



Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

U  **BIZ**

Presentation To

**City of Cleveland
City Council**

AUGUST 13, 2025

STRATEGICALLY ALIGNED

EXECUTIVE TEAM



MARSHA A.
MOCKABEE
President & CEO



N. MICHAEL
OBI
President & CEO



Urban League of
Greater Cleveland



ENTREPRENEURSHIP CENTER

```
graph TD; EC[ENTREPRENEURSHIP CENTER] --- SBDC((SBDC)); EC --- MBAC((MBAC)); EC --- UBIZ_CONNECT((UBIZ CONNECT)); EC --- UBIZ_CAPITAL_VENTURES((UBIZ CAPITAL VENTURES));
```

SBDC

MBAC

**UBIZ
CONNECT**

**UBIZ
CAPITAL
VENTURES**

ENTREPRENEURSHIP CENTER

HOW WE SERVE CLIENTS

	SBDC	MBAC & SBDC	MBAC	UBIZ CONNECT
BUSINESS STAGE	EARLY STAGE	EMERGING BUSINESS	GROWTH BUSINESS	MATURE BUSINESS
SERVICE PROVIDED	TRAINING OPERATIONAL EXCELLENCE MARKETING STRATEGY FUNDING BUSINESS PLAN FINANCIAL BACKGROUND	FINANCIAL PLANNING LEGAL HR & RECRUITING BONDING CONTRACTS GROWTH CAPITAL MBE CERTIFICATION	EXPANSION CAPITAL BIZ ACQUISITION REAL ESTATE ACQUISITION MGT STAFF DEVELOPMENT CONTRACTS	FINANCIAL PLANNING EXIT PLANNING SUCCESSION PLANNING MERGER & ACQUISITIONS DIVERSITY ESOP
YEARS IN BUSINESS	One (1) Year	Two (2) Years	Three (3) Years	Five (5) Years +
# OF EMPLOYEES	Solo + One (1)	Two (2) FTE	Five (5) + FTE	Ten (10) + FTE
ANNUAL GROSS PROFIT	\$0 - \$50K	\$50K - \$150K	\$150K - \$500K	\$500K and above



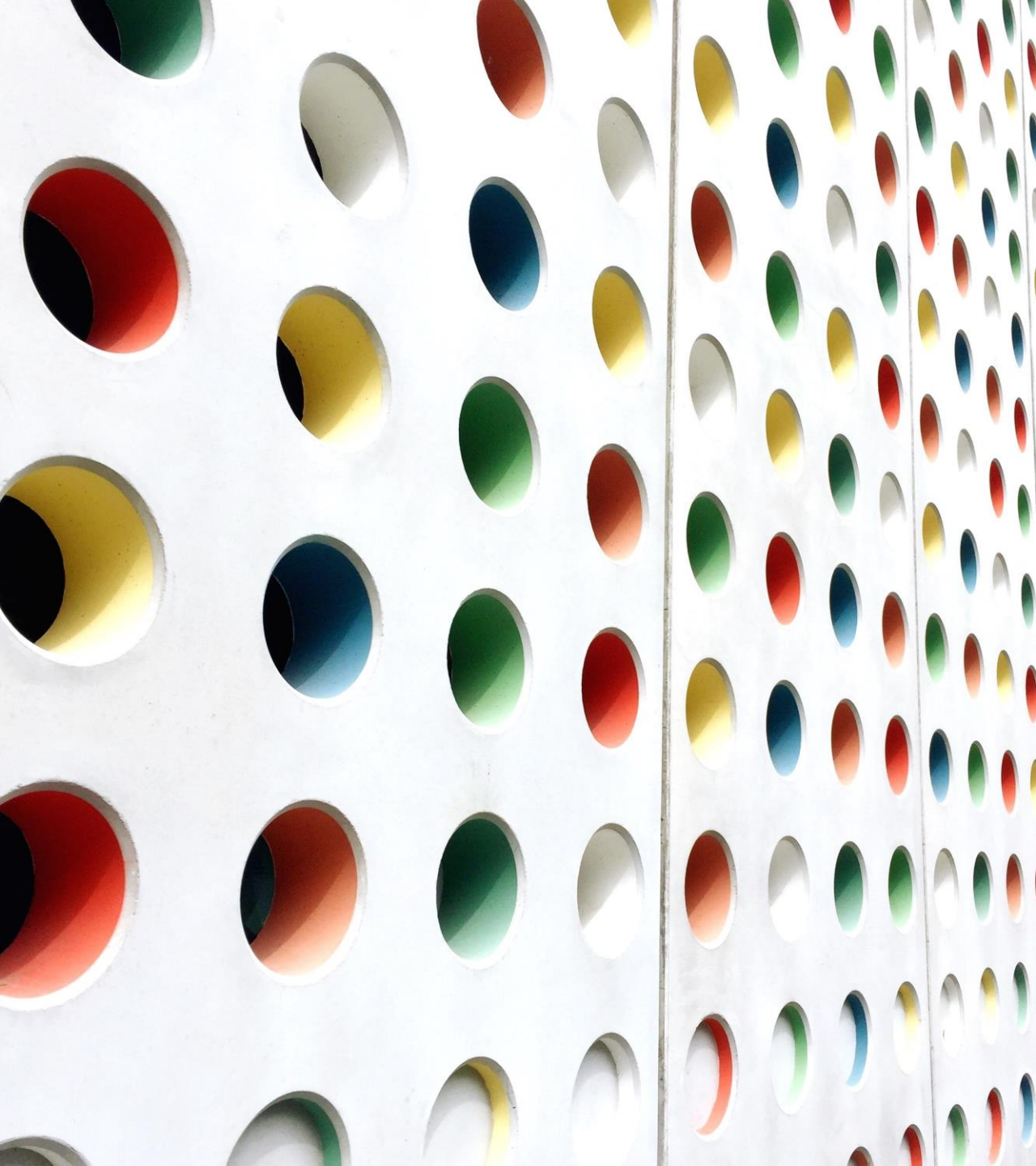
Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*



PERFORMANCE HIGHLIGHTS

Economic Development/Entrepreneurship Center				
Key Performance Metrics	2024 Actual	2025 Goal	July_2025 YTD	% of Goal
Clients Served	1,840	1,700	1,436	84.5%
New Businesses Created	31	30	24	80%
New Jobs Created	155	150	132	88%
Total Economic Impact	\$ 44,137,171	\$ 34,700,000	\$ 21,822,005	63%
Loans Obtained	\$ 7,086,058	\$ 7,500,000	\$ 7,305,595	97%
Contracts Received	\$ 28,801,090	\$ 22,000,000	\$ 8,866,583	40%



Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

U  BIZ

Q&A?