developed and implement job descriptions and workflow assignments for all existing employees in an effort to improve productivity and decrease work place stress.
- ▲ Supervised sales staff. Created and implemented numerous marketing/sales efforts in order to achieve constant growth year after year.

**9/2000 – 9/2003**                      **New Horizon Corp.**                      **Asst. Public Relations/Marketing Director**

- ▲ Prepared and carried out strategic communications plans
- ▲ Managed marketing and public relations initiatives and budgets
- ▲ Managed a team of two media relations officers
- ▲ Collaboration with members of research leadership and senior researchers
- ▲ Provided strategic counseling on crisis issues
- ▲ Developed and coordinated media training and interview preparation
- ▲ Initiated hands on participation in the creation of key messages and written materials (press releases, op-ed, web text etc.)

**SKILLS**

- ▲ Accomplished public speaker who has given seminars and training workshops for professional, collegiate (guest lecturer), and community organizations.
- ▲ Proven executive that is skilled in motivation, negotiation, project management, community relations and a plethora of other executive responsibilities.
- ▲ Demonstrated success with organizational/employee management, and the ability to quickly build genuine rapport and improve employee relations.

### **COMMUNITY EVENTS LEADERSHIP ROLES**

- ▲ Economics for Success, Junior Achievement – Grand Valley Schools – 2017-present
- ▲ Featured speaker – Public/Private partnerships with OEPA (workshop) – Jefferson, OH - 2018
- ▲ Featured speaker – Economic development workshop with State Senator O'Brien – 2017
- ▲ Featured speaker – Tax Improvement Financing (TIF) Workshop – Ashtabula, OH 2017
- ▲ Lecturer - Introduction to Port Authority Powers (workshop) – Geneva, OH – 2016
- ▲ Panelist - Basics of Port Financing – OEDA conference – Columbus, OH - 2015
- ▲ Invited lecturer for business classes focusing on career development, organizational behavior, and various modern business practices – Kent State Ashtabula 2013-2016
- ▲ Featured speaker – Ashtabula County Economic Development Update, with guest US Senator Sherrod Brown – Ashtabula, OH – 2015
- ▲ Featured speaker – Introduction to local brownfields (OEPA workshop) – Andover, Ohio, 2015
- ▲ Lecturer – Community Brownfield Assessment –Workshop at Kent State Ashtabula – 2014
- ▲ Featured speaker – Foreign Investor Workshop – Great Lakes Wind Turbine Tour - 2013
- ▲ Panelist and presenter for numerous educational conferences – Ohio Economic Development Association, Ohio Environmental Protection Agency, Ohio Port Authority Council
- ▲ Hosted and lectured at various community information events regarding brownfield development as part of US EPA grant requirements for community education.
- ▲ Featured speaker at more than 30 local, regional, and state organizational events in regards to economic development, business development, and small business development seminars.

### **GRANTS**

- ▲ Environmental Assessment Grant - \$450,000 – US EPA – 2018 (Pending)
- ▲ Abandoned Gas Station Fund, Austinburg Phase 2 - \$300,000 - ODSA - 2018 (Pending)
- ▲ Abandoned Gas Station Fund, Saybrook Phase 1 - \$100,000 - ODSA - 2018
- ▲ Abandoned Gas Station Fund, Pierpont Phase 2 - \$250,000 - ODSA - 2018
- ▲ PlastPro Expansion Access Road Grant - \$150,000 – ODOT – 2017-2018
- ▲ Abandoned Gas Station Fund, Pierpont Phase 1 Cleanup - \$100,000 - ODSA - 2017
- ▲ Abandoned Gas Station Fund, Austinburg Phase 1 Cleanup - \$100,000 - ODSA - 2017
- ▲ Andover Industries Phase II Cleanup - \$178,000 – JobsOhio – 2016
- ▲ Environmental Assessment Grant – \$600,000 – US EPA – 2015-2018
- ▲ Plant C Infrastructure - \$1,550,000 - US Economic Development Agency – 2011-2015
- ▲ Plant C Environmental Remediation - \$3,000,000 – Clean Ohio Fund – 2011-2013
- ▲ Asbestos Remediation – \$500,000 – Industrial Site Improvement Fund – 2011-2012

### **ADDITIONAL COMMUNITY SERVICE**

- Ohio Council of Port Authorities – Vice President – 2014 – present
- Ohio Economic Development Association – member – 2012 – present
- Conneaut Trust Foundation – Board member – 2016 - present
- Eastgate Regional Economic Development Committee – 2017 – present
- Growth Partnership Regional Business Succession Planning – 2017 - present
- Grand River Branding Initiative – founding member – 2015 - present
- Ashtabula Arts Center – Board member – 2014-2016
- Ashtabula Rotary Club – Treasurer/Board Member - 2011-2016
- YMCA of Ashtabula – Budget committee – 2013-2014
- Ashtabula County Economic Development Steering Committee – Member 2009 – 2013
- Northeast Ohio Fracking Committee – 2011-2013
- Albion Area Chamber of Commerce – President 2007-2010