



Start Date: June 11, 2018

End Date: June 15, 2018

# MEDIA ADVISORY

**G A P**  
COMMUNICATIONS GROUP

## **THE AKA TEAM AND DONLEY'S SIGN HISTORIC BUSINESS DEAL** *First National Bank Corporation's Small Business Group Finances Joint Venture Buy-out*

1667 EAST 40TH STREET

SUITE 1A

CLEVELAND, OHIO 44103

216/391-4300

FAX: 440/815-2389

[www.gapcommunications.com](http://www.gapcommunications.com)

**Who:** The AKA Team (Ariane Kirkpatrick); Donley's (Don Drier); and First National Bank Corp. (Tim Carson)

**What:** Press Event and "Big" Check Presentation

**When:** Thursday, June 14, 2018  
3:30 – 4:30 p.m.

**Where:** The AKA Team Corporate Offices  
4711 Hinckley Industrial Parkway  
Cleveland, Ohio 44109

**Why:** To announce a historic business deal and joint venture buy-out, between a minority, woman-owned business and a majority-owned business enterprise!

#####

**A News Release with photos is attached.**

---

### **For More Information Please Contact:**

Alexandria Johnson Boone  
GAP Communications Group  
216-391-4300, Ext. 305 [office]  
216-513-6258 [Mobile]

[alex@gapcommunications.com](mailto:alex@gapcommunications.com)



G A P  
COMMUNICATIONS GROUP

---

## NEWS RELEASE

**For Immediate Release:**

Begin Date: June 11, 2018

End Date: June 18, 2018

**For More Information Please Contact:**

Alexandria Johnson Boone, GAP Communications  
Group 216-391-4300, Ext. 305; 216-513-6258 [Mobile]  
[alex@gapcommunications.com](mailto:alex@gapcommunications.com)

### **THE AKA TEAM AND DONLEY'S SIGN HISTORIC BUSINESS DEAL**

*First National Bank Corporation's Small Business Group Finances Joint Venture Buy-out*

Cleveland, Ohio – The AKA Team (AKA), a minority, woman-owned business, has announced its purchase of the remaining 49% of Donley's Restoration Group's (DRG), interest in a waterproofing business joint venture shared by AKA and DRG. DRG is a division of Donley's, a family-owned business, established in 1941.

Local businesswoman Ariane Kirkpatrick began the first step in building a construction management empire when she founded The AKA Team in 2009. Since that time, she has added several divisions including: Construction Management, Small Projects, Commercial Cleaning and Waterproofing. This strategic decision made AKA uniquely qualified to handle a full-range of construction projects in the construction industry.

“The acquisition of the remaining 49% of the venture, has taken my business to a whole new level. Don Drier, Executive Vice President, and a member of Donley's leadership team, has mentored me for years and was instrumental in making this historic partnership a reality” said Kirkpatrick.

With the financing providing by First National Bank Corporation's, Small Business Group, under the direction of Timothy Carson, Vice President & Business Development Officer, this transaction is one of the first with a minority, woman-owned firm.

**More.....**

Page 2

**The AKA Team and Donley's Sign Historic Business Deal News Release**  
**June 11, 2018**

Carson said, "the deal was a perfect opportunity for our Bank to reinforce our commitment to supporting small business development in the region, while helping Ms. Kirkpatrick expand her business operation at a critical time in her business' growth. And her prior business experience and success, made our decision to make the historic \$750,000 loan, a no-brainer."

Donley's leadership team saw something special in Ariane Kirkpatrick early on and included her in a number of their construction projects. AKA's successful performance on these projects, fostered a deeper business relationship between the two companies. "Ariane is a tough, but committed businesswoman in our industry, and we have enjoyed working with AKA as a strategic partner in our waterproofing business," explained Drier.

A highly-regarded & respected businesswoman and philanthropist, Ariane is an active member of, and holds leadership roles in various local construction industry trade associations, including the Construction Employers' Association (CEA), and the Contractors' Assistance Association (CAA).

Kirkpatrick is also active in the greater Cleveland community, and is a staunch advocate of hiring women for construction trade positions and apprentice programs. She also supports hiring convicted felons and giving them a "new lease on life."

**More.....**

### **About The AKA Team (AKA Team)**

---

Based in Cleveland, Ohio, The AKA Team is a diversified construction company built upon a continuing legacy of innovation, character, and integrity. Commercial construction is a complex world of critical schedules, firm budgets, dozens of disciplines and countless personalities. To be successful, clients need a team that not only understands the complexities of construction, but also how to tailor our expertise to fit client needs.

Founded in 2009, The AKA Team prides themselves on investing the time to listen to their clients and learn about their businesses and their goals. They also view their clients as partners, and that understanding their needs is paramount to a successful project.

The entire AKA Team, from field personnel to the president, works hard to serve their clients. They provide an experience that is unmatched in quality and performance. They are up front and open with all of their clients. And, the team believes that questions about any project, deserve direct answers.

A minority, woman-owned and operated firm, the AKA Team was established on the core principles of family, honesty, discipline, and quality. With over 50 years of combined general contracting, construction management and de build experience, they are qualified to plan and execute major construction projects. They build projects on time & within established budgets and are driven by the impact their work will have in their local communities for years to come.

AKA focuses on building tomorrow's diverse future, one building at a time. [www.akateam.com](http://www.akateam.com)

### **About Donley's**

---

The present-day Donley's, was founded as Ernest F. Donley's Sons Inc., when Ernest's sons borrowed \$25,000 from their Dad to purchase the construction business from Donley Bros. Co. in 1941.

In 1969, the company shortened its name to Donley's under the leadership of Terry K. Donley who had officially begun working at the business as an estimator in 1952. Terry was able to broaden Donley's services in the concrete market and during the 1980's expanded their offerings into general contracting and construction management.

In 1996, Mac Donley took the reins to become the fourth generation to lead the family business. But it's not just the Donley family that spans generations; there are employee families in their third and fourth generations as well who are proud of their contributions.

Over the last 15 years, they have expanded first into Virginia, then Maryland, later into North Carolina and South Carolina and now into Georgia. Throughout these all of these years, their mission has remained the same: Donley's engages genuine people to provide construction services that deliver and sustain their clients' vision through safety, innovation, integrity, and reliability.

[www.donleyinc.com](http://www.donleyinc.com)

### **About First National Bank Corporation (F.N.B. Corp)**

---

F.N.B. Corporation (NYSE:FNB), headquartered in Pittsburgh, Pennsylvania, is a diversified financial services company operating in eight states. FNB holds a significant retail deposit market share in attractive metropolitan markets including: Pittsburgh, Pennsylvania; Baltimore, Maryland; Cleveland, Ohio; and Charlotte, Raleigh, Durham and the Piedmont Triad (Winston-Salem, Greensboro and High Point) in North Carolina. The Company has total assets of \$32 billion, and more than 400 banking offices throughout Pennsylvania, Ohio, Maryland, West Virginia, North Carolina and South Carolina.

FNB provides a full range of commercial banking, consumer banking and wealth management solutions through its subsidiary network which is led by its largest affiliate, First National Bank of Pennsylvania, founded in 1864.

Commercial banking solutions include corporate banking, small business banking, investment real estate financing, international banking, business credit, capital markets and lease financing. The consumer banking segment provides a full line of consumer banking products and services, including deposit products, mortgage lending, consumer lending and a complete suite of mobile and online banking services.

FNB's wealth management services include asset management, private banking and insurance. The Company also operates **Regency Finance Company**, which has more than 75 consumer finance offices in Pennsylvania, Ohio, Kentucky and Tennessee.

The common stock of F.N.B. Corporation trades on the New York Stock Exchange under the symbol "FNB" and is included in Standard & Poor's MidCap 400 Index with the Global Industry Classification Standard (GICS) Regional Banks Sub-Industry Index.

[www.fnbsmallbusiness.com](http://www.fnbsmallbusiness.com)

#####

**Photo of Ariane Kirkpatrick, President & Chief Executive Officer, The AKA Team**

---



**Photo of Mac Donley, President & Chief Executive Officer, Donley's**

---



**Photo of Timothy J. Carson, Vice President, Business Development Officer, First National Bank Corporation**

---

