

Celebrating Our Past Envisioning Our Future

WIRE-Net 2008 ANNUAL REPORT

2008
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2008

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LETTER FROM THE BOARD CHAIR AND PRESIDENT

The past months have been among the most challenging in recent memory for U.S. manufacturing. We in Northeast Ohio have watched the fallout from the collapse of the housing and credit markets, unsustainable U.S. trade deficits, and restructuring in our nation's automotive industry. Yet, as we saw at our February 2009 Northeast Ohio Manufacturing Summit, manufacturers are optimistic.

In 2006 WIRE-Net began a strategic plan that was aimed at creating direct and positive impact on our member firms, and the region's economy. We have racked up significant progress in a number of areas that position us for success in the months and years ahead, including the following:

- ◆ An increase in the number of unique manufacturing companies served by 60% to over 900/year
 - ◆ We amplified the voice of our manufacturing members through forums held with Mayoral, Congressional, Gubernatorial and Senatorial candidates, other elected and public officials on priority issues identified by our members including everything from neighborhood clean-ups and tapping into public services, to workforce training and education, healthcare and tax reform, and energy and fair trade policies
 - ◆ Success in WIRE-Net's first new markets initiative, Great Lakes WIND Network™, which includes 600 manufacturers and OEMs, is bringing opportunities for new business to existing Ohio manufacturers
 - ◆ We expanded our youth workforce development programs, now serving 120 students per year through our Accelerated Introduction to Manufacturing (AIM) Camp, HIP HOP (for out of school, older youth), and to our School-to-Career program at Max Hayes Career and Technical High School
 - ◆ We helped secure \$35 Million to fund priority infrastructure projects serving key Cleveland industrial districts
- Our membership grew by 13% to 218 member firms having a combined total employment of more than 10,000 people

In 2008, WIRE-Net's members celebrated our 20th Anniversary. Their support has helped put WIRE-Net in a unique leadership position. WIRE-Net's work with over 900 unique companies last year helped us understand their challenges and opportunities. It's no wonder that when the Wall Street Journal, CNN, or Crain's wants to know what U.S. manufacturing firms are facing, they come to WIRE-Net and our member companies for their perspective.

To prepare for WIRE-Net's next strategic plan, in 2008 we convened our members and stakeholders in a series of roundtables and interviews to discuss their priorities. While market conditions have changed since those early meetings, we found considerable agreement throughout the process, which culminated in our February 2009 Northeast Ohio Manufacturing Summit. As a result, during our next strategic plan, WIRE-Net's priorities will include initiatives and collaborations that:

- ◆ Promote growth by working with manufacturers to develop new markets in growth sectors (e.g., energy, biomedical, aerospace, etc.)
- ◆ Develop and retain skilled talent and workers who are "job ready" to meet ever changing manufacturing requirements
- ◆ Eliminate blight in urban industrial corridors, stimulating site redevelopment coupled with new infrastructure investment
- ◆ Build WIRE-Net's resources to lead and leverage our capacity and collaborate with other like-minded local, regional, and national organizations to advance priority issues and initiatives important to manufacturers

Early this year, in response to the same economic conditions facing us all, WIRE-Net's Board made a conscious effort to keep costs down by reducing employment costs (while avoiding layoffs), and cutting discretionary expenses. For the third consecutive year, the Board has held the line on our membership dues, with no increase. We value your membership and active participation in WIRE-Net. Particularly during this time, we ask for your voluntary contribution as an individual or company to keep our organization strong.

Thank you for your support.



Gregory Tilton, Board Chair



John P. Colm, President and Executive Director



ABOUT WIRE-NET

“The economic impact achieved through WIRE-Net's efforts with these programs is felt far beyond the Cleveland area. Their work resonates loudly throughout the regional and state economies.”

The Council for Urban Economic Development

WIRE-Net was incorporated in 1988 to build relationships among leaders in business and manufacturing, the community, and government and to draw attention to the needs of existing manufacturing companies that are the foundation of our region's economy.

WIRE-Net's experience is that grassroots action can successfully retain and help manufacturing grow, even in an older city like Cleveland. On Cleveland's westside, the leaders of over 300 manufacturers located throughout five target neighborhoods (and other stakeholders) became our core constituency, our strategic partners, and leaders on our Board. Those leaders were also visionary and entrepreneurial when it came to adapting to challenges and opportunities.

20 Years of Grassroots Service to Manufacturing Companies



We Support. We Connect. We Partner.

Today, WIRE-Net is still a place where manufacturing matters. WIRE-Net's membership has grown to over 220 manufacturing related companies. Our mission is to strengthen manufacturing firms to create healthy communities and fuel economic growth.

WIRE-Net offers expertise that is responsive to manufacturing-related businesses and their employees and work with companies throughout Greater Cleveland, Ohio, and the Great Lakes region.

OUR HIGHLIGHTS

Founded by Cudell Improvement, Detroit Shoreway Community Development Organization, and Stockyard Area Development Association (now the Stockyard Redevelopment Organization).

John Colm, WIRE-Net's first director, was hired in November.

1986

200 plant visits were made to local manufacturing firms to assess their needs and concerns. Job placement, technical assistance, and public infrastructure investment were cited then and still are central to WIRE-Net's work.

1987

WIRE-Net incorporates, and signs up its first five members: Apex Paper Box, Wood Dimensions, Actron Manufacturing, Universal Grinding, and Summers Rubber Company.

1988

During his campaign for Mayor of Cleveland, candidate Mike White pledges to expand the WIRE-Net model citywide.

1989

At the request of Mayor White, John Colm submits a report outlining a city-wide industrial retention initiative. Today, the Cleveland Industrial Retention Initiative is a program of the City of Cleveland and Mayor Frank Jackson, managed by WIRE-Net. Only Chicago has a similar program to support manufacturing.

During the first year, 106 Cleveland residents are placed in manufacturing jobs through WIRE-Net's Hire Locally program, one of the nation's first employer-driven job placement programs.

1990

WIRE-Net's Cornerstone Project at Max S. Hayes High School signs up 30 firms to volunteer with Cleveland's only high school teaching the technical skills needed by manufacturers.

WIRE-Net organizes the Cleveland Industrial Summit, cosponsored with CAMP, WINOC, East Ohio Gas, CEI, and the Growth Association. The Summit creates the momentum to establish the Cleveland Industrial Retention Initiative.

1991

Listening to Manufacturers

Member Focused
Member Driven

WIRE-Net releases "Make My Deal," an analysis of manufacturing credit needs and pushes local banks to improve their lending to small firms.

1993

WIRE-Net assembles and remediates land for a new industrial park. Walworth Run provided 14 acres of clean buildable land, and a home for B&R Machine Company.

WIRE-Net's membership grows to 100 members strong.

1994

Together with the Cleveland Foundation, and in partnership with George Gund and other foundations, WIRE-Net wins a \$1.1 million grant from the Pew Charitable Trusts. Programs for training and placement, and school-to-career are expanded, and the Manufacturing Assistance Program, directed by Holly Harlan (later to found Entrepreneurs for Sustainability), is launched.

1995

300 celebrate WIRE-Net's 10th Anniversary at Dorn Color's new facility.

WIRE-Net launches the three-year Machine Trades Sectoral Initiative, aimed at revitalizing metalworking training in greater Cleveland.

1998

WIRE-Net receives the prestigious Economic Development Program of the Year Gold Award from the Council for Urban Economic Development (now the International Economic Development Council).

B & R Machine breaks ground for a new \$1 million facility at Walworth Run in Cleveland. Nearly 20 skilled metalworking jobs are retained in Cleveland through the 100% privately financed project.

WIRE-Net partners with NASA Glenn and Tri-C to develop a machinist training program designed for low income trainees. The full-time, 32-week program is one of the first to teach to the National Institute for Metalworking Skills standards.

1999

WIRE-Net helps form the Northeast Ohio Metalworking Association Consortium (NEO-MAC) and negotiates agreements with educators to delineate the roles of industry and education to improve precision machining training.

2000

WIRE-Net advocates for a smart manufacturing agenda during the Cleveland mayoral campaign.

2001

With “first in” funding from the Generation Foundation, WIRE-Net launches its Manufacturing Innovation for the Next Decade (MIND) program, an action think tank for innovators who are accelerating the pace of innovation within their companies.

2002

WIRE-Net targets 11 roadway projects in key Cleveland industrial corridors for reconstruction. The capital investment plan calls for \$36 million in public investment over 5 years.

2003

WIRE-Net organizes NEOCAM—the Northeast Ohio Campaign for American Manufacturing, a coalition of industry associations with more than 600 Northeast Ohio member companies and 26,000 employees. Several hundred attend NEOCAM's Manufacturing Town Hall meeting in August 2004.

2004

2006 Creativity guru, IDEO general manager, Tom Kelley, challenges manufacturing leaders to think outside the box at WIRE-Net's 2006 Innovation Celebration held at Jacob's Field.

Dan DiMicco, Chairman, President, and CEO, of Nucor Corporation challenges America to adopt fair trade policies during his speech at WIRE-Net's new Perspectives on American Manufacturing series.

Richard Stuebi, BP Fellow for Energy and Environmental Advancement at the Cleveland Foundation, leads a second Perspectives on American Manufacturing forum on New Markets in Advanced Energy, which spurs WIRE-Net's strategy to help companies enter the high demand wind energy market.

2006

OUR RESULTS

WIRE-Net has just **completed** its last three-year plan.

WIRE-Net's Manufacturing Company Membership **grows by 13%** to 218, with a total employment of 10,000 people.

Total Annual Revenue **grows by 86%** to \$2.6 M.

Number of Unique Manufacturing Companies Served:
increases by 60% to over 900/year.

Over 600 firms become listed with WIRE-Net's Great Lakes WIND Network™

\$35 Million secured for infrastructure projects in key Cleveland industrial districts.

120 youth served per year at Max Hayes High School.

Manufacturing Forums held with Mayoral, Gubernatorial, Congressional, and Senatorial candidates and elected officials.

2006 - 2008



220 members celebrate WIRE-Net's 20th Anniversary

2008 FINANCIAL REPORT

BALANCE SHEET at December 31, 2008

ASSETS

| | |
|-------------------------|-----------|
| Current Assets | 1,194,742 |
| Furniture and Equipment | |
| less depreciation | 489 |
| Other Assets | 6,809 |

Total Assets **\$1,202,040**

LIABILITIES & NET ASSETS

| | |
|---------------------|---------|
| Current Liabilities | 162,744 |
| Long Term Debt | |

Net Assets:

| | |
|--------------|-----------|
| Fund Balance | 1,039,296 |
|--------------|-----------|

Total Liabilities & Net Assets **\$1,202,040**

REVENUE SOURCES

| | | |
|---------------|------|-----------|
| Earned | 22 % | 587,862 |
| Contributed | 9 % | 245,979 |
| Public Sector | 44 % | 1,140,504 |
| Foundations | 25 % | 673,000 |

100 % \$2,647,345

REVENUE USES

| | | |
|----------------------------------|------|---------|
| Redevelopment Program | 4 % | 91,774 |
| Fund Development | 4 % | 92,386 |
| Manufacturing Assistance Program | 28 % | 685,384 |
| Youth Workforce Program | 15 % | 351,650 |
| Adult Workforce Program | 7 % | 166,449 |
| Great Lakes WIND Network™ | 23 % | 559,646 |
| Membership Program | 5 % | 125,199 |
| Safety Net Program | 2 % | 57,966 |
| General & Administrative | 12 % | 281,079 |

100% \$2,411,533

2008 DONORS

PROGRAM UNDERWRITERS

(\$10,000 AND MORE)

Alcoa Foundation
American Wind Energy Association
The Burton D. Morgan Foundation
Charter One Foundation
City of Cleveland Department of Community Development
City of Cleveland Department of Economic Development
City of Cleveland – Youth Council
Cleveland Industrial Retention Initiative – City of Cleveland
Department of Economic Development
Cuyahoga County Department of Workforce Development
Cleveland Foundation
Dominion
Eaton Charitable Fund
Eva L. and Joseph M. Bruening Foundation
Generation Foundation
The Kent H. Smith Charitable Trust
State of Ohio Department of Economic Development
PMA Educational Foundation
The Thomas H. White Foundation
U.S. Department of Labor

PROGRAM SPONSORS

(\$1,000 TO \$9,999)

Action Industries
American Tank & Fabricating
The Association for Manufacturing Technology
Applied Industrial Technologies
ArcelorMittal – USA Cleveland
William Brake
Bush Integrated
Catalyst Consulting Group, Inc.
CB Richard Ellis Real Estate Group
Charles & Helen Brown Foundation
Cuyahoga Community College
Dairymens
FirstEnergy Corporation
The George W. Codrington Charitable Foundation
Jergens, Inc.
Jim Latham
Howard Lichtig
Martindale Electric Co.
Midwest Box Company/Walford Industrial Park
Oatey
Stork Herron Testing Labs, Inc.
Summers Rubber
Swagelok Company
Talan Products, Inc.
U.S. Cotton, LLC

PROGRAM SUPPORTERS

(\$100 TO \$999)

A-Brite Plating Company
Adams Automatic
Jacki Adams
Admiral Products, Inc.
Advance Paint Technology, Ltd.
Aetna Plastics Corp.
Ashland, Inc.
Beverage Machine & Fabricators, Inc.
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Brennan's Catering & Banquet Center
Bula Forge & Machine, Inc.
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Cleveland Steel Tool Co.
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Detroit Shoreway Community Development Organization
Dollar Bank
Equipment Merchants International
Linda Ferguson
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Fredon Corporation
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Gibraltar Industries
Growth Capital Corporation
Growth Strategies Inc.
H & J Certified Public Accountants, Inc.
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Mike Hoag
Pamela Miller Holmes
JPG Advisors, LLC
JRN Group, Inc.
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Kitzel & Sons, Inc.
Rebecca Kusner
Lorain County Community College
MAGNET
Millisor & Nobil
Charles Mintz
Numerequip, Inc.
Nu-Tool Industries
Partners Environmental Consulting, Inc.
Postle Industries, Inc.
Pring Roofing Company, Inc.
Red Seal Electric Company, Inc.

WIRE-Net gratefully acknowledges the support we received from the individuals, foundations, corporate and government contributors listed below. Due to their financial support WIRE-Net was able to serve 903 manufacturing firms and 1469 individuals in 2008.

Mari-Elen Sammon
Anne Schaum
Schneider, Smeltz, Ranney & LaFond, PLL
Rolland Standish
Sharon Steinbrenner
Stockyard Redevelopment Organization
Superior Tool
Swiger Coil Systems, LLC
Taft, Stettinius and Hollister LLP
The Riverside Company
ThermaFab Alloy, Inc.
Erica Torres-Dudziak
John Tubbs
Tuff Stuff Performance
U.S. House of Representatives - 10th District
United Methodist Church - Cleveland
Universal Grinding Corporation
Wood Dimensions
Xcel Mold & Machine, Inc.

PROGRAM CONTRIBUTORS

(UP TO \$99)

Bellaire-Puritas Development Corporation
Cleveland Dyn-A-Vac
J. Matthew Garran
Joe Gross
Dee Holody
Annette May
VANTAGE POINT Marketing Consultants
Jessica Walker

2008 WIRE-NET MEMBERS

21st Century Concrete Construction, Inc
Able Grinding Company, Inc.
A-Brite Plating Company
Ace Equipment Company
Action Industries
Adalet
Adams Automatic
Admiral Products, Inc.
Advance Handling & Storage
Advance Manufacturing Corporation
Advance Paint Technology, Ltd.
Advanced Secondaries, Inc.
Aetna Plastics Corp.
Aisco Metallizing Corp
Alco Vending, Inc.
Alcon Industries, Inc.
Allen Graphics
American Sheet Metal Welding Fabrications Llc
American Tank & Fabricating Co.
American Transfer Corporation
Amros Industries, Inc.
Apex Paper Box Co
Applied Industrial Technologies
ArcelorMittal
Architectural Products Devevelopment, Inc.
Arkinetics, Inc
Arkra, Inc.
Arrow Machine Company Ltd.
Art Galvanizing Works
Ashland, Inc.
Baron Hydraulics
Barth Industries, Inc.
Bassett Sprinkler Protection Inc.
Bellaire-Puritas Development Corp.
Better Truck Line Co.
Beverage Machine & Fabricators, Inc.
Brothers Printing Co.
Bula Forge & Machine, Inc.
Bush Integrated
C. A. Litzler Company
Cactus Jack Landscaping, Inc.
Catacel Corporation
Catalyst Consulting Group, Inc.
CB Richard Ellis Real Estate Group
Charray Products, LLC
City Plating
Clevaflex
Cleveland Bottle & Supply Co.
Cleveland Dyn-A-Vac
Cleveland Industrial Training Center
Cleveland Industrial Warehouse Corp.
Cleveland Public Theatre
Cleveland Steel Tool Co.
Cleveland Wire Cloth & Manufacturing
Cleveland-Cuyahoga County Port Authority
Cliffs Natural Resources Inc.
Compliance Technologies, Inc
Control Line Equipment, Inc.
Cook-Leitch & Associates, Inc.
CPI
CRESCO Real Estate, Cushman & Wakefield
Crown Warehousing & Logistics, Inc.
Cudell Improvement, Inc.
Custom Paper Tubes, Inc.
Dairymens
Decker Steel & Supply
Dell Group, Inc./ Creative Solutions
Detroit Shoreway Community Development
Diamond Metals Distribution, Inc.
Dollar Bank
Dorn Color, Inc.
Du West Tool & Die, Inc
Duray Plating Company
Elco Corporation
Ely Enterprises, Inc.
Enerco Group Inc.
Envirofab, Inc.
Equipment Merchants International
ETNA Products, Inc.
Expense Reduction Analysts
F.L. Distributors
FBC Chemical - ALCM Division
Federal Gear Corporation
Foseco Metallurgical Inc.
Fredon Corporation
Fulcrum ConsultingWorks, Inc.
Gage3D
Garfield Metal Products
Gas Lines of Cleveland, LLC
General Pest Control Co.
Gibraltar Strip Steel, Inc.
Granite Steel & Processing, Inc.
Green-Source Products
Groff Industries, LLC
H & J Certified Public Accountants, Inc.
Hafco Case, Inc.
Hinkley Lighting, Inc
HKM Direct Market Communications
Horsburgh & Scott Co.
Hubbell Machine Tooling, Inc.
Huntington Bank - West Park
Hurst Auto-Truck Electric Ltd.
HydroGen LLC
Jergens, Inc.
JRN Group, Inc.
Kaiser Permanente
Karyall-Telday Co.
Kirby Company
Kitzel & Sons, Inc.
L.B. Folding Co.
Lakewood Supply Company
Langenau Manufacturing Co.
Leimkuehler, Inc.
Lowe Chemical
M3 Technologies, Inc.
Mainthia Technologies, Inc.
Marketing Potential, LLC.
Martin Industrial Truck
Martindale Electric Co.
Melin Tool Company, Inc.
Menyhart Plumbing & Heating Supply
MetLife Resources
Midwest Box Company/Walford Industrial Park
Midwest Compressor Co., Inc.
Millisor & Nobil
Molding Dynamics
Monroe Tool & Manufacturing Co.
Mueller Design
National City Bank - N. Olmsted
National Plastic Packaging Co.
National Tire & Rubber Company
NewKor, Inc.
North Coast Ford Industrial, Inc.
North Coast Litho, Inc.
NPA Coatings
Numerequip, Inc.
Nu-Tool Industries
Oatey
Ohio Beverage Systems Inc.
Ohio Displays, Inc.
Old Brooklyn Community Development
Pahl Tool Services, Inc.
Partners Environmental Consulting, Inc.
PEL Supply Company
Ponz Recycling Industries
Postle Industries, Inc
Precision Production
Pring Roofing Company, Inc.
ProMold -Gauer, Inc.
Quay Transport Services, Inc
R.A.K. Machine, Inc.
Red Seal Electric Company, Inc.
Rex Buckeye Company, Inc.
Richard L. Bowen & Associates
Rite Machine Company
RML Tool & Die
Robert P. Anastos
Robin Industries Inc.
Royal Oak Recycling
Sanimax Grease Services, Inc.
Scrap Solutions, LLC
Sea Air Space Machining & Molding, LLC
Semco Carbon
Singleton Corporation
SKYHAWK Resources, LLC
Specialty Chemical Sales
Stockyard Redevelopment Organization
Stork Herron Testing Labs, Inc.
Strategic Marketing Initiatives, LLC
Stripmatic Products
Summers Rubber
Superior Tool
Swiger Coil Systems, LLC
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Talan Products, Inc.
Team Wendy, LLC
Tesar Industrial Contractors
The Riverside Company
ThermaFab Alloy, Inc.
Timco Rubber Products, Inc.
TMP
TorrMetal Corporation
Tremco
Tribco, Inc.
Turbo Machine & Tool, Inc.
U.S. Cotton, LLC
UniControl Inc.
United Garage Door Co.
United Tool & Gage Company
Universal Grinding Corporation
VANTAGE POINT Marketing Consultants
Volpe Millwork
Walsh Manufacturing Corporation
Warwick Products Co.
Werner Properties, Inc.
Westown Community Development Corporation
Whiskey Island Marina
Wood Dimensions
Workers' Comp Management Solutions
Xcel Mold & Machine, Inc.
Yarde Metals
Zaclon, LLC

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ACTION

Initiatives in

Where Manufacturing Matters

WIRE-Net



Manufacturing Business Assistance and Innovation



Great Lakes WIND Network™ Getting Connected

Situation: A Cleveland manufacturing firm was moving into the wind industry, but wanted leads that matched their significant production capacity to grow even more.

Response: Understanding that wind power is one of the fastest growing industries in the United States, in 2007 WIRE-Net launched an exciting new initiative paving the way for Northeast Ohio and the entire Great Lakes Region to become the center for wind turbine manufacturing for North America. The Great Lakes WIND Network (GLWN) team lead by Ed Weston connected this particular firm to six potential customers including: GE Transportation, Nordex, Moventas, Bosch-Rexroth, Enercon, and Distributed Energy.

Outcome: The wind industry business now represents nearly 70% of their customer base. To accommodate this rapid growth and increased market share the company is now talking with their bank about a significant capital project which will improve efficiency and add capacity. The opportunities provided by wind companies referred by GLWN are a major factor in their expansion plans.





“We are the feet on the street helping Northeast Ohio’s manufacturing companies compete.”

Ty Haines
Vice President, Manufacturing Service

Manufacturing Assistance Inside the Gate – Catalyzing Innovation

Situation: A WIRE-Net member was told by their largest retail customer to either reduce their selling price by 40%, or lose the business to a China-based competitor.

Response: Ty Haines, WIRE-Net Vice President Manufacturing, led a special Kaizen (continuous improvement) event for the company’s leaders, using value engineering, a process that aligns cost with what the customer is willing to pay.

Outcome: Dozens of opportunities came out of this session for follow up by the President with their supply chain, the engineer for product redesign, and testing for the quality person. The company team is enthusiastically following the leads they generated. Hope has been transformed into determination to keep the orders with acceptable product performance and retain up to 85 jobs in Cleveland and Northeast Ohio. WIRE-Net was the catalyst that brought out this firm’s manufacturing excellence.



Manufacturing Assistance Outside the Gate with Cleveland’s Industrial Retention Initiative

Situation: In October 2007, a foundry’s operations were challenged due to a street reconstruction project. The firm learned that water service to the facility would be interrupted, forcing the company to shut down operations.

Response: WIRE-Net’s Cleveland Industrial Retention Initiative (CIRI) staff was contacted by the company and worked with both the roadway project’s Chief Inspector and the company to have a water bypass installed, avoiding the shut down.

Outcome: This solution saved the company an estimated \$35,000 per day.

Promoting Workforce Excellence



Adult Workforce Development Linking Talent and Support to Manufacturing Production

Situation: A fast growing, 30-person company requested assistance identifying training funds and with hiring in multiple departments.

Response: WIRE-Net identified a training grant and helped the company prepare the application. WIRE-Net coordinated a “Hiring Event” for the company: we posted the company’s openings, worked with other partners to identify candidates, conducted phone screenings, set up the best candidates to interview with the company’s supervisors, and coordinated aptitude assessments of the candidates.

Outcome: The Company was awarded a customized training grant that funded 66% of the costs of training for their incumbent workers. Working with WIRE-Net, the company got a clear plan for recruiting a large number of individuals and all applicants went through WIRE-Net for screening—saving supervisors significant time. Final candidates were screened for aptitude in several areas so the company knew what they were getting with each person.

“I never knew I wanted
to be a machinist until I
came to WIRE-Net.”

T.J. Valez
age 18

2006 Accelerated Introduction to
Manufacturing Camp Participant



Youth Workforce Development Feeding the Talent Pipeline

Situation: The number and quality of young people pursuing education and training in manufacturing will not meet manufacturers' needs for skilled workers.

Response: WIRE-Net has been the corporate partner at Max Hayes Career and Technical High School since 1990, where we have implemented two summer programs to promote manufacturing careers. One targets 8th graders, encouraging them to attend Max Hayes High School and the other targets juniors, seniors, and recent graduates to encourage them to consider manufacturing careers.

Outcome: Over 100 youth have participated in the Accelerated Introduction to Manufacturing (AIM) Camps since their 2006 launch. Students have learned the basics of manufacturing, improved their science and math skills, and toured local manufacturing companies. Program participants are now working at a local tooling shop, taking classes at Cuyahoga Community College, or enrolling at Max Hayes to study manufacturing.

Industrial Redevelopment



Redevelopment Leveraging Expertise

Situation: A growing steel cutting and processing firm's planned purchase of an idled 17,000 square foot facility was at-risk due to confusion and misperceptions over environmental issues at the site.

Response: Michael Hoag, WIRE-Net Vice President Redevelopment, connected the business owner with resources and advice to clarify the environmental risks, which turned out to be minimal due to the location of the building and lack of exposure to ground water.

Outcome: The Company purchased the building and increased their plant capacity by over 40%. By leveraging our expertise in brownfield redevelopment, WIRE-Net helped retain the company and seven jobs in Cleveland, and a vacant industrial facility was returned to productive use.



Advocacy



“WIRE-NET PROGRAM INITIATIVES reflect priorities that are important to the future economic growth and stability of Greater Cleveland and the region.”

John P. Colm
WIRE-Net President & Executive Director

Advocacy

Amplifying Manufacturing’s Voice

Situation: Ensuring Northeast Ohio has a pipeline of skilled future employees is critical to the future of area manufacturing firms.

Response: WIRE-Net staff, board, and members have actively participated in discussions regarding the future of Cleveland’s Max S. Hayes Career and Technical High School, the only Cleveland high school with manufacturing programs (welding, design, machining, and programming). Members of the WIRE-Net community wrote to and met several times with Cleveland Metropolitan School District officials and the School Board to emphasize the importance of the school to manufacturing in Northeast Ohio.

Outcome: On July 30, 2008, the Cleveland Municipal School Board voted unanimously to approve the next segment of the Master Facilities Plan as presented by the Administration, including plans for a new Max Hayes.

Become a part of
manufacturing's future by partnering
with WIRE-Net today.

216.588.1440

WIRE-Net
www.wire-net.org

IMPACT

2008

WIRE-Net





CIRI: Outside the Gate

During 2008, working with Cleveland's Department of Economic Development, the Cleveland Industrial Retention Initiative (CIRI) delivered services to manufacturing firms "outside the gate" and achieved the following economic impacts

Visits to **447 manufacturing firms** employing **more than 10,000** were completed.

Services to **200 unique firms** were delivered.

In 2008, key interventions with **6 manufacturing firms**, employing **299 people**, had a positive impact on

191 indirect jobs for a total employment impact of **490 jobs**

Estimated **\$11 million** direct annual payroll
\$235,000 annual payroll tax to the City of Cleveland

From 2007-2008, CIRI's key interventions are significant with direct annual economic impact of:

- **995 jobs**
- **38 million annual payroll**
- **\$790,000 annual payroll taxes to Cleveland**



mind

Manufacturing Innovation
for the Next Decade



Manufacturing Services: Inside the Gate

WIRE-Net's Manufacturing Services provide a range of in-depth technical assistance services "inside the plant gate." During 2008, WIRE-Net delivered

- 1,650 hours of program expertise in quality improvement, organizational development, and sales and marketing development to 30 manufacturing companies
- 410 services to make the connections and create solutions to support 903 manufacturing firms in Northeast Ohio

In 2008, through WIRE-Net's Manufacturing Innovation for the Next Decade (MIND) program

- 22 manufacturing leaders learned how other companies tackle **People, Process, and Product** Innovation to gain **Profit**. Leaders from two of the four companies in MAGNET's Innovation Accelerator program were also involved in MIND .

Industry, jobs...opportunities



Youth Workforce Development

To strengthen our future workforce, WIRE-Net operated the School-to-Career Program (STC), Accelerated Introduction to Manufacturing (AIM) Camp, and Project HIP HOP (Helping Improve Post High School Occupational Progress). During the 2007-08 school year, these programs served

120 Cleveland youth

Stressing the importance of academic excellence and manufacturing career pathways are hallmarks of our programs. During the past year

Our STC seniors posted a
90% graduation rate

74% of our STC students are now
**pursuing manufacturing
career tracks**, up from 48% a year ago

50 students attended two AIM Camps and nine enrolled at Max S. Hayes Career and Technical High School and have chosen a manufacturing career path



Supporting Cleveland's only career-tech high school is important to building our future workforce. WIRE-Net again supported Max Hayes High School through the 2nd Annual Cruise-In which helped

- Attract **179** new students to enroll in the fall of 2008.

Opportunities

MAX-imizing the New Max Hayes A Center for 21st Century Career-Tech Education

In 2008, WIRE-Net secured funding to help our community define the new Max Hayes. This **"once in a generation opportunity"** is a chance for educators, manufacturing leaders, and community partners to come together with a new vision for career technical education. Partners include Cleveland Metropolitan School District and Max S. Hayes Career and Technical High School, The Cleveland Foundation, Eaton Corporation, Greater Cleveland Partnership, and Swagelok Company.



Great Lakes WIND Network™

Get Informed. Get Listed. Get Connected. Get Business

Get Informed

- Great Lakes WIND Network's (GLWN) Five Ohio Regional Supply Chain Workshops attracted 600 people from 400 manufacturing companies.

Get Listed

- GLWN registered 285 companies, with 173 requesting assessments of their wind-industry readiness.
- GLWN completed 69 assessments within the first 6 months – assessments that will feed the pipeline of firms that get connected to the growing wind turbine industry.

Get Connected

- In 2008 GLWN made targeted business connections between 97 companies and NINE major turbine assembly companies.

Get Business

- GLWN played a major role in four capital projects now underway in Ohio totaling \$100 million which will create, over 3 years, up to 300 new wind industry jobs.
- Another 16 manufacturing firms are now planning similar projects.



Redevelopment Services

During 2008, WIRE-Net's support of critical infrastructure projects in the City of Cleveland helped

Secure **\$20.5 million**
in total project funding

Support **154 manufacturing**
companies and
5365 employees

Transform important roadways including
Central Avenue, Superior Avenue, Bessemer Avenue,
West 150th Street, and Bellaire Road

2008

IMPACT

WIRE-Net strengthens manufacturing to create healthy communities and fuel economic growth.
We provide expertise that is responsive to manufacturing related businesses and their employees.
WIRE-Net connects leaders to each other and engages them in their communities.

WIRE-Net
www.wire-net.org