



CITY OF CLEVELAND

Mayor Frank G. Jackson

Department of Economic Development Report to Council 2018



The new IBM/Explorys building located at the intersection of E.105th and Cedar in Cleveland's Health-Tech Corridor.

Department of Economic Development

CLEVELAND CITYWIDE DEVELOPMENT CORPORATION

All loans over \$40,000 go through a rigorous underwriting review by the Cleveland Citywide Development Corporation (CCDC). CCDC consists of members appointed by the Mayor & City Council and includes bankers, local community members, business representatives, and appointed officials. The loans first are reviewed by the Loan Committee and then go for final review by the Board of Trustees. Below is the roster as of 12/31/17.

BOARD OF TRUSTEES	
Frank G. Jackson, Mayor City of Cleveland	Juan Hernandez, Director of Business Dev. Growth Capital
Anthony Brancatelli, Councilman Ward 12 Cleveland City Council	J. Stefan Holmes, Sr. Vice President First National Bank
Dr. Melissa Burrows, Director Cleveland-Office of Equal Opportunity	Dale R. Lenzer, VP SBA Product Specialist The Huntington National Bank
Roger A. Carney, CPA Community Housing Solutions	N. Michael Obi, C.E.O. Spectrum Global
Freddy L. Collier Jr., Director Cleveland-Planning Commission	Patricia Ramsey, VP Comm. & Econ. Dev. Fifth Third Bank
John P. Colm, Executive Director WIRE-Net	Jenny Spencer, Managing Director Detroit Shoreway CDO
Michael Cosgrove, Executive Director Neighborhood Housing Services of Greater Cleveland	Stephanie Turner, Senior VP Key Bank
David Ebersole, Interim Director Cleveland-Department of Economic Development	Natoya Walker Minor, Chief of Public Affairs City of Cleveland
Luke D. Elsass, Vice President First National Bank	Henry West, Retired Banker
Colleen Gilson, VP of CDC Advancement Cleveland Neighborhood Progress, Inc.	
LOAN REVIEW COMMITTEE	
Anthony Brancatelli, Councilman Ward 12 Cleveland City Council	Dale R. Lenzer, VP SBA Product Specialist The Huntington National Bank
Roger A. Carney, CPA Community Housing Solutions	Leonard E. Olsavsky, Vice President U. S. Bank
Peter Constantino Constantino CFO Consulting, LLC	Shawn Ondrejko, VP Business Banking Citizens Bank
David Ebersole, Interim Director Cleveland-Department of Economic Development	Dean Razez, Assistant VP First National Bank
Randy Horst, Vice President PNC Bank	Jeffrey T. Verespej, Executive Director Old Brooklyn CDC

Department of Economic Development

SUCCESS STORIES

Downtown Cleveland Lakefront Development Plan Site B – Harbor Verandas



In 2014, the City selected Cumberland TCC, LLC, a joint venture of Cumberland Development and Trammell Crow, to be the developer for Downtown Cleveland's Lakefront. The first development, Nuevo Restaurant, opened Summer 2016 in time for the RNC and has been a success.

The Harbor Verandas, to be located on Site B north of the Rock Hall, will consist of a mixed-use, three-story 50,900 square foot building with an estimated six retail spaces, a 26-space residential garage on the first floor, and 16 apartment units on the second and third floors. Total project cost is estimated at over \$12 million. This will be the first residential development on Cleveland's downtown Lakefront. Construction began in Fall 2017.

The development will incorporate special energy efficient improvements, making the building greener and higher-quality. Accordingly, as part of the project financing, the developer has secured a Property Assessed Clean Energy (PACE) Loan through Cleveland-Cuyahoga County Port Authority bond financing to finance the energy-efficient improvements. The financing is backed by a Special Assessment that the City imposed on the property.

Development planning continues for the remaining sites of the Lakefront Development Plan. Site C is proposed to consist of retail spaces to help connect the Rock Hall and Science Center. Economic Development Department also is working with Cumberland Development and Osborn Engineering to determine surface and subsurface infrastructure for Sites D, E, and F, behind First Energy Stadium, and North Coast Harbor. The City has also provided financial assistance in the form of a \$425,000 Economic Development Grant and Tax Increment Financing to assist with costs associated with sewer and other utility upgrades for the development.

Cleveland Chain Reaction

The Cleveland Chain Reaction Pilot Program will provide small business education classes and technical assistance, investment capital and media coverage to participating businesses. The "Cleveland Chain Reaction Project" is an economic development project that matched five local investors with local entrepreneurs with the goal to open five new businesses in the City. Slavic Village, an east side neighborhood, was selected as the host neighborhood for the inaugural year of Cleveland Chain Reaction.

The program is being produced to create jobs, investment and wealth in Cleveland's neighborhoods, while providing education and information for entrepreneurs and aspiring business owners in our community. The City provided \$18,000 grant funding for this program which will continue to support our local economy and entrepreneurial ecosystem impacting our neighborhoods, small businesses, and residents.

CLEVELAND
CHAIN
REACTION

Department of Economic Development

SUCCESS STORIES:

NRP Investments

NRP Investments is a fast-growing real estate company that delivers market-rate projects across dozens of states. They received a relocation grant to assist with the move of their headquarters Downtown and have entered into an agreement with the City for a Job Creation Incentive Grant. The financial assistance from the City helped offset costs associated with the move into about 40,000 square feet of space in the historic Halle Building.

NRP Investments will create approximately 150 full-time equivalent jobs at their new headquarters at the Halle Building, 1228 Euclid Avenue.



NRP has developed and constructed over 108 projects within the State of Ohio. Many of these projects were completed within the City of Cleveland. Notable projects in Cleveland include: A Place for Us, Gabriel's Green, Ohio City Elderly, and most recently, The Edison at Gordon Square. The City of Cleveland is thrilled that NRP has relocated and is expanding their operations within the City.

Tech Elevator

Tech Elevator is a coding Bootcamp that offers a 14-week immersive program teaching the foundational skills of software development. They have working partnerships with companies around Cleveland, tailoring their program to fit their needs.

Located in the historic Baker Electric Building within the Health-Tech Corridor, Tech Elevator has proven its worth to the community. Within the first few years of operations, the company has placed over 50 students into coding positions throughout the City of Cleveland. Due to the success of the Cleveland location, Tech Elevator has expanded into

Cincinnati and Columbus, with plans to develop coding schools in Detroit and Pittsburgh.



Tech Elevator received \$350,000 City assistance to help fund tenant improvements within the Baker Electric Building, moving towards making the location their long-term space. The assistance also helped retain this growing company within the City of Cleveland.

Department of Economic Development

SUCCESS STORIES :



Cleveland Athletic Club

The Cleveland Athletic Club has been a “missing tooth” for over a decade on the redevelopment of Euclid Avenue. The historic building, which was once an anchor of a vibrant Downtown, will be preserved and redeveloped into a mixed-use structure. Construction on the building got underway in 2017.

The redevelopment project will include 165 units of high-end housing. The project will also include approximately 6,800 square feet of office space and 3,990 square feet of first-floor retail. The City of Cleveland is providing the developers a TIF to address the funding gap. The TIF is the final piece that enabled the project to move forward. This property is integral to completing the redevelopment of Euclid Avenue, stitching Downtown and Playhouse Square together. The project will retain 20 jobs and generate 6-10. The redevelopment of this building will eliminate one of the last major development gaps along Euclid.

Economic Gardening

Economic Gardening is an economic development tool, created by Chris Gibbons, that works with local companies to create new jobs. To help other communities implement his approach, he founded the National Center for Economic Gardening (NCEG) in 2011 at the Edward Lowe Foundation. Since 2011, NCEG has helped establish Economic Gardening programs in more than 25 states. The program specifically targets second-stage companies in a growth stage, who have between \$1-50 million annual revenue and 10-100 full-time equivalent employees. With proof of market and proof of management already in place, these second-stage businesses face different challenges than start-ups, seeking strategies for growth instead of survival.

The Department of Economic Development supported a \$40,000 pilot program in partnership with MidTown Cleveland to develop an Economic Gardening program to provide up to \$4,290 in funding to 9 participating companies, who would be connected to the National Center for Economic Gardening to identify and address strategic issues vital for their growth.

Second-stage companies make an outsized contribution to our economy as strong forces behind job creation and revenue generation. Although second-stage companies make up about 10% of all businesses, they account for 30-45% of job creation. Furthermore, 80-90% of jobs in a community are created by local companies. With the contributions these companies make to our economy, it's a priority that we add these types of middle stage growth companies to the portfolio of companies the City works with and find innovative tools to support their growth.



KOALSKI HEAT TREATING CO.
A Family Business from the Past and for the Future



Department of Economic Development

GROCERY PROJECTS



Dave's Supermarket

In partnership with Hemingway Development, Dave's Supermarkets will be constructing a brand new grocery store located at the corner of E.61st and Chester Avenue. This 60,000 square foot new construction supermarket will be part of Hemingway Development's Link59 campus. The one-story building will

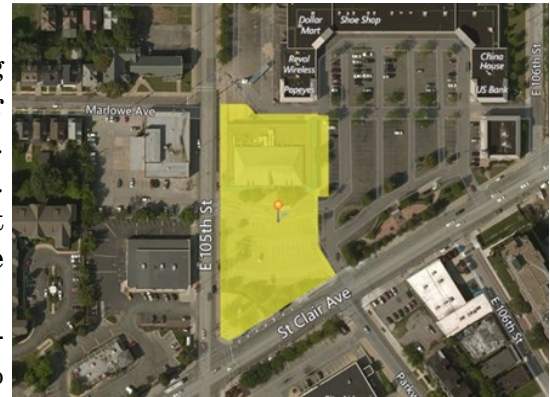
include approximately 50,000 square feet for the grocery store and approximately 10,000 square feet of mezzanine space for a pharmacy, bank, and neighborhood gathering space.

The East Side Market

The East Side Market is a City-owned building located on the corner of E.105th Street and St. Clair Avenue. It operated as a public market until 2007. Northeast Ohio Neighborhood Health Services, Inc. ("NEON"), responded to an RFP to lease the East Side Market from the City and plans to sublease space out to food-related businesses.

The 19,620 square foot building will become a full-service grocery store, occupying a minimum of 60% of the building. NEON will also open a health and wellness center. In addition, the building will include a number of other amenities as well, including a café-style eatery, demonstration kitchen, event space, specialty kiosks, refrigerated storage/distribution space for lease to neighborhood entities, Farmer's Market vendor spaces and free Wi-Fi.

Total project costs for redevelopment are estimated at \$4.3M. The Department of Economic Development helped provide a Tax Abatement for the new grocery location. The project expects to create approximately 25 full time jobs with an estimated payroll of \$520,000.



Simon's Grocery Store

In January 2017, Giant Eagle announced the closing of two of its Cleveland stores, including the grocery at 11501 Buckeye Avenue. Basharat Hussain, owner of the Simon's Supermarket chain, specializes in taking over struggling inner-city groceries and returning them to profitability. Mr. Hussain plans to re-open the 56,000 square foot full-service grocery.

The total development cost for the project is approximately \$2.2 million. In order to fund a gap, the City provided multiple incentives to 11501 Buckeye Foods Inc. The project estimates the retention of 40 full time equivalent jobs in the City of Cleveland, with an annual payroll of \$640,000.

Department of Economic Development

VACANT PROPERTY INITIATIVE

Year	Borrower	City Assistance	Total Project Cost	Jobs to be Created	Jobs Retained
2008	9 Loans	\$10,122,500	\$58,730,673	2,279	75
2009	16 Loans	\$9,970,000	\$112,946,629	306	173
2010	4 Loans	\$340,000	\$2,565,000	18	1,224
2011	12 Loans	\$3,795,000	\$103,993,970	672	268
2012	7 Loans	\$1,023,275	\$20,278,656	218	95
2013	20 Loans	\$2,780,000	\$131,699,610	465	136
2014	7 Loans	\$845,000	\$256,368,276	439	48
2015	16 Loans	\$3,055,000	\$24,642,933	347	141
2016	Victory Midtown LLC	\$180,000	\$750,000	125	430
2016	2400 Lofts LLC	\$180,000	\$761,606	33	0
2016	Lasalle	\$180,000	\$1,993,686	25	0
2016	Barrio	\$180,000	\$418,000	25	0
2016	W25D, LLC	\$360,000	\$60,275,000	100	0
2016	Medwish	\$70,000	\$750,000	5	11
2016	HEC Properties	\$180,000	\$3,865,140	25	125
2016	Variety Theatre	\$460,000	\$13,555,000	46	0
2016	Coast to Coast Equipment	\$180,000	\$731,250	25	0
2016	Worthington Yards	\$70,000	\$38,828,000	25	0
2017	Pioneer Cladding & Glazing	\$180,000	\$900,000	25	0
2017	Olympic Forest Products	\$180,000	\$1,935,000	0	20
2017	Clinical Management Consultants	\$50,000	\$500,000	5	14
2017	Burton Bell Carr Community Radio Station	\$75,000	\$465,000	5	0
2017	Dave's Supermarket	\$180,000	\$18,476,687	150	0
2017	Simon's Supermarket	\$180,000	\$2,215,300	40	0
2017	Tenk Center	\$70,000	\$1,650,000	7	5
2017	Custom Fabricators	\$61,000	\$439,500	20	0
2017	Eastside Market	\$180,000	\$3,330,101	25	0
		\$35,126,775	\$863,065,017	5,455	2765

Department of Economic Development

VACANT PROPERTY INITIATIVE



Custom Fabricators

Since 1956 Custom Fabricators (CFI) has been a leading provider of laboratory furniture and equipment, casework & millwork and much more for university, research, healthcare, educational, commercial and industrial facilities throughout Ohio and beyond. CFI has had the privilege to provide their products and services to Cleveland Heart Lab, Cleveland Clinic Foundation, John Hay High School, Cleveland State University, Louis Stokes VA Medical Center and Cleveland Browns Stadium. The principles of Custom Fabricators are Gary Feldman, President and Thomas Gergye, Executive Vice President.

Total project cost to acquire and renovate the 10,300 square foot building located at 1621 East 41st Street was approximately \$515,000. The City of Cleveland provided a \$61,000 Vacant Property Initiative loan to assist with the acquisition of the property so the company could consolidate their operations. Custom Fabricators will create a minimum of 10 full-time equivalent jobs at the site.

Olympic Forest Products

Olympic Forest Products Company has been in business for over 35 years and has grown to be an industry leader in providing new and recycled pallets and pallet management services to companies both regionally and nationally.

As part of ODOT's Innerbelt project, Olympic Forest Products' current Cleveland headquarters was taken by eminent domain. To help retain and support the company, the City's Economic Development Department provided an \$180,000 VPI Forgivable Loan to assist in the renovation of the former Saint Vladimir Ukrainian Orthodox Church, originally built in 1924 and located at 2280 West 11th Street into office space for the Company's new corporate headquarters. The company will retain 20 full-time equivalent jobs.



The church building has long stood underutilized and experienced years of deferred maintenance which necessitates extensive renovation work with a total project cost of approximately \$2,300,000. In addition, the State of Ohio recently awarded the project historic tax credits further ensuring the survival and the preservation of the historic nature of this historic Tremont landmark.

Department of Economic Development

VACANT PROPERTY INITIATIVE



Tenk Center

Tenk Center LLC obtained a forgivable loan in the amount of \$70,000 through the Vacant Property Initiative Program to offset costs associated with the renovation and redevelopment of the 44,000 square foot predominantly vacant, three story, industrial/warehouse building at 2111 Center Street on the West Bank of the Flats. The property was the former home to the Tenk Machine Tool Company.

In 2014, medical doctor and serial entrepreneur, Rafid Fadul, purchased the vacant building to redevelop as a commercial office building. Since that time, Mr. Fadul has continuously worked towards revitalizing portions of the building while adding jobs and his personal investment.

Tenk Center has already converted a portion of the lower level of the building to include the expansion of Marigold Catering who outgrew their previous facility at 3901 Lakeside Avenue. Planned renovation work includes converting vacant portions of the building for office and first floor retail use along Center Street. The second floor has 3,000 square feet of co-working space that houses several start-up technology businesses as well as Six Shooter Coffee. Total project costs are estimated at \$1,650,000. The project was also the recipient of a Jobs Ohio Revitalization Grant of \$250,000 and Revitalization Loan of \$1,000,000. The Tenk Center project will create at least 7 new jobs for the City of Cleveland and retain 5 jobs.

Burten Bell Carr Community Radio Station

Burten Bell Carr Development, Inc. (BBC) is a nonprofit neighborhood



BBC COMMUNITY RADIO
WOVU | 95.9 FM

development organization serving the Central and Kinsman neighborhoods of Cleveland's Ward 5. In 2017, BBC received a Vacant Properties Initiative (VPI) loan in the amount of \$75,000 for the purpose of renovating a vacant 2,000 square-foot space at 7201 Kinsman Road into a Community Radio Station. The Radio Station will serve as a nonprofit social enterprise in the community, and it will strengthen BBC's ability to connect residents to valuable information and community development activities. Total project costs are estimated at \$355,000, and other funding sources include the Cleveland Foundation, Cleveland Neighborhood Progress, and the Ohio Finance Fund. The VPI loan is entirely forgivable subject to the Radio Station's completion of the loan requirements to create five full-time equivalent jobs within five years.

Department of Economic Development

MINORITY BUSINESS DEVELOPMENT INITIATIVE

The City of Cleveland has partnered with the National Development Council, the Urban League of Greater Cleveland, the National Urban League's Urban Empowerment Fund, Cuyahoga County, Morgan Stanley and other private local lenders and foundations to help African American and other minority businesses gain access to capital and technical assistance.

The Community Impact Loan Fund (CILF) is a \$2 million fund created by this partnership with a simple long term goal, to sustain existing and create additional viable minority small businesses that create jobs for community residents and build community wealth.

To secure this fund, which was capitalized by Morgan Stanley, the City of Cleveland provided a \$50,000 UDAG Grant to fund the loan loss debt reserve. The fund will provide minority businesses with low interest loans from \$10,000 to \$150,000 with patient and flexible terms and conditions. Uses of funds include machinery and equipment acquisition, working capital, and restructuring of debt to better match assets and liabilities. Borrowers will be required to participate in pre and post loan counseling with the goal of providing companies access to expert support and coaching throughout their growth process.

Since its inception in July 2016, the fund has helped 10 minority businesses obtain capital totaling approximately \$758,075 which helped to create and retain at least 94 jobs.



Year	Company Name	CILF Loan Amount	Jobs Created	Jobs Retained
2016	Learning to Grow, Inc.	\$150,000	5	40
2016	Styles of Imagination	\$3,000	0	2
2016	JLT Services, LLC	\$127,500	1	30
2016	Tortilleria La Bamba, LLC	\$5,000	0	2
2016	Unlimited Adds, LLC	\$5,000	0	1
2017	Bloom & Clover Wax Studio	\$23,575	4	2
2017	Urban Kutz, LLC	\$105,000	4	7
2017	SIS Home Care, LLC	\$84,000	8	2
2017	JWT&A LLC	\$150,000	9	6
2017	Foundation Transportation	\$105,000	8	2
	Total	\$758,075	39	94

Department of Economic Development

2017 EDA LOAN PROGRAM

Obtaining the capital needed to start or grow a business can often be an impediment to entrepreneurs looking to achieve business ownership. The U.S. Economic Development Administration (EDA) has worked to bridge this capital gap through its Revolving Loan Fund (RLF) program, which provides lending to small businesses that are unable to borrow from commercial banks. Today, the City of Cleveland Department of Economic Development operates 1 of 520 EDA-funded RLFs operating nationwide. Through this program we are able to assist local businesses in a number of ways including real-estate acquisition, renovation and working capital for inventory. Since program inception, over \$13,000,000 has been loaned to businesses in the City of Cleveland and as loans are paid back, the funds are reused to provide new loans to businesses.



Platform Beer Company

Platform Beer Company located at 4125 Lorain Avenue opened July 4, 2014 and brewed 90bbbls in the year of 2014. Platform Beer Company sells beer in its bar/tasting room and recently began self-distribution of its product. In 2015 the company added additional fermenters at the project site, along with a 10bbbls brew house, which allowed the company to expand production to 2,000bbbls a year. In 2016 through expansion of the production facility, Platform was able to increase production to over 10,000bbbls annually.

With the increase in production, Platform expanded into the Columbus market in December of 2015. Within the last year Platform Beer Company has continued to grow expanding into Columbus, Dayton, and Youngstown. The company plans to add territories of Athens, Toledo and Cincinnati before fall 2017. The principals of Platform Beer Company Justin Carson and Paul Benner

Total project cost to fund the acquisition of brewery equipment and purchase of inventory was approximately \$269,000. The City of Cleveland provided a \$240,000 through the Economic Development Administration (“EDA”) Title IX Program. As part of the loan, Platform Beer Company will retain 34 full-time equivalent jobs and create 7 new full-time equivalent jobs.

Department of Economic Development

SMALL BUSINESS INITIATIVES : Partner Funding 2017

Economic and Community Development Institute (ECDI)



In 2012, ECDI was recruited to Cleveland after a study of credit availability found that there is an estimated \$38 million of unmet loan demand annually in Cuyahoga County. The Economic and Community Development Institute, a U.S. Treasury designated CDFI micro lender, is a non-profit organization providing micro lending and technical assistance. The City provided \$200,000 seed money to ECDI to structure microloans to small businesses in Cleveland that would not be eligible for traditional bank funding. A portion of the funding (\$50,000) is specifically geared toward immigrant and refugee businesses. ECDI's lending efforts in 2017 have resulted in the following:

- 83 loans to small businesses, 46 in the City of Cleveland
- \$1,531,217 of total lending, \$906,295 in total funds to Cleveland-based businesses
- 35 loans to female-owned businesses, 21 in the City of Cleveland
- 50 loans to minority-owned businesses, 28 in the City of Cleveland
- 18 loans for immigrant / refugee businesses, 10 in the City of Cleveland
- 153.5 jobs created, 78 in the City of Cleveland
- 239.5 jobs retained, 168.5 in the City of Cleveland
- 61 entrepreneurs received technical assistance, 32 are in the City of Cleveland



Grow Cuyahoga County Fund

The Grow Cuyahoga County Fund is a partnership between the City of Cleveland, Cuyahoga County and the Grow America Fund, Inc., a subsidiary of the National Development Council. The partnership works

to provide loans to small business that need capital to grow while creating & retaining jobs. The Fund provides loans from \$100,000 to \$3.4 Million at or below market rates with longer loan terms, up to 25 years. In 2017, the Grow Cuyahoga County Fund approved 3 loans to 3 businesses for a total of \$2,393,000 with total project costs of \$3,430,000. The loans leveraged \$1,037,000 of additional capital creating 34 new full-time equivalent jobs and retaining 111 full-time equivalent jobs in the Northeast Ohio region.

Goldman Sachs 10,000 Small Businesses



Goldman Sachs 10,000 small businesses is an educational program that links learning to results for small businesses entrepreneurs. Business owners gain skills in negotiation, marketing, management, and they receive customized growth plans to take their businesses to the next level. In Cleveland, the program is administered through Cuyahoga Community College. Since it's inception 16 training cohorts have been completed with an average of 35 businesses from each cohort. Small businesses completing the program have indicated 45% creating jobs; 64% reported increase in revenue and 80% are doing business with each other. Cleveland is one of 14 cities selected for the program across the U.S.

Department of Economic Development

SMALL BUSINESS ASSISTANCE : Neighborhood Retail 2017

In 2017, the City of Cleveland recognizes 11-years since the establishment of the Neighborhood Retail Assistance Program, a program that assists existing and start-up small businesses and entrepreneurs. Cleveland is one of only a handful of cities across the country to provide financing to locally-owned, non-chain restaurants and retail in our neighborhoods. The projects add a “walkability” factor to neighborhood storefronts, providing street level goods and services, while adding to quality of life. This successful program assists entrepreneurs by providing a funding source that creates and retains local jobs.



The Neighborhood Retail Assistance Program provided \$479,500 for 13 projects that leveraged \$1,780,000 of total project investment. Vacant storefronts are being replaced with restaurants, café's, and locally-owned retail shops. The small businesses, many of which were start-ups, created 40 new jobs retained 13 jobs.

Loan Recipient	City Assistance	Total Project Cost	Jobs to be Created	Jobs Retained
Max and Alayna's Paws Play LTD.	\$ 40,000	\$ 83,000	2	0
Bigmouth Donut Company, LLC	\$ 40,000	\$ 70,000	2	0
Sonny Day Jaworski, LLC	\$ 40,000	\$ 100,000	2	0
Urban Kutz Barbershop, LLC	\$ 40,000	\$ 45,000	3	1
DJ1 Enterprises dba Beviamo Café	\$ 40,000	\$ 72,000	2	1
Half Moon Bakery LLC	\$ 35,000	\$ 70,000	3	0
Harness, LLC dba Harness Cycle	\$ 40,000	\$ 80,000	3	0
Il Rione Pizzeria, LLC	\$ 40,000	\$ 103,000	4	0
Noble Beast Brewing LLC	\$ 30,000	\$ 780,000	5	0
Ora Bell's Sells, LLC	\$ 14,500	\$ 16,500	2	0
Terrestrial Brewing	\$ 40,000	\$ 540,000	5	0
USHA BABU, LLC dba Café Sausalito	\$ 40,000	\$ 250,000	3	11
Zaytoon Kitchen, LLC	\$ 40,000	\$ 50,000	4	0
Total	\$ 479,500	\$ 2,259,500	40	13

Department of Economic Development

SMALL BUSINESS ASSISTANCE : Neighborhood Retail 2017

Urban Kutz Barbershop

Urban Kutz Barbershop, LLC, a minority-owned barbershop by Waverly Willis, opened a second location at 4491 Pearl Road in the Old Brooklyn neighborhood. Mr. Willis has been operating his first barbershop on Detroit Avenue in the Cudell neighborhood since 2008. Along with his barber services, he offers charitable services to the communities surrounding his shops, including offering free haircuts and collecting school supplies to be donated to students before the start of the new school year. Urban Kutz Barbershop was approved for a \$40,000 loan under the Neighborhood Retail Assistance Program to complete a barbershop and salon space. As part of the project three new full time jobs will be created. Total renovation costs are \$45,000. The new location is currently open and operating.



Bigmouth Donut Company



Bigmouth Donut Company, LLC is an startup donut and pastry shop in the Ohio City neighborhood. Partners Kelly Brewer and Courtney Bonning, who previously owned and operated BonBon Pastry and Café, share a dream of offering unique craft donuts. Brewer, with a background in sales and marketing would handle the business-side of things, while Bonning, a graduate of The Culinary Institute of America, would provide the treats. The business was approved for

funding through the Neighborhood Retail Assistance Program in the amount of a \$40,000 loan for eligible costs associated with creating their retail donut shop, to be located in the Hingetown area of Ohio City, at 1418 W. 29th Street. Total project costs are \$70,000. The project, to be completed by Spring 2018, will create at least two new full time positions.

Ora Bell's Southern Cuisine

Ora Bell's Sells. LLC is a minority and family-owned startup business; started in memory of his mother and her locally-renowned comfort food, Terry Robinson, along with his wife Sharon and daughter Ajhia, opened their West Side Market Stand in 2017. The family had been operating a hotdog stand in Euclid since 2014, but wanted to move up in the culinary world, and provide some more original offerings based on Terry's mother's recipes. Ora Bell's Southern Cuisine offers comfort food classics: corn bread muffins, greens, macaroni and cheese, wings in a variety of flavors, desserts such as sweet potato pie, and pound cake. The Robinsons were approved for a \$14,500 loan from the Neighborhood Retail Assistance Program to be used to purchase equipment, and other costs related to opening their new stand. The entrepreneurs will create two full time jobs. Total project costs were \$16,500.



Department of Economic Development

SMALL BUSINESS ASSISTANCE : Neighborhood Retail 2017

Half Moon Bakery



Half Moon Bakery LLC, a female, immigrant and minority-owned business, is a start-up bakery that will open in 2018 near La Villa Hispana in the Clark-Fulton neighborhood. Husband-and-wife duo Lyz and Garson Otero have been producing their gourmet empanadas, breads, pastries, sandwiches, soups, and other Hispanic foods since 2015.

Seeking to open a brick-and-mortar store, the pair applied and were approved for a \$35,000 loan under the Neighborhood Retail Assistance Program to partially finance renovation costs, acquisition of restaurant equipment, furniture & fixtures, and other eligible costs related to opening their shop at 3560 W. 25th Street. The location is ideal, providing exposure and foot-traffic from the Metro Health System's main campus. The location is near three bus routes that run along the W. 25th Street corridor. The small business will create at least two new full time jobs. Project costs totaled \$50,000. Due to unforeseen additional expenses, Half Moon Bakery was also awarded a Steelyard TIF grant in the amount of \$10,000. The new business will open Spring 2018.

Il Rione Pizzeria

Il Rione Pizzeria, LLC is a new pizzeria in the Gordon Square neighborhood. Co-founders Brian Holleran and Brian Moss renovated a 1,500 square foot storefront at 1301 W. 65th Street, a space which had long sat vacant. Il Rione Pizzeria received a \$40,000 loan under the Neighborhood Retail Assistance Program to establish a retail pizzeria. City funds assisted with renovation, acquisition of furniture, equipment, and signage. The partners say they chose the location because of its heritage as part of what was West side of Cleveland's own Little Italy. The pair left the 100-year-old rafters and exposed-brick to showcase the building's history. Even the name reflects this respect for heritage: "Rione" in Italian translates roughly to "neighborhood". Total project costs were \$103,000. The project will create at least four full time jobs.



Zaytoon Lebanese Kitchen

Zaytoon Lebanese Kitchen is a new immigrant-owned restaurant located at 1150 Huron Road, near the Playhouse Square Theatre District. The establishment is owned and operated by David Ina and his family. The Inas also own and operate Al's Deli, on E. 9th Street. The entrepreneurs received a \$40,000 loan under the Neighborhood Retail Assistance Program to convert the empty space to a modern café. Zaytoon Lebanese Kitchen offers fresh, healthy fare, including vegetarian options, such as falafel, shawarma, spiced tofu, and salads. Total project costs were \$50,000. The project will create four new full time jobs.



Department of Economic Development

SMALL BUSINESS ASSISTANCE : Neighborhood Retail 2017



Harness Cycle

In 2013, the City assisted Harness Cycle, LLC — a startup female-owned spin studio — with opening its first location in the Hingetown area of Ohio City. Owner Anne Hartnett's high-intensity, music-driven indoor studio was so popular that she left her day job to run the studio full time. In 2017, Ms. Hartnett decided to expand to a second location, this one in Downtown

Cleveland at 1965 E. 6th Street, as part of the historic renovation of the Garfield Building. The City partially funded the project with a \$40,000 loan under the Neighborhood Retail Assistance Program. The \$120,000 project included construction, renovation, & acquisition of furniture & fixtures, machinery & equipment. Harness Cycle's new location, which opened in October 2017, will create at least three new full time jobs. The project is part of the historic renovation of the Garfield Building.

Max and Alayna's Paws Play

Max and Alayna's Paws Play, a start-up, minority & female-owned business, is transforming a vacant commercial storefront located at 1277 E. 12th Street into pet boarding and grooming facility. The business will offer curb side pet pickup along with options to purchase pet retail products. The space has been vacant over 10-years. Total project costs are \$83,000. Two full-time jobs will be created as part of the project. Teresa Doaty, owner of the business, plans to open Spring 2018.



Terrestrial Brewing



Terrestrial Brewing Company LLC is a startup brewery and taproom in the Battery Park area of the Detroit-Shoreway neighborhood. Majority shareholder Ryan Bennett, along with Head Brewer Ralph Sgro began brewery operations in 2017, with a Grand Opening in April 2017. Terrestrial Brewing Company leases approximately 3,000 square feet of space in the former Eveready Battery Company building located at 7524 Father Frascati Drive, which houses both brewing operations and a taproom capable of serving 100 people

(200 when the patio is open in warmer months). The business opened with financial support from the Neighborhood Retail Assistance Program in the form of a \$40,000 loan. Total project costs for the buildout of the brewery and taproom, along with acquisition of furniture & fixtures, machinery & equipment were \$540,000. Terrestrial Brewing Company will create a minimum of five new full time jobs.

Department of Economic Development

SMALL BUSINESS ASSISTANCE : Neighborhood Retail 2017

Shark & Minnow



Shark & Minnow, a female-owned specialty marketing strategy and consulting business, outgrew their home office in Shaker Heights. The growing small business relocated as a home-based business to a commercial space in Shaker Square. During the build-out of their new space, unexpected code compliance issues were discovered. The marketing firm received \$15,000 through the Neighborhood Development Program to partially fund

predevelopment costs associated with interior renovations related to partially finance code compliance issues. The business, owned by husband & wife team of Halle & Eric Kogelschatz, is located at 13214 Shaker Square. Shark and Minnow will create four new jobs for the City .

Indoor Gardens

Indoor Gardens, LLC was formed for the purpose of educating and supplying growing equipment for the home gardener. They received \$35,000 from the Neighborhood Development Program to partially finance interior and exterior improvement expenses to the building located at 5304 Fleet Avenue in the Slavic Village Neighborhood. The owners of Indoor Gardens— Marilyn, James Paul and Mark Brentlinger, purchased an unsightly vacant building in February 2017 with plans to convert the building into a hydroponic sales showroom. Total project costs are \$140,000. Funding from the Neighborhood Development Program will partially assist with the renovation costs and for ADA compliance. The project will create four new jobs in the City.

SMALL BUSINESS ASSISTANCE : Office & Retail

Sonny Day Jaworski

Sonny Day Jaworski LLC was approved for a \$40,000 loan from the Neighborhood Retail Assistance Program and \$10,000 grant from the Steelyard Commons TIF program to assist with the completion of a development project to install a coffee shop into the lower retail space and post incubator technology space on the 2nd floor of the building at 5322 Fleet Avenue, in the Slavic Village neighborhood. To open in 2018, the space will house an already-successful Cleveland company, Six Shooter Coffee, as they continue to expand. The City assisted Saucisson butcher shop in the adjacent space within the building in 2016. City assistance will partially fund construction of a café, as well as acquisition of furniture, fixtures, machinery, and equipment. Total project costs are \$100,000. Completion of the project will allow Six Shooter Coffee and Sonny Day Jaworski to create at least two new full time jobs.



Department of Economic Development

2017 GARDENING FOR GREENBACKS

“Policy, Programs and Incentives to Improve Community, Economy and Environment with Urban Agriculture and a Local, Sustainable Food System.”

Recipient	Location	City Assistance
Cavotta's Garden Center	19603 Nottingham Road	\$5,000
Eat to Live Farms	East 82 nd St. and Higbee Ave	\$5,000
Bay Branch Farms	3612 West 114th Street	\$4,500
Indoor Gardens	5304 Fleet Avenue	\$5,000
TOTAL		\$19,500

It has been 5 years since CoBank, AgriBank and Farm Credit Mid-America approved a grant in the amount of \$135,000 to the City of Cleveland to finance the Gardening for Greenbacks Program . The grant allowed an increase in grant funding per entrepreneur from \$3,000 to \$5,000. The program has converted vacant and underutilized land into productive urban gardens that sell fresh vegetables, herbs, eggs, honey and fruits while helping to reduce food deserts within the neighborhoods of Cleveland. As part of the program requirements, data is collected on both revenue and quantity of food produced from each urban farm for a two year period. In 2017, the City approved funding to four entrepreneurs, of which three were female-owned and one minority-owned businesses.

Bay Branch Farms, LLC

Bay Branch Farm is an urban farm owned by Annabel Khouri. The female-owned business converted 16,000 square feet of land at 3612 West 114th Street into a for-profit market garden. The Gardening for Greenbacks Program funds were used for acquisition of irrigation equipment and materials to build a tool shed. The total cost of the project was \$5,000. The business owner sells primarily within the region of their farm, traveling within a ten mile radius to sell to local stores, restaurants, and at farmer's markets. The grant was integral to the conversion of an underutilized lot in the Cudell neighborhood, assisting with the mission to build a healthy sustainable food system in Cleveland.



Department of Economic Development

2017 GARDENING FOR GREENBACKS

Indoor Gardens, LLC

Indoor Gardens was approved for funding in 2017 to build and maintain a hydroponics indoor growing garden located at 5304 Fleet Avenue in the Slavic Village neighborhood. The garden will produce flowers, vegetables and fruit 365 days a year. Indoor Gardens is owned and operated by Marilyn Brentlinger and her two sons. The entrepreneurs obtained a \$5,000 grant to help construct their hydroponics growing room. The total cost of the project is approximately \$6,000. Local residents and visitors will be able to view the growing room while learning to operate an indoor hydroponics farm on their own. Produce will be sold to neighborhood businesses to be used in their home cooked recipes within their restaurants and small shops. Businesses in the Slavic Village neighborhood like Saucisson, Slavic Village Market, and the Red Chimney Restaurant can market products they purchase from Indoor Gardens as not only “locally” grown but “grown within the Slavic Village neighborhood.”



Cavotta's Garden Center



Angela Cavotta is the owner of the family owned Cavotta's Garden Center and Market Garden located in the Collinwood Neighborhood at 19603 Nottingham Road. The family has been in business for over 80 years. The Garden Center sells annuals, perennials, herbs, and vegetable plants including over 150 varieties of tomatoes. Ms. Cavotta is also an experienced bee keeper. She sells honey in the market along with fresh eggs from the hens. Cavotta's received assistance from the City to partially finance her expansion plans including the building of additional hoop

houses as well as the installation of water lines and irrigation systems, tools, soil and raised garden beds. Total project costs were \$8,000. The business acquired adjacent vacant land to expand the business operations. The City of Cleveland is proud to support this woman-owned business that contributes to the local supply of healthy, affordable, fruits and vegetables as well as assisting us in making our neighborhood and home gardens more beautiful.

Department of Economic Development

2017 JOB CREATION INCENTIVE PROGRAM

The Job Creation Incentive Program (JCIP) is utilized to attract or retain businesses in the City of Cleveland. The program provides a valuable tool for attracting growing and expanding companies to Cleveland. Total expected value of the incentive is shown below. The grant amount paid is based on **actual** new payroll and income tax generated to the City of Cleveland, which is verified annually.

Client Name	Jobs Created	Jobs Retained	City Assistance
Dwellworks LLC	41	112	\$29,600
Robots & Pencils L.P.	103	0	\$63,611
Millennia Housing LTD	232	0	\$150,000
NRP Investments, LLC	150	0	\$351,150
Epoch Pi, LLC	10	3	\$28,725
Electronic Merchant Systems	198	0	\$155,000
Total	734	115	\$778,086

Robots & Pencils

Robots and Pencils, L.P. is a digital marketing and mobile application development company previously headquartered in Calgary, Canada that recently relocated its headquarters to Downtown Cleveland. As a leading mobile strategy and development firm and among the fastest growing technology companies in North America, Robots and Pencils is widely known for creating top-ranking and transformative products and solutions for consumers, enterprises, and educators. The City will provide a \$63,611 grant over 3 years based upon the creation of up to 103 jobs and new payroll of approximately \$25,444,000.



Electronic Merchant Systems

Electronic Merchant Systems (“EMS”) is a leading provider of payment processing & merchant services including major credit & debit cards. The company’s headquarters will relocate to 48,000 square feet at 250 W. Huron Road as part of the Tower City Complex. EMS will relocate/create 198 jobs. The company felt Cleveland was a great location to meet the growing demand for modern, tech-friendly office space to attract bright young talent. The project will leverage \$1.1M of investment by the landlord and EMS. The City provided an incentive under the Job Creation Incentive Program with a \$155,000 grant and a \$40,000 grant under the Neighborhood Development Program.

Department of Economic Development

2017 SBA MUNICIPAL SMALL BUSINESS PROGRAM

The City and County partnered with the Small Business Administration (SBA) to provide recoverable grants to businesses that may face difficulties meeting the SBA's 25% equity requirement. The City and County provide up to \$50,000 (7.5% of total project cost each, for a total of 15%), reducing the business' equity need to as little as 10%. The City administers both the City and County portion of the SBA Municipal Business Program, making it easier for businesses by having only one application.

In 2014, City of Cleveland in partnership with Cuyahoga County, SBA and Urban League created the SBA Small Business Performance Grant Program aka SBA Muni Program to provide recoverable grants to businesses that may face difficulties meeting the SBA's 25% equity requirement. The City provided \$500,000 in funding as a match to the County's funding. After having discussions with Cuyahoga County in 2017 about the success of the program, Cuyahoga County extended the program for two years and provided an additional \$250,000 matched equally by the City of Cleveland.

Year	Company Name	SBA MUNI Grant Amount	Bank/Lender Financing	Equity	Total Project Costs	Jobs Created	Jobs Retained
2015	WOW Media LLC	\$50,000	\$210,000	\$200,000	\$460,000	2	0
2015	Lava Room Recording Room, LLC	\$13,200	\$66,000	\$8,800	\$88,000	1	1
2015	Anthony Flooring Company	\$7,500	\$50,000	\$5,000	\$62,500	1	0
2015	Major Works dba Quality Control Svc	\$60,000	\$328,800	\$43,200	\$432,000	2	0
2015	Poison Berry Bakery LLC	\$7,500	\$32,300	\$10,200	\$50,000	1	0
2015	E&E Premier Properties, LLC	\$48,000	\$254,000	\$33,000	\$335,000	2	4
2015	Relevation Physical Therapy	\$9,000	\$43,000	\$8,000	\$60,000	1	0
2015	Recess Creative, LLC	\$30,000	\$151,200	\$20,000	\$201,200	1	15
2015	Charley Geiger's Haberdashery Inc. dba Geiger's	\$41,250	\$350,000	\$43,750	\$435,000	2	0
2015	Advanced Server Management Group	\$50,000	\$800,000	\$94,400	\$944,400	2	15
2015	Strawbridge Memorial Chapel	\$26,250	\$131,250	\$17,500	\$175,000	1	2
2015	Bearded Brew LLC	\$22,235	\$108,100	\$69,665	\$200,000	1	0
2015	SFS-SAS holdings LLC	\$32,500	\$552,500	\$65,000	\$650,000	2	10
2015	Six Shooter Coffee LLC	\$13,248	\$45,000	\$30,079	\$88,327	1	0
2016	Banter Beer and Wine	\$22,500	\$75,000	\$52,500	\$150,000	1	0
2016	Tres Chic Salon and Spa	\$16,500	\$71,900	\$21,600	\$110,000	1	0
2016	Parker's Downtown LLC	\$50,000	\$515,884	\$62,876	\$628,760	2	0
2016	ClevelandMoto, Inc.	\$33,750	\$168,750	\$22,500	\$225,000	1	5
2016	Haynes Enterprises, Inc.	\$9,000	\$45,000	\$6,000	\$60,000	1	4
2016	Masthead Brewing	\$50,000	\$1,500,000	\$950,000	\$2,500,000	2	0
2016	Semaan Marketing Inc.	\$60,000	\$428,000	\$48,000	\$536,000	2	4
2016	North Coast Shuffleboard Club	\$50,000	\$950,000	\$300,000	\$1,300,000	2	0
2016	Noble Beast Brewing LLC	\$20,000	\$550,000	\$180,000	\$750,000	1	0
2016	AKA Construction Management Team	\$11,250	\$56,250	\$7,500	\$75,000	1	8
2016	Artisan Ales, LLC dba Working Class Brewery	\$50,000	\$390,000	\$104,100	\$544,100	2	0
2017	Inspiring Lives Forever, LLC dba ILF Transportation	\$42,692.50	\$233,250	\$19,058	\$295,000	2	0
2017	USHA BABU LLC	\$10,000	\$155,800	\$84,200	\$250,000	1	11
	Total	\$836,375.50	\$8,261,984	\$2,403,670	\$11,605,287	39	79

Department of Economic Development

2017 SBA MUNICIPAL SMALL BUSINESS PROGRAM

USHA BABU, LLC dba Café Sausalito (“Café Sausalito”) a longstanding Cleveland restaurant and catering firm was restricted in their previous location. Potential redevelopment plans for the Galleria prevented the restaurant & caterer from entering into a long terms lease.



Mr. Chandrababu, decided to relocate to the IMG Building — 5,761 square feet of visible space located at 1360 East 9th Street. The restaurant will operate on the ground floor and the catering business on the second floor. The space, which has been vacant for years, will also allow the restaurant to have a patio dining area and accommodate his future growth.

Café Sausalito obtained a \$40,000 Neighborhood Retail Assistance Program loan to finance eligible project costs of \$250,000 associated with the project. USHA BABU was also the recipient of a \$10,000 SBA Municipal Program Grant.

The business will create at least three new full-time equivalent jobs at the project site with an estimated payroll in the amount of \$66,000 and retain eleven full-time jobs with a payroll of approximately \$204,000 in the City of Cleveland.

Inspiring Lives Forever LLC dba ILF Transportation is an African-American Woman-Owned Transportation and Logistics Company, founded and operated by NaJeebah Shareef. May of 2016, ILF Transportation was forced to relocate from Euclid, Ohio when their offices were destroyed by fire. Ms. Shareef was able to acquire, renovate, and move her developing transportation company into a new facility at 16113-17 St. Clair Avenue in the very heart of the Collinwood neighborhood.



ILF Transportation began the year in a renovated 14,000 square foot building that holds the Business Center, which consists of the call center, dispatch services and warehouse space to store vehicles and other equipment. Ms. Shareef received financial assistance under the SBA Municipal Small Business Initiative Program in the amount of \$44,250 to finance costs associated with the acquisition and renovation of the property, acquisition of new transportation and office equipment, and working capital. Total project costs totaled \$308,333.

As part of the economic development project the ILF Transportation has created at least five new full-time jobs for City of Cleveland. Ms. Shareef has successfully secured contracts with the VA Hospital, RTA, Medicaid and Medicare. Headquartered in Collinwood, ILF provides transportation and logistics services across the United States and abroad.

The City of Cleveland is proud to assist this growing, African-American Woman-Owned transportation and logistics business.

Department of Economic Development

BROWNFIELD REDEVELOPMENT: Site Assessment Program

Project	Program	City Assistance	Acres	Jobs To Be Created	Jobs Re-tained
Scranton Peninsula	Assess-Coalition	\$40,375	25.01	250	0
1360 East 43rd- Container Homes	Assess-Coalition	\$21,390	0.182	2	0
Angies Soul Café	Assess-Coalition	\$34,760	1.10	0	15
NeighborGreen Centre PI	Assess-Coalition	\$2,550	1.50	16	3
Opportunity Corridor PI Areas 2 & 3	Assess-Coalition	\$5,500	73.70	0	0
Azure Stained Glass Studio LLC	Assess-Coalition	\$11,507	0.27	0	3
E 105th Corridor	NDP	\$24,773	3.20	1	0
MetroWest	NDP	\$5,100	0.70	1	0
LaSalle	NDP	\$32,500	0.82	1	0
East West Thunderbird	NDP	\$40,000	10.50	1	0
Scofield Mansion	Assess-Coalition	\$5,100	1.60	0	0
1902 Abbey Avenue	Assess-Coalition	\$35,000	1.80	1	0
NeighborGreen Centre PII	Assess-Coalition	\$2,550	1.50	16	3
ICONS Community Center	Assess-Coalition	\$1,200	0.40	3	0
Total	14 Projects	\$262,305	122.28	292	24



St. Clair Superior Brownfield Clean-Up

As a part of the Northcoast Brownfield Coalition Community Assessment Initiative Review Team, Container Homes USA was chosen to receive funding for Phase I and Phase II Environmental Site Assessments. The property (1360 East 43rd) is currently underutilized semi-industrial space which has been vacant for over 20 years.

Container Homes USA received two grants, \$6,500 for a Phase I assessment and \$35,000 for Phase II. Two full time jobs will be created at the site with an estimated average annual salary of about \$36,000.



Scranton Peninsula

East West Alliance Thunderbird, LLC received a \$40,000 grant through the Neighborhood Development Program to partially fund predevelopment costs associated with the potential mixed-use development on the Scranton Peninsula. The Developer is conducting master planning to create a new \$100 million mixed-use development in the Flats.

The existing site has unique brownfield challenges that require specialized planning to maximize job creation potential. There are also site layout challenges, which are caused by train tracks, barrier walls, bulkheads and other features throughout the site. The development will provide a mix of residences, jobs and recreational access to persons living and/or working in this new neighborhood.

Department of Economic Development

BROWNFIELD REDEVELOPMENT: Industrial/Commercial Land Bank Program

CURRENT PORTFOLIO

Property	Location	Acres	End Use Requirements	Status
Former Tops– Superior and Lake- view	11905 Superior	6.46	Site of Save-A-Lot, Forman Mills, and Advance Auto Parts	SOLD August 2011 OUTLOT SOLD—October 2012
Green City Growers	5800 Diamond	9.85	Food Production—Greenhouse	SOLD December 2011
E. 69th-70th/ Chester-Euclid	Chester Ave. from E. 69th to E. 70th St.	2.42	Incorporate green design guidelines and meet job requirements for site of a hotel in HTC	SOLD December 2016 Construction to begin 2018.
E. 59th-63rd/ Chester-Euclid	Chester Ave. from E. 59th to E. 63rd St.	7.15	Incorporate green design guidelines and meet job requirements for office, lab and research facilities	SOLD September 2016
E. 55th-59th/ Chester-Euclid	Chester Ave. from E. 55th to E. 59th St.	4.25	University Hospital's Rainbow Center for Women and Children	SOLD July 2016
Cuyahoga Valley Industrial Center	I-77 & Pershing Avenue	21.5	Incorporate design guidelines and meet job requirements	15 Acres SOLD - ODOT 6.5 Acres SOLD— Coast to Coast Equipment
		40	Incorporate design guidelines and meet job requirements	Multiple developers interested in remainder of site.
Asphalt Plant	West 3rd Ave.	2.7	Incorporate design guidelines and meet job requirements	SOLD Empire Paving. Construction to begin in 2018.
Trinity Building	9203 Detroit Ave.	5.6	City of Cleveland Kennel Site	Groundbreaking held June 2017
Ward Bakery	4501 Chester Ave	2.5	Third District Police Station	Third District Police Station opened Summer 2015.
E. 65th-66th/ Euclid Block	Euclid Ave. from E. 65th to E. 66th St.	1.72	Incorporate green design guidelines and meet job requirements	Property on market.
Midland Steel	10615 Madison Ave.	22.0	Incorporate green design guidelines and meet job requirements.	OEPA Covenant Not-to-Sue Issued July 2012 – Working with potential Development Partners
Warner Swasey	5701 Carnegie Ave	2	Incorporate design guidelines and meet job requirements	Currently on Market. RFP Released.
Crescent Avenue	3418 Crescent Ave.	10.77	Support Maritime Industry and Green Space Development.	NFA for eastern site accepted by Ohio EPA. GLRI Project in partnership with Port underway. Property under contract with Great Lakes Towing Co.

Department of Economic Development

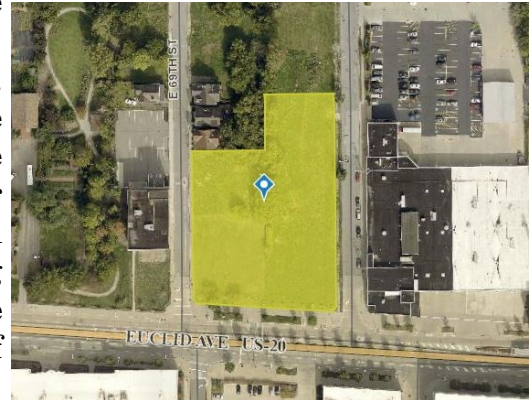
BROWNFIELD REDEVELOPMENT: Industrial Commercial Land Bank Properties

In 2005, the City of Cleveland created the Industrial/Commercial Land Bank as a tool to hold and remediate brownfield sites for redevelopment. ICLB Projects are more time-consuming and can be more expensive than traditional development projects, however the City must have shovel-ready available land to facilitate development. In 2016, the Department negotiated the transfer of several of these properties. Construction began on several ICLB sites in 2017 and there will be more development to come in 2018. With the closing of these transactions, the Department is in the process of identifying new redevelopment targets.

Health Tech Hospitality, LLC

In 2015, the City sold parcels in the block located at E. 69th-70th Street between Euclid Avenue and Chester Avenue out of the Industrial Commercial Land Bank. Economic Development targeted this property and worked with Midtown Cleveland, who owned the remaining developable property to position the site for redevelopment.

As the remediation and development has continued, Health Tech Hospitality, LLC has acquired a license for the development of a Hilton Tru, an “upscale economy” hotel flag. The total development costs for the project are approximately \$14M. In order to fund a gap in the construction budget, the City is providing a 30 Year, Non-School TIF. The project estimates the creation of 20 full time equivalent jobs in the City of Cleveland with an estimated payroll of \$750,000.



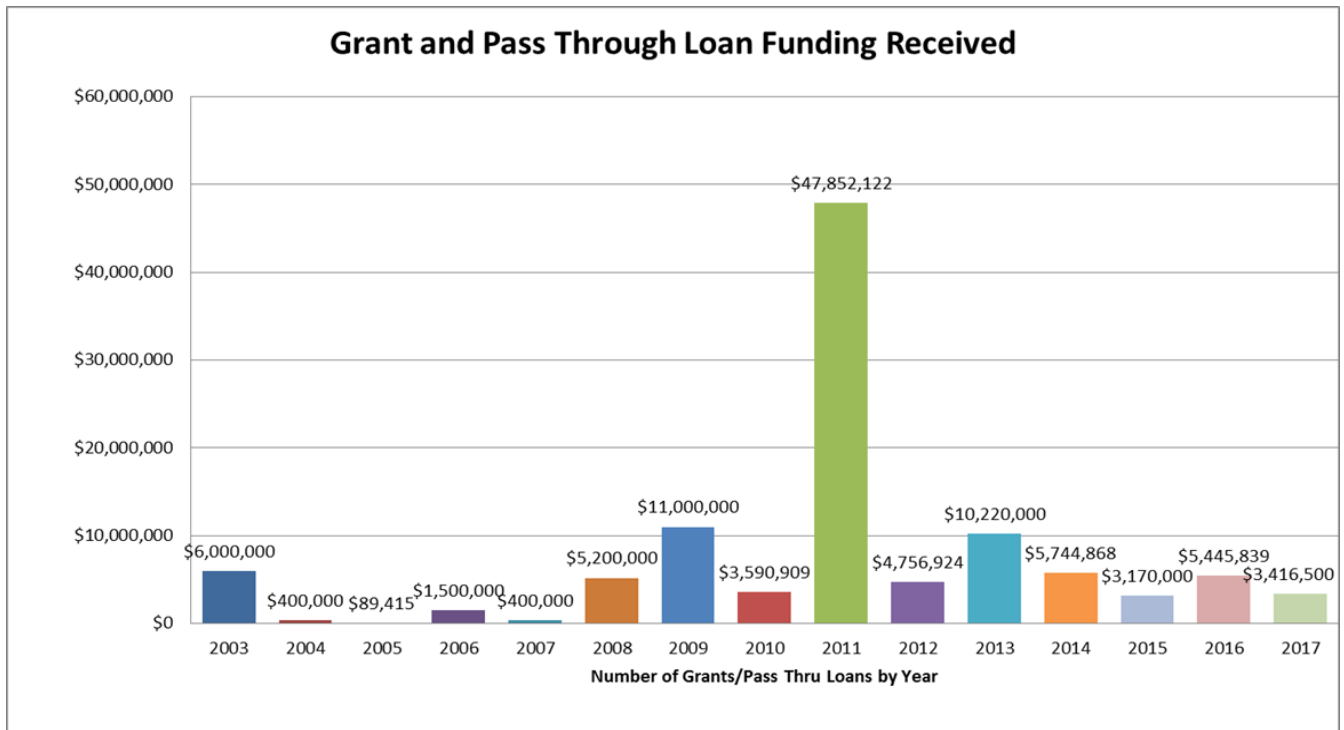
Great Lakes Towing Company

Since 2009, the Department has been engaged in the environmental remediation and redevelopment of the former American Ship Building Crescent Avenue site, located on the Old River Channel, neighboring the Great Lakes Towing Co. Environmental remediation of the site is near complete, which included a partnership with the Great Lakes Restoration Initiative that addressed groundwater contamination. Upon receipt of a No Further Action letter on the entire site, Great Lakes Towing Co. will acquire the site incrementally to accommodate their growth plans for a \$10M expansion to build a 68,000 square foot facility to operate at full capacity year-round. This land sale will allow for the expansion of Great Lakes Towing Company, the retention of 48 jobs, the creation of 10 jobs, and the successful completion of environmental cleanup on a brownfield site to return it to productive use.



Department of Economic Development

GRANT FUNDING RECEIVED



DigitalC

Located at 6815 Euclid Avenue, Midtown Tech Hive is Cleveland's first neighborhood innovation space dedicated to making Cleveland a thriving hub of innovation and digital inclusion. DigitalC is an anchor tenant, along with TIES, the Teaching Institute for Excellence in STEM. In addition to these longer term tenants, the building houses 104 co-working seats

attracting entrepreneurs, employees, and freelancers into the workspace.

Midtown Tech Hive provides events on programming, with a commitment to a diverse user base. Programming will include civic tech events, art openings and classes, digital literacy training through DigitalC's ReStart program, data & coding boot camps, entrepreneurial support, and community meetings.

DigitalC is a civic tech collaboration that catalyzes technology for community impact, focusing on designing, building and operating technology-driven programs and services in partnership with the community. DigitalC and TIES retained 20 employees within the City of Cleveland with the move to the Midtown Tech Hive and will create approximately 30 more jobs.

The total development cost for the project is \$1.3 million. The City of Cleveland provided a HUD EDI Grant .

Department of Economic Development

2017 LOANS /GRANTS UNDER \$250,000

Under Ordinance 90-10 the Department of Economic Development may enter into loan or grant agreements for financial assistance for projects up to \$250,000 with the approval of the Cleveland Citywide Development Corporation (CCDC), the Mayor and the Councilperson in whose ward the project is located. The loans are thoroughly vetted by both the Loan Committee and the Board of Trustees of the CCDC, and the grants are reviewed for impact to the community by the CCDC Board of Trustees. Annually, the Department must report these loans and grants to City Council. Below is the activity for 2017.

Borrower	Program	City Funding	Total Project Costs	Jobs Created	Jobs Retained
Bigmouth Donut Company, LLC	NRAP	\$ 40,000	\$ 70,000	2	0
Burten Bell Carr Community Radio Station	VPI	\$ 75,000	\$ 465,000	5	0
Clinical Management Consultants	VPI	\$ 50,000	\$ 500,000	5	14
Cumberland TCC, LLC	NDP	\$ 40,000	\$ 53,782	5	0
Cumberland TCC, LLC	UDAG	\$ 160,000	\$ 160,000	20	0
Custom Fabricators	VPI	\$ 61,000	\$ 439,500	20	0
Dave's Supermarket	VPI	\$ 180,000	\$18,476,687	150	0
Dave's Supermarket	NDP	\$ 40,000	\$ 40,000	1	0
Dealer Tire, LLC	NDP	\$ 40,000	\$ 40,000	100	430
Detroit Shoreway Community Development	NDP	\$ 35,000	\$ 35,100	1	0
DJ1 Enterprises dba Beviamo Café	NRAP	\$ 40,000	\$ 72,000	2	1
East West Alliance Thunderbird LLC	NDP	\$ 40,000	\$ 75,000	1	0
Eastside Market	VPI	\$ 180,000	\$ 3,330,101	25	0
Fairfax Renaissance Development Corporation	NDP	\$ 40,000	\$ 147,000	0	0
Foran Group Development, LLC	NDP	\$ 40,000	\$ 43,000	3	0
Greater Cleveland Film Commission	UDAG	\$ 225,000	\$ 225,000	0	0
Greater Cleveland Partnership-Cleveland Chain Reaction	UDAG	\$ 18,000	\$ 18,000	1	0
Greater Cleveland Sports Commission	UDAG	\$ 225,000	\$ 225,000	0	0
Half Moon Bakery LLC	NRAP	\$ 35,000	\$ 70,000	3	0
Harness, LLC dba Harness Cycle	NRAP	\$ 40,000	\$ 80,000	3	0
Il Rione Pizzeria, LLC	NRAP	\$ 40,000	\$ 103,000	4	0
Indoor Gardens	NDP	\$ 35,000	\$ 140,000	4	0

Department of Economic Development

2017 LOANS /GRANTS UNDER \$250,000

Lasalle	NDP	\$ 40,000	\$ 40,000	1	0
Max and Alayna's Paws Play LTD.	NRAP	\$ 40,000	\$ 83,000	2	0
Midtown Cleveland Inc	NDP	\$ 10,000	\$ 25,000	0	0
Noble Beast Brewing LLC	NRAP	\$ 30,000	\$ 780,000	5	0
Northeast Shores Development Group	UDAG	\$ 115,197	\$ 115,197	1	0
Northeast Shores Development Group	UDAG	\$ 70,000	\$ 108,609	1	2
Ohio City Inc	NDP	\$ 40,000	\$ 75,290	2	0
Old Brooklyn Development Corporation	NDP	\$ 40,000	\$ 49,000	2	0
Olympic Forest Products	VPI	\$ 180,000	\$ 1,935,000	0	20
Ora Bell's Sells, LLC	NRAP	\$ 14,500	\$ 16,500	2	0
Pioneer Cladding & Glazing	VPI	\$ 180,000	\$ 900,000	25	0
Platform Beer Company	EDA	\$ 240,000	\$ 269,000	7	34
Shark & Minnow	NDP	\$ 15,000	\$ 40,000	4	0
Simon's Supermarket	VPI	\$ 180,000	\$ 2,215,300	40	0
Sonny Day Jaworski, LLC	NRAP	\$ 40,000	\$ 100,000	2	0
Tenk Center	VPI	\$ 70,000	\$ 1,650,000	7	5
Terrestrial Brewing	NRAP	\$ 40,000	\$ 540,000	5	0
Urban Kutz Barbershop, LLC	NRAP	\$ 40,000	\$ 45,000	3	1
USHA BABU LLC	SBA Muni	\$ 10,000	\$ 250,000	1	11
USHA BABU, LLC dba Café Sausalito	NRAP	\$ 40,000	\$ 250,000	3	11
Zaytoon Kitchen, LLC	NRAP	\$ 40,000	\$ 50,000	4	0
Totals		\$ 3,153,697	\$34,345,066	472	529

Department of Economic Development

2017 BUDGET

FUNDING SOURCE	BUDGET
UDAG REPAYMENTS	\$2,606,305
EDA TITLE IX (WORKING CAPITAL)	\$1,541,790
JOB CREATION INCENTIVE PROGRAM	\$728,845
NDIF	\$1,431,543
NDP	\$735,590
EMPOWERMENT ZONE 108	\$6,419,557
EMPOWERMENT ZONE EDI	\$847,104
N.R.A.P.	\$382,978
Municipal Small Business Initiative (with SBA)	\$423,539
Small Business Revolving Loan Funds (CD Funds)	\$94,034
TOTALS	\$15,211,285

ECONOMIC DEVELOPMENT

2017



GOLD

IEDC Awards

In 2017 at the annual IEDC Conference in Toronto, Canada, the City of Cleveland was presented one of the top awards “Gold” in Recognition for the Public-Private Partnership for the Health-Tech Corridor Project.

The Health-Tech Corridor is a 1,600 acre transit-oriented development centered around the HealthLine, a transit system connecting Cleveland’s vibrant Downtown to its cultural hub of University Circle. Since the HealthLine opened, jobs have nearly doubled in the HTC, with total investment in the HTC now over \$4 billion with an additional \$1.5 billion investment underway. The Health-Tech Corridor has leveraged the City of Cleveland’s anchor institutions and assets to become the

Medical Capital for biomedical, healthcare and technology companies. With close proximity to four world-class healthcare institutions, six business incubators, four academic centers, and more than 170 high-tech and health-tech companies engaged in the business of innovation, the Health-Tech Corridor has been a successful public-private partnership in the City of Cleveland that has been able to leverage public and private investment in a transit-oriented development model. As a key partner, the City of Cleveland has invested nearly \$100M in the Health-Tech Corridor, which has leveraged \$785M of total investment and led to the retention of 2,390 jobs and the creation of 2,047 jobs.

Department of Economic Development

Mayor Frank G. Jackson's Neighborhood Transformation Initiative

In a collaborative effort, led by the Department of Economic Development, the City passed legislation authorizing several programs for Mayor Jackson's Neighborhood Transformation Initiative (MNTI). The Initiative aims to create economic and racial inclusion by continuing to support private investment, stopping decline, stabilizing neighborhoods, and preparing for growth. The City successfully worked over two years to leverage \$25 million in City bond funds to attract an additional \$40 million in bank and philanthropic funding to invest in neighborhoods that have continued to experience disinvestment since the recession.

A recent study completed by Cleveland State University's Center for Population Dynamics, *Preparing for Growth: An Emerging Market Analysis* indicated that the City's investment is best positioned near the city's anchor institutions and/or being in between or on the edges of the parts of Cleveland where real estate is appreciating. This study helped the City identify target areas to which this funding will be directed. Opportunities in these neighborhoods for development will capitalize on strength of neighboring arms and help to expand on market driven development areas in the City.

The Initiative involves three efforts: Commercial and mixed-use development to create neighborhood jobs, new housing construction and existing housing rehabilitation, and entrepreneurship and small business assistance to build wealth for residents.

Commercial and Mixed Use Development-

The City is working with Cleveland Citywide Development Corporation (CCDC), Capital Impact Partners and several local banking institutions—Key Bank, PNC, Huntington Bank, and Fifth Third Bank—to provide developers with financial assistance to develop mixed-use buildings. The Cleveland Impact Fund was developed to provide developers with a single source of capital for mixed-use mixed-income developments, and to create opportunities of entrepreneurship and community wealth building as part of these developments. The City has partnered with Capital Impact Partners to leverage City bond funds to attract private bank funding commitments. In total, the Fund pledges \$44 million.

In August 2017, the City Department of Economic Development issued a RFP for Mixed-Use development at the northwest corner of E. 105th Street and Ashbury Avenue. This development will be the first mixed-use development supported by a MNTI program and serve as a starting point to connect Uptown and Historic Wade Park to Circle North and the rest of the Glenville neighborhood. E. 105th Street is a significant transit corridor and an excellent opportunity to highlight the community, its residents, and local entrepreneurs.

Department of Economic Development

Mayor Frank G. Jackson's Neighborhood Transformation Initiative

The development will include retail space that to be occupied by a Retail Incubator supported by CCDC through a master lease. The Retail Incubator will feature over 4,000 square feet of space for retail and restaurant entrepreneurs to occupy on a rotating two year bases. The developer and design will be announced first quarter of 2018, with anticipated completion June 2019.

Housing-

The City is working with several partners to implement programs to support the development of new and rehabilitated homes to address blight, disinvestment, and the appraisal gap. Creating a mix of local retail and dense residential housing is critical for long term neighborhood stability. The goal is to diversify the housing options and bring new residents to the area who will help support local retail and contribute to the community.

In early 2018, the Administration will issue an RFP seeking proposals for single family new construction infill homes on a series of vacant parcels between Churchill and Ashbury Avenues and between East 105th and East 118th Streets, Cleveland, Ohio.

The City is also working with several partners to rehabilitate existing homes, and provide repair services to existing homeowners in the Circle North target Area.

Small Business and Entrepreneurship-

The City has partnered with JumpStart, Economic & Community Development Institute (ECDI), and Urban League of Greater Cleveland, to offer targeted entrepreneur support programs and wrap-around services that promote entrepreneurship and build wealth for the residents. Jump Start's CoreCity program will provide networking, mentorship, and funding opportunities to business start-ups. ECDI will offer programs that assist with micro-lending to early stage retail and restaurant businesses. Lastly, Urban League's Entrepreneurship Center offers several workshops and trainings, such as financial literacy and credit repair services, to help entrepreneurs become more bankable.

The Department of Economic Development is creating two new neighborhood retail programs to attract small business to the neighborhoods and fill vacant and underutilized spaces. These programs will serve to supplement the NRAP program with forgivable loan programs offered specifically to business owners in the target neighborhoods to stimulate the retail corridors. Funding may assist with construction, equipment, building façade, and other tenant improvements.

This Initiative is expected to attract greater interest and investment and allow the City to expand these programs into more neighborhoods in the future.

Department of Economic Development

David Ebersole, Interim Director

216-664-2204 debersole@city.cleveland.oh.us

Marilu Acevedo, Administrative Assistant to the Director

216-664-3677 macevedo@city.cleveland.oh.us

Erin Conroy, Office Manager

216-664-3644 econroy@city.cleveland.oh.us

ECONOMIC DEVELOPMENT & TECHNOLOGY

Robin Brown, Program Manager

216-664-3612 robinbrown3@city.cleveland.oh.us

Adam Badalamenti, Economic Development Specialist

216-664-2556 abadamenti@city.cleveland.oh.us

SMALL BUSINESS

Kevin Schmotzer, Executive for Small Business Growth

216-664-3720 kschmotzer@city.cleveland.oh.us

Stephanie Phillibert, Economic Development Specialist

216-664-3627 sphillibert@city.cleveland.oh.us

Austin Nagy, Intern

216-664-3684 anagy2@city.cleveland.oh.us

SPECIAL PROJECTS/BROWNFIELD REDEVELOPMENT

Richard Barga, Special Projects Manager

216-664-4274 rbarga@city.cleveland.oh.us

Cassandra Slansky, Development Finance Analyst II

216-664-3010 cslansky@city.cleveland.oh.us

Daniel Kennedy, Intern

216-664-3921 dkennedy@city.cleveland.oh.us

MAYOR'S NEIGHBORHOOD INITIATIVE

Briana Butler, Program Manager

216-664-2202 bbutler2@city.cleveland.oh.us

Jordan Lopez, The Cleveland Foundation Public Service Fellow

216-664-3605 jlopez@city.cleveland.oh.us

FISCAL/ADMINISTRATION

Dan Rehor, Fiscal Manager

216-664-3610 drehor@city.cleveland.oh.us

Byron Demery, Controller

216-664-2203

Greg Perryman, Assistant Controller

216-664-3672