



CITY OF CLEVELAND
Mayor Frank G. Jackson

Department of Economic Development Report to Council 2020



“Small business owners of GlenVillage, the inaugural Retail Incubator of Mayor Jackson’s Neighborhood Transformation Initiative.”

“From left to right: Eric Rogers (Black Box Fix), Esayla Williams (La Mocha Boutique), Angela Sharpley and Stesia Swain (Pipe’N Hot Grill), Karen Ross (Cleveland Cold Brew), Mary Johnson (Vitiman Kandie), Sharia Livingston and Sha’Miah Richardson (Living Rich), Antonio Stewart (Premier Barber Lounge)”

Department of Economic Development

CLEVELAND CITYWIDE DEVELOPMENT CORPORATION

All loans over \$40,000 go through a rigorous underwriting review by the Cleveland Citywide Development Corporation (CCDC). CCDC consists of members appointed by the Mayor & City Council and includes bankers, local community members, business representatives, and appointed officials. The loans first are reviewed by the Loan Committee and then go for final review by the Board of Trustees. Below is the roster as of 12/31/19.

BOARD OF TRUSTEES	
Frank G. Jackson, Mayor City of Cleveland	Juan Hernandez, Business Growth Director Growth Capital
Anthony Brancatelli, Councilman Ward 12 Cleveland City Council	J. Stefan Holmes, Sr. Vice President First National Bank
Dr. Melissa Burrows, Director Cleveland-Office of Equal Opportunity	Dale R. Lenzer, VP SBA Product Specialist The Huntington National Bank
Roger A. Carney, CPA Community Housing Solutions	N. Michael Obi, C.E.O. Spectrum Global
Freddy L. Collier Jr., Director Cleveland-Planning Commission	Patricia Ramsey, VP Comm. & Econ. Dev. Fifth Third Bank
David Ebersole, Director Cleveland-Department of Economic Development	Stephanie Turner, Senior VP Key Bank
Luke D. Elsass, Vice President First National Bank	Natoya Walker Minor, Chief of Public Affairs City of Cleveland
Colleen Gilson, VP of CDC Advancement Cleveland Neighborhood Progress, Inc.	Henry West, Retired Banker
LOAN REVIEW COMMITTEE	
Anthony Brancatelli, Councilman Ward 12 Cleveland City Council	Randy Horst, Executive Director Small Business Capital Corp of Ohio
Roger A. Carney, CPA Community Housing Solutions	Dale R. Lenzer, VP SBA Product Specialist The Huntington National Bank
Peter Constantino Constantino CFO Consulting, LLC	Leonard E. Olsavsky, Vice President U. S. Bank
David Ebersole, Director Cleveland-Department of Economic Development	Shawn Ondrejko, Senior Vice President Wells Fargo Bank
Michael Gruss, Assistant Vice President Bellwether Enterprise Real Estate Capital	Dean Razek, Assistant VP First National Bank
Jeffrey T. Verespej, Executive Director Old Brooklyn CDC	

Department of Economic Development

SUCCESS STORIES:

Dexter Apartments

Casto is a privately held, fully integrated real estate services firm, with more than 85 years of successful development and management of commercial, industrial and residential real estate. Casto recently purchased property located on the corner of West 28th Street and Franklin Boulevard. They are developing a mixed use development of approximately 112 market rate and workforce housing apartment units, 8,800 square feet of retail space and indoor parking for residents.

The City is providing a non-school TIF to assist with the Development. The total project investment is expected to exceed approximately \$29 million and the project is expected to create approximately 26 new full time jobs with an approximate payroll of \$700,000.



Northern Stamping Inc.

Northern Stamping Inc. was established in 1989 and in the mid-1990s, they evolved from a simple stamping plant serving the automotive industry into a design, engineering, and manufacturing firm. With increasing demands from one of their largest customers, General Motors, they are quickly outgrowing their current space and have decided to expand into the City of Cleveland. In December of

2018, they purchased 5900-6000 Harvard Avenue. This property consists of two buildings totaling approximately 227,000 square feet. The buildings have been over 65 percent vacant over a decade and Northern Stamping plans to make substantial improvements to the property.

In order to assist with the project financing, the City has imposed a 10-Year, 60% Tax Abatement. The Tax Abatement will support the Company and assist with renovations at Harvard Road. The total project investment is estimated at \$5.5 million.

Department of Economic Development

OPPORTUNITY CORRIDOR



The Department has been engaged in the acquisition of parcels surrounding the future Opportunity Corridor roadway in order to assemble larger sites for future development. In 2019 the Department continued its collaboration with JobsOhio to perform environmental assessments throughout the surrounding area. With Phase I environmental assessments completed on the above superblocks, 2019 saw a continued effort. The green superblocks indicated above show the areas in which Phase II environmental assessments were completed. Additionally, the City has also completed Phase II environmental assessments on superblocks 2A, 2B, 2C, and 3B.

Department of Economic Development

COMMUNITY OUTREACH

In 2019, the Department of Economic Development made it a priority to host and attend events in several communities around Cleveland to discuss what programs are available to businesses in Cleveland.

The Department of Economic Development offers many resources, including financial assistance, to businesses located in Cleveland or looking to move into Cleveland. However, some neighborhoods in Cleveland are not as familiar with the program and thus have not seen the same amount of development.

The Department collaborated with many community partners along the way hosting and attending several economic development events throughout the course of the year. Working closely with Community Development Corporations, events were hosted in select neighborhoods that talked about City financial incentive tools for the first half and then a topic of interest based on the community for the second half. For example, working with Union Miles Development Corporation, an event was hosted at the Killingsworth Meeting Place. At this event, we talked about the programs we offer and had a marketing consultant come in to discuss best practices for business marketing. These events were well attended and well received.

In addition, the Department attended other events being hosted by community partners to talk to business owners face-to-face and establish relationships – some of which turned into City assistance being utilized.

During 2019, the Department hosted twelve events in different neighborhoods around the City and attended more than twenty additional events hosted by community partners. As a result, we had face-to-face contact with more than sixty businesses currently located in Cleveland or considering moving into Cleveland.

Economic Development will continue its outreach efforts to ensure more businesses are aware of the resources available to them. In 2020, we plan to continue innovating where and how we present information about how the Department of Economic Development can assist business needs in the 21st Century.



Department of Economic Development

VACANT PROPERTY INITIATIVE

Year	Borrower	City Assistance	Total Project Cost	Jobs to be Created	Jobs Retained
2008	9 Loans	\$10,122,500	\$58,730,673	2,279	75
2009	16 Loans	\$9,970,000	\$112,946,629	306	173
2010	4 Loans	\$340,000	\$2,565,000	18	1,224
2011	12 Loans	\$3,795,000	\$103,993,970	672	268
2012	7 Loans	\$1,023,275	\$20,278,656	218	95
2013	20 Loans	\$2,780,000	\$131,699,610	465	136
2014	7 Loans	\$845,000	\$256,368,276	439	48
2015	16 Loans	\$3,055,000	\$24,642,933	347	141
2016	10 Loans	\$2,040,000	\$121,927,682	434	566
2017	8 Loans	\$976,000	\$29,011,588	252	39
2018	S & P Data Ohio, LLC	\$150,000	\$800,000	188	187
2018	SIFCO Industries Inc	\$180,000	\$539,102	25	157
2018	Pioneer Cladding and Glazing Systems	\$180,000	\$900,000	25	0
2018	Concentra Building	\$250,000	\$1,200,000	18	0
2018	The Hive My Place LTD.	\$180,000	\$2,666,257	25	0
2018	5101 Fleet Avenue	\$65,000	\$68,000	5	0
2019	Old Brooklyn Community Development Corporation	\$70,000	\$925,630	11	0
2019	18901 Euclid Avenue, LLC	\$180,000	\$4,000,000	30	0
2019	W25D III LLC	\$180,000	\$5,930,784	20	5
2019	Tappan Building, LLC	\$180,000	\$733,340	8	0
		\$36,561,775	\$879,928,130	5,785	3,114

Department of Economic Development

VACANT PROPERTY INITIATIVE



Quarter Phase 3 and Painter's Union Building

The Snavelly Group is proposing a mixed use development located at 2605 & 2715 Detroit Avenue. The project will convert two sites, the existing Painter's Union Building located at 2605 Detroit Avenue and a surface parking lot located at 2715 Detroit Avenue. The project includes approximately

6,600 square feet of commercial space, 85 market rate apartments, 2 affordable apartments and 115 parking spaces.

The Painter's Union Building located at 2605 Detroit Avenue will add 8 market rate residential units on floors 2 and 3, 4,000 square feet of ground floor commercial space and a rooftop deck.

Quarter Phase 3 located at 2715 Detroit Avenue will be a 5 story new construction building that will be attached to the existing Painters Union Building , it will add 77 market rate residential units and 2 affordable housing units, 2,600 square feet of commercial space and 115 parking spaces, comprised of surface parking and interior parking. Snavelly Property Company will lease commercial space to create a new downtown office. Residential amenities include a fitness center, a 750 square foot gallery/ lobby and a rooftop deck.

The City is providing a non-school TIF and a \$180,000 forgivable loan through the Vacant Property Initiative Program to assist with the redevelopment and construction. The total project investment is expected to exceed \$23 million and is estimated to create 20 full-time jobs and retain 5 full-time jobs.



Dynamic Metal Services

Dynamic Metal Services was established in 2009 and is an industrial metal manufacturer with a focus on Nickel, Stainless, and high temperature Alloys. They provide a specific metal chemistry of blended materials that is a substitute for high priced pure metal. They recently purchased 18901 Euclid Avenue to consolidate four of their plants to the 258,404 square foot building, sitting on approximately 27 acres.

The building had been over 80 percent vacant for approximately 5 years and required significant renovations and improvements, with total project costs estimated at \$4 million. In order to assist with the project, the City provided a \$180,000 forgivable loan through the Vacant Property Initiative Program. The project is to create 30 new full time jobs with an estimated payroll of \$2.8 million. The project also received a 10 - Year, 30% Tax Abatement.

Department of Economic Development

VACANT PROPERTY INITIATIVE



Tappan Building

Sustainable Community Associates is developing a mixed use building located at 2703 Scranton Road. In order to assist with the project financing, the Developer requested a forgivable loan through the Vacant Property Initiative program. VPI proceeds will go to the demolition, remediation, and build-out of the public space component of the project.

The new \$22 million building will be located across the street from the recently restored, Wagner Awning Building. The first floor will feature a bakery, gym, lounge, and amenity spaces at approximately 2,148 square feet. At 4 stories and 95 units, the building is designed to balance Wagner Awning and anchor a southern gateway into Tremont. The units will primarily be studios and smaller 1-bedrooms, complementing the larger 1-bedroom units at Wagner Awning, which are fully leased. Working with PNC Bank to secure Opportunity Zone Equity and project financing, they are able to include a work-force housing component to the project. This has the net effect of keeping 60% of the units at rents \$250-300 below competing developments in Ohio City. The project will also create 8 new full-time jobs.

The site is a 1.7 acre former gas station. Once complete, the project will fill in a major vacancy in the center of the historic Scranton Road Corridor that links Metro Hospital's expanding campus to the new developments on the Scranton Peninsula in the Flats.

Old Brooklyn Community Development Corporation

Old Brooklyn Community Development Corporation (OBCDC) has a vision for the former Atlas Furniture building located at 4274 Pearl Road in the Old Brooklyn neighborhood. The 9,000 square-foot building sits at the intersection of Pearl and Stanford and is highly visible as you enter the neighborhood. OBCDC sees this building as a catalyst for future development in Old Brooklyn. The second floor is the new OBCDC office and headquarters for JAC Creative (a marketing firm). One of the two storefronts will house Casa Verde Cantina and a second tenant to be determined. The architectural style of the building resembles the Cleveland Greyhound Station and is being preserved with a vertical "Old Brooklyn" sign.

OBCDC approached the City for assistance with funding project costs, including: pre-development, acquisition, construction & renovation, and soft costs. They received a loan through the Vacant Properties Initiative Program in the amount of \$110,000; a Steelyard Commons Urban Redevelopment Tax Increment Equivalent Fund Program grant in the amount of \$120,000; and a Neighborhood Development Program grant in the amount of \$34,372. Their total project cost is \$974,630. The project will create eleven full-time jobs.



Department of Economic Development

MINORITY BUSINESS DEVELOPMENT INITIATIVE

In 2016, Capital Access Fund (CAF) of Greater Cleveland was launched with the simple long-term goal: to sustain existing and create additional viable minority small businesses that creates jobs for community residents and builds community wealth. The partnership was realized by a collaborative partnership composed of The Urban League of Greater Cleveland, The National Development Council (NDC), The National Urban League Urban Empowerment Fund, Morgan Stanley as well as public and other private local lending partners.

The pilot program was capitalized by a credit facility from Morgan Stanley for \$2 million which was back by a loan loss reserve totaling \$400K. The LLR capital partners included the City of Cleveland (\$50K), Cuyahoga County (\$50K), National Urban League Urban Empowerment Fund (\$100K), NDC (\$100K) and Morgan Stanley (\$100K). In total for Round I, NDC utilized \$764,460 of its own funds as it provided loan capital to minority owned business that did not meet the parameters of the Morgan Stanley funds.

Since the program's inception, the CAF has helped minority businesses at all stages with business development and pre-loan counseling services, properly structured and affordable capital, and post-loan counseling support during the life of the loan.

As of December 2018, the CAF program fully deployed all of its flexible lending capital. Phase 2 of the program will be similar to the pilot phase. NDC received tentative commitments from both U.S. Bank and PNC Bank both agreeing to a \$2 million credit facility and \$666,000 from Cuyahoga County to recapitalize the loan fund. The City of Cleveland provided a \$200,000 UDAG Grant to fund the loan loss reserve.

Since the program's inception, the fund has helped 16 minority businesses obtain capital totaling \$1,874,075 to create and retain at least 161 jobs.

Year	Company Name	CILF Loan Amount	Jobs Created	Jobs Retained
2016	Learning to Grow, Inc.	\$150,000	5	40
2016	Styles of Imagination	\$3,000	0	2
2016	JLT Services, LLC	\$127,500	1	30
2016	Tortilleria La Bamba, LLC	\$5,000	0	2
2016	Unlimited Adds, LLC	\$5,000	0	1
2017	Bloom & Clover Wax Studio	\$23,575	4	2
2017	Urban Kutz, LLC	\$105,000	4	7
2017	SIS Home Care, LLC	\$84,000	8	2
2017	JWT&A LLC	\$150,000	9	6
2017	Foundation Transportation	\$105,000	8	2
2018	He Loves Curves Boutique	\$55,000	2	1
2018	ABC Auto Insurance	\$196,000	8	2
2018	Service Master	\$150,000	1	0
2018	Floressa Café	\$210,000	4	2
2018	Urban Recycling 216 LLC	\$300,000	0	4
2019	Light Touch Aesthetic Center	\$205,000	2	2
	Total	\$1,874,075	56	105

Department of Economic Development

EDA LOAN PROGRAM



Leavened Bakery

Leavened, is a startup Bakery that will be opening in the Tremont Community. Leavened will offer a range of artisan-style breads and pastries produced fresh daily in their new location. They also plan to sell coffee, espresso, and a variety of other drinks, to increase business and foot traffic. The Bakery will also immediately offer wholesale bread and pastries for sale to local restaurants and markets.

Leavened will be occupying approximately 2,000 square feet of leased space in the newly constructed Tappan Building located at 2639 Scranton Road. The new space

will include a semi-opened kitchen and seating for customers. In order to assist with the startup costs of the business, the City provided a \$100,000 EDA Title IX loan to offset the costs to purchase equipment, furniture, and fixtures. The total project costs is estimated at \$321,625 and the Bakery is committed to creating 2 new full time jobs with an estimated payroll of \$60,000.

SMALL BUSINESS INITIATIVES : Partner Funding

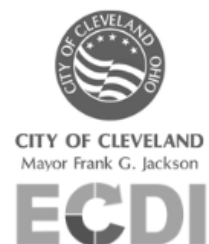
In 2019, the City of Cleveland committed \$190,000 in funding and partnered with ECDI to bring KIVA to Cleveland to offer an alternative way to raise capital for local entrepreneurs. Through this partnership at least 60 businesses will be able to access this program in the city.

KIVA is a micro-lending website that enables everyday people to pool small lending contributions to provide financial access to entrepreneurs. With lenders pledging as little as \$25 each, businesses are able to raise up to \$10,000 toward their project. This platform gives residents the ability to support concepts they'd like to see in their neighborhoods and strengthens the bond between entrepreneurs and their community.

At a 0% interest rate and with no additional fees, KIVA is a great first step for borrowers in receiving external funding. Cleveland is lucky to have many business funding sources, and KIVA is a great introduction to the ecosystem. Once borrowers pay off their KIVA loan, they are better equipped to borrow larger sums and pay interest.

Since KIVA Cleveland launched in June of last year, 7 businesses were able to access capital through the platform, totaling \$36,000 raised. These businesses included Living Rich Streetwear, Pipe'N Hot Grill, MelBeauty, Smoky Sweet Soul, Nola Movement, LaMocha Boutique, and IC Fitness.

kiva
Cleveland



Department of Economic Development

SMALL BUSINESS INITIATIVES : Partner Funding



Hebrew Free Loan Association

In 2019, the City of Cleveland awarded the Hebrew Free Loan Association of Greater Cleveland (HFLA) with a \$75,000 grant from Urban Development Action Grant (UDAG) resources. This grant will be matched with \$125,000 in financial resources from HFLA to administer a working capital loan program to start-up businesses in coordination with City

programs.

Often times, start-up businesses come to the City for financing, as many traditional lenders consider start-ups to be risky investments. City programs that frequently fund start-up businesses are primarily authorized to finance capital improvements, such as acquisition of equipment, build out and renovation expenses, etc. What frequently happens with start-up recipients of City programs is that they struggle to remain current on their debt service payments due to increased working capital expenditures they did not anticipate needing. Such items include inventory, payroll, and other day-to-day expenses of a business.

The Start-Up Working Capital Loan Fund that will result from this UDAG grant will provide loans up to \$5,000 at 0% interest to finance working capital expenses for start-up recipients of the City's Neighborhood Retail Assistance Program as well as recipients of the City's SBA Municipal Small Business Initiative Program. This will provide start-up recipients of City programs with access to 0%-interest working capital financing along with giving them a better chance of staying current with all debt service payments and becoming successful in the long run.



Grow Cuyahoga County Fund (GAF)

The Grow Cuyahoga County Fund, is a partnership between the City of Cleveland, Cuyahoga County and the Grow America Fund, Inc., a subsidiary of the National Development Council. The partnership works to provide loans to small business that need capital to grow while creating & retaining jobs. The Fund provides loans from

\$100,000 to \$3.4 million at or below market rates with longer loan terms, up to 25 years. In 2019, the Grow Cuyahoga County Fund approved two loans of which both loans were to businesses in the City of Cleveland for a total of \$815,100 with total project costs of \$945,000. The loans will create 9 new jobs while retaining 7 jobs in Cleveland.

Department of Economic Development

SMALL BUSINESS INITIATIVES : Partner Funding

Economic and Community Development Institute (ECDI)



In 2012, ECDI was recruited to Cleveland after a study of credit availability found that there is an estimated \$38 million of unmet loan demand annually in Cuyahoga County. ECDI, a U.S. Treasury designated CDFI micro lender, is a non-profit organization providing micro lending and technical assistance. The City provided \$200,000 seed money to ECDI to structure microloans to small businesses in Cleveland that would not be eligible for traditional bank funding. A portion of the funding (\$50,000) is specifically geared toward immigrant and refugee businesses. ECDI's lending efforts in 2019 have resulted in the following:

- 36 loans to small businesses, 17 in the City of Cleveland
- \$730,413 of total lending, \$309,200 in total funds to Cleveland-based businesses
- 26 loans to female-owned businesses, 13 in the City of Cleveland
- 24 loans to minority-owned businesses, 15 in the City of Cleveland
- 2 loans for immigrant / refugee businesses, 2 in the City of Cleveland
- 37 jobs created, 18 in the City of Cleveland
- 32 jobs retained, 17 in the City of Cleveland
- 532 entrepreneurs received technical assistance, 136 in the City of Cleveland

Goldman Sachs 10,000 Small Businesses



Goldman Sachs 10,000 small businesses is an educational program that links learning to results for small businesses entrepreneurs. Business owners gain skills in negotiation, marketing, management, and they receive customized growth plans to take their businesses to the next level. In

Cleveland, the program is administered through Cuyahoga Community College. Since its inception 21 training cohorts have been completed with an average of 32 businesses from each cohort. Small businesses completing the program have indicated approximately 45% creating jobs; 64% reported increase in revenue and 80% are doing business with each other. Cleveland is one of 13 cities selected for the program across the U.S.

Department of Economic Development

SMALL BUSINESS ASSISTANCE : Neighborhood Retail

Loan Recipient	City Assistance	Total Project Cost	Jobs to be Created	Jobs Retained
Cent's Pizzeria LLC	\$40,000	\$133,300	3	0
Consumed Bakery and Café LLC dba Bon Kitchen	\$16,000	\$18,000	1	0
SAL Leasing, LLC (dba article: art in Cleveland)	\$34,000	\$38,000	1	1
Slavic Village Design, LLC (Vic's Floral)	\$45,000	\$80,000	1	4
UnBAR Café Inc. (dba UnBAR Cafe)	\$50,000	\$151,250	3	0
Total	\$185,000	\$420,550	13	6



Bon Kitchen

Bon Kitchen, is a female-owned and operated start-up café and bakery located in the Tremont Neighborhood. Courtney Bonning has been operating Bon Kitchen since 2018 mostly for special events, catering requests and special order cakes. Bon Kitchen also offers wholesale pastry solutions to local restaurants.

Bon Kitchen was approved for a loan from the City in the amount of \$16,000 through the Neighborhood Retail Assistance Program to offset total project costs of \$18,000 for minor

renovation, acquisition of equipment, furniture & fixtures. The freshly made baked goods are made at 3146 W. 14th Street. The bakery offers all natural, artistically prepared food, bakery and bulk brewed coffee service. They will create one full time job.

Department of Economic Development

SMALL BUSINESS ASSISTANCE : Neighborhood Retail

Cent's Pizzeria

Native Clevelander, Vincent Morelli, is in the process of opening his own stone oven pizza restaurant in a vacant storefront in Ohio City located at 5010 Lorain Avenue. After several years of working and training in traditional pizza-making in New York City, Vince moved back to Cleveland and is fulfilling his dream of having a restaurant of his own.

Cent's Pizzeria came to the City for financial assistance in the amount of a \$40,000 loan under the Neighborhood Retail Assistance Program, and a \$10,000 grant under the SBA Municipal Small Business Initiative. This will help to partially fund costs to purchase equipment, construction & renovation, and furniture & fixtures to operate their start-up restaurant. Their total project cost is \$133,300. The project will create three full time jobs. Vince anticipates opening the restaurant in Summer 2020.



article: art in Cleveland

Louis and Susan Ross have owned and operated article: art in Cleveland since 2014. Located in the Collinwood neighborhood at 15316 Waterloo Road, they have a storefront gallery and rent out studio spaces to local artists.

article: art in Cleveland came to the City for assistance with completing renovations of their business so they could rent to more artists which would allow them to create a full-time gallery

manager position. They received a \$34,000 loan from the Neighborhood Retail Assistance Program for construction & renovation costs. Their total project cost was \$38,000. The project will retain one and create one full time job.

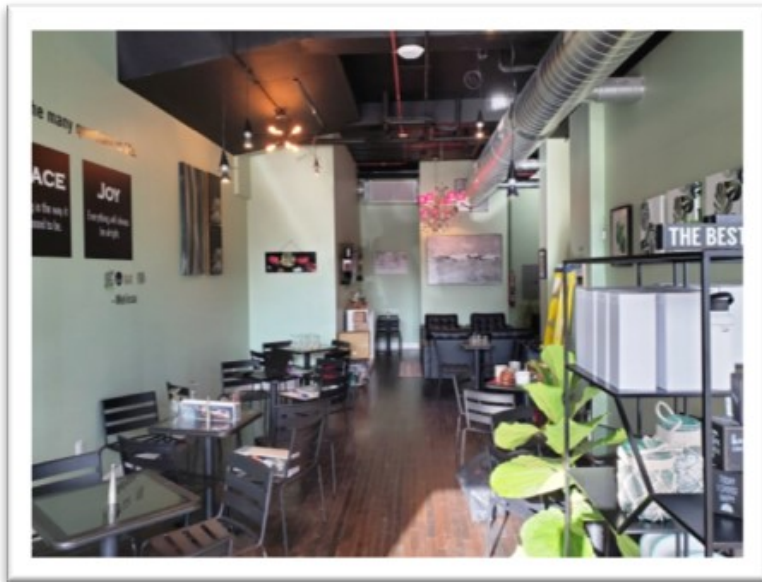
Department of Economic Development

SMALL BUSINESS ASSISTANCE : Neighborhood Retail

Vic's Floral

Kelly Hasting, long-time employee of Vic's Floral, purchased the Slavic Village neighborhood staple in 2018. She has plans to move and grow the successful business even more. The store will still be in Slavic Village, but is relocating to 6304 Fleet Avenue. The new location will give her more space to complete special orders and streamline her deliveries.

Vic's Floral came to the City for assistance with renovations at the new location as well as replacing aging equipment. They received a \$45,000 loan from the Neighborhood Retail Assistance Program. Their total project cost was \$80,000. When complete, they will create one full time job and retain four.



UnBAR Cafe

Melissa Garrett is a minority, female entrepreneur. She was inspired to open UnBAR Café to create a community place that felt like a bar, but does not serve alcohol and focused on supporting a healthy lifestyle. UnBAR Café opened January 20, 2020 at 12635 Larchmere Blvd. in the Larchmere neighborhood.

Ms. Garrett approached the City looking for assistance with construction & renovation, machinery & equipment, and furniture & fixtures to get their business open and operating. They

received a \$50,000 loan from the Neighborhood Retail Assistance Program. Their total project cost was \$151,250. The project will create three full time jobs.

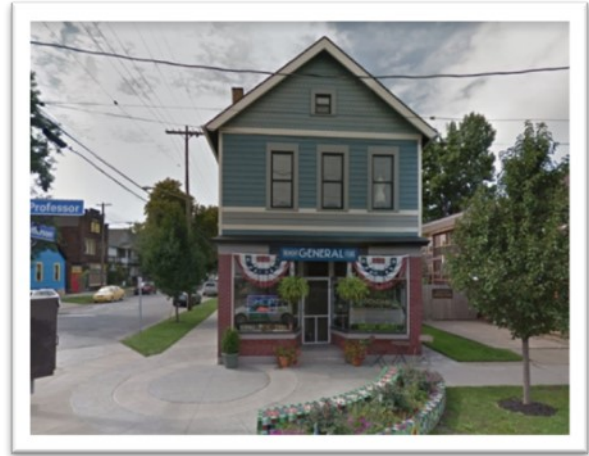
Department of Economic Development

SMALL BUSINESS ASSISTANCE

2418 Professor Ave./AMG Marketing

2418 Professor Ave., LLC was approved for a loan in the amount of \$90,000 through the Economic Development Loan Program to partially finance costs associated with the acquisition of a 2,980 square foot building located at 2418 Professor Avenue in Tremont. The purchase of the building allowed for the relocation and expansion of the operating marketing firm, AMG Marketing to relocate on the second floor. A new retail tenant will locate in the storefront on the first floor.

The growing marketing company outgrew their current location in Solon, therefore they relocated and expanded a portion of their operations to Cleveland. They will create 10 new full time jobs at the Tremont location with an estimated payroll of \$700,000. AMG Marketing will use the new location to expand and target a new market in Cleveland. Total project costs were \$525,000 to acquire the property.



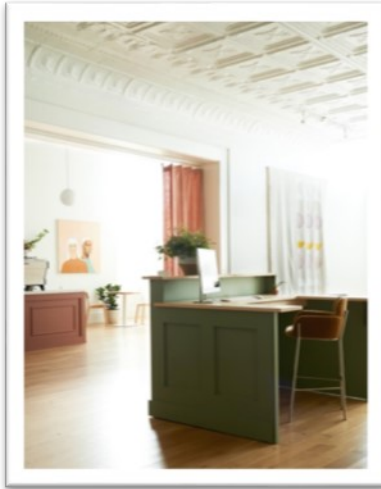
The Palazzo Ristorante

The Palazzo Ristorante is located at 10031 Detroit Avenue in the Cudell Neighborhood. The property, previously sat vacant for over 25 years before it was purchased by Aurora and Rafael Zoloshnja. The immigrant entrepreneurs were approved for a grant in the amount \$40,000 from the Neighborhood Development Program to assist with predevelopment costs including engineering, architecture, design, demolition costs. Total project costs were over \$250,000. The restaurant is operated by Rafael Zoloshnja who was previously a

chef / co-owner for other N.E. Ohio restaurants and has international experience as a chef, having worked abroad in Italy and Belgium. The start-up restaurant serves traditional Italian food to include pasta made and cooked fresh in house, traditional cooked fish (pesce), and high grade steak and poultry finished with special sauces prepared from scratch. The project will create five full time jobs at the project site and has already been highly regarded by the press and is frequently patronized and a favored spot by the locals in the neighborhood.

Department of Economic Development

SMALL BUSINESS ASSISTANCE



Palmer Event Solutions

Palmer Event Solutions received a grant through the Steelyard Commons TIF Grant Program in the amount of \$5,000 for costs associated with expanding a female and LGBT-owned small business from a home-based operation into a co-working space—the Beauty Shoppe located at 2592 Detroit Avenue in the Ohio City Neighborhood.

Palmer Event Solutions is an event planning business led by Gail Palmer, a certified special event professional. The two-year old start-up has developed a solid reputation with planning & coordinating events, especially within the non-profit community. Like many start-ups, the entrepreneur funded the growth of her business through personal assets.

Due to her growth, she needed to transition from a home-based operation to a shared incubator space. The City’s proposed assistance financed costs associated with marketing and developing a website to grow and expand her business in Cleveland. Total project costs were \$11,000. She will create one job and retain one jobs as part of the project.

Tremont Animal Clinic

Tremont Animal Clinic purchased and consolidated nine parcels of abandoned land for the purpose of constructing a new building for the relocation and expansion of the clinic. The 5-year old veterinary clinic outgrew their current leased facility located at 3148 W. 14th Street in the Clark-Metro neighborhood. TAC is owned and operated by Bob Litkovitz and Katie McCoy. TAC received a \$40,000 Neighborhood Development Program grant to partially offset \$75,860 of predevelopment costs associated with demolition, environmental assessment / remediation, relocation of utility lines and architectural / engineering expenses (“Phase I of the Project”). Funds were used to prepare the land to construct a new 10,000 square foot veterinary clinic. TAC also received a Casino Grant in the amount of \$10,000, to assist with the \$2,500,000 construction project.

Tremont Animal Clinic currently has 13 full time employees. As part of the project, they will create a total of three new jobs associated with the project.



Department of Economic Development

SMALL BUSINESS ASSISTANCE

Superlative Group

The Superlative Group received a \$40,000 Neighborhood Development Program grant to offset predevelopment costs associated with demolition, environmental assessment/remediation, installation of utility lines and architectural/engineering expenses. These expenses represent the first phase of the project to renovate the previously vacant and historically significant mansion located at 2843 Franklin Boulevard in Ohio City. Now that the renovation is complete, the Sanford Mansion has become the new headquarters for the Superlative Group, a business management consulting firm specializing in sponsorship analytics, sales, and developing unique and creative partnerships between companies in order to maximize brand value.

The City's assistance with the project has ensured that the Superlative Group will retain nine full time jobs and create two new jobs at the new site. Additionally, Phase II of the project will add four new apartment units on the back side of the building. Total project costs were \$1.5 million.



Department of Economic Development

GARDENING FOR GREENBACKS

Loan Recipient	Project Site	City Assistance	Total Project Costs	Jobs Created
Green Harmony Farm LLC	3032 Barber Avenue	\$3,000	\$3,600	1
Bay Branch Farm	3608 W. 114 th Street	\$3,000	\$3,600	1
Needham Gardens, LLC	Parcels adjacent to 12021 Kirton Avenue	\$3,000	\$3,750	1
Total		\$9,000	\$10,950	3



Green Harmony Farm

Green Harmony Farm is an urban farm in the Ohio City neighborhood operated by Logan Coy and Hannah Teuscher. The cultivated produce is sold to restaurants, grocers, and cafes around Cleveland. Logan Coy executed a lease of City-owned land bank property at 3032 Barber Avenue in order to further expand his urban farm.

Mr. Coy spent two previous years farming in New England but decided to return to Cleveland when he saw significant press about urban farming taking place.

The urban farm has a focus on the growth and production of microgreens—the quickest nutrient-dense food crop urban gardeners can grow with a high yield-to-space ratio. At the Barber Avenue location, Logan & Hannah grow garlic for Cleveland’s annual garlic festival held in Shaker Square. In addition, they grow fresh herbs and flowers. Green Harmony Farm was approved for a \$3,000 grant under the Gardening For Greenbacks Program. Total project costs were \$3,600. One of the purchases included modern gardening equipment called a “transplanter” that helped reduce labor hours and increase production.

Department of Economic Development

GARDENING FOR GREENBACKS

Bay Branch Farm

Annabel and Eric Khouri have been slowly expanding their urban garden operation for the last several years. Recently, they purchased the parcel at 3608 West 114th Street next door to their current site to expand their operations even further.

Bay Branch Farm came to the City for financial assistance in the amount of a \$3,000 grant under the Gardening for Greenbacks Program to partially fund costs to purchase gardening equipment and install

an irrigation system at the new site. Their total project cost was \$3,600. The project will create one full time job. This is the second grant Bay Branch Farm has received from the City as their operation continues to grow.



Needham Gardens, LLC

Needham Gardens LLC was approved for a \$3,000 Gardening for Greenbacks Program grant for the urban farm located at 12021 Kirton Avenue located off of W. 130th street in the Bellaire-Puritas neighborhood. The urban garden has expanded to include a total of four parcels on ½ acres. Total project costs are \$3,750. This grant will be integral to help the urban garden continue to increase yields and assist with the mission to build a healthy sustainable food system in Cleveland.

Department of Economic Development

JOB CREATION INCENTIVE PROGRAM

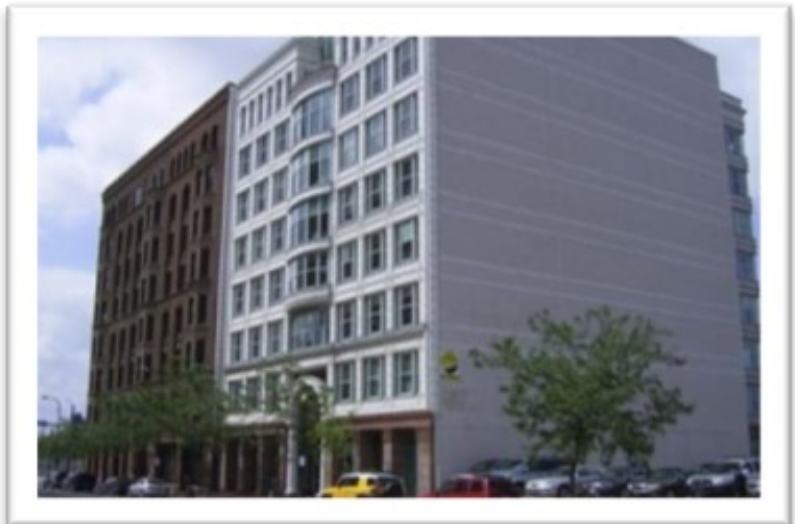
The Job Creation Incentive Program (JCIP) is utilized to attract or retain businesses in the City of Cleveland. The program provides a valuable tool for attracting growing and expanding companies to Cleveland. The grant amount paid is based on actual new payroll and income tax generated to the City of Cleveland, verified annually.

Client Name	Jobs Created	Jobs Retained	City Assistance
Zilker Technology LLC	56	0	80,000
Skoda Minotti LLC	50	0	59,000
Midwest Medical Transport Company	150	0	95,000
London Stock Exchange Group	40	0	165,000
Total	296	0	\$399,000

Zilker Technology LLC

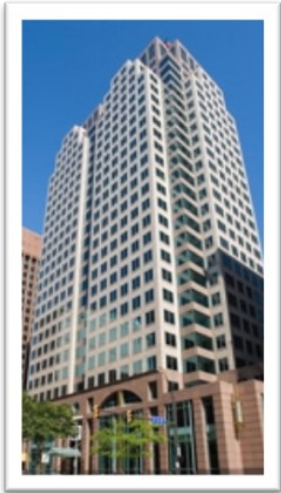
Zilker Technology LLC was approved for a \$40,800 grant through the Tech Delta Grant Program and an \$80,000 grant through the Job Creation Incentive Program, to offset costs associated with technology related build out, specifically focusing on the site's electrical, internet wiring, and technology infrastructure to support the office's workspace at 1468 W. 9th Street. Zilker is a growing 6-year old tech firm that is headquartered in Austin, Texas.

The company provides digital technology consulting services to small and large businesses since their forming in 2014. Zilker serves clients from start-ups to fortune 100 companies to create e-commerce, web and mobile solutions. The company has grown from a start-up to having offices in Austin, TX, San Francisco, CA, Belgrade, Serbia and Chennai, India. Cleveland would be the fifth location for the growing tech firm. There will be 56 new jobs created at the Project Site. The total project renovation cost is \$81,200.



Department of Economic Development

JOB CREATION INCENTIVE PROGRAM



Skoda Minotti LLC

Skoda Minotti is a growing CPA firm that provides business advisory services to individuals, businesses and nonprofit organizations since their forming in 1980. The company serves clients in industries that include real estate & construction, financial services, manufacturing & distribution, professional services, retail, health care and life sciences. The firm grew rapidly throughout the '80s, while being named to the Inc. 500 list of fastest growing private companies from 1987-89. Skoda Minotti is headquartered at 6685 Beta Drive in Mayfield Village with offices in Tampa Florida and Akron Ohio.

Skoda Minotti hired a national site selector consultant to explore the best options with opening an office with a “downtown environment” in order to be able to attract the best and brightest young college degree talent. Tampa, Atlanta and Cleveland were the finalists in the search for new office space with Cleveland eventually being selected. They plan to hire and/or relocate approximately fifty employees over the next three years. They were approved for a \$59,000 grant under the Job Creation Incentive Program based upon new jobs. Skoda Minotti will occupy 10,000 square feet of space. Project costs were estimated over \$500,000 to renovate the vacant office space at 600 Superior Avenue in downtown.

Midwest Medical Transport Company

Midwest Medical Transport Company (“MMTC”) provides basic, advanced life support, and critical care transportation. The company has grown from a small Nebraska based company to a multi-state operation with 30+ stations, 100+ ambulances, 40+ wheelchair vans, and 3 medical helicopters. As of April 2019, MMTC entered into an agreement with Cleveland Clinic to provide ambulance services. MMTC established a Cleveland headquarters that will add over 50 new vehicles and 150 full time employees. Through the \$90,000 Job Creation Incentive Program grant, MMTC was able to offset renovation and relocation costs moving to its new Cleveland location. The project will generate approximately \$6 million in payroll over a three year period.

London Stock Exchange Group

The London Stock Exchange Group ELITE assists companies that are preparing for next stage growth through engaging cohorts of companies with greater than \$5 million in revenue, offering education and business support. In 2018-2019, 10 Ohio companies joined ELITE to raise capital and access a network of peers including advisors and investors. As LSEG’s ELITE program continues to grow in North America, LSEG has chosen Cleveland as its North American headquarters. To assist with Ohio’s continued economic growth and equitable access to professional development resources, the City of Cleveland’s JCIP program will provide \$165,000 over a three year period to assist in the creation of 40 full time jobs. The project also received \$49,400 in Tech Delta Program funds.

Department of Economic Development

SBA MUNICIPAL SMALL BUSINESS PROGRAM

Year	Company Name	SBA MUNI Grant Amount	Bank/Lender Financing	Equity	Total Project Costs	Jobs Created	Jobs Retained
2015	WOW Media LLC	\$50,000.00	\$210,000	\$200,000.00	\$460,000	2	0
2015	Lava Room Recording Room, LLC	\$13,200.00	\$66,000	\$8,800.00	\$88,000	1	1
2015	Anthony Flooring Company	\$7,500.00	\$50,000	\$5,000.00	\$62,500	1	0
2015	Major Works dba Quality Control Svc	\$60,000.00	\$328,800	\$43,200.00	\$432,000	2	0
2015	Poison Berry Bakery LLC	\$7,500.00	\$32,300	\$10,200.00	\$50,000	1	0
2015	E&E Premier Properties, LLC	\$48,000.00	\$254,000	\$33,000.00	\$335,000	2	4
2015	Relevation Physical Therapy	\$9,000.00	\$43,000	\$8,000.00	\$60,000	1	0
2015	Recess Creative, LLC	\$30,000.00	\$151,200	\$20,000.00	\$201,200	1	15
2015	Charley Geiger's Haberdashery Inc. dba Geiger's	\$41,250.00	\$350,000	\$43,750.00	\$435,000	2	0
2015	Advanced Server Management Group	\$50,000.00	\$800,000	\$94,400.00	\$944,400	2	15
2015	Strawbridge Memorial Chapel	\$26,250.00	\$131,250	\$17,500.00	\$175,000	1	2
2015	Bearded Brew LLC	\$22,235.00	\$108,100	\$69,665.00	\$200,000	1	0
2015	SFS-SAS holdings LLC	\$32,500.00	\$552,500	\$65,000.00	\$650,000	2	10
2015	Six Shooter Coffee LLC	\$13,248.00	\$45,000	\$30,079.00	\$88,327	1	0
2016	Banter Beer and Wine	\$22,500.00	\$75,000	\$52,500.00	\$150,000	1	0
2016	Tres Chic Salon and Spa	\$16,500.00	\$71,900	\$21,600.00	\$110,000	1	0
2016	Parker's Downtown LLC	\$50,000.00	\$515,884	\$62,876.00	\$628,760	2	0
2016	Cleveland Moto, Inc.	\$33,750.00	\$168,750	\$22,500.00	\$225,000	1	5
2016	Haynes Enterprises, Inc.	\$9,000.00	\$45,000	\$6,000.00	\$60,000	1	4
2016	Masthead Brewing	\$50,000.00	\$1,500,000	\$950,000.00	\$2,500,000	2	0
2016	Semaan Marketing Inc.	\$60,000.00	\$428,000	\$48,000.00	\$536,000	2	4
2016	North Coast Shuffleboard Club	\$50,000.00	\$950,000	\$300,000.00	\$1,300,000	2	0
2016	Noble Beast Brewing LLC	\$20,000.00	\$550,000	\$180,000.00	\$750,000	1	0
2016	AKA Construction Management Team	\$11,250.00	\$56,250	\$7,500.00	\$75,000	1	8
2016	Artisan Ales, LLC dba Working Class Brewery	\$50,000.00	\$390,000	\$104,100.00	\$544,100	2	0
2017	Inspiring Lives Forever, LLC dba ILF Transportation	\$42,692.50	\$233,250	\$19,057.50	\$295,000	2	0
2017	USHA BABU LLC	\$10,000.00	\$155,800	\$84,200.00	\$250,000	1	11
2018	Bilsky Properties LLC	\$21,000.00	\$105,000	\$14,000.00	\$140,000	3	0
2019	Bent Tree Coffee Roasters, LLC	\$24,750.00	\$123,250	\$17,000.00	\$165,000	1	0
2019	Cent's Pizzeria LLC	\$10,000.00	\$110,000	\$13,300.00	\$133,300	3	0
2019	Ik Onkaar Inc. dba Light Touch Aesthetic Center	\$38,000.00	\$205,000	\$27,000.00	\$270,000	2	0
2019	Landmark Assets LLC	\$47,000.00	\$610,000	\$73,000.00	\$730,000	3	2
	Total	\$977,125.50	\$9,415,234	\$2,651,227.50	\$13,043,587	51	81

Department of Economic Development

SBA MUNICIPAL SMALL BUSINESS PROGRAM



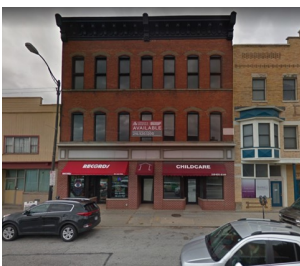
Light Touch Aesthetic Center

Light Touch Aesthetic Center provides customers with high-end non-invasive medical cosmetic services. Operating out of its original office in Independence, Ohio, the husband and wife management team recently decided to expand its operations to a second location in Cleveland. In 2019, Light Touch Aesthetic Center opened its second location at 1512 West 25th Street in the

Ohio City neighborhood. In order to assist with their expansion, The City of Cleveland provided a recoverable grant in the amount of \$38,000 from the Municipal Small Business Initiative program to assist with the renovation of the vacant storefront. The total renovation project cost approximately \$320,000. As a result of the grant, another storefront along West 25th street was activated and two new additional full time jobs were created in the City of Cleveland.

Landmark Assets

Landmark Assets is owned and operated by real estate attorney Christian Carson. He recently purchased the property located at 2618 N. Moreland Boulevard, just north of Shaker Square. Landmark Assets received a \$47,000 Municipal Small Business Initiative Program grant in order to assist with the ongoing renovation of the vacant, cornerstone building. The first floor will be transformed into a 21st century co-working space, while the second floor of the building will be home to the offices for the title company, an online auction company called WireBids, and the law offices of Christian Carson. The final portion of the project involves the renovation of vacant restaurant space that will be renovated and updated for code-compliance to attract a restaurateur. Although no lease has been signed as of yet, they are in preliminary discussions with several operations. The total costs of the renovation are estimated to reach \$730,000. The business will create three and retain two full time jobs at the site over the next three years.



Bent Tree Coffee Roasters

Founded in 2011, Bent Tree Coffee is a small-batch coffee roaster that sells wholesale coffee to over 110 active accounts in Ohio. Their e-commerce website sells coffee and merchandise to people all over the world while educating their customers about coffee, brewing instructions, offerings in the cafe and where to find their unique blends. In their flagship café in Kent, they offer a full espresso bar

in addition to roasting, brewing, and selling coffee on-site. In 2019, the business owners, Michael Mistur and Ryan Brannon, decided to expand upon that brick and mortar retail concept and expand their operations to the City of Cleveland. Bent Tree Coffee Roasters opened its second location in previously vacant space located at 3928 Lorain Avenue.

To assist with the build out, the City assisted Bent Tree Coffee Roasters with a \$24,750. recoverable grant from the Municipal Small Business Initiative program. The total costs for the build out were approximately \$165,000. Bent Tree Coffee will create three full time jobs in the City of Cleveland as a result of the recoverable grant.

Department of Economic Development

BROWNFIELD REDEVELOPMENT

Inspirion Group

Inspirion Group received a grant of \$40,000 through the Neighborhood Development Program to fund their environmental due diligence for the proposed project associated with Core 90, a new mixed-use development planned along Chester Avenue between East 90th and East 93rd Streets. The approximately \$41 million development will offer a mix of offices, lab space, and apartments.

The site, which includes various privately and publicly owned parcels, will be remediate from asbestos and other environmental contamination, including the parcels that contain vacant structures. The total NDP project was \$47,621.79, which allowed the Developer to perform predevelopment testing and studies to determine the feasibility of developing these vacant lots.

Barrio Commissary Kitchen

Barrio is a well-known restaurant with six current Northeast Ohio locations. In 2016, Barrio established a commissary kitchen through a Neighborhood Development Program Grant and a Vacant Property Initiative loan on W.63rd Street to maintain its farm-to-table menu. This space has contributed to Barrio's success and growth, but they have recently outgrown the 13,000 square foot building.

To keep operations in a central location, Barrio sought assistance from the City of Cleveland and the Cuyahoga County Land Reutilization Corporation to demolish a large, vacant industrial facility next door. The CCLRC was able to pull the property off of the state forfeiture list to avoid public auction and ensure the land was to be used for positive economic purpose. Using Industrial Commercial Land Bank funds, demolition and necessary environmental surveys were made possible., which in turn, allowed Barrio to acquire the property.

Barrio will build a five bay garage that will house their food truck operation. In addition, management offices will be relocated to this space from Lakewood, bringing 25 jobs into the City of Cleveland. Barrio will also be pursuing NEORSF funds that provide green space, parking, and other positive green infrastructure that contributes to this underdeveloped area of Cleveland.

Innovation District – E. 65th and E. 66th

Midtown Community Development Corporation has been working with the Cleveland Foundation on the redevelopment of City owned parcels between E. 65th and E. 66th Streets that front Euclid Avenue. These parcels are in the Health Tech Corridor which is one of Cleveland's strongest economic development areas. Midtown has been able to acquire these parcels from the Industrial Commercial Landbank. The Cleveland Foundation plans to construct a \$25 million facility to house their office headquarters in conjunction with Midtown developing a 100,000 square foot building with an approximate cost of \$40 million, construction will begin in 2020. The establishment of this innovation district will complement neighboring developments at Midtown Tech Park, Victory Center, Agora, and Link 59/University Hospitals.

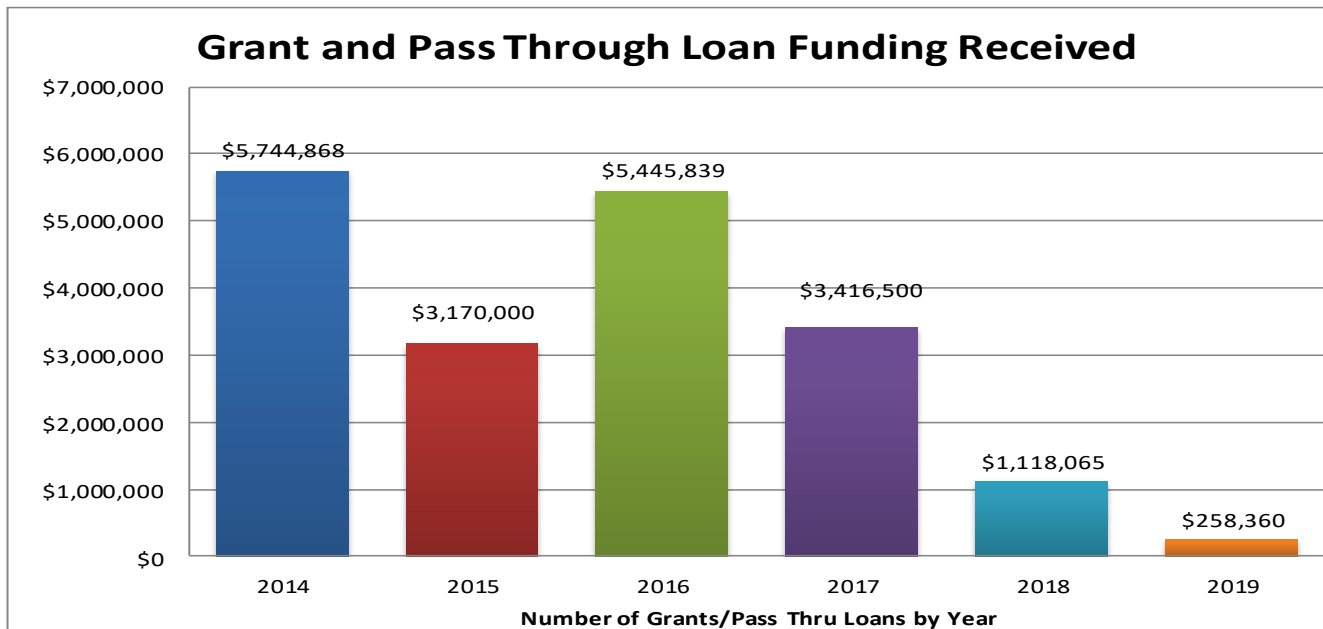
Department of Economic Development

BROWNFIELD REDEVELOPMENT: Industrial/Commercial Land Bank Program

Property	Location	Acres	End Use Requirements	Status
Former Tops-Superior and Lakeview	11905 Superior	6.46	Site of Save-A-Lot, Forman Mills, and Advance Auto Parts	SOLD August 2011 OUTLOT SOLD—October 2012
Green City Growers	5800 Diamond	9.85	Food Production—Greenhouse	SOLD December 2011
E. 69th-70th/Chester-Euclid	Chester Ave. from E. 69th to E. 70th St.	2.42	Incorporate green design guidelines and meet job requirements for site of a hotel in HTC	SOLD December 2016 Construction to begin 2018.
E. 59th-63rd/Chester-Euclid	Chester Ave. from E. 59th to E. 63rd St.	7.15	Incorporate green design guidelines and meet job requirements for office, lab and research facilities	SOLD September 2016
E. 55th-59th/Chester-Euclid	Chester Ave. from E. 55th to E. 59th St.	4.25	University Hospital's Rainbow Center for Women and Children	SOLD July 2016
Cuyahoga Valley Industrial Center	I-77 & Pershing Avenue	21.50	Incorporate design guidelines and meet job requirements	15 Acres SOLD - ODOT 6.5 Acres SOLD— Coast to Coast Equipment
		40.00	Incorporate design guidelines and meet job requirements	Multiple developers interested in remainder of site.
Asphalt Plant	West 3rd Ave.	2.70	Incorporate design guidelines and meet job requirements	SOLD Empire Paving. Construction to begin in 2018.
Trinity Building	9203 Detroit Ave.	5.60	City of Cleveland Kennel Site	Groundbreaking held June 2017.
Ward Bakery	4501 Chester Ave	2.50	Third District Police Station	Third District Police Station opened Summer 2015.
E. 65th-66th/Euclid Block	Euclid Ave. from E. 65th to E. 66th St.	1.72	Incorporate green design guidelines and meet job requirements	SOLD Construction to begin 2020
Midland Steel	10615 Madison Ave.	22.00	Incorporate green design guidelines and meet job requirements.	SOLD April 2019
Warner Swasey	5701 Carnegie Ave	2.00	Incorporate design guidelines and meet job requirements	Pennrose selected to pursue redevelopment.
Crescent Avenue	3418 Crescent Ave.	10.77	Support Maritime Industry and Green Space Development.	NFA for eastern site accepted by Ohio EPA. GLRI Project in partnership with Port underway. Property under contract with Great Lakes Towing Co.
3199 W. 65th St.	3199 W. 65th St.	0.81	Barrio Commissary Kitchen Expansion	SOLD January 2020
3241 W. 65th St.	3241 W. 65th St.	2.46	Incorporate design guidelines and meet job requirements	SOLD January 2020

Department of Economic Development

GRANT FUNDING RECEIVED



BROWNFIELD REDEVELOPMENT: Site Assessment Program

Program	Fund	Total Assistance	Acres	Jobs Created	Jobs Retained
Kirby Phase II	NCBC	\$ 40,375.00	0.182	2	0
Bob Deskins Park	NCBC	\$ 2,261.25	0.63	20	0
Rid All Phase I	NCBC	\$ 6,892.50	1.2	0	0
Bounce 2814 Detroit Phase II	NCBC	\$ 25,765.00	0.89	16	3
Kirby Asbestos /Lead Based Paint	NCBC	\$ 34,860.50	2.3	2	0
Barber Vega 2	NCBC	\$ 4,500.00	4	10	0
El Mercado @ La Hispana 2	NCBC	\$ 1,795.00	0.5	8	0
Bounce Additional testing	NCBC	\$ 2,223.31	1	0	0
Kirby Remedial Action Plan	NCBC	\$ 2,750.00	2.5	7	0
OC SB 1	ICLB/JO	\$ 19,425.00	12	0	0
OC SB 7 PH II	ICLB/JO	\$ 86,470.00	41	0	0
OC SB 8 PH II	ICLB/JO	\$ 84,429.00	18	0	0
OC SB 7C PH II	ICLB/JO	\$ 21,995.00	6	0	0
OC State Forf	ICLB/JO	\$ 7,500.00	2.2	0	0
HOJO	NDP	\$ 40,000.00	4	1	0
Franklin Clubhouse	NDP	\$ 10,000.00	0.84	2	6
Inspirion Group	NDP	\$ 40,000.00	5.6	0	0
TOTALS		\$ 431,241.56	102.8	68.00	9.00

Department of Economic Development

TECH DELTA PILOT PROGRAM

WISR

WISR, Inc. is a software company which has created a platform that facilitates connections between students in higher education, alumni, and professionals with the focus of driving student and post-graduate success. From a tooling standpoint, WISR has developed a thorough year-long launch campaign plan which includes surveying of students, email and marketing capabilities, and package social media campaigns. Their clientele consist of both local universities as well as notable universities across the country.

WISR grew out of their co-working space within the City and were in need of space of their own to accommodate their continued growth. They received a grant in the amount of \$12,075 through the Tech Delta Program to partially fund the \$32,000 development costs associated with technology-related buildout at 2019 Center Street. Two new jobs will be created at the project site.



Search Discovery

Search Discovery, is a business intelligence and analytics company that empowers organizations to use data to improve business performance. They engage clients at every stage of data enablement including strategy, implementation, business experiments, optimization and organizational change management. Their solutions enable more efficient operations, clear

business insights and improved decision making across marketing, sales finance, operations, and human resources. They partner with Fortune 500 companies like Marriott, Chick-Fil-A, Adobe, and others who are transforming their businesses by leveraging the value of data.

Search Discovery received grant in the amount of \$49,435 through the Tech Delta Program to partially fund development costs associated with technology-related build out, specifically focusing on the site's electrical, internet wiring, and technology infrastructure to support the office's workspace at 1250 Old River Road, Suite 300. 70 new jobs will be created.

This project seeks to headquarter Search Discovery, an Atlanta, Georgia based technology firm, into the redeveloped Hausheer Building. This approximately 30,000 square foot historic building along the Cuyahoga River on the east bank of the Flats, is anchored on the first floor by Collision Bend Brewery, a nationally recognized brewery and restaurant. The second floor houses the corporate headquarters of HSB Architects + Engineers, as well as the Cleveland office of the Trust for Public Land. The third floor was entirely vacant and is now filled by Search Discovery.

Department of Economic Development

PACE FINANCING

11201 Shaker – PACE loan of \$430K of energy improvements

Superior Road Apartments LLC recently acquired the building at 11201 Shaker Blvd. from St. Vincent Charity Medical Center. The building, adjacent to the former St. Luke's hospital, is a roughly 53,000 square foot medical office building. The building, constructed in 1970, will be converted from medical office to standard office and undergo a series of upgrades and improvements with the objective of creating green, sustainable office space in the Buckeye-Shaker area. Greenworks Lending, a Connecticut-based PACE lender, has committed to issue financing for special energy improvements at 11201 Shaker Blvd including:

- Installation of LED lighting
- Installation of a gas boiler
- Installation of automated HVAC controls to lower energy use
- Solar panels to cover significant portion of building electricity needs

Signet/Hough – PACE loan of \$5M of energy improvements

Signet AH Housing, LLC, a Signet LLC company, will develop, finance, construct, own, manage and operate a 143,311 square foot, 163 unit, 204 bed, student-focused housing project, with +/- 1,000 square feet of street front retail, at the corner of Hough Avenue and Ansel Rd. The Project Site is a 2.68 acre ground leased site, 40 years + extension options, and there will be 149 onsite parking spaces. The Project Site is within walking distance to both Case Western Reserve University and the new Cleveland Clinic and CWRU Health Education Campus opening this July to serve an expected 2,200 students. The nearly \$35 million project is being designed and developed to serve Cleveland Clinic research and clinical trainees as well as CWRU Students. Cuyahoga River Capital has committed to issue financing for special energy improvements estimated to be for of \$5,000,000 to include:

- Installation of LED Lighting
- Installation of automated HVAC controls to lower energy use
- Installation of energy efficient water heaters
- Installation of energy efficient appliances

Ohio Pace in 2019

Top PACE Investment by State



PACE in Ohio

46 New PACE Projects in Ohio

\$112.7M Invested Across Ohio

Department of Economic Development

LOANS /GRANTS UNDER \$250,000

Under Ordinance 90-10 the Department of Economic Development may enter into loan or grant agreements for financial assistance for projects up to \$250,000 with the approval of the Cleveland Citywide Development Corporation (CCDC), the Mayor and the Councilperson in whose ward the project is located. The loans are thoroughly vetted by both the Loan Committee and the Board of Trustees of the CCDC, and the grants are reviewed for impact to the community by the CCDC Board of Trustees. Annually, the Department must report these loans and grants to City Council. Below is the activity for 2019.

Borrower	Program	City Funding	Total Project Costs	Jobs Created	Jobs Retained
2101 Superior Owner, LLC	UDAG	\$43,585	\$96,000	10	43
2418 Professor Avenue, LLC	UDAG	\$90,000	\$525,000	10	0
Arts Cleveland	UDAG	\$15,000	\$47,000	0	0
Bellaire Puritas Development Corporation	NDP	\$4,589	\$4,589	0	0
B.R. Knez Construction	NDP	\$33,480	\$37,200	1	0
Cleveland 2030 District	UDAG	\$25,000	\$113,564	0	0
Downtown Cleveland Alliance (Bike Racks)	UDAG	\$10,000	\$30,000	0	0
Downtown Cleveland Alliance (Tall Ships Fest)	UDAG	\$20,000	\$200,000	0	0
East West Alliance Thunderbird	NDP	\$40,000	\$87,000	5	0
Franklin Clubhouse LLC	NDP	\$40,000	\$90,000	2	9
Gardening for Greenbacks Funding Grant	UDAG	\$25,000	\$75,000	0	0
Gener8tor Management, LLC	NDIF	\$225,000	\$22,500	2	0
Glenville Circle North, L.P.	NDP	\$41,154	\$55,500	0	0
Greater Cleveland Film Commission	UDAG	\$250,000	\$250,000	0	0
Greater Cleveland Sports Commission	UDAG	\$250,000	\$250,000	0	0
Inspirion Group, Ltd.	NDP	\$40,000	\$47,622	1	0
Jennings 9, LLC	UDAG	\$500,000	\$10,814,329	25	118
Metro West Community Development Organization (La Placita)	UDAG	\$15,000	\$38,082	0	0

Department of Economic Development

Midtown Cleveland, Inc	NDP	\$32,580	\$36,200	0	0
Northern Ohio Recovery Association	NDP	\$15,000	\$36,000	8	10
Obasi, LLC	NDP	\$40,000	\$42,000	2	0
Orlando Baking Company	NDP	\$40,000	\$44,000	1	0
Old Brooklyn Community Development Organization	VPI	\$110,000	\$1,026,630	11	0
Rafael Ristorante LLC dba The Palazzo Ristorante	NDP	\$40,000	\$44,000	5	0
Search Discovery, Inc	TECH DELTA	\$49,435	\$114,100	5	0
SIFCO Industries, Inc	NDP	\$40,000	\$60,888	1	0
TAC Holding Co., LLC	NDP	\$40,000	\$75,860	3	13
Tappan Building, LLC	VPI	\$180,000	\$733,340	8	0
The Common Oven	NDP	\$34,200	\$38,000	1	0
The Common Oven	EDA	\$100,000	\$315,175	2	0
The Village Partnership	NDP	\$40,000	\$80,000	1	0
Union-Miles Development Corporation	NDP	\$7,900	\$8,800	1	0
Urban League of Greater Cleveland, Inc	UDAG	\$100,000	\$100,000	0	0
Urban League of Greater Cleveland, Inc	UDAG	\$150,000	\$150,000	0	0
Volunteers of America Ohio and Indiana, Inc.	NDP	\$40,000	\$41,800	1	0
W25D III LLC	VPI	\$180,000	\$23,301,091	20	5
Warner and Swasey, LLC	NDP	\$36,000	\$40,000	0	0
Westown Community Development Corporation	NDP	\$5,774	\$5,774	0	0
WISR, Inc	TECH DELTA	\$12,075	\$32,000	2	0
Working Capital Fund Program - partnership with HFLA	UDAG	\$75,000	\$75,000	0	0
Zilker Technolgy LLC	Tech Delta	\$40,800	\$81,200	0	0
Total		\$3,076,572	\$39,265,244	128	198

Department of Economic Development

BUDGET

FUNDING SOURCE	BUDGET
UDAG REPAYMENTS	\$2,656,469
EDA TITLE IX (WORKING CAPITAL)	\$2,684,450
JOB CREATION INCENTIVE PROGRAM	\$748,819
NDIF	\$440,893
NDP	\$560,358
EMPOWERMENT ZONE 108	\$6,419,557
EMPOWERMENT ZONE EDI	\$847,104
N.R.A.P.	\$ 934,947
Municipal Small Business Initiative (with SBA)	\$590,387
Small Business Revolving Loan Funds (CD Funds)	\$11,321
TOTALS	\$15,894,305

ECONOMIC DEVELOPMENT AWARDS

International Economic Development Council in 2019

The City of Cleveland's Department of Economic Development received one award for excellence in economic development from the International Economic Development Council "IEDC" during the annual conference, which was held October 13 – October 16, in Indianapolis, Indiana for the following:

Bronze Excellence in Economic Development Award for its Gardening for Greenbacks Program, a project in the category Multi-Year Economic Development Program.



Department of Economic Development

Mayor Frank G. Jackson's Neighborhood Transformation Initiative

Mayor Frank G. Jackson's Neighborhood Transformation Initiative

Mayor Frank G. Jackson's Neighborhood Transformation Initiative (NTI) is aimed at providing healthy, sustainable and equitable opportunities to build wealth and stabilize historically fringed neighborhoods. Through NTI, the City and its partners are able to offer new tools, programs and resources to build wealth and stabilize neighborhoods. Target neighborhoods include Glenville, Buckeye-Woodland, E. 79th Street corridor, and Clark-Fulton.

In a collaborative effort, the City passed legislation authorizing several programs for NTI. The City has invested \$25 million in City bond funds to attract an additional \$40 million in bank and philanthropic funding to invest in, and attract additional private investment to neighborhoods that have continued to experience disinvestment since the recession.

Successful 2019 Projects/Efforts

Glenville Circle North

The Finch Group was selected through a RFP process to develop a \$16 million development project. This development, Glenville Circle North (GCN), is the first mixed-use development supported by a NTI program. GCN is home to 63 mixed-income residential units that offer modern design and amenities, and 13,000 square feet of commercial space on the first floor. This City supported this project with a 30 year non-school TIF, a \$450,000 investment for an adjacent public plaza, and \$1,457,000 for streetscape investments.

The commercial first floor space has a co-working operation, CLEworx, as well as a retail incubator, GlenVillage. CLEworx offers business development programming through gener8tor and 100k Ideas, helping startups scale and position themselves to attract venture capital. CLEworx also offers traditional co-working space including cubicles, offices, conference rooms, and classrooms for individuals and companies to occupy with short-term lease options.

GlenVillage Retail Incubator

NTI's inaugural retail incubator, GlenVillage opened January 2020 as part of the Glenville Circle North Development at E. 105th and Ashbury. The Incubator will be located on the southern end of the development with direct access to a new public plaza that includes outdoor dining area, event space, IKE kiosk with Wi-Fi and a new bus shelter.

GlenVillage provides a physical location to aspiring entrepreneurs to test their business ideas and build their entrepreneurial acumen. By partnering with the Cleveland Citywide Development Corporation the Initiative is able to offer the Incubator tenants below-market rent and subsidized buildout costs. Local partners will provide training and mentorship during the incubation period to help overcome the initial hurdles. After two years of the program, businesses will be encouraged to move into a permanent location, and a new cohort of entrepreneurs will join GlenVillage.

Department of Economic Development

Mayor Frank G. Jackson's Neighborhood Transformation Initiative

In 2019, seven businesses were selected to locate in GlenVillage: Black Box Fix, La Mocha Boutique, Pipe'N Hot Seafood Grill, Vitiman Kandie Café, Living Rich Streetwear, Premiere Barber Lounge, and Cleveland Cold Brew Coffee.

Housing

The City is working with CCDC to implement programs to support the development of new and rehabilitated homes to address blight, disinvestment, and the appraisal gap. Creating a mix of local retail and dense residential housing is critical for long term neighborhood stability. The goal is to diversify the housing options and bring new residents to the area who will help support local retail and contribute to the community.

Glenville Scattered Site New Single Family Homes



The Orleans Group was selected through a RFP process to construct 26 homes on scattered parcels in the Glenville neighborhood by 2021. Homes will be constructed between Churchill and Ashbury Avenues and between East 105th and East 118th Streets. The City is not investing any money towards the development of the homes but will assist potential homebuyers with the acquisition of the properties in the form of Down Payment Assistance.

Workforce Coding Training through We Can Code IT

Through a grant from the Cleveland Foundation, The City of Cleveland and We Can Code IT partnered to offer scholarships to individuals who are interested in pursuing the field of coding. Computer programming and software development are one of the most in-demand occupations offer lucrative salaries that would bring wealth back to the NTI communities. The scholarship covers half of the cost of tuition for accelerated adult tech training, as well as the registration cost.

Department of Economic Development

Mayor Frank G. Jackson's Neighborhood Transformation Initiative

Entrepreneurship Development

As part of Mayor's Neighborhood Transformation Initiative, the City has determined that entrepreneurship helps build wealth in our communities, yet many neighborhoods lack access or awareness of entrepreneurship opportunities. To that avail, City has partnered with existing organizations to shift their focus to the underserved neighborhoods.

JumpStart

The City of Cleveland partnered with JumpStart focus its Core City Program in the NTI areas. Through the partnership entrepreneurs can access mentorship opportunities, technical assistance, and one-on-one business advising. This program also fosters a network that can connect burgeoning entrepreneurs to both customers and suppliers. Since April of 2019, 44 businesses from the NTI neighborhoods were assisted.

ECDI

The Economic Community Development Institute (ECDI) provides training offered to entrepreneurs in the retail and restaurant industries, and it offers micro-loans for entrepreneurs to start or scale a business. With ECDI's microloans, entrepreneurs receive business assistance, financial guidance, and mentorship to bolster the success rate of local businesses.

With a support of the City of Cleveland, ECDI has also established a Collateral Supplement Program that provides cash allocation to enhance the collateral coverages of individual small business loans to support entrepreneurs whose personal financial position and business assets exclude them from accessing traditional lending.

Famicos

To address housing vacancy and blight in Glenville, CCDC through its agreement with the City, was able to extend financial support to Famicos Foundation to rehabilitate homes within the Circle North target area. The cost of rehabilitating the structures is significantly less than that of new construction and preserves the fabric of the neighborhood's history. Famicos Foundation identified 11 homes that qualified for the assistance and will work with local contractors to ensure the homes achieve the City's Green Building Standards and thus offer a 15-year tax abatement to future buyers. Two homes are already under construction and have interested buyers.

Department of Economic Development

David Ebersole, Director

216-664-2204 debersole@city.cleveland.oh.us

Marilu Acevedo, Administrative Assistant to the Director

216-664-3677 macevedo@city.cleveland.oh.us

Erin Conroy, Office Manager

216-664-3644 econroy@city.cleveland.oh.us

ECONOMIC DEVELOPMENT & TECHNOLOGY

Robin Brown, Program Manager

216-664-3612 robinbrown3@city.cleveland.oh.us

Cassandra Slansky, Development Finance Analyst

216-664-3010 cslansky@city.cleveland.oh.us

Tony Svoboda, Economic Development Specialist

216-664-3684 asvoboda@city.cleveland.oh.us

SMALL BUSINESS

Kevin Schmotzer, Executive for Small Business Growth

216-664-3720 kschmotzer@city.cleveland.oh.us

Stephanie Phillibert, Economic Development Specialist

216-664-3627 sphillibert@city.cleveland.oh.us

Darren Cross, Development Finance Analyst

216-664-4470 dcross@city.cleveland.oh.us

SPECIAL PROJECTS/BROWNFIELD REDEVELOPMENT

Richard Barga, Special Projects Manager

216-664-4274 rbarga@city.cleveland.oh.us

Daniel Kennedy, Economic Development Specialist

216-664-3921 dkennedy@city.cleveland.oh.us

Jenna Jordan, Intern

216-664-2932 jjordan3@city.cleveland.oh.us

MAYOR'S NEIGHBORHOOD TRANSFORMATION INITIATIVE

Briana Butler, Program Manager

216-664-2202 bbutler2@city.cleveland.oh.us

Patrycja Ajdukiewicz, Development Finance Analyst

216-664-3622 pajdukiewicz@city.cleveland.oh.us

FISCAL/ADMINISTRATION

Dan Rehor, Fiscal Manager

216-664-3610

Byron Demery, Controller

216-664-2203

Greg Perryman, Assistant Controller

216-664-3672

Marianne Hodges, Auditor

216-664-3682

Cleveland Economic Development Team