



2005

Year at a Glance

Question no more . . .

Our Mission

WIRE-Net strengthens manufacturing to create healthy communities and fuel economic growth by providing expertise that is responsive to manufacturing-related businesses and their employees.

We support. We connect. We partner.

Why?

Working with the leaders of 11 area manufacturing firms, WIRE-Net was able to help improve their competitive position and revenue base to retain or **attract 1044 jobs** with a combined annual payroll of **\$41 million**.

Their success has a direct economic impact on another **668 non-manufacturing jobs** in the region.

How?

Strategic Areas

Manufacturing business assistance and innovation

Workforce training and development

Industrial redevelopment

Advocacy

LETTER FROM THE BOARD CHAIR AND PRESIDENT

The four years that ended on Dec. 31, 2005 were years of transition and challenge – here in NE Ohio, and for the nation. Locally, the second bankruptcy at LTV Steel was a harbinger of tough times ahead for U.S.-based manufacturing. The attacks of 9/11 rocked the country, and wars in Afghanistan and Iraq further strained our workforce, and created economic uncertainty.

In spite of these challenges, many Northeast Ohio companies are thriving by integrating new technologies, innovation, and management methods. Their leaders have forged ahead, and many companies are now growing once again.

So is WIRE-Net.

WIRE-Net's membership has grown over each of the last 4 years. Our 218 member companies employ over 10,000 Northeast Ohio residents. Their continued growth and success is vital to the rest of the region.

WIRE-Net is a member-driven organization. Every day we look for ways to connect company leaders with the manufacturing operations, workforce development, and industrial redevelopment expertise to help grow the very companies that create wealth, jobs, and opportunities for new investment in the region.

Over the past four years over 1050 companies* and 2000 individuals have used WIRE-Net programs and services to strengthen their businesses. This response is a testimony to the vision and support of our Board of Directors, members, donors, and community partners.



This report to our members highlights their accomplishments. We thank them for their hard work and support of our mission. All of us in Northeast Ohio are beneficiaries of these manufacturing company leaders who are embracing innovation to compete globally, growing our economy locally, investing in our communities, and together, building a stronger region.

Thank you.

A handwritten signature in black ink that reads "Patrick J. Bush". The signature is fluid and cursive.

Patrick J. Bush
WIRE-Net Board Chair
President, Bush, Inc.

A handwritten signature in black ink that reads "John P. Colm". The signature is fluid and cursive.

John P. Colm
President & Executive Director, WIRE-Net

*Unique manufacturing and related companies

Our work will result in WIRE-Net:

- 1: Serving More Companies
- 2: Improving the Quality and Impact of What We Do
- 3: Advocating for a West Side Economic Development Initiative
- 4: Increasing Our Organizational Capacity
- 5: Building Our Financial Resources

Serving More Companies

GOAL: Increase the number of days of direct service annually from 1043 to 2000.
 RESULT: Days of direct service annually to companies remained constant over the four year period at 1024.

GOAL: Increase the number of companies served annually.
 RESULT: Companies served annually increased from 165 To 300 annually (82%).

Improving the Quality and Impact of What We Do

GOAL: Increase percentage of area companies that report positive business impacts due to WIRE-NET programs.
 RESULT: WIRE-Net has determined positive impacts using the following four benchmarks:

1. WIRE-NET "Critical Economic Development Interventions" in Cleveland include:
 - 7 firms retained or attracted in Cleveland
 - 564 jobs
 - \$22 million payroll
 - Direct employment impact of 361 jobs in non-manufacturing sectors.
2. WIRE-NET "Major Economic Development Interventions" in Cleveland:
 - 4 firms
 - 480 direct jobs
 - \$19 million payroll
 - Indirect employment impact of 307 jobs in non-manufacturing sectors.
3. NE Ohio Innovators in MIND 1 & 2: 2300 jobs, \$950 Million in Annual Sales.
4. WIRE-NET secures \$29 million for 9 major roadway projects, affecting market access for 296 firms employing 7400 people.

GOAL: Increase customer satisfaction level

RESULT:	2005
Satisfaction	86%
Timeliness	83%
Value	89%

GOAL: Increase the number of area residents placed with local firms from 568 to 900 (58%).
 RESULT: 446 residents trained and/or placed in employment (including 20 high school youth at entry-level wages), generating \$8.2 million annualized payroll impact.

Advocating for a West Side Economic Development Initiative

GOAL: Increase manufacturing jobs at companies WIRE-Net serves from 5800 to 9700.
 RESULT: Manufacturing jobs at companies WIRE-Net serves increased from 5800 to 14,846 (156% of goal).

GOAL: Increase manufacturing companies in our westside target area 4% from 600 to 625*
 RESULT: Manufacturing companies in our westside target area decreased 2% from 418 to 410.

*Note: Original number of companies was based on WIRE-Net data available at the time, since then independent research revealed the baseline number of companies in 2002 to be 418.

2005

Total # of Firms*	410
Total Employment*	11,940
Total Annual Wages*	\$484 million
Avg. Annual Wages/EE	\$40,498
Annual Cleveland Payroll	
Taxes Paid:	\$9.7 million

*Figures as of 1Q2004. Source: CSU Urban School

Increasing Our Organizational Capacity

GOAL: Increase member companies from 159 to 250. Of these, 215 will be full voting members (136 in 2001).
 RESULT: 218 Total Members

GOAL: WIRE-Net defines the scope of its office needs and secures site control for a new facility.
 RESULT: WIRE-Net moved to a new facility in July 2005, expanding capacity to serve our growing membership base.

Building Our Financial Resources

GOAL: Increase revenue from \$1.126 million to \$2.005 million.
 RESULT: \$ 1,264,092 (12% increase)

GOAL: Increase contributed income from \$148,000 to \$200,000.
 RESULT: \$ 406,240 (174% increase)

GOAL: Increase unrestricted funding from \$222,000 to \$300,000.
 RESULT: \$ 246,840 (11% increase)

Manufacturing Business Assistance and Innovation · 2005

Question no more....

"The WIRE-Net peer-to-peer programs provide an open, social learning environment where participants are exposed to a variety of best practices. This is the sort of stuff you don't learn from a book.

Everyone's issues tend to be very similar. There are a lot of really well run companies who participate in these programs. My experience with these leaders is that they're open-minded and want to learn and share their knowledge."

**Pete Accorti
President,
Talan Products,
Incorporated**

WIRE-Net is where company leaders learn new ideas and best practices from each other. WIRE-Net provides the technical support, resources, and expertise.

In 2005 WIRE-Net provided 1024 days of direct service to 300 member companies, assisting 534 individuals with focused, affordable services designed to address their business needs:

Custom Training and Business Management Consulting: ISO, JIT inventory and supply chain management, strategic business planning and operations improvement, Lean plant layout and design services. Quality Improvement & Regulatory Compliance: ISO Users Groups, Six Sigma training, OSHA, EPA, DOT compliance training. Finance and Business Ownership & Management Support: CFO roundtables, cash flow management, and forecasting; succession and tax planning. Innovation Practice: product design; intellectual property and patents; corporate culture; Lean product development, process innovation.

In 2005 nine Greater Cleveland area companies ranging in size from an 8-person coating shop to a 1500 person steel producer participated in MIND – a learners' group where innovation is not just about product development but a practical program of focused, peer-to-peer interaction and support for people, product, process improvement, and reengineering.



mind

Manufacturing Innovation
for the Next Decade

MIND Learners Direct Impact:

7 manufacturing
industry sectors

1800 jobs

Nearly \$1 billion sales/year

\$66 million/annual payroll

Indirect Business Impact:

1150 non-manufacturing jobs

Total Regional Economic Impact:

2950 jobs

Workforce Training and Development · 2005

Question no more....

“A lot of our workforce comes to us lacking even a high school education. WIRE-Net has helped Oatey Company address the needs of its workforce, whether it is in the area of supervisory training or basic communication skills. We do some of our own in-house E.S.L. (English as a Second Language) training, as well. In a class there may be five or six different languages spoken.”

**Bill Oatey
Vice Chairman,
Oatey Company**

WIRE-Net member companies have an approach to workforce development that offers Cleveland-area youth and adults with diverse backgrounds, opportunities to build successful careers in manufacturing. WIRE-Net supports area-manufacturing companies in their effort to attract and retain a competitive workforce.

In 2005 16 students graduated from WIRE-Net's School-to-Career program at Cleveland's Max S. Hayes High School — 9 of whom were hired upon the completion of their paid pre-apprenticeship.

Student motivation is strong. Companies participating in this high impact career education, preparation, and awareness program stress strong academic achievement with technical training in engineering, welding, CAD, and machining – all high demand skills in manufacturing.

WIRE-Net received 236 job orders from area manufacturing companies.

WIRE-Net met with 257 new job seekers and made 211 referrals to employers.

Our Workforce Development Program provided 3000 hours of service to area companies.

	School-to-Career Program	Max S. Hayes High School
Graduation Rate	94%	82%
POST GRADUATION		
College or Trade School	50%	26%
Work	69%	38%
Military	13%	<1%

Industrial Redevelopment · 2005

Question no more....

"WIRE-Net is one of Dairymens' champions. WIRE-Net's advocacy efforts with other community groups have helped bring about recent area infrastructure improvements."

**Don Dzurec
Vice President,
Dairymens**

Industrial redevelopment and infrastructure investment makes long-term economic sense. The impact of location on creating opportunities for attracting business growth and expansion cannot be underestimated. Creating opportunities for reinvestment in the inner city is a business strategy that keeps jobs closer to urban job seekers and reinforces the city's tax base.

In 2005 WIRE-Net was instrumental in securing \$6 million in new public investment for priority infrastructure projects along the Berea Road (\$2.9 million), West 150th Street (\$500,000), and Bellaire Road (\$2.6 million) industrial corridors in the City of Cleveland.

Investing in urban industrial redevelopment creates business expansion opportunities, supports the growth of new and existing manufacturing companies, and maximizes their contribution as a primary source of wealth, jobs, and tax revenue for the region.

In 2005 WIRE-Net continued collaborative efforts with the City of Cleveland and Cudell Improvement, Inc. to redevelop the former Midland Steel site (21 acres) and the former Monarch Aluminum site (7 acres). WIRE-Net received a \$50,000 pre-development grant from the BP Fund to support the development of a sustainable industrial business complex on the Midland property.

Advocacy – Manufacturing Action · 2005

Question no more....

“WIRE-Net brings together manufacturers to show how they share common concerns and advocates for workable solutions to these issues... by creating enough critical mass of employers around an issue.”

**Mike Summers
President,
Summers Rubber
Company**

WIRE-Net focuses on the issues that impact manufacturing, particularly those in our urban centers where mature businesses, aging infrastructure, workforce challenges, and poverty are greatest. Advocacy efforts engage and educate company leaders, employees, residents, government, and civic partners to promote policies that will keep our manufacturing base competitive, and ensure our regional economy remains strong.

In 2005 over 180 business leaders participated in forums that focused on a variety of issues including: city and state support for infrastructure and industrial reinvestment, workforce education and training, regional manufacturing strategies, foreign trade, rising healthcare costs, workers compensation, and proposed federal and state tax policies.

Northeast Ohio Campaign for American Manufacturing, a WIRE-Net advocacy initiative, brought together leaders from nine manufacturing trade and civic groups that collectively represent the interests of over 900 Northeast Ohio manufacturing firms and their 90,000 employees, 60,000 Ohio steelworkers and their families.

This diverse, non-partisan coalition of leaders heard from city, state, and federal policymakers including Cleveland Mayoral candidates Frank Jackson and Jane Campbell, and Peter Sperry, Senior Legislative Aide to Senator George V. Voinovich.

NEOCAM

Northeast Ohio Campaign for American Manufacturing

In May 2005 over 100 business, civic, and community leaders participated in WIRE-Net's first Manufacturing Matters Summit. “Action” was the theme that shaped the discussions and provided the framework for WIRE-Net's new 2006-2008 Strategic Plan.

The initiatives identified by our stakeholders and partners in 2005 will bring a new voice to Northeast Ohio manufacturing and define WIRE-Net's pivotal role in supporting the manufacturing companies that will lead our region's economic transformation.

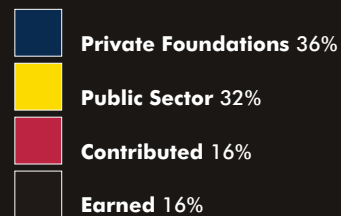
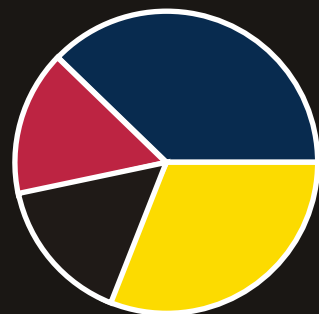
FINANCIALS

Balance Sheet at December 31, 2005

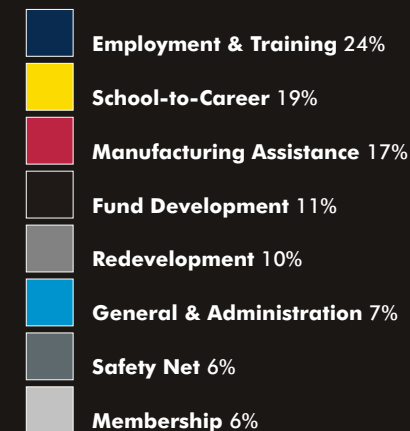
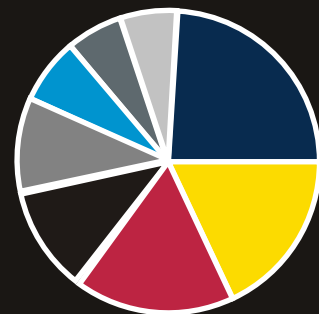
ASSETS	
Current Assets	\$ 604,503
Furniture, Deposits, Equipment less depreciation	26,607
Other Assets	353,237
Total Assets	984,347
LIABILITIES & EQUITY	
Current Liabilities	\$ 36,902
Long Term Dept	10,483
EQUITY	
Fund Balance	936,962
Total Liabilities & Equity	984,347

Unaudited: Prepared from the books and records of WIRE-Net

Revenue Sources



Revenue Uses



Who?

* Denotes WIRE-Net Members

Program Underwriters (\$10,000+)

The 1525 Foundation
The Abington Foundation
BP Fund
The Eva L. and Joseph M. Bruening Foundation
Charter One Bank Foundation
City of Cleveland/WIA
City of Cleveland/CDBG
The Cleveland Foundation
Cleveland Industrial Retention Initiative
Cleveland Neighborhood Development Corp.
Enterprise
The George Gund Foundation
The William J. and Dorothy K. O'Neill Foundation
PMA Educational Foundation
U.S. Department of Labor
The Thomas H. White Foundation

Sponsors (\$1,000 - \$9,999)

*Action Industries
Applied Industrial Technologies Fund
Atlantic Tool and Die
*Bush, Incorporated
*Catalyst Consulting Group, Inc.
*Dairymens
Eaton Corporation
Fred A. Lennon Charitable Trust
George W. Codrington Foundation
Huntington Bank - Euclid
*Jergens, Inc.
KeyBank - Community Development Lending
*Oatey
RPM International Inc.
*Superior Products, Inc.
*Talan Products, Inc.
The Wolpert Fund
*Thermagon, Inc.
*U.S. Cotton LLC
*Xcel Mold & Machine, Inc.

Supporters (\$100 - \$999)

*Adalet
Jacki Adams
*Adams Automatic
*Admiral Products, Inc.
*American Tank & Fabricating Co.
*Arkra, Inc.
Artic Creations
*Ashland Specialty Chemical Company
B & B Paper Converters, Inc.
Balloons by Phyllis
*Bassett Sprinkler Protection, Inc.
*Becker-McDowell Agency, Inc.
*Benjamin P. Forbes Company
*Beverage Machine & Fabricators
*BioPlastics Company
CAMP Inc.
*Cleveland Cuyahoga Port Authority
*Clorox Products Manufacturing Company
John Colm
*Component Systems, Inc.
*Conrad's Total Care Care & Tire Centers
*Cook-Leitch & Associates, Inc.
*CPI
*CRESCO Real Estate, Cushman & Wakefield
*Crown Warehousing
CSU/College of Urban Affairs
*Custom Paper Tubes, Inc.
*Design Wise Construction Co., Inc.
*Detroit Shoreway Community Development Organization
*Dollar Bank
*Dorn Color, Inc.
*Du West Tool & Die Inc.
*Eck Cartage Company
*Ely Enterprises, Inc.
*Enerco Group, Inc.
*Equipment Merchants International
Euclid Heat Treating Company
*FirstMerit Bank N.A.
*Fredon Corporation
*General Pest Control Co.
Greater Cleveland Partnership
Growth Strategies Inc.
*Heiser & Jesko, C.P.A.s
*Hinkley Lighting, Inc.
Michael Hoag
Pamela Holmes

HZW Environmental Consultants, Inc.
It's It Deli
Kamm's Corners Development Corp.
*Kitzel & Sons, Inc.
*Knezevich & Foerster
*Leimkuehler, Inc.
*Lowe Chemical Company
Jessica Malloy
*Martindale Electric Co.
Annette May
Meaden & Moore
Bette & Gerry Meyer
*Midwest Box Company/Walford Industrial Park
*Midwest Compressor Company, Inc.
National Tire & Rubber Company
*NewKor, Inc.
*Nu-Tool Industries
*Ohio By-Products, Inc.
*Ohio Displays Inc.
*Partners Environmental Consulting
*PEL Supply Co.
*Precision Production
*Pring Roofing Company, Inc.
*R.A.K. Machine, Inc.
*Rex Pipe & Supply
*Rite Machine Company
Roll-Kraft
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Mary Alice Valvoda
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*Walsh Manufacturing Corporation
*Walter & Haverfield, LLP
*Wood Dimensions
*Yarde Metals

Contributors (\$1 - \$99)

*Accurate Instrument Service Co., Inc.
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*B & F Metal Products
*Bellaire-Puritas Development Corporation
*Berea Moving & Storage Company
CC Salon & Spa
*Cudell Improvement, Inc.
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Harp Irish Restaurant
Home Depot
M. Weingold & Company
Malley's Chocolates
Rochester Manufacturing
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*Stockyard Redevelopment Organization
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In-Kind Donations

Advance Auto Parts
Artic Creations
Balloons by Phyllis
Bush, Incorporated
Catalyst Consulting Group, Inc.
CC Salon & Spa
John Colm
Conrad's Total Car Care & Tire Centers
Dairymens
Design Wise Construction Co., Inc.
Enerco Group, Inc.
Ferris Steakhouse
Harp Irish Restaurant
Home Depot
It's It Deli
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Bette & Gerry Meyer
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Ohio Displays Inc.
Mari-Elen Sammon
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Talan Products, Inc.
Wood Dimensions

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www.wire-net.org

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 Adalet
 Adams Automatic
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 Becker-McDowell Agency, Inc.
 Bellaire-Puritas Development Corp.
 Benjamin P. Forbes Company
 Berea Moving & Storage Company
 Better Truck Line Co.
 Beverage Machine & Fabricators
 BioPlastics Company
 Birol Growth Consulting
 Blue Ribbon Meat Company, Inc.
 Brooke Funding
 Bula Forge & Machine, Inc.
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 Cactus Jack Landscaping

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 Cleveland Cuyahoga Port Authority
 Cleveland Dyn-A-Vac
 Cleveland Financial Group
 Cleveland Industrial Training Center
 Cleveland Public Theatre
 Clorox Products Mfg. Company
 Compliance Technologies, Inc.
 Component Systems, Inc.
 Conrad's Total Car Care & Tire Centers
 Control Line Equipment, Inc.
 Cook-Leitch & Associates, Inc.
 CO-PAC Services
 CPI
 CRESCO Real Estate, Cushman &
 Wakefield
 Crown Warehousing
 Cudell Improvement, Inc.
 Custom Paper Tubes, Inc.
 D.W. Ross Company
 Dairymens
 Danly IEM - Punchrite Plant
 Decker Steel & Supply
 Dell Group, Inc.
 Delta Industrial Services, Inc.
 Design Wise Construction Co., Inc.
 Desmond Engraving Co.
 Detroit Shoreway Community Dev. Org.
 Diamond Metals Distribution, Inc.
 Dimensional Media, Inc.
 Dobson Construction, Inc.
 Dollar Bank

Dorn Color, Inc.
 Du West Tool & Die Inc.
 Duray Plating Company
 Ease @ Work
 Eck Cartage Company
 Elco Corporation
 Ely Enterprises, Inc.
 Enerco Group, Inc.
 Energy Wise Building Systems
 Entrepreneurs for Sustainability
 Envirofab, Inc.
 Epicenter Development Group, LLC
 Equipment Merchants International
 Fanta Equipment Co.
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 Fulcrum ConsultingWorks, Inc.
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 GFT Management, Inc.
 Groff Engineered Products, LLC
 Guaranteed Finishing Unlimited, Inc.
 H.J. Weber Co
 Hafco Case, Inc.
 Heiser & Jesko, C.P.As.
 Hinkley Lighting, Inc.



WIRE-Net

Where Manufacturing Matters

HKM Direct Market Communications
 Human Resource Department
 Huntington Bank - Westpark
 Hurst Auto-Truck Electric Ltd.
 I-Plus, Inc.
 Jergens, Inc.
 Kappus Company
 Karyall-Telday Co.
 KeyBank - Small Bus. Services
 Kirby Company
 Kitzel & Sons, Inc.
 Knezevich & Foerster
 KPK, Inc.
 L. J. Tool Specialties, Inc.
 L.B. Folding Co.
 Laminated Products, Inc.
 Langenau Manufacturing Co.
 Lawson Products Inc.
 Leimkuehler, Inc.
 Lowe Chemical Company
 Lytkowski & Co. Inc.
 Mainthia Technologies, Inc.
 Marine Mechanical Corporation
 Martin Industrial Truck
 Martindale Electric Co.
 Master Chrome Svc Inc.
 Melin Tool
 Menyhart Plumbing & Heating Supply
 Meriam Instruments
 Midwest Box Company/
 Walford Indust. Park
 Midwest Compressor Co., Inc.
 Molding Dynamics
 Mueller Design
 National City Bank - N. Olmsted
 Neighborhood Manufacturing
 NewKor, Inc.
 Nordic International Services, LLC
 North Coast Ford Industrial, Inc.
 Northern Ohio Printing, Inc.
 Novacote
 NPA Coatings, Inc.

Nu-Tool Industries
 Oatey
 Ohio Beverage Systems Inc.
 Ohio By-Products, Inc.
 Ohio Cutter Grinding Co.
 Ohio Displays Inc
 Old Brooklyn Community Development
 Padgett-Young & Associates, Inc.
 Pahl Tool Services, Inc.
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 PEL Supply Co.
 Ponz Recycling Industries
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 Premium Metals
 Pring Roofing Company, Inc.
 Progressive Crane
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 Qualtek Software Development, Inc.
 R.A.K. Machine, Inc.
 Ran Business Solutions
 Realty Corporation of America
 Rex Pipe & Supply
 Richard L. Bowen & Associates
 Rite Machine Company
 RML Tool & Die
 Robert P. Anastos
 Robin Industries Inc.
 S & Z Tool & Die Co., Inc.
 Saint Catherine's Metalworks, Inc.
 Shaker Valley Foods
 ShoreBank Enterprise Group
 Singleton Corp.
 Specialty Chemical Sales
 SPX Actron Manufacturing
 Staffing Solutions Enterprises
 Stockyard Redevelopment Org.

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 Taft, Stettinius and Hollister, LLP
 Talan Products, Inc.
 Thermagon, Inc.
 Timco Rubber Products, Inc.
 TMP
 Top Line Systems LLC
 TorrMetal
 Total Line Refrigeration
 U.S. Cotton LLC
 United Garage Door Co.
 United Tool & Gage Company
 Universal Grinding Co.
 Value Engineered Products & Services Co.
 VANTAGE POINT Marketing Consultants
 Vasco Communications
 VME, LLC
 Walsh Manufacturing Corporation
 Walter & Haverfield, LLP
 Warwick Products Co.
 Welded Ring Products Co.
 Werner Properties, Inc.
 Westown Community Dev. Corp.
 William E. Platten Contracting Co.
 Wood Dimensions
 Workers' Comp Management Solutions
 Xcel Mold & Machine, Inc.
 Yarde Metals
 Yetka Management Group, LLC



WIRE-Net

Where Manufacturing Matters