

OHIO SENATE *JP*

STATE OF OHIO

2018 OCT -4 AM 11:12

Executive Department

OFFICE OF THE GOVERNOR

Columbus

I, John R. Kasich, Governor of the State of Ohio, do hereby appoint, Steven A. Cohen, from Blacklick, Franklin County, Ohio, as a Member of the Central Ohio Technical College Board of Trustees for a new term beginning October 1, 2018 and ending at the close of business September 30, 2021, replacing Steven A. Cohen, whose term expired.



IN WITNESS WHEREOF, I
have hereunto subscribed my name
and caused the Great Seal of the State
of Ohio to be affixed, at Columbus, this
28th day of September in the year of
our Lord, Two Thousand and Eighteen.

John R. Kasich
Governor

Steven Cohen

Short Bio

Steven Cohen has spent most of his career as President and CEO of Screen Machine Industries (SMI), located in Etna, Ohio. He was responsible for overall operations and strategy of a business focused on designing and manufacturing large, track mounted, portable screening and crushing equipment for the mining industries. SMI sells equipment worldwide and has received many accolades for its national and international successes.

Mr. Cohen joined SMI after graduating from The Ohio State University in 1984 with a degree focused on marketing and communications. His designs have been rewarded with two U. S. patents as inventor. He held several positions within the company including Production Manager, Sales Manager and Vice President, before becoming President and CEO in 1998.

In 2012, he had the incredible honor of representing his company and community speaking primetime at the Republican National Convention in Tampa. It was a once-in-a-lifetime experience he will never forget.

Currently, he is a managing partner with Cohen Family Properties and other real estate LLC's using his experience and connections to invest and develop commercial property sites in Central Ohio for new manufacturing and distribution opportunities. Job creation and investing within the community has always been important to him.

He has always enjoyed serving on non-profit boards and taking on leadership roles throughout the community. He is currently serving as Vice- Chair and Mentor for SCORE, an organization that helps small businesses succeed. He is a Governor Kasich appointed board member for the Central Ohio Technical College (COTC). He also enjoys the arts and serves on the BalletMet board of trustees.

When he is not working or serving on boards, he enjoys running half marathons, extensive gardening, attending live arts performances and traveling throughout the world. He and his wife Wendy have been married for 31 years and have two daughters.

RESUME

1367 Elkhorn Drive
Blacklick, OH 43004 USA

(614) 226-5071

stalco1@icloud.com



STEVEN ALAN COHEN

Entrepreneur, Developer, Business Leadership

CORE COMPETENCIES

- Strong Communication Skills
- Leadership Development
- Extensive Manufacturing Background
- Difficult Contract Negotiations
- Patent Development and Protection
- Marketing Strategy Planner
- Public Speaker and Motivator
- Channel to Market Development
- Tactical Thinker
- Corporate Visionary
- Talent Recruitment
- Strong Mechanical Aptitude
- Mergers and Acquisitions

Strong, successful corporate leader with persuasive motivation and communication skills. Dedicated, resourceful, and goal-driven with a passion for creating a total team culture of optimism and winning. Well connected, leading to a primetime speech at the 2012 Republican National Convention.

Accomplishments

- Multifold increases in revenue & profitability over 18 years as CEO
- Expanded manufacturing facilities seven times including two new factory headquarters
- Negotiated over 50 major stocking dealer contracts with some of the world's largest dealers
- Negotiated the sale of SMI to private equity in 2013
- Designed and introduced 41 new models of mining machinery that helped revolutionized the portable rock crushing and screening industry.

Experience

President & CEO - Partner

Screen Machine Industries, LLC
Etna, OH 2013 - 2017

Completed a successful three-year period transitioning a family owned and managed organization to a board of directors controlled, private equity corporation. Developed the leadership team and incorporated new positions and processes to focus on achieving targeted long term goals.

- Recruited and retained top level leadership team members
- Led the team through the establishment and execution of a three year strategy plan
- Created yearly budgets and identified key target metrics and disruptions
- Measured target progression and adjusted accordingly to match macro market conditions
- Established and implemented five key initiative areas of focus
- Communicated objectives and progress on initiatives with creative methods

President & CEO - Owner

Screen Machine Industries Inc.
ETNA, OH 1998 - 2013

Led, motivated and coordinated the organizational team's rapid growth with newly developed technologies into domestic and international markets. Identified developing niche industries, product solutions, and channels of distribution worldwide.

- Established and led a leadership team focused on winning with rapid growth
- Identified niche markets for quick and profitable market penetration
- Provided and built the necessary resources to expand and meet product demand
- Continuously focused on controlling costs to maximize profitability
- Profitable every single year, with greater than industry standard margins
- Implemented three year plan to position the company for a future merger/acquisition options
- Successfully presented, negotiated and sold majority interest to private equity in 2013

PATENT INVENTOR

United States Patent 6,698,594
Inventor – Steven Cohen
Screening Machine
Date: Mar. 2, 2004

United States Patent 7,121,487
Inventor – Steven Cohen
Screening Apparatus with Hammermill
Date: Oct. 17, 2006

FEATURED INTERVIEWS

Wall Street Journal
USA Today
CEO Magazine
Columbus Dispatch
Business First
Newark Advocate
Numerous TV and News Stories
Numerous Radio Interviews
Numerous Industry Trade Journals

STEVEN ALAN COHEN

CEO - PRESIDENT

EDUCATION

Bachelor of Arts
The Ohio State University
Major: Communications
Specialization: Marketing

Experience (continued)

VP Sales & Marketing
Ohio Central Steel Co.
Reynoldsburg, OH

BOARDS and ADVISORIES

Central Ohio Technical College
Governor Appointed Position
Board of Trustees 2015 – Present

BalletMet Columbus
Board of Directors
2015 – Present

SCORE
Certified Mentor
2017 - Present

COTC Advisory Council – Chairman
COTC Dean’s Executive Council 2007-
2015

Licking County Chamber of Commerce
Director
2007 – 2013

Licking County Manufacturer’s Council
Chairman – Three Terms
2006 – 2009

Identified new target regions where products could be effectively sold and supported. Expanded the sales and marketing department to promote branding into new target areas. Identified and targeted dealers capable of stocking, renting, selling and supporting the products. Negotiated dealer agreements and created attractive finance plans to incentivize movement of product.

- Identified and promoted differentiators to create product competitive advantages.
- Efficiently marketed product through trade shows, periodicals and dealerships
- Incentivized dealers and sales force to obtain maximum amount of attention

Additional Relevant Experience

Technical Sales - Sold and rented large capital equipment
Product Support - Set-up and serviced machinery in the field
Operations - Responsible for manufacturing operations

- Understood the customer job application and recommend the appropriate machinery solution
- Found appropriate financing to fund transactions
- Sold and rented new capital equipment to prospective sales leads
- Identify and install new CRM software
- Set-up new machinery in the field and solved warranty issues
- Interviewed, hired, and trained shift personnel to meet production targets
- Created and scheduled an operational assembly line
- Purchased necessary materials and established new methods of inventory control

TECHNICAL SKILLS

Microsoft: Excel, Access, PowerPoint, Outlook



Salesforce



Social Media



Honors

2012 – Primetime speaker at 2012 Republican National Convention in Tampa

2012 – SMI hosted Republican Nominee Gov. Mitt Romney for public campaign rally

2012 – SMI awarded “Pillars of Industry” award by AEM

2011 – Spokesman in commercial for Gov. Romney promoting the protection of intellectual property

2011 – SMI hosted Gov. Mitt Romney campaign kickoff event, CEO roundtable and press conference

2009 – SMI awarded Ohio’s eAward for excellence in exporting

2007 – SMI awarded Governor’s Award for housing and community development

2006 – SMI awarded US Dept. of Commerce Export Achievement Award by US Sec. of Commerce

**GOVERNOR'S APPOINTMENTS
TO BOARDS AND COMMISSIONS**

Date: 9/28/2018

Name of Appointee: Mr. Steven A. Cohen
Address: 1367 Elkhorn Drive
Blacklick, OH 43004
Franklin County
(H) - 6148632484
(W) -
(M) - 6142265071

Name of Commission: Central Ohio Technical College Board of Trustees
Contact: Jan Tomlinson, Assistant to the President
1179 University Drive
Newark, OH 43055
(740) 364-9510

Term Begins: 10/1/2018
Term Ends: 9/30/2021
Party Affiliation: Republican
Senate Confirmation: Appointed by the Governor, confirmed by the Senate
Financial Disclosure: Confidential disclosure required
Vice: Steven A. Cohen