

**MICHAEL FLEMING**

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**PROFILE**

Bachelor's degree in International Relations, seeking a Masters of Urban Planning and Design, fluent in Spanish, focused on urban development in the Cleveland, Ohio, region. 4 years experience in comprehensive lease/business attraction and development and sales and marketing, 2 years experience in industrial development and retention. Highly creative, proven entrepreneur with experience solving problems and bridging gaps between businesses, non-profits and government entities.

**URBAN PLANNING EXPERIENCE****INDUSTRIAL DEVELOPMENT MANAGER, MIDTOWN CLEVELAND INC; CLEVELAND, OH — PRESENT**

MidTown Cleveland, Inc., the community development corporation, houses this key position for Cleveland's outreach to its manufacturing base - known as the Cleveland Industrial Retention Initiative. In this role I maintain relationships and constant contact with all manufacturing and industrial services companies over the area stretching from downtown to University Circle, and from Woodland to Lake Erie, in order to assist in the retention and expansion of these companies and the maintenance of employment in the city. In addition to the CIRI program management, other responsibilities at MidTown include:

- Assistance with large scale real estate developments in the MidTown service district
- Business attraction and retention
- Design, development and management of real estate inquiry and property database

**COMMERCIAL ASSET MANAGER, HEARTLAND DEVELOPERS; CLEVELAND, OHIO — 2005-2008**

This position encompassed many responsibilities, all of which centered on growing the commercial interests of a company which had gained distinction for housing developments in first-tier suburbs and the city of Cleveland.

- Served as a liaison between commercial tenants and the ownership for 240,000 square feet of commercial space on 8 properties
- Through the attraction of new tenants, the maintenance of existing leases and negotiation of all lease agreements added over \$2.5 million in gross income to the company over the next five years
- Developed marketing and project branding efforts and materials
- Wrote and formatted all formal proposals, drafted all lease agreements and composed documents of intent for property purchases and large construction projects
- Managed repairs and maintenance, assisted in accounting and legal functions and worked with the construction department to manage new-tenant construction projects
- Developed strong relationships within the private, public and non-profit communities including, but not limited to, real estate brokers and brokerage firms, community development corporations and City of Cleveland and Cuyahoga County officials.

**PRINCIPAL, SOLO DEVELOPMENT; CLEVELAND, OHIO — 2006-PRESENT**

With a longing for additional hands-on experience in urban redevelopment, I formed a development company with family members whose first goal is the complete renovation and redevelopment of a historic property in Cleveland's Ohio City area. The continuing mission of the company will be focused primarily on the renaissance of Lorain Avenue and the immediate neighborhoods of Ohio City and Detroit Shoreway.

## **EXPERIENCE (CONTINUED)**

### **VARIOUS CULINARY POSITIONS, BOSTON, MIAMI AND MADRID, SPAIN — 1995-2005**

People are often surprised by the switch from being a chef on a world stage into urban redevelopment in the city of Cleveland, but the applicability of this experience is ever-present. As executive chef of two restaurants in Boston, there were a great deal of management skills needed to cover the supply chain, staff and daily meals and parties, all within extremely precise timing constraints. As a chef and stagier in Madrid, learning, teaching and giving cooking lessons in a foreign language became a daily occurrence. Most importantly, a strong knowledge of international cookery is quite literally the ability to communicate without speaking, writing or even gesturing. It is an additional layer of communication that taps people's food experiences directly.

## **EDUCATION**

Boston University, Boston, Massachusetts — International Relations, European History Track, 1998  
Currently getting a Masters in Urban Planning and Design at Cleveland State University and Kent State University

## **ADDITIONAL QUALIFICATIONS**

**BOARD OF DIRECTORS – PROJECT:LEARN – 2008-PRESENT**

**DEVELOPMENT COMMITTEE CHAIR – PROJECT:LEARN – 2008-PRESENT**

**MARKETING COMMITTEE MEMBER, MIDTOWN CLEVELAND, INC. — 2005-PRESENT**

**DISTANCE RUNNER — 1993-PRESENT**

**SPANISH LANGUAGE FLUENCY — SPOKEN, WRITTEN & VERBAL**

**COMPUTER PROFICIENCY — WORD, EXCEL, PAGES (MAC), KEYNOTE (MAC), QUICKBOOKS, OUTLOOK, SKETCHUP, PHOTOSHOP**

## **REFERRALS**

Sally Levine – Levine Architecture and Design – 216-702-1092  
Brandon Quattrone – SHoP Architects – 716-353-0813