DEPARTMENT OF ECONOMIC DEVELOPMENT
EXECUTIVE SUMMARY
ORDINANCE NO.: _____

Project: Manufacturing Works
4855 West 130th Street, Suite 1
Cleveland, Ohio 44135

Project Location: Citywide

Project Manager: Matthew Keri

Ward/Councilperson: Citywide

Funding Amount: $499,883

Purpose of Financial Assistance

That the Director of Economic Development is authorized to enter into an agreement with Manufacturing Works, or its designee, to provide economic development assistance for the Cleveland Industrial Retention Initiative ("CIRI") Program.

Project Description

Manufacturing Works is looking to the City of Cleveland for financial assistance in the amount of $499,883 to continue their provision of CIRI and its work to help Cleveland manufacturing and industrial firms grow and thrive in the City. The agreement will cover operating expenses between January 1, 2022 and December 31, 2022.

The focus of CIRI's scope of work for 2022 is to build on the more targeted approach to outreach developed during 2021, while continuing assessment and Customer-Relationship Management (CRM) visitations with growth-oriented manufacturers. CIRI's assessment tool has been modified to include industry 4.0 (Industrial Internet of Thing, IIOT) and Succession Planning metrics to help company's awareness and understanding of new technologies and the importance of ownership succession planning. Manufacturing Works will continue to leverage CIRI's relationship with Cleveland manufacturing companies to identify opportunities where City financing options may be applicable.

In 2022, CIRI managers will continue to focus their calling program on companies with 25 or more employees, with an emphasis on those that are experiencing or anticipating growth, hiring and/or creating career paths for their employees through

apprenticeship, proactively considering investments in new technologies, or considering transitioning the ownership of their companies. CIRI plans on expanding their staff by hiring an additional manager, which will allow them to increase the number of visitations performed and services rendered from 250 and 344 respectively in 2021 to 300 and 400 in 2022.

CIRI will also continue to outreach to companies with fewer than 25 employees electronically through digital surveys backed with an assistant CIRI manager who will follow up with these companies and any requests for assistance they might have. In addition to this core outreach work, CIRI managers will respond to special requests from the Mayor's office and/or other City of Cleveland departments.

CIRI also administers programs to educate and develop the city's workforce to meet the needs of manufacturing employers including supporting the efforts to convert Collinwood High School into a community and education center. CIRI further administers the Career Technical program for manufacturing at Max Hayes High School and is working with the entire CMSD system to connect students with employment opportunities in the manufacturing sector. This will assist with the Mayor's goal of improving workforce development for youth.