

Building a Stronger Community...



WIRE-Net
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Cleveland, Ohio 44102
www.wire-net.org

Industry, jobs . . . opportunities.

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Annual Report Sponsored by:

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Does
Manufacturing
Matter?



It does to WIRE-Net.



Photo compliments of the Convention & Visitors Bureau of Greater Cleveland.



Building a Stronger Community...

WIRE-Net's mission on Cleveland's west side is to retain, grow and attract manufacturing-related businesses and connect leaders to each other and the west side community.

Many significant events occurred in 2001. Our nation's resolve was put to the test by the events and the loss surrounding September 11th. Although saddened and shaken, we have emerged intact and ever more vigilant in support of our constitutional guarantees of life, liberty and the pursuit of happiness.

In Cleveland, Mayor Jane Campbell was elected as our first ever female mayor. Mayor Campbell is a visionary who stands ready to transition Cleveland into a high tech economy that will be inclusive of our current world class manufacturing

Dear Friends of WIRE-Net:

base. One of the great myths is that manufacturing does not participate in high tech. But just step inside a factory of many of our members and you will see the latest computer operated equipment and front office support systems. Our co-workers are highly skilled and highly trained. With the ever-present challenge of low-wage foreign competition, we are innovating in products, process and markets like never before. Stand by! The intersection of our core manufacturing base with the new high tech economy is going to be an interesting place.

During 2001, WIRE-Net completed the first major revision of our strategic plan in more than 10 years. To that end, WIRE-Net's Board of Directors and staff produced a new vision, a fine-tuned mission statement, declaration of values and the identification of five key result areas.

Our Vision

We envision a globally competitive west side community, which is a great place to live and work.

Our Key Result Areas

As a friend, we expect you to hold us accountable for meeting the goals our strategic plan sets forth. You can expect WIRE-Net to communicate successes and challenges toward implementing these five key result areas:

- *Serving more companies*
- *Improving the quality and impact of what we do*
- *Positioning WIRE-Net and the west side for growth*
- *Increasing our organizational capacity*
- *Building our financial resources*

Our results in 2001 have been encouraging. The 2001 Annual Report highlights the impact that we achieved in our focus areas of workforce development, industrial real estate and manufacturing improvement. Please take the time to read through the report and learn more about WIRE-Net and why the west side of Cleveland is indeed a great place to live and work.

Additionally, on behalf of the Board of Directors I would like to thank all WIRE-Net supporters for your role in the success of our 2001 Annual Appeal. In the face of a severe manufacturing recession we exceeded our original goal of \$50,000 by seven percent. To that end, we had 100% Board and staff participation and a 64% increase in the number of donors. But now is not the time to waver; we've doubled the goal for our 2002 appeal. We again need your support in 2002 so that WIRE-Net can continue to support manufacturing companies and affect positive change on Cleveland's west side.

I have enjoyed serving as your board president for the past two years. As a volunteer for this organization, I've received much more than I've given. It's been refreshing and exciting to be involved with an organization that has such a profound impact in the community it serves. Meanwhile, the best is yet to come. Please join me in supporting my friend Don Dzurec from Dairymen's as your new board president, and good luck in all your endeavors.

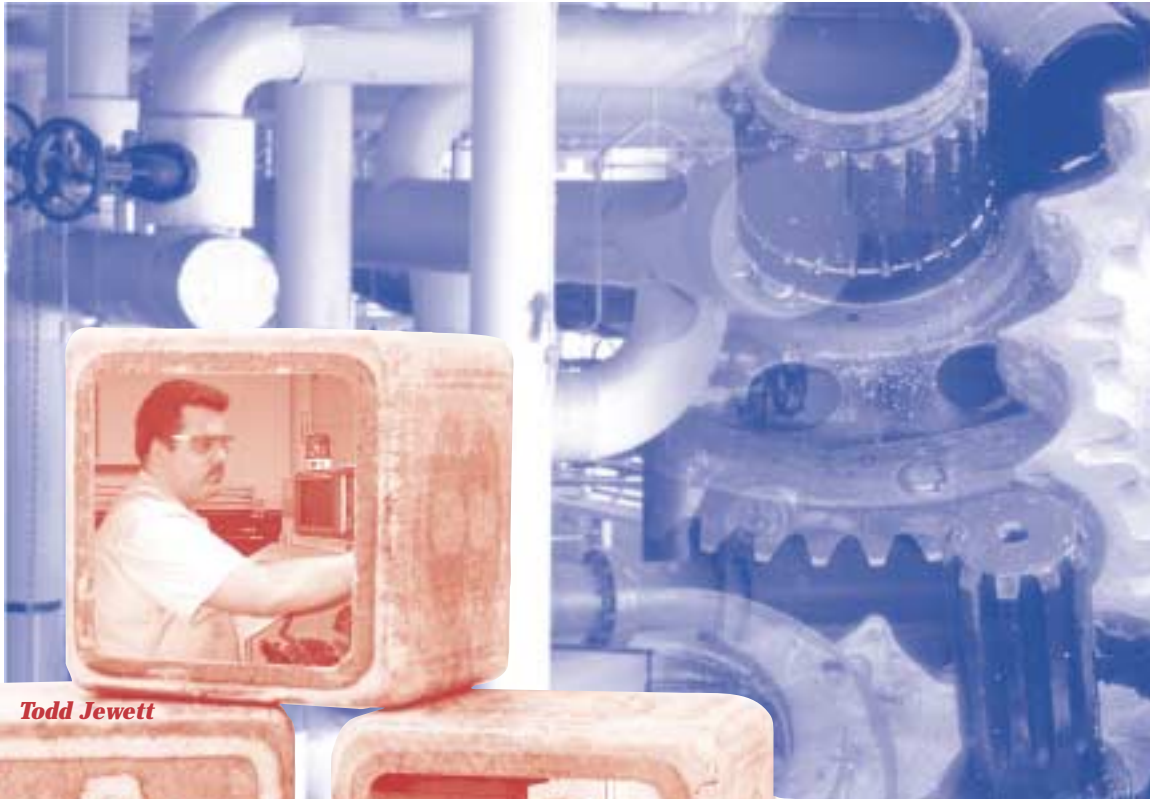
Sincerely,



Pete Accorti
President-Wire-Net
Board of Directors



*John Colm, Executive Director-Wire-Net
and Pete Accorti, President-Wire-Net
Board of Directors*



Todd Jewett

LaVette Harrison,

Building a Stronger Community...

84 residents placed in positions at an average wage of \$ 8.33/hour plus benefits

104 residents enrolled in WIRE-Net Precision Machining Training programs

55 residents graduated from precision machining training programs at an average placement wage of \$9.08/hour plus benefits

More than 500 hours spent by Max Hayes Vocational High School students in career awareness activities

...One person at a time

Building a stronger manufacturing community begins with a strong foundation: our people. WIRE-Net invests in that foundation by linking youth and adult learners, educators and industry leaders.

Promoting manufacturing careers to adults and youth remains a key to WIRE-Net's work in developing a stronger manufacturing workforce. In 2001, 11 adult learners graduated from the third pre-apprentice machinist program run by NASA's Glenn Research Center and WIRE-Net. At their 2001 conference, the National Network of Sector Partners recognized NASA as the "Employer Trailblazer of the Year" for their innovative approach to training. The program integrates industry skill standards, job success and supportive skills training with top-notch shop floor and classroom instruction.

Working with local youth to keep them informed about manufacturing is critical to the future of Cleveland's 1,500 manufacturing firms, and WIRE-Net continues to work closely with students and teachers at Max Hayes High School and west side elementary schools. WIRE-Net awarded Max S. Hayes Vocational High School students Tracy McQuiston and Anthony Wong \$1,500 scholarships, which are being used to pursue manufacturing-related college study. Six \$150 scholarships were

also awarded to Garrett Morgan Junior High students who participated in a one-week manufacturing camp at Cleveland State University. In addition to playing a coordinating role with Max Hayes' Precision Machining Technology Advisory Committee, WIRE-Net also brought together industry observers to teach students about careers in manufacturing and common industry practices.

"I was working in the metalworking industry and got laid off in 2000. When I came to WIRE-Net, they got me thinking seriously about the opportunities apprenticeship has to offer and placed me at NASA for training. This program is a great opportunity for people to learn skills for a better future."

-Todd Jewett, NASA graduate placed at member company Adams Automatic. Todd will begin his apprenticeship program in June 2002.

"If you love to work with your hands and be creative, then Precision Machining is the trade for you. Along with a little dedication and a willingness to learn, you can prepare yourself for a successful and lifelong career in the industry."

-LaVette Harrison, Max Hayes Vocational High School Precision Machining student





*Adalet employees training for conducting daily safety checks on Cranes.
First Row: Art Ardelean Jr. - Foundry Grinder, Larissa Jackson - Large Assembler*, Louise Lindsay - Operator Assembler, Anthony Singleton - Foundry Coremaker.
Back Row: Robert Klann - Manager of Facilities and Manufacturing Engineering (instructor).*

** Hired with the assistance of WIRE-Net.*



Building a Stronger Community...

140 Member companies
314 leaders engaged in one or more
WIRE-Net events
1,043 days of service delivered
to more than 165 companies
30 companies educated on Clean Air
regulations and Sustainability practices

...One company at a time

Communities are built through the actions of people and the organizations in which they are involved, *including* employers. WIRE-Net was created to build a stronger manufacturing community and to support the success of west side manufacturing companies.

In 2001 WIRE-Net continued to offer assistance to companies, recognizing their needs to address competitive pressure and difficult internal business challenges. Our 2001 Luncheon Forum series included innovative approaches to “pay for skill,” securing funds to offset training costs, implementing continuous innovation and remaining competitive in the global economy. We formed a new Learners Group that attracted 12 business pioneers who learned about sustainability and natural capitalism to enhance their bottom line, motivate employees and improve the community through sensitivity to the environment and our place within it. As a result, participants began integrating sustainability principles in their facilities, processes, products and markets. Additionally, WIRE-Net provided technical assistance to small businesses to help them understand and comply with new clean air regulations.

Networking helps build strong relationships among WIRE-Net members. In 2001, members had many opportunities to network including the 2nd Annual Nuts & Bolts Bash and Annual Meeting – a celebration of our successful 2001 Annual Appeal, 2002 board officers and the 2001 Mission Builder Award winners.

In keeping with technological trends, WIRE-Net introduced a completely redesigned website that is a more user friendly and interactive source of information. Members can search an online directory of west side manufacturers, place job orders and keep current with news and events.

2001 Award winners

Recognition for leadership and investment in
Cleveland employees and neighborhoods

Mission Builder Awards Recipients

Thermagon Inc.

Dorn Color

Anchor Tool and Die

Regency Steel

Strategic Partner Award Recipients

Roger Valentine – Rochester Manufacturing

**Charlie Brinkman – Precision Metalforming
Association-Education Foundation**

*Pat Heller, WIRE-Net's human resource expert, helped **Adalet** identify training resources and linked them to a member company with an in-house training lab. Pat also aided Adalet with their job application process and research on an assessment program. In addition, after meeting with our intake specialist, Adalet hired several Precision Machinist graduates.*

“WIRE-Net's biggest impact was helping us secure a \$50,000 grant from the Ohio Industrial Training Program. The grant enabled us to implement training programs that we wouldn't have been able to do otherwise.”

–Bonnetta DuBreuil, Human Resource Manager

In memory...

*Patricia Heller, WIRE-Net's Training Service Manager, passed away on March 24, 2002. A memorial fund was established in her name with **Project: LEARN.***

To make a contribution, send to:

Pat Heller Memorial Fund

In Care of: Richard Peterson, Executive Director

Project: LEARN

2728 Euclid Avenue

Cleveland, Ohio 44115



Shaker Valley Foods Now and proposed design received by WIRE-Net from Doty & Miller Architects.

Building a Stronger Community...

\$162,000 in funding received for industrial corridor redevelopment

600 manufacturing companies currently operating in WIRE-Net service area

5,800 manufacturing jobs at companies served by WIRE-Net

...One neighborhood at a time

Building strong neighborhoods requires proactive planning and action. WIRE-Net brings people and companies together to improve the manufacturing community on Cleveland's west side.

WIRE-Net achieved major results in our two-year industrial corridor program. In the West 65th Street corridor, coordinated effort with the Cleveland Department of Economic Development, Congressman Dennis Kucinich, the Stockyard Redevelopment Organization, Councilman Tim Melena, the State of Ohio and WIRE-Net resulted in a \$1.25 million grant to the city of Cleveland from the US Economic Development Administration (EDA). The goal is to encourage investment in infrastructure, building modernization and development of underutilized industrial properties by reconstructing and publicly dedicating West 67th Place. WIRE-Net's efforts in the Berea Road/West 117th Industrial Corridor projects resulted in a \$4.2 million commitment to reconstruct Western Avenue.

WIRE-Net wrapped up the \$400,000 brownfield remediation of the Walworth Run Industrial Park Project. The Ohio EPA gave its final approval of our clean-up activities, issuing a "Covenant Not to Sue" for the project. The covenant releases future property owners from all civil liability to the State of Ohio related to remediation of the property, and qualifies the affected parcels for a blanket 100% tax abatement on the value of the land for up to 10 years.

Eight acres at Walworth Run are still available for light and medium manufacturing uses.

WIRE-Net played an active role as an advocate in the 2001 Cleveland mayoral election. Our "Smart Manufacturing Agenda" was printed in the *Plain Dealer* and endorsed by then candidate Jane Campbell. Our executive director and board president also served on Mayor Campbell's transition team. In a very public way, WIRE-Net drove home the point that *manufacturing matters!*

Building enhancements and streetscape improvements demonstrate that industrial corridors are a positive for business investments. WIRE-Net, the Stockyard Redevelopment Organization, the Urban Design Center of Cleveland and property owners along West 67th Place created master streetscape concepts and design guidelines for building improvements. When funding was received for the reconstruction of West 67th, Shaker Valley Foods owner Dean Comber chose to implement the concepts. The \$85,000 investment will include a new space frame canopy, wall signage, expanded retail area, and a complete exterior paint job and site lighting. WIRE-Net will work with Shaker Valley to identify public sector incentive funding for the project.





Consolidated Balance Sheet (12/31/01)*

Assets

Current assets	\$863,659
Fixed assets: Furniture, deposits and equipment less depreciation	469,634
Total Assets	\$1,333,293

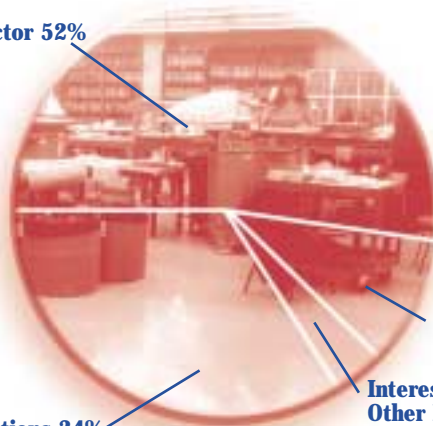
Liabilities and Equity

Current liabilities	\$569,825
Equity	
Fund Balance	837,558
Net income	(74,090)
Total liabilities and Equity	\$1,333,293

*Unaudited – Audited financial statements are available upon request

Sources of Funds 2001

Public Sector 52%



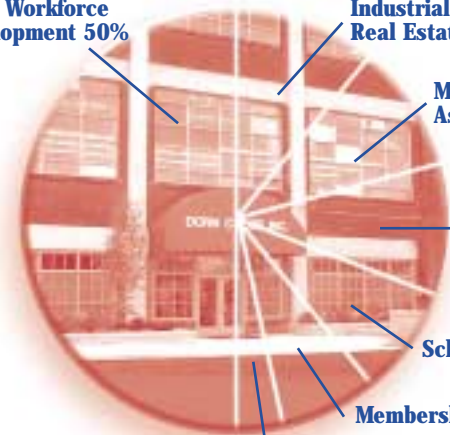
Foundations 34%

Interest, Program and Other Revenues 4%

Contributions, Dues 10%

Revenue Uses 2001

Adult Workforce Development 50%



Industrial Real Estate 11%

Manufacturing Assistance 10%

Technical Assistance 10%

School-to-Career 8%

Membership 7%

Fund Development 4%

Supporters and Donors

Major Supporters

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Michael R. White, Mayor
Departments of Community
and Economic Development
Cleveland City Council
President, Michael Polensek
Matthew Zone, Ward 17
Jay Westbrook, Ward 18
Dona Brady, Ward 19
Martin Sweeney, Ward 20
Cleveland Foundation
Cleveland Industrial Retention
Initiative –
Cleveland Neighborhood
Development Corp.
Cleveland Municipal School District
U.S. Department of Labor
George Gund Foundation
Heron Foundation
The Hitachi Foundation
C.S. Mott Foundation
Ohio Air Quality Development
Authority
Precision Metalforming Association –
Education Foundation
State of Ohio – Department of
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Vice President's Club Donors (\$5,000-\$5,999)

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The George W. Codrington Foundation

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KeyBank Foundation/KeyBank
Corporation
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HZW Environmental Consultants, Inc.
Industrial Energy Systems - Mike
Dragics
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Summers Rubber Company
Surety Title Agency, Inc.
Taft, Stettinius & Hollister, LLP
Thermagon, Inc.

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Architctural Products
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Brindza, Anita
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C.A. Litzler Company, Inc.
Brinkman, Jr., Charles
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Cook, Joan
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Dollar Bank
Dorn Color
Eco-Innovations
Equipment Merchants International
Fredon Corporation
Heller, Pat
Hoag, Michael
The Hoffman Group
The Human Resource Department Ltd.
Kindt-Collins Company
Laminated Specialties
Lowe Chemical Company
Lytkowski & Co., Inc.
M. Weingold & Company
Mahle, Ron
Meaden & Moore, LTD
Melin Tool Company, Inc.
Mendiola, Ruben
Morris, Terri
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Neighborhood Progress, Inc.
Newkor, Inc.
The Pre-Check Company

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S&Z Tool & Die
Santiago, Gladys
Schilling Enamels Company
Schultz, Gretchen
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Strama, Carolyn
TMP
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Varesco, Ron & Loretta
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Westown Community
Development Corp.
Wilkens, William

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Logistics/Campus Movers, Inc.
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Detroit Shoreway Community
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Friends of Jane Campbell
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Kelly Plating Co.
Kelly Services
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Leimkuehler, Inc.
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Midland Steel Products Company
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Mylander, Jessica
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Ohio Pipe Valves & Fittings
Provident Bank
Quality Linen
Rivera, Sandy
Sandra Harris Enterprises
Schauer, Robert
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Stockyard Redevelopment
Organization
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Vantage Point Marketing
Consultants
Villanueva, Jose & Peggy
Vittardi, Renee
Volosin, David
Walton, Leah

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Corporation
Cudell Improvement, Inc.*
Detroit Shoreway Community
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Stockyard Redevelopment
Organization
Westown Community Development
Corporation

**Founder*



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Ace Paper Tube Corp.
Action Industries
Actron Manufacturing Company, Inc.
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Adams Automatic
Admiral Products Co.
Advance Handling & Storage
Advance Manufacturing
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American Tank & Fabricating Co.
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Custom Paper Tubes, Inc.
CWP
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Danly IEM-Punchrite Plant
Davies. Wing, Inc.
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FirstMerit Bank N.A.
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Kelly Services
KeyBank-North Olmsted
Kindt-Collins Co.
Kirby Co.
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Lowe Chemical Co.

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Robert P. Anastos
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Thermagon, Inc.
TMP



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