



UNLOCKING ENTREPRENEURSHIP

TRANSFORMING COMMUNITIES

Cleveland City Council DPS Committee

April 30, 2024



OUR MISSION

To unlock the full potential of entrepreneurship to transform entire communities.

Core Values



Act to deliver on commitments and generate results, and if expectations aren't clear, ask.



Embrace opportunity, continuous improvement and change, and contribute to the solution as we evolve.



Collaborate with others to play our most helpful role(s) and to increase effectiveness.



Committed to corrective action regarding historically underserved and underrepresented populations through entrepreneurship and innovation.



Address our work with focus, grit and enthusiasm.



Balance self-assurance with listening to understand, having an open mind and demonstrating patience.



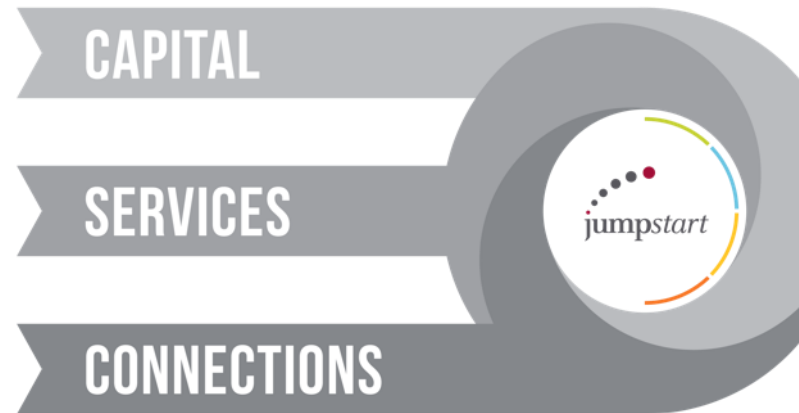
WE HELP

entrepreneurs grow,
researchers commercialize
and corporations innovate.



A Proven Combination For Growth

We provide capital, services and connections to accelerate the growth of entrepreneurship. Our teams are uniquely positioned to support four client groups.



TECH STARTUPS

CORPORATE PARTNERS

SMALL BUSINESSES

RESEARCH INSTITUTIONS

Measurable Economic Outcomes

\$9.1 B+

IN ECONOMIC IMPACT

generated by tech startups and small businesses supported by JumpStart and its partners from 2010 to 2020.

\$5.3B+

revenue generated by tech startups

\$580M+

revenue generated by Black and Latino-led companies

\$2.3B+

tech startup wages

\$530M+

tech startup state and local taxes

\$182M+

revenue generated by small businesses

\$2B+

revenue generated by women-led companies

\$52M+

small business wages

\$32M+

small business state and local taxes

Data reflects economic impact of tech startups and small businesses supported by JumpStart and its many ecosystem partners. Unless otherwise noted, all data is cumulative from 2010 through June 2021.

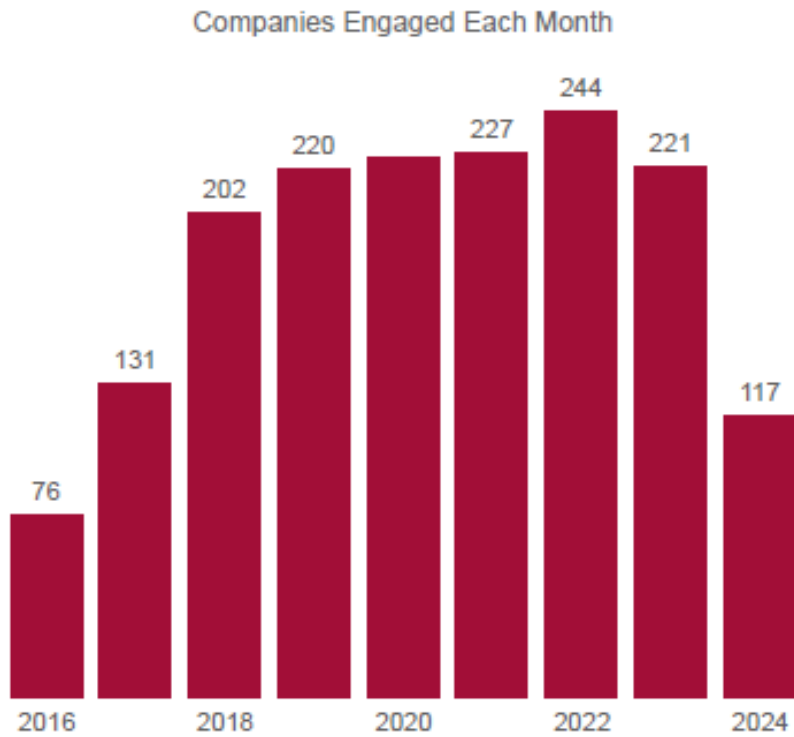
Small Business Services

City of Cleveland

Ord.No 401-2024

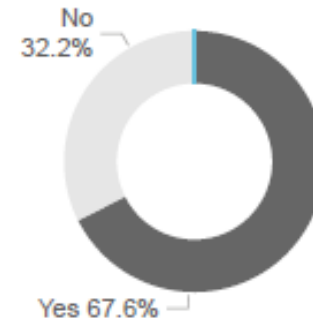
- JumpStart is seeking \$443,000 in funding to provide City of Cleveland small business entrepreneurs with the capital, mentorship, and technical support needed to assist in the achievement of significant business growth milestones.
- In 2024 JumpStart commits to:
 - Provide at least 5 hours of technical assistance to a minimum of 80 small businesses located in the City of Cleveland and/or whose owner resides in the City of Cleveland.
 - Engage a minimum of 40 Latino/a/Hispanic entrepreneurs /small businesses located in the City of Cleveland and/or whose owner resides in the City of Cleveland.
 - Execute 3 Small Business Impact Programs & launch 1 new Impact+ Program.
 - Add 3 more growth oriented Deep Dive workshops to the 10 workshops previously delivered (13 total Deep Dives).
 - Deploy at least \$250,000 in small business capital to City of Cleveland small businesses.

Proven Track Record & Impact



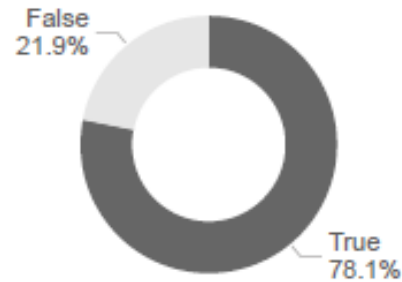
Woman Owned* Companies

707

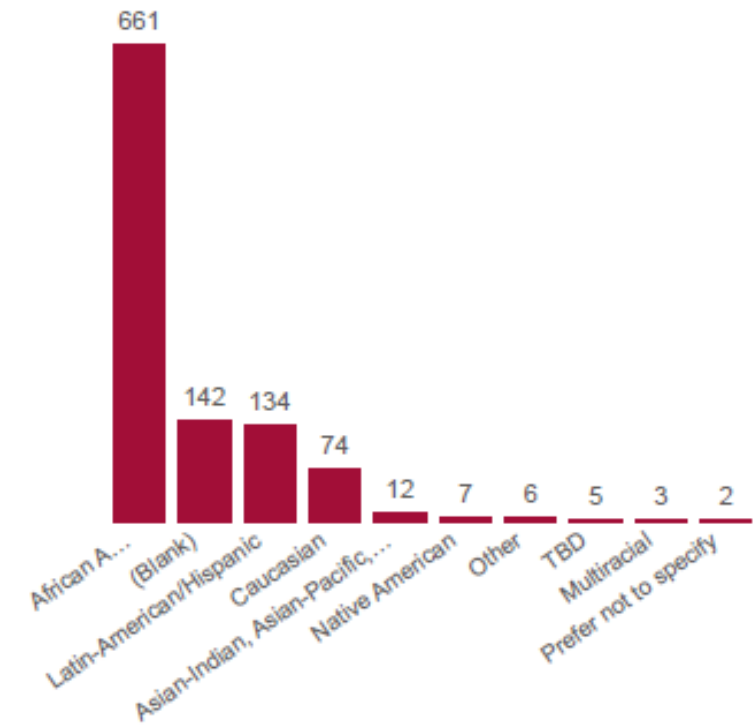


Minority Owned* Companies

818



Companies by Race/Ethnicity of Owner



All-Time Cleveland Small Businesses Served by JumpStart

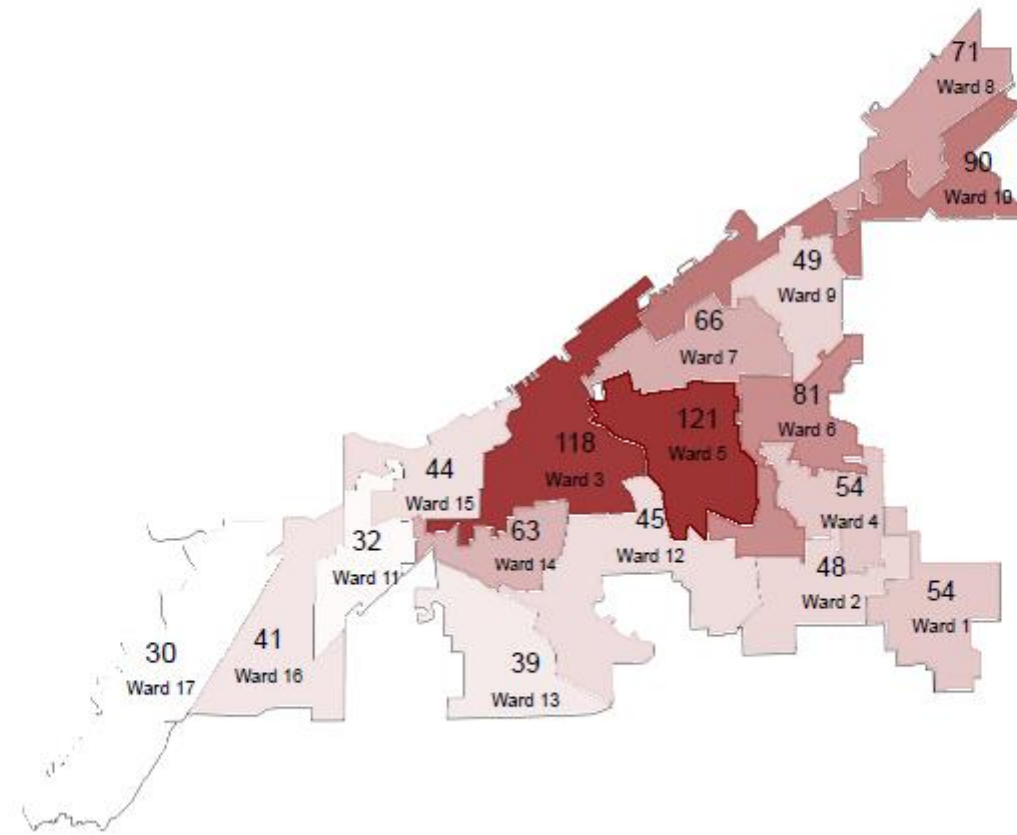
The map below shows Cleveland Small Businesses assisted by JumpStart in the selected date range, by City Ward.

Total Number of Companies Engaged
1046

Assistance Date Range

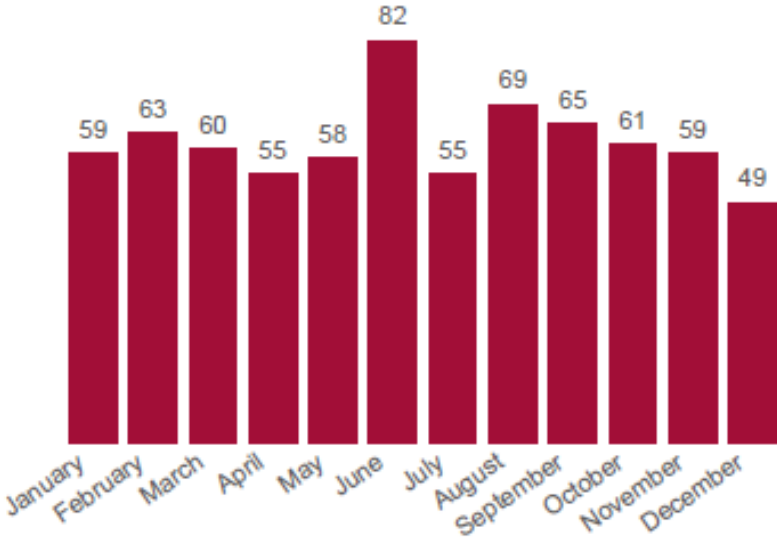
1/1/2016

4/23/2024

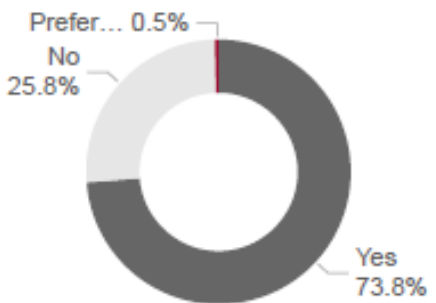


2023 Impact Highlights

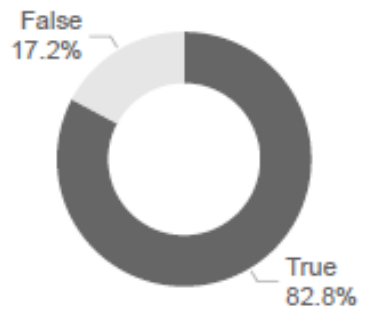
Companies Engaged Each Month



Woman Owned* Companies
163

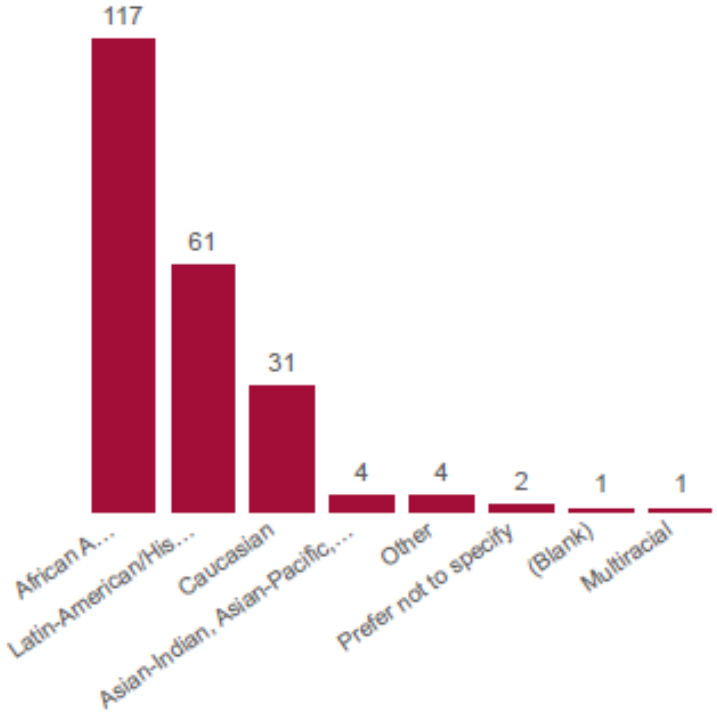


Minority Owned* Companies
183



*Defined as 51% or greater business ownership

Companies by Race/Ethnicity of Owner



2023 Impact Highlights

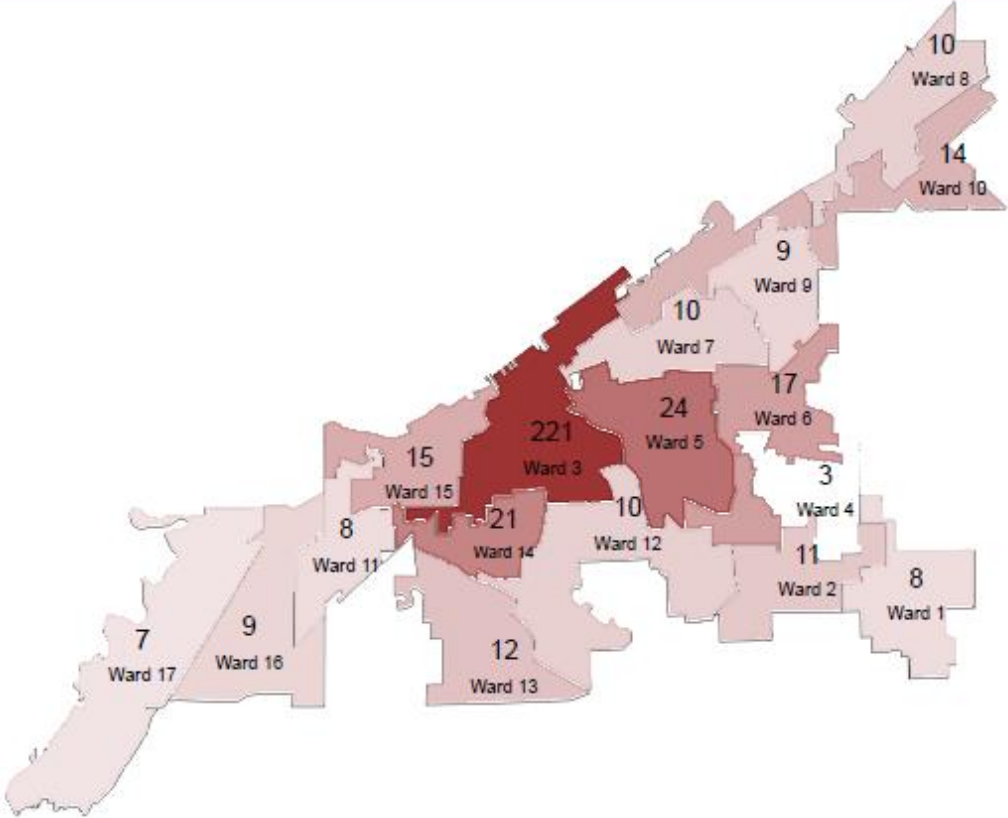
2023 Cleveland Small Businesses Served by JumpStart

The map below shows Cleveland Small Businesses assisted by JumpStart in the selected date range, by City Ward.

Total Number of Companies Engaged
221

Assistance Date Range

1/1/2023 12/31/2023



2024 Insights

2024 Cleveland Small Businesses Served by JumpStart

Total Number of Companies Engaged

117

Assistance Date Range

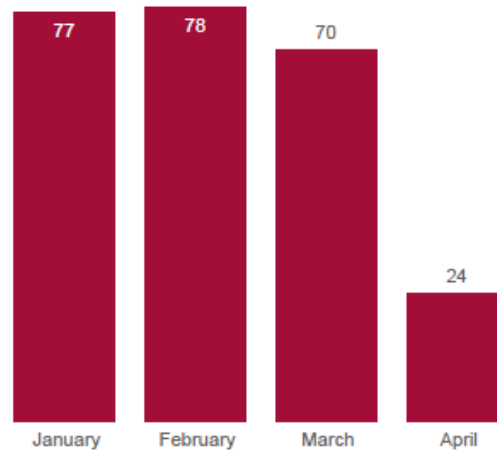
1/1/2024

4/23/2024



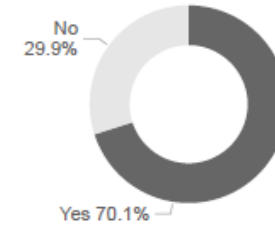
Cleveland Small Businesses assisted by JumpStart in the selected date range.

Companies Engaged Each Month



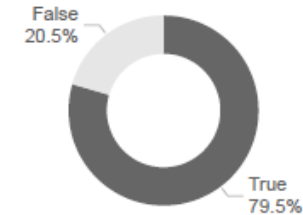
Woman Owned* Companies

82



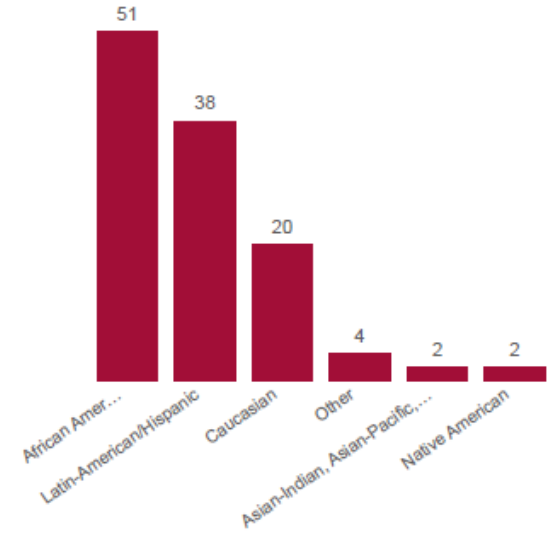
Minority Owned* Companies

93



*defined as 51% or greater business ownership

Companies by Race/Ethnicity of Owner



2023 Cleveland Small Businesses Served by JumpStart

Total Number of Companies Engaged

221

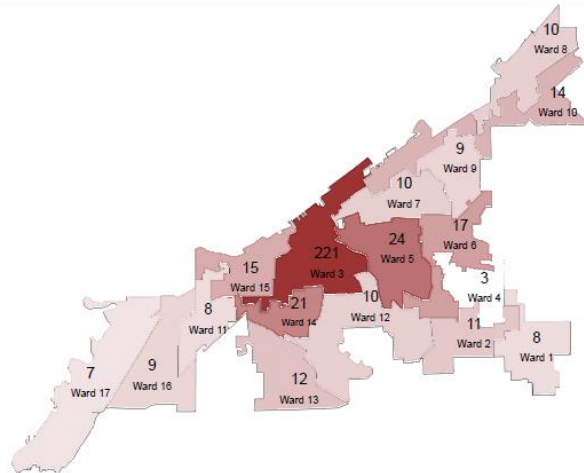
Assistance Date Range

1/1/2023

12/31/2023



The map below shows Cleveland Small Businesses assisted by JumpStart in the selected date range, by City Ward.



Small Business Big Conversations





LEARN MORE

jumpstartinc.org

