



## CLEVELAND INDUSTRIAL RETENTION INITIATIVE

A Program of the City of Cleveland



Financing/Working Capital



Real Estate/Land Assembly



Technology/Modernization



Infrastructure



Building/Zoning/Permits



Waste Management/  
Environmental Compliance



Safety/Security



Employment



Training



Marketing/Business Assistance



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# Cleveland Economic Impact: 2014



CITY OF CLEVELAND

Mayor Frank G. Jackson

The Cleveland Industrial Retention Initiative (CIRI) is a program of the City of Cleveland, managed by WIRE-Net. CIRI assists the city's manufacturing firms to improve operations, maintain profitability, and remain competitive. CIRI provides local companies with information and support including financing; general business assistance (e.g. business to business connections, sales development, etc.); real estate (site selection) & land assembly; employment & training; infrastructure, technology & modernization; building permits & zoning; safety & security; marketing; and waste management & environmental compliance.

In 2014 the team of five CIRI Industrial Development Managers

- Delivered in-plant support to **510 unique Cleveland manufacturing firms employing 18,100 people**
- Conducted **550 total visits** to uncover opportunities and challenges at Cleveland's industrial companies (includes follow-up visits)
- Completed **430 services** primarily in the areas of general business assistance (includes operational cost savings, utility assistance, and marketing & sales diversification) real estate, infrastructure, and safety & security
- Posted more than **1,100,000 sq. ft.** of real estate to Ohio One in order to help companies purchase, sell, or lease available space and ultimately retain Cleveland businesses
- Delivered **service interventions** to **15 firms** that met one of these criteria: **new jobs could be added, jobs were at risk, costs were reduced, or investment was made** impacting:
  1. **974 direct manufacturing and related jobs**
  2. **\$42 million annual payroll plus \$308,000 in potentially new payroll associated with job creation\***
  3. **\$840,000 in annual payroll taxes paid to the City**
  4. **\$6 million in retained sales**
  5. **More than \$79,000 in cost reductions\*\***
  6. **More than \$3.3 million in investment**

\* Payroll is estimated based on payroll data from the State of Ohio Labor Market Information System.

\*\* Cost Reductions include reduction in operation cost associated with supply purchases, shipping, security, and energy management.