

WIRE-Net

Where Manufacturing Matters



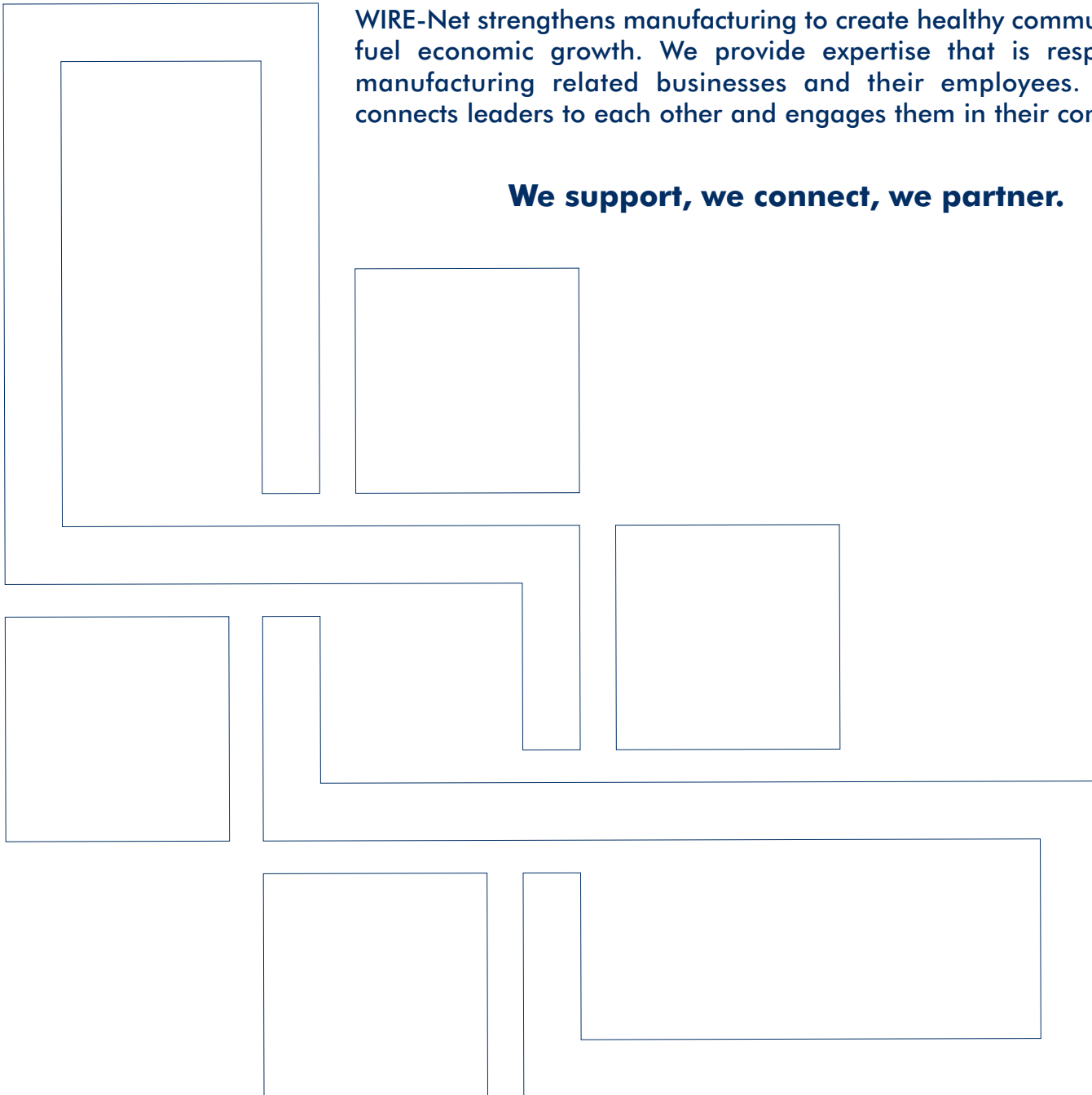
# 2014 WIRE-Net Annual Report



# WIRE-NET Mission

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.

**We support, we connect, we partner.**



# Letter from the Board Chair and President

Manufacturing has been a key driver of the economic recovery, and WIRE-Net is wholly committed to the long term success of manufacturing in Northeast Ohio. After evaluating and prioritizing the needs of WIRE-Net's members, our 2013-2015 Strategic Direction set two significant plan objectives:

- 1) Strengthen the education and skills training programs that build a skilled workforce, and assist manufacturers in hiring and training good people
- 2) Connect manufacturers to resources to help them prosper, through top line revenue growth and below the line cost savings/economies

WIRE-Net's 354 members employ over 21,000 people, representing over one billion in wages, a valuable economic asset for our community. We are experiencing tremendous growth in membership, with 95 new companies joining our manufacturing community in 2014. WIRE-Net's high touch, responsive problem solving has driven some of this growth. Our experienced staff focuses on face-to-face meetings to identify challenges and find solutions.

Another key has been WIRE-Net's role as a convener, creating valuable learning and networking opportunities in a variety of venues: peer to peer roundtables, seminars with industry experts, Lunch 'n' Learn forums, and plant tours. WIRE-Net generated some excitement as we convened an Apprenticeship Consortium kick-off, hosted two Supervisory Certificate I Trainings, and launched two Lean Learner's Groups. Reaction to our first two Lean Implementation Learner's Groups has been overwhelmingly positive, as nine companies are undertaking projects and sharing their success with each participating company. This work will continue in 2015.

"Aetna Plastics has greatly benefited from WIRE-Net's Lean Implementation Group," says Andrew Gotschall, Manager for Quality and Process Improvement at Aetna Plastics Corp. "It has helped us build a foundation and roadmap for our lean program through the unique combination of classroom discussion and on-site plant tours. What makes this group truly special is the ability to share ideas and learn from like-minded businesses in our own backyard."

Training, educational and networking events are all integral components of our strategy, as we work with our partner, MAGNET, to Accelerate Cleveland Manufacturing in Cleveland; and with our regional partners at TeamNEO and Ohio Means Jobs-Medina County with whom we work in the Advance NEO project. Both projects share a common focus to accelerate manufacturing growth.



Tim Rosengarten  
Swagelok Company  
Chair, WIRE-Net Board of Directors

John Colm  
WIRE-Net  
President and Executive Director

## CIRI

The Cleveland Industrial Retention Initiative (CIRI) is a program of the [City of Cleveland](#), managed by WIRE-Net. 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 square feet of real estate to Ohio One in order to help companies purchase, sell, or lease available space and ultimately retain Cleveland businesses
- ◆ Completed parcel level analysis of target redevelopment sites in Ward 8, and organized business stakeholder meeting for 23 companies in Ward 8

- ◆ 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. 2014 Cleveland Economic Impact:**

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



CLEVELAND INDUSTRIAL RETENTION INITIATIVE

A Program of the City of Cleveland



The dumping at West 3rd Street and Quigley Road is on the City of Cleveland's radar for cleanup and monitoring. The site was a point of discussion at CIRI Illegal Dumping and Metals Theft meetings first held in 2014.

## GLWN

GLWN was launched as the Great Lakes WIND Network in 2007 to grow the supply chain for the wind industry, identify critical needs, and connect manufacturers and suppliers with new customers. The initiative has grown both geographically and in scope to work with wind farm developers, OEMs, and economic development departments to increase the domestic content of America's wind turbines.

GLWN conducted original research for the U.S. Department of Energy on the extent and competitiveness of America's offshore wind supply chain. We are also coaching communities adjacent to Cape Wind in Massachusetts, and assisting Lake Erie Energy Development Corporation (LEEDCo) on their Lake Erie wind farm project.



- ◆ Researched and published [U.S. Wind Energy Manufacturing and Supply Chain: A Competitiveness Analysis](#)
- ◆ Submitted and awarded a contract proposal to U.S. Department of Energy to lead supply chain activities in fuel cell technology
- ◆ Published the Manufacturing Clean Energy Series Case Studies: *Manufacturing Successes and Challenges in Clean Energy*

[Stay the Course, Manufacturer: Talan Products Inc.](#)

[Offshore Wind Market Offers New Opportunities for U.S. Manufacturers: AT&F](#)

## Manufacturing Services

In 2014, WIRE-Net and strategic partner, [MAGNET](#), combined forces to Accelerate Cleveland Manufacturing, a unified core city manufacturing strategy made possible through the generous support of The Cleveland Foundation. Through the combination of the WIRE-Net Member Network and relationships, and MAGNET PRISM, we aim to jointly grow jobs and revenue for Cleveland companies and arrange skills training for Cleveland residents.



- ◆ **15 companies visited, assessed, and offered project proposals**
- ◆ **Two Lean Implementation Learners Groups launched assisting nine firms with a project inside their plant; facilitated by MAGNET's Mike O'Donnell.**

### ... from our satisfied members

"Martindale Electric has gained a lot of lean knowledge for the front-line supervisors through our participation in WIRE-Net's Lean Implementation Group. Through the reinforcement of plant tours at the different participant companies, that knowledge has been expressed in a practical way and not just in theory. Our company project has tied it all together to benefit Martindale with shop floor improvements and the beginnings of a continuous improvement culture."

– Linas Biliunas, President, Martindale Electric Co.

"The greatest benefit to Cleveland Steel Tool has been spreading the gospel of Lean and 5S past the senior management level, to allow foremen and machine operators to hear from their peers about the benefits of the process. Sharing ideas within a controlled environment is a far superior learning technique than internet videos or classroom pedagogues."

– Mark Dawson, President, Cleveland Steel Tool Co.

## Workforce Development



### Adult Programs

WIRE-Net workforce programs and services address employers' workforce needs critical to the profitable operation of any manufacturing business.

2014 Adult Workforce Program Highlights:

- ◆ Received 31 **WorkSource** job orders for skilled or professional positions from 21 unique companies
- ◆ [WorkSource Program Fills Job in Less Than 30 Days](#)
- ◆ Made 14 job placements at an average wage of \$18.76/hour
- ◆ Launched a pilot initiative with nine employers to promote manufacturer sponsored apprenticeship programs focused on Industrial Maintenance Engineer certification
- ◆ **WorkAdvance** – developed incumbent working training strategy with two employers to provide backfill opening for program entrants

In Year 4 of a 5 year program, WorkAdvance is a county-wide sector-based workforce strategy designed to help fill "gateway" jobs, promoting job opportunities through skill building and career coaching. The program helps employers find and promote new talent.

WIRE-Net works closely with our strategic partner, [Towards Employment](#), by vetting candidates, offering relevant skill training and matching job candidates with manufacturers. WIRE-Net focuses on managing the employer relationships, and Towards Employment delivers quality direct services to job seekers.

Our partnership continues to grow and evolve with new collaborative opportunities opening in WIRE-Net's Apprenticeship Accelerator and Towards Employment's Pathways 2 Work Initiative launching in 2015.



**ERC Supervisory I Certificate Training at WIRE-Net**

# Workforce Development

## Youth Programs at Max S. Hayes High School



WIRE-Net continues our community collaboration to prepare students for 21st Century jobs in manufacturing, construction, transportation, and information technology sectors at the new Max S. Hayes Career and Technical High School. The collaboration includes the Cleveland Metropolitan School District, TEAM Academy, the Greater Cleveland Partnership, local foundations, businesses, and colleges, WIRE-Net, and the community. We are excitedly waiting for the new Max Hayes school building scheduled to open in August 2015.

WIRE-Net accomplishments from our [2014 Stakeholder Report](#) include:

- ◆ Managed a Summer Camp to introduce 54 incoming 9th grade students to Max Hayes' unique career and academic programs.
- ◆ Placed 53 students in internships and summer jobs
- ◆ Launched planning phase for an Encore Fellows program utilizing retired technicians with the support of The Cleveland Foundation
- ◆ Provided business liaison services to the Cleveland Metropolitan School District (CMSD) to connect manufacturing companies to the classroom, such as our visit to Voss Industries on Manufacturing Day in October

### Voss Industries Hosts Max Hayes Students on Manufacturing Day

To celebrate Manufacturing Day on October 3rd, eighteen Max Hayes Career Tech students and three chaperones toured the Voss Industries 250,000 square foot plant and spoke with some of the 300 employees.



## Membership

WIRE-Net's 354 members employ over 21,000 people, representing over one billion in wages, a valuable economic asset for our community. We are experiencing tremendous growth in membership, with 95 new companies joining our community in 2014. WIRE-Net's high touch, responsive problem solving has driven some of this growth. Our experienced staff focuses on face-to-face meetings to identify challenges and find solutions. The more you participate, the more you gain from your WIRE-Net membership!

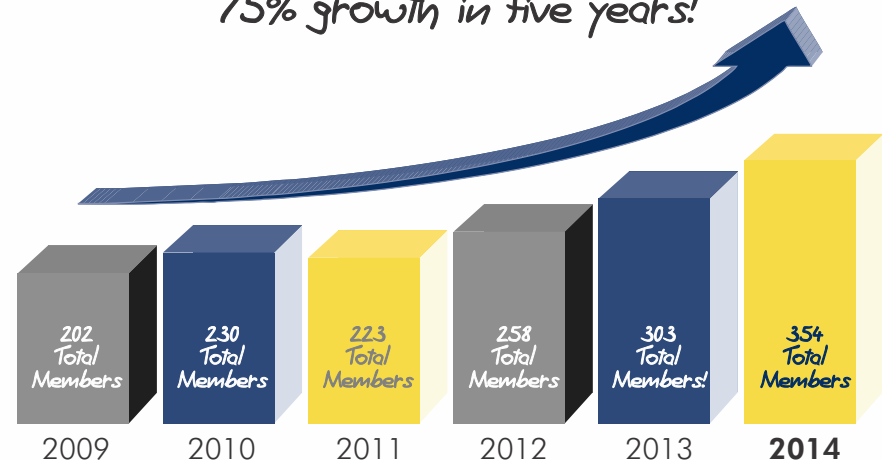


- ◆ 95 New Members for a total of 354 Members
- ◆ 89% Member Retention Rate
- ◆ 2531 individuals attended 45 Events
- ◆ Event Registration up 41% over last year (sold out Vitamix Plant Tour, Annual Meeting, and Lincoln Electric Tour)
- ◆ WIRE-Net became an Ohio Certified Workers' Compensation Sponsor and launched Spooner Inc. partnership for [BWC Workers Compensation Group](#)
- ◆ Hosted first ERC Supervisory Certificate I Training for 24 front line supervisors.
- ◆ In our effort to grow bottom lines, WIRE-Net teamed up with several member cost savings programs. Only a small percentage of our members participated, but results were outstanding! Member Total Annual Cost Savings: \$181,364



- ✓ ERC Supervisory Training: 24 people – **\$4,440** savings
- ✓ NorthEast Energy Advisors: 4 companies – **\$52,500** in annual savings
- ✓ NTMA-Grainger Supply: 39 companies – **\$71,268** in savings
- ✓ PartnerShip: 20 companies saved **\$53,156** in shipping costs

WIRE-Net Membership is **Growing!**  
75% growth in five years!





## 2014 Members

21st Century Concrete Construction, Inc  
 3-D Materials Management, LLC  
 4D Parts Direct  
 A.J. Rose Manufacturing Co - Cleveland  
 A.J. Rose Manufacturing Co.  
 A.J.D. Holding Company, Inc.  
 A-1 Grinding  
 A-Brite Plating Company  
 ACE Equipment Company  
 Acme Spirally Wound Paper Prod.  
 ACO Polymer Products, Inc.  
 Action Industries  
 Adalet  
 Adams Automatic, Inc.  
 ADP  
 Advance Manufacturing Corporation  
 Advance Paint Technology, Ltd.  
 Advanced Secondaries, Inc.  
 Advantage Consulting Services, Ltd  
 AdvizeX Technologies  
 Aetna Plastics - Fabrication Division  
 Aetna Plastics Corp.  
 Aetna Plating Company Inc.  
 Air Products and Chemicals, Inc.  
 Aisco Metallizing Corp

Alliance Industrial Solutions  
 Allied Tool & Die Inc.  
 Alpha Group Agency  
 Alpha Packaging  
 Alphaport, Inc  
 AMCLO GROUP  
 AMECO USA  
 American Iron & Metal  
 American Machine Builders  
 Amros Industries, Inc.  
 Anchor Manufacturing Group, Inc.  
 Apex Paper Box Co  
 Applied Industrial Technologies-Industrial Parkway  
 ArcAlloy Custom Metal Fab & Welding  
 ArcelorMittal  
 Joe Archacki  
 Architectural Products Development, Inc.  
 Arkinetics, Inc  
 Arrowhead Industries Corp.  
 Art Galvanizing Works  
 ASK Chemicals LP  
 AT&F  
 Auto Bolt Co.  
 Randy Ayers  
 B.R.O.T. Inc-Precision Metal Fabricating

B2B CFO  
 BAC Distributing  
 Barth Industries  
 Bassett Sprinkler Protection Inc.  
 Battle & Polly LLC  
 BCG & Company  
 BDS Inc.  
 Bellaire-Puritas Development Corp.  
 Berea Moving & Storage Company  
 Wayne Bergman  
 Beverage Machine & Fabricators, Inc.  
 Blue Point Capital Partners  
 Boundary Systems  
 Braden Sutphin Ink  
 Bricker & Eckler LLP  
 BroCo Products Inc.  
 Buckeye Fasteners Company  
 Bush Integrated  
 C. A. Litzler Company  
 C.H. Robinson Worldwide, Inc  
 Cactus Jack Landscaping, Inc.  
 Catalyst Consulting Group, Inc.  
 Centric Consulting  
 Champion Personnel System, Inc.  
 Chemical Solvents, Inc.  
 Chemtrade Logistics  
 Chimney Screens, Inc.

City Plating  
 City Thermoelectrics LLC  
 Ciuni & Panichi, Inc.  
 Cleveland Hardware & Forging Co.  
 Cleveland Industrial Innovation Center  
 Cleveland Industrial Training Center  
 Cleveland Machinery Sales, Inc.  
 Cleveland Museum of Natural History  
 Cleveland Specialty Products  
 Cleveland Steel Tool Co.  
 Cleveland-Cuyahoga County Port Authority  
 Coastal Pet Products, Inc.  
 Cohen & Company  
 Compliance Technologies, Inc  
 Control Electric Company, Inc.  
 Control Line Equipment, Inc.  
 Conveyer & Caster Corp.  
 Cook-Leitch & Associates, Inc.  
 CoreElement  
 Corporate College  
 Corporate Investigative Services, Inc.  
 Corsaro & Associates Co., LPA  
 CRESCO Real Estate, Cushman & Wakefield  
 Criterion Tool & Die, Inc.  
 Crown Warehousing & Logistics, Inc.

# 2014 WIRE-Net Annual Report

Programs

Members

Investors

Leaders

Finances

Cudell Improvement, Inc.  
Custom Paper Tubes, Inc.  
CWP Technologies  
Dairymens  
Dan T. Moore Company  
Danco Metal Products Inc.  
Decker Steel & Supply, Inc.  
Detroit Shoreway Community  
Development  
Diamond Metals Distribution, Inc.  
Diane McNally Consulting, LLC  
Die-Matic Corporation  
Die-Mension Corporation  
Dollar Bank  
Drabik Manufacturing Inc.  
Du West Tool & Die, Inc  
Duffy+Duffy Cost Segregation  
Services  
DuneCraft, Inc.  
Duray Plating Company  
DVUV, LLC  
E4T  
Earnest Machine Products Company  
Elco Corporation  
Electric Cord Sets, Inc  
EM Construction - Beacon Marshall  
EMC Precision Machining  
Employee Benefits International

Enerco Group Inc.  
Energy Management Specialists, Inc.  
Equipment Merchants International  
Erievue Metal Treating Company  
ES3 Solutions, Inc  
ETNA Products, Inc.  
Eveready Products Corporation  
Evergreen Resources LLC  
Exact Tool and Die, Inc.  
Expense Reduction Consulting  
F.L. Distributors  
Fabrication Group, LLC  
John Fahsbender  
Fastar E D M  
Fastener Industries, Inc.  
Fastsigns Downtown Cleveland  
Federal Gear Corporation  
Felber PR & Marketing  
Ferrous Processing & Trading  
Company  
FiberCore LLC  
Fidelis Partners, Inc.  
Final Cut Inc.  
Finish Line Binderies  
FirstMerit Bank-Commercial &  
Business Banking  
Fisher & Phillips, LLP  
Flow Polymers, LLC

FocusCFO  
Food for Thought  
Forest City Companies, Inc  
Forge Products Corporation  
Fredon Corporation  
Fulcrum ConsultingWorks, Inc.  
G&S Fabricating, LLC  
Gasko Fabricated Products  
Gebauer Co.  
General Metal Heat Treating, Inc.  
General Pest Control Co.  
Genus Solutions, Inc.  
Global Real Estate Advisors, Inc.  
Globe Pipe Hanger Products Inc.  
Gotta Groove Records  
Granite Steel & Processing, Inc.  
Great Lakes Brewing Co.  
Great Lakes Computer  
Great Lakes Integrated  
Great Lakes Integrated Distribution  
Great Lakes Towing Company  
Greater Cleveland Construction  
Greenwald Enterprises  
Groff Industries, LLC  
Grolistic  
H.P. Technologies, Inc.  
Halvorsen Co.  
Heat Seal/Ampak

Heidtman Steel Products - Cleveland  
Henry & Wright Corp.  
Herold's Salads Inc.  
MJ Hilker  
Hinkley Lighting, Inc  
HKB Enterprises  
HKM Direct Market Communications  
Home Savings & Loan  
Hose Master  
HP Manufacturing Company, Inc.  
Hubbell Machine Tooling, Inc.  
Huntington Bank - Business Banking  
West  
Huntington National Bank - Pepper  
Pike  
ImageMart  
Impact Armor Technologies LLC  
Industrial Products Sales, LLC  
InfoGrow Corporation  
Insivia  
Integrity Staffing Services  
International Specialty Produce Inc  
J B Stamping, Inc.  
J.J. White Products Inc.  
Jamestown Container Companies  
Jarrett Logistic Systems  
Jemison Metals  
Jergens, Inc.

## Programs

## Members

## Investors

## Leaders

## Finances

JG Sterling Group  
 Johnson Matthey Process Technologies Inc  
 JRN Group, Inc.  
 Karyall-Telday Co.  
 Kent Elastomer - Mogadore  
 Kent Elastomer - Winesburg  
 Kent Elastomer Products, Inc.  
 Kerek Industries, LLC  
 Keyland Polymer, LLC  
 E.C. Kitzel & Sons, Inc.  
 Kocher + Beck USA L.P.  
 L.B. Folding Co.  
 Laird  
 Lakewood Supply Company  
 Langenau Manufacturing Co.  
 LEFCO Worthington  
 Howard Lichtig  
 Lincoln Electric Holdings Inc.  
 Lorain National Bank  
 Lowe Chemical  
 Lucas Precision  
 Lytkowski & Co. Inc  
 M3 Technologies, Inc.  
 Mainthia Technologies, Inc.  
 Malley's Chocolates  
 Maloney + Novotny LLC  
 Marketing Potential, LLC

Martindale Electric Co.  
 Martinet Recchia Inc  
 McGladrey LLP  
 Meaden & Moore  
 MelCap Partners, LLC  
 Melin Tool Company, Inc.  
 MemPro Materials Corporation  
 Menyhart Plumbing & Heating Supply  
 Metal Alloy Reclaimers, Inc. II  
 MetLife Resources  
 Miceli Dairy Products Co.  
 Midwest Box Company/Walford Industrial Park  
 Midwest Compressor Co., Inc.  
 Modern Fasteners Co.  
 Molding Dynamics  
 Monroe Tool & Manufacturing Co.  
 Meagan Moore  
 MotionSource International LLC  
 Myers Precision Grinding Company  
 NatGasCar, LLC  
 National Foods Packaging, Inc.  
 National Safety Apparel, Inc  
 National Tire & Rubber Company  
 Nestle Professional - LJ Minor  
 Neverman Insurance Agency  
 NewKor, Inc.

Newmark Grubb Knight Frank  
 North Coast Container Corp.  
 NorthEast Energy Advisors  
 Northern Chemical Blending Corp.  
 Northwest Services Inc  
 NPA Coatings Inc.  
 NSL Analytical Services Inc  
 Numerequip, Inc.  
 NuTek Industrial Systems  
 Nu-Tool Industries, Inc.  
 Oatey  
 Ohio Advanced Energy Economy  
 Ohio Beverage Systems Inc.  
 Ohio Displays, Inc.  
 Ohio Pipe Valves & Fittings  
 Old Brooklyn Community Development  
 Jay O'Neill  
 Opal Industrial Group LLC  
 OPT Solutions, Inc  
 Orlando Baking Company  
 Oswald Companies  
 Otto By Products  
 Parallel Solutions  
 Parker Rust Proof of Cleveland  
 Partners Environmental Consulting, Inc.  
 PartnerShip

Patent and Trademark Attorney  
 PDI Ground Support Systems, Inc  
 PDQ Printing & Label  
 Pease & Associates, Inc.  
 PEL LLC  
 Peoples Bank  
 Thomas Perrego  
 Phoenix Steel Service, Inc.  
 PNC Commercial Banking  
 Postle Industries, Inc  
 PPG Industries - Commercial Coatings  
 Pre-Check Company  
 Precision Production, Inc.  
 Preform Trench Drain Company  
 Pricing Empowered, LLC  
 Process Excellence Systems, Inc.  
 Profile Grinding, Inc  
 PS awards  
 Qual-Fab, Inc.  
 R.A.K. Machine, Inc.  
 R.L. Wurz Company, Inc.  
 Rea & Associates  
 Red Seal Electric Company, Inc.  
 Renaissance Business Systems, Inc.  
 River's Edge Alliance Group  
 RML Tool & Die  
 Robert P. Anastos

# 2014 WIRE-Net Annual Report

Programs

Members

Investors

Leaders

Finances

Robin Industries, Inc.  
Roth Construction Company  
Royal Chemical Company  
S.A.W., Inc.  
Sales Team Inc  
Sandler Training  
Bryan Schauer  
SecureState  
SeibertKeck Insurance Agency  
SeibertKeck Risk Strategies  
Semco Carbon  
SGS Tool Company  
Shaffer Consulting Group  
Shook Construction  
Shoreline Machine Products Inc.  
Sigma II  
Simplex-IT  
Singleton Corporation  
Smithers Quality Assessments  
Socius  
Solon Manufacturing Co.  
Soundwich Inc.  
South Shore Controls Inc  
SPEED Exterminating Company  
Spooner Incorporated  
SSECO  
Staffing Solutions Enterprises  
Strategic Partners LLC

Summers Rubber  
Superior Alloy Steel Co.  
Superior Tool  
SuperTrapp Industries  
Surface Engineering  
Swagelok Company  
SyncShow Interactive  
Synergy Grinding, Inc.  
Talan Products, Inc.  
Team Wendy, LLC  
Tempest, Inc.  
Ter-Wal Tool & Mfg., Inc.  
Tesar Industrial Contractors  
The Mifsud Group  
The Ohio Nut & Bolt Co  
The Pipe Line Development Company  
The Profitability Catalyst  
The Riverside Company  
Timco Rubber Products, Inc.  
Tipton Design & Engineering  
TJP Inc.  
TMG Performance Products  
TPC Wire & Cable Corp.  
Trec Industries  
Treysta Partners Inc.  
Tribco, Inc.  
TriState Capital

Triton Products  
Trust Manufacturing  
Turbo Machine & Tool, Inc.  
U.S. Cotton, LLC  
UBS Financial Services  
UniControl Inc.  
Unique Paving Material Corp.  
United Garage Door Co.  
Universal Grinding Corporation  
Universal Heat Treating, Inc.  
Universal Intermodal  
US Bank - Business Banking  
Walsh Manufacturing Corporation  
Warwick Products Co.  
Bruce Waterhouse  
Welke Customs Brokers USA Ltd  
Wells Fargo Insurance Services  
Westfield Bank  
Weston Hurd LLP  
Weston, Inc.  
Westown Community Development Corporation  
Wire Products Company  
Wood Dimensions  
Woodhill Plating  
WRIS  
WSM Technology, Inc  
Zaclon, LLC

Zinner & Co., LLP  
Zito Insurance Agency Inc.

**Individual Leaders in Giving  
(\$5,000+)**

Mike and Wendy Summers

Anonymous

**(\$1,000-\$4,999)**

Renee Avampato

John Colm

Gary Davis

Julie King

Jim and Susan Latham

T.J. McGowan

Chuck and Patricia Mintz

Jack Schron Family Foundation

Thomas Schumann

Bruce Waterhouse

**Individual Donors  
(\$25-\$999)**

Jacki Adams

Cindy Artino

Robert and Brenda Carpenter

John Collins

Mark and Rita Dawson

Linda Ferguson

Jessica Hartman

Michael Hoag

Hal and Barb Leitch

Dave and Ann McCarthy

Jeff Ramsey

Tim Rosengarten

Mari-Elen Sammon

Anne Schaum

Shelly Simpson

Sharon Steinbrenner

Jeff Susbauer

Ed Weston

**Corporate Donors**

AMCLO GROUP

ArcelorMittal

ASK Chemicals LP

Brennan's Catering & Banquet  
Center

Bush Integrated

Cleveland Steel Tool Co.

Cook-Leitch & Associates, Inc.

Elco Corporation

Enerco Group Inc.

Fredon Corporation

Greater Cleveland Construction

Lowe Chemical

Martindale Electric Co.

Midwest Compressor Co., Inc.

Myers Precision Grinding Company

Numerequip, Inc.

Partners Environmental Consulting,  
Inc.

Phoenix Steel Service, Inc.

Pre-Check Company

Robin Industries, Inc.

Superior Tool

Talan Products, Inc.

Tap Packaging Solutions

The George Whalley Company

Wood Dimensions

**Program Support**

The Abington Foundation

Alliance for Sustainable Energy

ArcelorMittal

Brendan Dugan

Charles & Helen Brown Memorial  
Foundation

Eva L. & Joseph M. Bruening  
Foundation

Charter One Foundation - RBS  
Citizens

City of Cleveland - Department of  
Economic Development

Cleveland City Council (CDBG)

Anthony Brancatelli

Michael Polensek

Terrell Pruitt

Jay Westbrook

Matt Zone

The Cleveland Foundation

Cleveland Metropolitan School  
District

Cleveland State University

Eaton Charitable Fund

Energy Foundation

EnerNoc

Fred A. Lennon Charitable Trust

GCP - Economic Growth Foundation

The George Gund Foundation

Goldman Sachs 10,000 Small  
Businesses

Kent H Smith Charitable Trust

Lawrence Berkeley National  
Laboratory

Lincoln Electric Foundation

MAGNET

Massachusetts Clean Energy Center

Navigant

O'Neill Brothers Foundation

Swagelok Foundation

The Thomas H. White Foundation

Towards Employment

U.S. Department of Commerce -  
EDA

U.S. Department of Energy

# 2014 WIRE-Net Annual Report

Programs

Members

Investors

Leaders

Finances

## Membership Program Partners

Alliance Solutions Group

ERC

Grainger Supply

Integrity Staffing Solutions

NorthEast Energy Advisors

PartnerShip

Spooner Incorporated

Spooner Safety Services

## Event Sponsors

### PRESENTING SPONSORS

Nuts & Bolts Bash

Spooner Incorporated

Plant Tour Series

BCG & Company

Race to the MAX!

Bryant & Stratton College

Seminar Series

US Bank

### PLATINUM SPONSORS

(\$2,000-\$2,500)

Annual Meeting

ArcelorMittal

Cuyahoga Community College

MAGNET

PNC Commercial Banking

### GOLD SPONSORS (\$1,000)

Annual Meeting

AT&F

Northeast Ohio Regional Sewer District

Talan Products, Inc.

Golf Outing

BCG & Company

Champion Personnel System, Inc.

Jamestown Container Companies

Maloney + Novotny LLC

Robin Industries, Inc.

Spooner Incorporated

Weston Hurd LLP

Wire Products Company

Great Lakes Networking

AT&F

Nuts & Bolts Bash

AT&F

Dollar Bank

Maloney + Novotny LLC

McGladrey LLP

Northeast Ohio Regional Sewer District

Rea & Associates

Robin Industries, Inc.

Talan Products, Inc.

Race to the MAX!

Air Products and Chemicals, Inc.

ArcelorMittal

Higley-Bowen Construction

Partners, LLC

### SILVER SPONSORS (\$500-\$750)

Annual Meeting

Felber PR & Marketing

Midwest Box Company

River's Edge Alliance Group

Weston Hurd LLP

Golf Outing

American Iron & Metal

Cook-Leitch & Associates, Inc.

Great Lakes Computer

NorthEast Energy Advisors

PartnerShip

Member Appreciation Picnic

Aetna Plastics Corp.

Nuts & Bolts Bash

Fredon Corporation

Huntington Bank - Business

Banking West

E.C. Kitzel & Sons, Inc.

Medical Mutual of Ohio

Midwest Box Company

NorthEast Energy Advisors

Pease & Associates, Inc.

River's Edge Alliance Group

Wire Products Company

Race to the MAX!

B & R Machine Co/Air Tool Div

College Now Greater Cleveland

Greater Cleveland Construction

E.C. Kitzel & Sons, Inc.

Lutheran Hospital

Martindale Electric Co.

Westown Tire-Auto Repair

### BRONZE SPONSORS (\$100-\$250)

Golf Outing

Arkinetics, Inc

Boundary Systems

Cleveland Steel Tool Co.

Corporate College

General Metal Heat Treating, Inc.

Global Real Estate Advisors, Inc.

Goldstein Group Communications

Hitachi Business Finance

Home Savings & Loan

Profile Grinding, Inc

Zinner & Co., LLP

Member Appreciation Picnic

Boundary Systems

Ciuni & Panichi, Inc.

Fastsigns Downtown Cleveland

Peoples Bank

SyncShow

Race to the MAX!

Adventures in Automation

Councilman Joe Cimperman

Cleveland Industrial Training Center

John Colm

Dave's Mercado

Detroit Shoreway Community Development

The Estremera-Peterson Family

Grace Gallucci

Hispanic Alliance, Inc.

The Hoag Family

Integrity Staffing Services

## Programs

## Members

## Investors

## Leaders

## Finances

Race to the MAX! (continued)  
 Shana Marbury  
 Midwest Box Company  
 Neighborhood Family Practice  
 NPA Coatings Inc.  
 Stockyard, Clark-Fulton & Brooklyn  
 Centre Community Development  
 Councilman Matthew Zone

### In-Kind Donations

AdvizeX Technologies  
 Aetna Plastics Corp.  
 African Safari Wildlife Park  
 Renee Anderson  
 ArcelorMittal  
 BCG & Company  
 Beachland Ballroom & Tavern  
 Beck Center for the Arts  
 Bush Integrated  
 Catalyst Consulting Group, Inc.  
 Cleveland Browns  
 Cleveland Metroparks Zoo  
 Cleveland Orchestra  
 Cleveland Public Theatre  
 Cleveland Steel Tool Co.  
 Cleveland Whiskey LLC  
 Rick Dawson  
 Federal Reserve Bank of Cleveland  
 Felber PR & Marketing

Food for Thought  
 Fowler's Mill Golf Course  
 Ghostly Manor Thrill Center  
 Great Lakes Computer  
 Greater Cleveland Aquarium  
 Greater Cleveland Construction  
 Gweynn Hampel  
 Hillson Nut Co.  
 Mike Hoag  
 Huntington National Bank - Pepper  
 Pike  
 InfoGrow Corporation  
 Jamestown Container Companies  
 JRN Group, Inc.  
 Julie King  
 Lane Steel  
 Laurello Vineyards & Winery  
 Laurice Skin Care & Cosmetics  
 Lincoln Electric Holdings Inc.  
 Minotti's Wine & Spirits  
 Music Box Supper Club  
 Nautica Queen  
 Nicola, Gudbranson & Cooper, LLC  
 Old Firehouse Winery  
 Orlando Baking Company  
 Pat Catan's - Parma  
 Pat Catan's Craft Centers  
 PNC Commercial Banking

Quail Hollow Resort  
 Ray's Indoor Mountain Bike Park  
 Robin Industries, Inc.  
 Rock and Roll Hall of Fame and  
 Museum  
 Mari-Elen Sammon  
 SecureState  
 Spooner Incorporated  
 Stan Hywet Hall & Gardens  
 Stocker Arts Center  
 Team Wendy, LLC  
 The Cuyahoga Group  
 Erica Torres-Dudziak  
 Trolley Tours of Cleveland, Inc.  
 Universal Grinding Corporation  
 Jim Van Keuren  
 Western Reserve Historical Society

# 2014 WIRE-Net Annual Report

Programs

Members

Investors

Leaders

Finances

## Presenting



## Other

- Adventures in Automation
- Arkinetics, Inc
- B & R Machine Co/Air Tool Div
- Councilman Joe Cimperman
- Ciuni & Panichi, Inc.
- Cleveland Industrial Training Center
- Cleveland Steel Tool Co.
- College Now Greater Cleveland
- John Colm
- Corporate College
- Dave's Mercado
- Detroit Shoreway Community Development
- The Estremera-Peterson Family
- Fastsigns Downtown Cleveland
- Grace Gallucci
- General Metal Heat Treating, Inc.
- Global Real Estate Advisors, Inc.
- Goldstein Group Communications
- Greater Cleveland Construction
- Hispanic Alliance, Inc.
- Hitachi Business Finance
- The Hoag Family
- Home Savings & Loan
- Integrity Staffing Services
- Lutheran Hospital
- Shana Marbury
- Martindale Electric Co.
- Neighborhood Family Practice
- NPA Coatings Inc.
- Peoples Bank
- Profile Grinding, Inc
- Stockyard, Clark-Fulton & Brooklyn Centre  
Community Development
- SyncShow
- Westown Tire-Auto Repair
- Zinner & Co., LLP
- Councilman Matthew Zone

## Platinum



## Gold



## Silver





## Board of Directors

### Chair

\*Tim Rosengarten, Vice President of Continuous Improvement & Quality Swagelok Company

### Vice Chair

\*Gretchen Farrell, Sr. Vice President, Human Resources & Compliance Lincoln Electric Holdings Inc.

### Secretary-Treasurer

\*Dave McCarthy, Principal Rea & Associates

Pete Accorti, President Talan Products, Inc.

Renee Avampato, President JRN Group, Inc.

\*Robert Carpenter, Sr. Vice President PNC Commercial Banking

\*Gary Davis, President and Owner Aetna Plastics Corp.

\*Mark Dawson, President Cleveland Steel Tool Co.

Larry Fulton, President LEFCO Worthington

Susan Hecht Remer, Chairman Midwest Box Company/Walford Industrial Park

Mary Beth Holdford, Manager of Corporate Social Responsibility

ArcelorMittal

Jay O'Neill, Sales Rep Lane Steel

George Pofok, Sr. Vice President CRESCO Real Estate, Cushman & Wakefield

Jack Schron, Jr., President & CEO Jergens, Inc.

Thomas Schumann, General Manager E.C. Kitzel & Sons, Inc.

Shelly Simpson, Director of HR Dan T. Moore Company

\*Bruce Waterhouse, Attorney Nicola, Gudbranson & Cooper, LLC

Leslie Yerkes, President Catalyst Consulting Group, Inc.

## Employment & Training Committee

Shelly Simpson, Dan T. Moore Company (Chair)

Troy Dunlap, Swagelok Company

Judith Crocker, MAGNET

Annette Dockus, Superior Tool

Bonnetta DuBreuil, Adalet

Laura Knaak, Integrity Staffing Services

Thomas Schumann, E.C. Kitzel & Sons, Inc.

## Event Committee

Bridgette Berthelot, AT&F

Suzanne Caraballo, Robin Industries, Inc.

Peter Constantino, Cohen & Company

Joe Janos, Great Lakes Computer

Emily Koz, Bush Integrated

Katie Saliba, Sales Team Inc

## Finance Committee

Dave McCarthy, Rea & Associates (Chair)

Jessica Hartman, McGladrey LLP

Dave Jablonowski, RBS Citizens

Brian Spitz, AT&F

## Friends of Max Hayes High School

Joe Archacki, MainStreet Growth LLC

Lee Browning, Cleveland Teachers Union

Judith Crocker, MAGNET

Grace Galluci, NE Ohio Areawide Coordinating Agency

Kenneth Hale, Cuyahoga Community College

Eric Hauge, ArcelorMittal

Johnathon Holifield, NorTech

Chris Kiec, Adventures in Automation

Shana Marbury, Greater Cleveland Partnership

Mark Mazzone, Greater Cleveland Construction

Dave Mikita, TEAM Academy

Sarah Rathke, Squire Sanders

Jack Schron, Jr, Jergens, Inc.

Thomas Schumann, E.C. Kitzel & Sons, Inc.

Phillip Schwenk, Max S. Hayes Career and Technical High School

Joseph Starck, Jr., Great Lakes Towing Company

Karen Thompson, Cleveland Metropolitan School District

John Volpe, Volpe Millwork

Leslie Yerkes, Catalyst Consulting Group, Inc.

## Governance Committee

Bruce Waterhouse, Nicola, Gudbranson & Cooper, LLC (Chair)

Pete Accorti, Talan Products, Inc.

Benjamin Cooper, Nicola, Gudbranson & Cooper, LLC

## Manufacturing Program Committee

Pete Accorti, Talan Products, Inc.

Tony Amador, Eaton

Linas Biliunas, Martindale Electric Co.

Dan Collins, Wire Products Company

# 2014 WIRE-Net Annual Report

Programs

Members

Investors

**Leaders**

Finances

Mark Dawson, Cleveland Steel Tool Co.

Annette Dockus, Superior Tool

Larry Fulton, LEFCO Worthington

Ryan Harrington, Sales Team Inc

John Howard, The Profitability Catalyst

## Membership Committee

Gary Davis, Aetna Plastics Corp. (Chair)

Suzanne Caraballo, Robin Industries, Inc. (Vice Chair)

Matt Danis, Shook Construction

Tim Davis, Danco Metal Products Inc.

Robert Felber, Felber PR & Marketing

Josh Fragoso, Oswald Companies

Cheryl-Ann Madsen, Huntington National Bank - Pepper Pike

Brett Neate, Zinner & Co., LLP

Kiley Smith, Home Savings & Loan

Nick Stipanovich, Turbo Machine & Tool, Inc.

Jason Tuma, BCG & Company

## Personnel Committee

Mark Dawson, Cleveland Steel Tool Co.

Ken Erb, U.S. Cotton, LLC

Gretchen Farrell, Lincoln Electric Holdings Inc.

Tim Rosengarten, Swagelok Company

Thomas Schumann, E.C. Kitzel & Sons, Inc.

Leslie Yerkes, Catalyst Consulting Group, Inc.

## Resource Development Committee

Robert Carpenter, PNC Commercial Banking (Chair)

Mark Dawson, Cleveland Steel Tool Co.

Mark Mazzone, Greater Cleveland Construction

Chuck Mintz, Mintz Photography

Jay O'Neill, Lane Steel

Thomas Schumann, E.C. Kitzel & Sons, Inc.

## WIRE-Net Staff

John Colm  
President and Executive Director

Jacki Adams

Renee Anderson

Matt Bramson

Millie Caraballo

Callie Cripps

Rick Dawson

Jose Estremera

Linda Ferguson

Patrick Fullenkamp

Michael Hoag

Dee Holody

Cheryl Jackson

Julie King

T.J. McGowan

Kristen Pekarek

Mari-Elen Sammon

Anne Schaum

Sharon Steinbrenner

Jessica Walker

Ed Weston

Kareemah Williams

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS	2014	2013
<b>Current Assets</b>		
Cash and Cash Equivalents	\$ 430,323	\$ 277,477
Grants Receivable	392,614	448,259
Accounts Receivable	88,012	62,063
Prepaid Expenses	3,291	2,910
<b>Total Current Assets</b>	<b>914,240</b>	<b>790,709</b>
<b>Property and Equipment</b>		
Office Furniture and Equipment	80,237	73,037
Less: Accumulated Depreciation	(65,342)	(60,101)
	14,895	12,936
<b>Other Assets</b>		
Deposits	6,809	6,809
<b>TOTAL ASSETS</b>	<b>\$ 935,944</b>	<b>\$ 810,454</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current Liabilities</b>		
Line Of Credit	\$ -	\$ 97,538
Accounts Payable	57,279	77,501
Accrued Expenses	72,111	49,683
<b>Total Current Liabilities</b>	<b>129,390</b>	<b>224,722</b>
<b>Net Assets</b>		
Unrestricted:		
Undesignated	184,771	125,941
Board Designated	141,000	141,000
Total Unrestricted	325,771	266,941
Temporarily Restricted	480,783	318,791
<b>Total Net Assets</b>	<b>806,554</b>	<b>585,732</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 935,944</b>	<b>\$ 810,454</b>

### CONSOLIDATED STATEMENT OF ACTIVITIES

	WIRE-Net			2013		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
<b>REVENUE AND OTHER SUPPORT</b>						
Net Grants Released from Donor Restrictions	\$ 1,253,842	\$ 161,992	\$ 1,415,834	\$ 1,518,795	\$ 73,826	\$ 1,592,621
Consulting Fees	426,277		426,277	174,631		174,631
Membership Dues and Contributions	321,655		321,655	391,144		391,144
Interest Income	25		25	138		138
Program Events and Workshops	158,453		158,453	232,693		232,693
<b>TOTAL REVENUE AND OTHER SUPPORT</b>	<b>2,160,252</b>	<b>161,992</b>	<b>2,322,244</b>	<b>2,317,401</b>	<b>73,826</b>	<b>2,391,227</b>
<b>EXPENSES</b>						
Program Services:						
Manufacturing Assistance	371,088		371,088	347,472		347,472
GLWN	594,900		594,900	774,122		774,122
Adult Workforce Development	140,607		140,607	140,079		140,079
Youth Workforce Development	296,398		296,398	307,517		307,517
Membership	254,854		254,854	247,510		247,510
Redvelopment	58,449		58,449	84,331		84,331
SAFE-16	60,558		60,558	60,726		60,726
Supporting Services:						
Management and General Expenses	273,602		273,602	315,165		315,165
Fundraising Expenses	50,966		50,966	68,591		68,591
<b>TOTAL EXPENSES</b>	<b>2,101,422</b>	<b>-</b>	<b>2,101,422</b>	<b>2,345,513</b>	<b>-</b>	<b>2,345,513</b>
<b>CHANGE IN NET ASSETS</b>	<b>58,830</b>	<b>161,992</b>	<b>220,822</b>	<b>(28,112)</b>	<b>73,826</b>	<b>45,714</b>
<b>NET ASSETS AT BEGINNING OF YEAR</b>	<b>266,941</b>	<b>318,791</b>	<b>585,732</b>	<b>295,053</b>	<b>244,965</b>	<b>540,018</b>
<b>NET ASSETS AT END OF YEAR</b>	<b>\$ 325,771</b>	<b>\$ 480,783</b>	<b>\$ 806,554</b>	<b>\$ 266,941</b>	<b>\$ 318,791</b>	<b>\$ 585,732</b>

Report is partially unaudited

# GLWN WIRE-Net CIRI

The WIRE-Net Industrial Network

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