

— City of —

CLEVELAND



LAND

ECONOMIC DEVELOPMENT

MANUFACTURING WORKS —
CLEVELAND INDUSTRIAL RETENTION INITIATIVE
JUNE 3, 2024

Manufacturing Works – CIRI Program

Attendees:

Adam Artman, President and Executive Director
Millie Caraballo, V.P., Industrial Development & CIRI Program

Project Location:

Citywide

Ward/Councilperson:

All Wards

ED Incentive Request:

Enter into a \$500,000 grant agreement to assist with direct costs associated with CIRI's general operating expenses to continue the provision of BR&E technical support to Cleveland manufacturing companies in 2024.



CLEVELAND INDUSTRIAL RETENTION INITIATIVE
A Program of the City of Cleveland

PROGRAM OVERVIEW

Driving Cleveland's Manufacturing Success



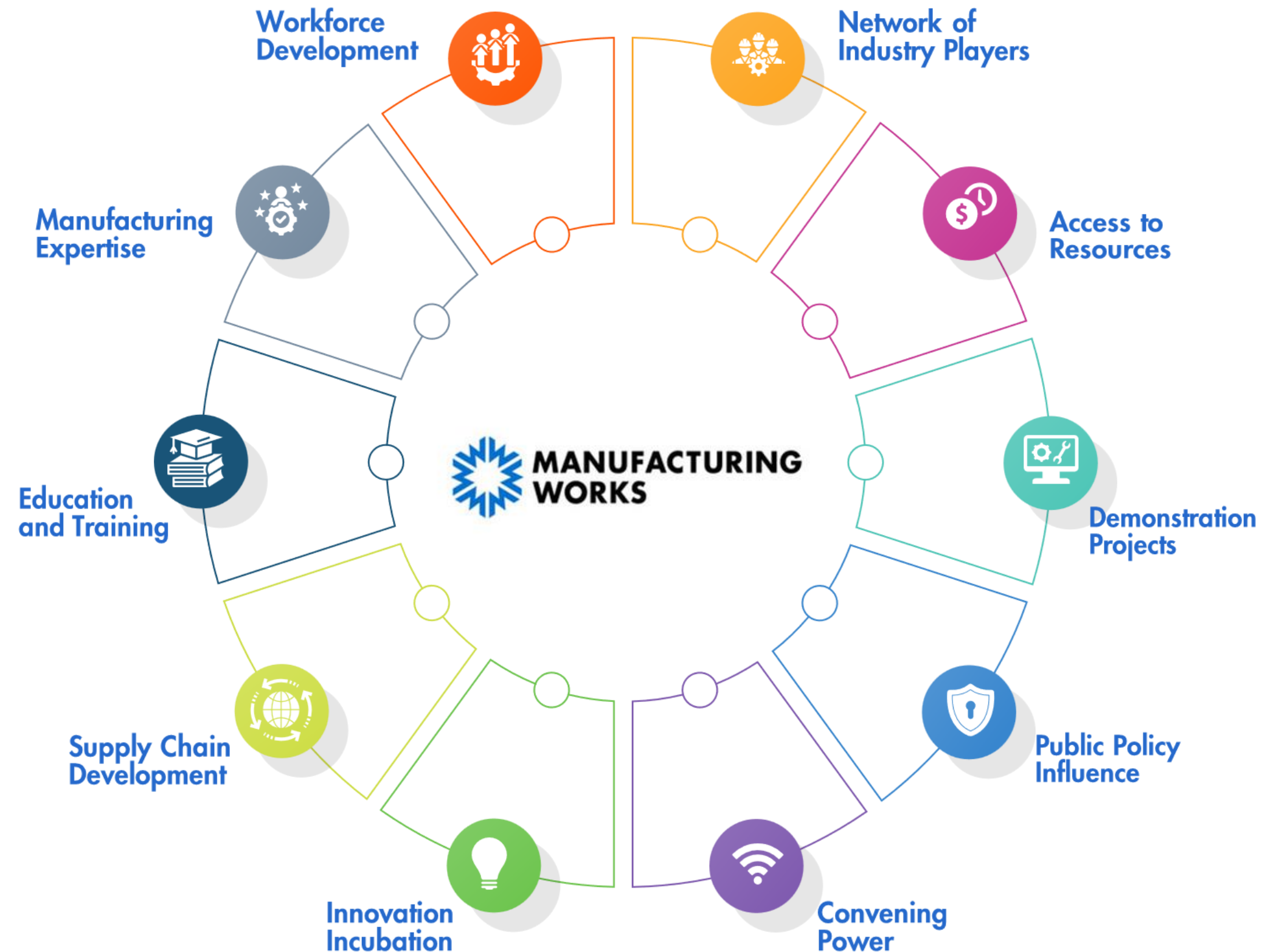
Who We Are

OUR MISSION

We strengthen manufacturing through connection, education, and training.

Manufacturing Works (formerly WIRE-Net) is a member-based, non-profit, economic development organization. We provide expertise and resources to assist manufacturers in adapting to fast-changing trends in technology, workforce, and organizational leadership.

CIRI is a program developed by Manufacturing Works to drive economic growth and retain companies in our region. We collaborate with a network of service providers and reach out directly to manufacturers to create unique solutions that address their business needs.



About CIRI

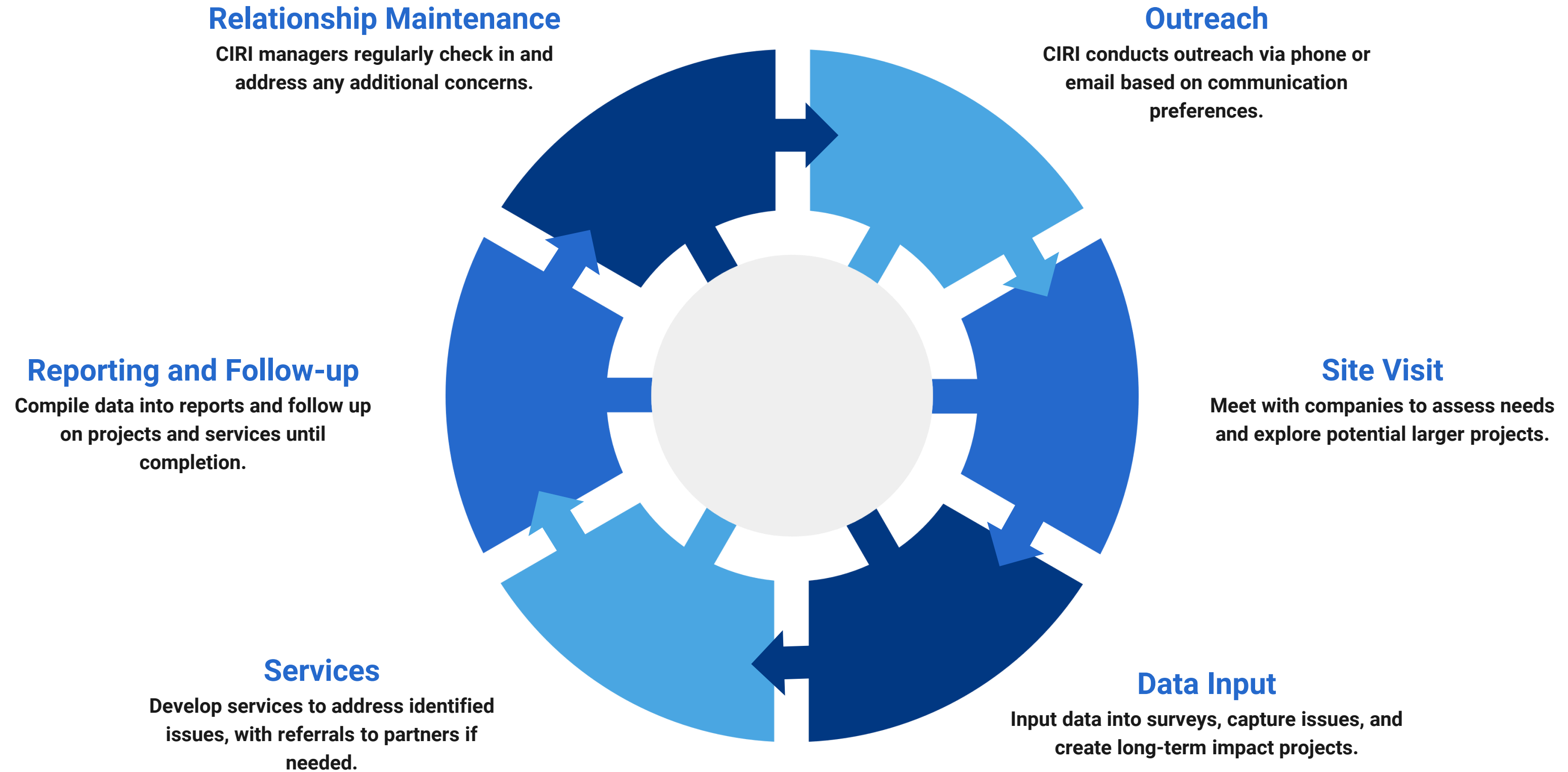
Since its inception in 1996, the Cleveland Industrial Retention Initiative (CIRI) has been pivotal in fostering grassroots efforts to retain manufacturing companies in the city. In 2007, CIRI began working with the Economic Development Department to enhance services available to local manufacturing companies.

With an impressive record of more than 460 unique annual site visits, and over 5,500 services provided to address issues, CIRI is dedicated to ensuring that Cleveland's manufacturing sector continues to grow and thrive.



Source: Data captured 2015 - 2023

Our Process



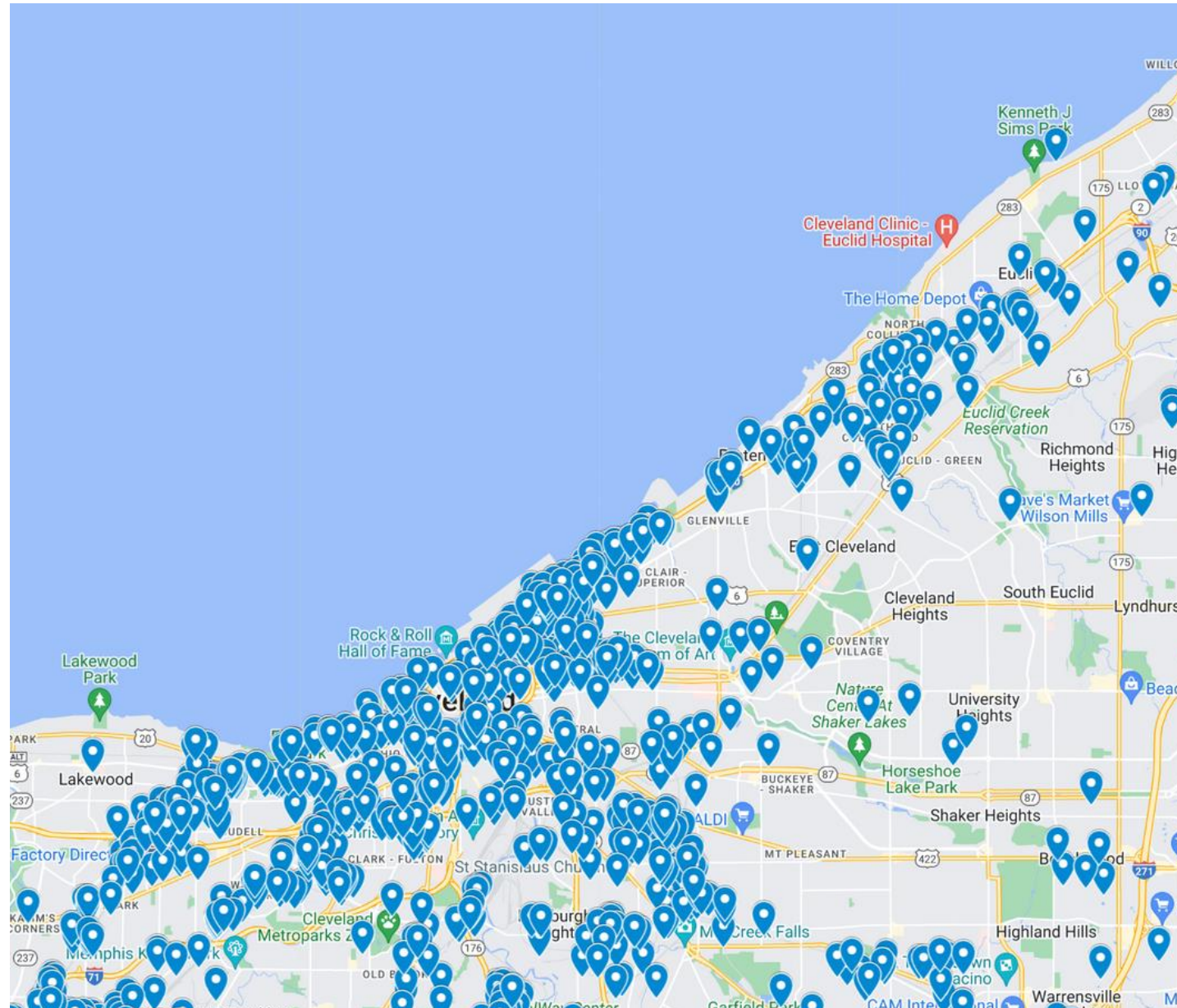
Economic Development and Community Partners

City of Cleveland Departments: 311, Building and Housing, Community Development, Economic Development, Port Control, Public Health, Public Safety, Public Works, Public Utilities



2023 CIRI Successes

Three of the many success stories gathered from serving Cleveland Manufacturers



PPG INDUSTRIES INC.

PAINT MANUFACTURER (600 FTE, WARD 16)

Dealing with car thefts and burglaries, a company sought CIRI's help. CIRI organized a meeting with PPG, First District Police, and a Councilman, resulting in new parking lot lights and a connection to the Real Time Crime Center. CIRI also connected PPG to First Energy for electrical upgrades.



Architectural
Fiberglass, Inc.

ARCHITECTURAL FIBERGLASS INC.

MANUFACTURER AND DESIGNER OF CUSTOM BUILDING ORNAMENTATION (50 FTE, WARD 6)

A family business transformed two vacant parcels into functional space and bought their largest competitor in 2022, increasing their workforce from 35 to 50 FTEs. With CIRI's help, they purchased a new building on E. 82nd to accommodate growth, thanks to a CIRI introduction.



PREMIUM METALS

CLEVELAND-BASED STEEL SERVICE CENTER (25 FTE, WARD 15)

Facing closure, a business sought CIRI's help. CIRI secured a \$100,000 Jobs Ohio Revitalization Grant, enabling PMI to open a new facility in Ward 5 in 2023. They increased full-time employees from 21 to 25 and plan a \$12 million expansion to double their workforce over the next five years.

CIRI Testimonials

We have been operating since 1990 and I've known the CIRI program for many years. We are also investing in and expanding our steel service business. In February 2023, I reached out to my CIRI representatives, Millie Caraballo and Berkys Sosa, for assistance. We had identified a site for relocation but needed improvements including a power upgrade and electrification. The CIRI team provided not only technical assistance in understanding the process and connecting us to the correct resource, but CIRI also connected us to capital and financial incentive resources.

Robert Pelles, President and Former Owner, Premium Metals

Cleveland Tofu uses a very unique and custom process to make world class tofu. We are a small woman owned operation in the City of Cleveland. In 2021, our CIRI Rep called us offering her organizations' support to our business.

At the time, we were growing and looking to expand capacity. She has spent the last 2 years working side-by-side with our organization. She has connected us to technical resources and securing capital through Team NEO. We were awarded a \$50,000 Inclusion Grant that allows us to invest in equipment and facility upgrades to continue growing our business.

Melissa Gura, Owner, Cleveland Tofu

Monroe Tool is a 3rd generation family led high tech manufacturing business with over 75 years of history in Cleveland.

For almost a year Manufacturing Works' CIRI program has been assisting us with our expansion plan. They have offered us assistance in a variety of ways. When we purchased the property for our expansion we met with some obstacles-first with the power company and then with Building and Housing. CIRI brought all potential incentives to the table to discuss how they could assist in our project so we could leverage public dollars.

Millie is working with multiple City of Cleveland departments to make sure we get the attention we need. She has also connected us to Manufacturing Works workforce team which is helping to guide us in upskilling our current employees, training our new employees and hopefully connecting us to educational institutions to hopefully get future workforce.

Millie and Manufacturing Works are our go to for anything we need assistance with because we know if they can't help us they will find us someone who can. We are grateful to have them as champions for the manufacturing community.

Anne Brosnan, Principal, Monroe Tool

As a WBE and MBE company, we so appreciate the genuine and personal attention our CIRI team has provided. Berkys Sosa and Millie Caraballo sat down and listened to my needs and goals for the company. They helped us strategize and understand our expansion process. CIRI is currently working with us to identify potential relocation sites, including privately owned and government landbank parcels. We also appreciate the breadth of technical resources available to us through the Manufacturing Works umbrella.

Leticia Ortiz, Owner of Tortilleria La Bamba

Hillson Nut Company is a small, family and female owned manufacturing company. Since 1935, we have been a part of the west side of Cleveland community. We have long dreamed about expanding our facility and our CIRI Rep is helping to make this dream a reality. In 2022, she informed us that several vacant parcels neighboring our facility had been acquired by the Cuyahoga County Landbank. She set up a meeting with their organization and we were able to share our company's vision for expansion onto these parcels.

We are excited by the progress and amazing support our company has received. CIRI has continued to drive momentum in this project, and we appreciate the resources she has been able to bring to the table. They care about this work and the small businesses of our city.

Anne Kennedy, Owner, Hillson Nut Company , Hillson Nut

CIRI Team



Millie Caraballo

Vice President, Industrial
Development and CIRI



Howard Thompson

Director, Business
Development



Berkys Sosa

Manager, Industrial
Development



Phillip Wolter

Manager, Industrial
Development



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Learn more about CIRI

[Visit \[mfgworksle.org/CIRI\]\(https://mfgworksle.org/CIRI\)](https://mfgworksle.org/CIRI)