



Tech company MCPc in final lease negotiations to move headquarters, 165 jobs to downtown Cleveland

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Tech company MCPc has signed a letter of intent to move its headquarters into The Plain Dealer building at 1801 Superior Ave. in downtown Cleveland.

CLEVELAND, Ohio -- A suburban technology company is in the final stages of negotiating to move 165 jobs and its corporate headquarters to the eastern edge of downtown Cleveland.

MCPc, a provider of tech products and support services, has signed a letter of intent to move its home office from Strongsville to The Plain Dealer's office building at 1801 Superior Ave. The companies are in final negotiations, and MCPc hopes to complete a lease within 30 days and to move in spring 2011.

The four-story Plain Dealer building, once nearly full, is roughly 70 percent occupied after several years of cost-cutting, buyouts and layoffs at the newspaper. MCPc would fill about 48,000 square feet on the third floor and would rent about 49,000 square feet for a technology and distribution center in The Plain Dealer's parking garage on St. Clair Avenue.

"We wanted to be in Cuyahoga County and, more specifically, Cleveland," said Michael Trebilcock, MCPc's chairman and chief executive officer. "Our interest was finding a property, a location, that would build on our brand and build on what MCPc wants to become. We're a 45-year-old organization that has done quite a bit internationally and has grown tremendously in the last eight years."

MCPc supplies information-technology services and equipment to businesses. The privately held company employs about 320 people and has annual revenues of nearly \$200 million. Employees at MCPc's headquarters, where about 165 people work, make a median salary of \$50,000 a year.

The company has outgrown its offices in Strongsville, and its lease expires in late May. Executives said those offices, on Drake Road, can't meet MCPc's requirements for power and other infrastructure.

In 2009, MCPc agreed to redevelop and move to the vacant Aviation High School property on Cleveland's lakefront, in exchange for tax abatement and other incentives from the city. But, citing concerns about the economy and the risks of the project, MCPc backed out of the deal early this year.

At The Plain Dealer building, MCPc is negotiating a 10-year lease with two five-year renewal options. The deal also involves expansion options, as the company expects to add at least 35 downtown jobs during the next five years.

Executives said The Plain Dealer building provides a high-tech, secure environment in a central location for employees and clients. Workers also will have access to free parking.

"Their technology company fits well with our media company, and we believe that the move to our building will help them grow their business," said Bob Long, executive vice president for The Plain Dealer. "Plus, it's a great attempt to bring 165 employees to downtown Cleveland, which is a good thing for The Plain Dealer and Cleveland as a whole."

City and state officials are considering incentives for the MCPc project, which would involve about \$3 million in improvements to the offices and garage. Company executives would not comment on the details of their requests.

Strongsville Mayor Thomas Perciak said he has not talked to MCPc recently and is not aware of the company's specific plans. The city repeatedly has asked Trebilcock to stay and to expand MCPc in the southwest suburb.

But, Perciak said, "It's a business decision, and I have to respect his business decision."

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