

Montrose Group, LLC – Experience Pays Dividends



The Montrose Group, LLC

Create a Competitive Advantage = Lobbying + Project Funding

David J. Robinson, Founder

Columbus, Ohio • Washington, DC

614.738.2109

Experience Pays Dividends

The Montrose Group, LLC brings over twenty years of lobbying and project financing experience to the benefit of clients with complex public policy and funding challenges. David J. Robinson, the Founder and Principal of the Montrose Group, LLC, has a long track record of public affairs experience.

Statehouse and Regulatory Advocacy Experience

As a former member of the Ohio House of Representative and lobbyist, David J. Robinson has represented a wide range of clients before Ohio's state government.

- a Statewide not for profit community school company;
- a major state four year university;
- Ohio's largest educational service center;
- a national gaming company on a range of regulatory, business and Statehouse issues;
- Ohio's largest hospital system on Medicaid funding and uninsured initiatives;
- A public solid waste district on environmental and local government authority;
- A small manufacturer on environmental regulatory issues;
- Municipalities on Home Rule authority and public right of way legislation;
- A Fortune 100 telecommunication provider on local government issues;
- A Fortune 500 pharmaceutical manufacturer on Statehouse issues;
- A state Edison Center on budget issues;
- A private equity firm on the Ohio Venture Capital Program legislation; and
- A Fortune 500 electric utility on Statehouse and regulatory issues.

"Education policy and funding in tough budget times is a challenge. The Montrose Group, LLC has lived up to that challenge by positioning the Educational Services Center of Central Ohio with the policy makers that matter in Ohio. Dave Robinson provides the hands-on attention and leadership skills needed to face tough public policy issues."

Tom Goodney, Deputy Superintendent and Chief of Staff, Educational Service Center of Central Ohio

"Catholic Health Partner is Ohio's fourth largest employer and the largest health system in the state. Dave Robinson has helped Catholic Health Partners create a comprehensive public policy strategy, develop public policy positions and advocate with legislators and executive agency staff. Dave Robinson's experience not just as a lobbyist but as a member of the Ohio House of Representatives gives him unique insight into how policy makers think and what will sell in the Statehouse or the Congress."

Jon Fishpaw, Vice President Government Relations, Catholic Health Partners

Congressional Advocacy Experience

With relations built over twenty years, David J. Robinson has worked with members of the Ohio Congressional Delegation on federal government legislative, funding and regulatory issues.

- an Ohio solid waste district on project funding and flow control legislation;



- a major Central Ohio not for profit on alternative energy project funding;
- multiple rural hospitals on project funding; and
- multiple municipalities on research park and infrastructure funding.

“Dave Robinson is top-notch and tireless communicator who helped us hone our message and get it through to all key players in government. He’s also a savvy strategist who was able to help us build support outside of Columbus and DC to magnify our impact.”

Sam Spofforth, Executive Director, Clean Fuels Ohio

Government Contracts Advocacy Experience

Built upon a corporate government relations model, David J. Robinson has worked to position and advocate for companies to develop business from government for firms in the following industries at the local and state government:

- architecture & engineering;
- banking;
- corrections;
- health care;
- IT management consulting;
- office supply; and
- telecommunications.

“Emerging businesses like 3SG need advocates with substance and contacts to fight for everything from government contracts to tax incentives. Dave Robinson and The Montrose Group, LLC understands how to work with small and emerging companies to position them against largest competitors with local and state government. He works to understand a company’s business, brings a strong knowledge of politics, government contracting process’, economic development incentives and the contacts needed to get deals done. In fact, Dave Robinson was even able to convince a city to create a brand new class of tax incentive just to recruit my business.”

Ranjan Manoranjan, President of 3SG

“The Montrose Group has been a valued business partner of ours for a number of years. With their help, our firm received tax-advantaged status for our personnel development and for the establishment of our headquarters location. In addition, their extensive business network has allowed us to expand our set of business contacts more rapidly than we could have done on our own. I appreciate their value, and the work that their Principal, David Robinson, has provided to us.”

Dave Schoettmer, President, Navigator Management Partners, LLC

Economic Development Incentives Experience

David J. Robinson has successfully advocated for over \$100 M in local, state and government funding for public and private sector clients for corporate site selection projects and site development projects.:



- Represents a mall developer of an aging retail center to create a public-private partnership with Ohio's Community Reinvestment Act Tax Abatement, Recovery Zone Bonds, and Tax Increment Financing;
- Negotiated \$56 M in local and state tax incentives for a Columbus airline that included Ohio Job Creation Tax Credits, Ohio Direct Loan, Ohio Business Development Grant, Ohio Roadwork Account Grant, Airport Grant and Columbus Ohio Enterprise Zone Tax Abatement & Income Tax Credit;
- Negotiated a Columbus Job Creation Income Tax Credit, Ohio Job Creation Tax Credit, Ohio Enterprise Zone Tax Abatement and Ohio Workforce Guarantee Grant for companies ranging from a global auto finance company to a pet food supply company to a management consulting firm;
- Negotiated the creation of a municipal and Ohio Job Creation Tax Credit for a global, contract research firm and a minority-owned information technology firm locating in Ashland and Chillicothe, Ohio;
- Negotiated local and state incentives for the redevelopment of the Seneca Hotel through the Clean Ohio Fund and City of Columbus incentives for a national, residential developer; and
- Negotiated for Clean Ohio Funds and state capital bill funding for a Toledo based entertainment center and stadium development for a Columbus based, national developer.

"Campus Apartments is a national housing leader that operates across the U.S.. Dave Robinson successfully coordinated an impressive public-private partnership in Columbus that restored the classic Seneca Hotel to its true glory once again. Dave Robinson had the local and state government contacts and knowledge of tax incentives and Brownfield programs that produced the government funding essential for this complex housing project to succeed."

David Adelman, President, Campus Apartments

"As a start-up airline, Skybus faced a difficult road to raise the funds needed to begin operation. David Robinson lead the effort to negotiate \$56 M in local and state economic development incentives that were a major part of turning our company into a reality. His professional approach and client focus produced great results."

Ken Gile, former COO Skybus Airlines

Technology Commercialization

Starting with representing Ameritech Ohio in the 1990's on economic development matters, David J. Robinson has represented a range of companies, communities and statewide organizations in technology based economic development projects and technology commercialization projects.

- Served on Ohio Department of Development Advisory Committee that created the Third Frontier Program working with the Battelle Technology Practice Group;
- Successfully assisted clients with Ohio Third Frontier grant awards;



- Negotiated for research park and broadband project funding for multiple Central Ohio suburbs through Ohio Job Ready Site Program, state of Ohio Capital Bill, Third Frontier and federal budget earmarks;
- Successfully advocated for a \$2M federal budget earmark from a Biomass Research Park for a solid waste district;
- Negotiated an Ohio Workforce Guarantee grant for a Fortune 500 steel processing company;
- Negotiated an Innovation Ohio Loan for a mid sized Springfield manufacturer;
- Represented Ohio’s largest economic development advocacy group and a statewide Ohio Edison Center on economic development and policy issues; and
- Advocated for a private equity fund for the creation of the Ohio Venture Capital Authority Program.

“American Trim is transforming to include technology as a key strategy and competency to make Amtrim a more competitive manufacturer as well as provide the ability to enter new and emerging markets and diversify our revenue base. The Montrose Group, LLC is a part of that transformation. Dave Robinson provided valuable guidance and insight as he assisted an Ohio Third Frontier application for American Trim. Dave Robinson brings the knowledge of the Third Frontier Program as well as the contacts in Columbus organizations seeking technology based funding.”

Steve Hatkevich, Director of R&D, American Trim, LLC

Economic Development Strategy

A thoughtful strategy is often the most important step to achieving economic success. David J. Robinson is an economic development thought leader that not only has advised local governments on the best route for economic success but has also created and taught law and public policy students at the Ohio State University on economic development strategy.

Most recent economic development strategy efforts of the Montrose Group, LLC have centered on creating an economic development strategy for 17 counties in Northwest Ohio around the energy industry in partnership with Bowling Green State University’s Center for Regional Development. The full report can be found at

“As a seasoned economic development professional, I have developed a knowledge base of Ohio programs and contacts that helps me do my job. However, I have found David Robinson possesses superior knowledge and insight on many programs, policies and key relationships. David is someone I want in my corner when it counts.”

Mike Jacoby, Executive Director, Zanesville-Muskingum County Port Authority

“Urban redevelopment is a complex and complicated business and the role of government in building a public-private partnership is essential. David Robinson has successfully

built public-private partnerships by bringing the private sector developer together with economic development and government leaders to provide the financing needed to make Brownfield sites and other urban sites productive once again.”

Mark Wagenbrenner, President, Wagenbrenner Development Company



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