



CLEVELAND INDUSTRIAL RETENTION INITIATIVE  
A Program of the City of Cleveland



MANUFACTURING  
WORKS

City of  
**CLEVELAND**  
ECONOMIC DEVELOPMENT

# 2019 ECONOMIC IMPACT

In 2019 the CIRI team of **three Industrial Development Managers** connected with 623 manufacturing and industrial firms (**398 in-plant visits** and **225** through a **targeted email campaign**) representing over **20,000 jobs\***. CIRI provided valuable services to **246** different companies to address issues or opportunities associated with financing options, real estate and land assembly, building permits and zoning, employment and training, safety and security, infrastructure, and general business assistance. Additionally, CIRI engaged our many **Partners** including the **City of Cleveland, Cuyahoga County, the National Development Council: Grow Cuyahoga County Fund, MidTown Cleveland, the Greater Cleveland Partnership, TeamNEO, MAGNET, and OhioMeansJobs** to provide additional support and assistance to companies.

## Service Interventions to six companies†

- Interventions affected 390 direct and indirect manufacturing jobs with an estimated annual payroll of \$17.6 million‡.
- Generated \$1.55 million of capital investment in 2019 and an estimated \$1.7 million of additional investment planned in 2020.
- 55 new jobs planned upon completion of capital spending in 2020.

\* Employment data from Manufacturing Works database of CIRI visit summaries from the past year

† Interventions are defined as services where new jobs were added, jobs were at risk, operation improvements led to cost reductions, or investment was made

‡ Payroll is estimated based on Chamber Model updated with OHMI Q1 2019 wage data

*Manufacturing Matters to Cleveland!*

The **Cleveland Industrial Retention Initiative (CIRI)** began with a focus on grass-roots retention efforts with the City of Cleveland's manufacturing companies. Since 1994, CIRI has helped Cleveland manufacturing companies improve operations, maintain profitability, and remain competitive.



### FINANCING

- Tri-Weld Enterprises



### REAL ESTATE (SITE SELECTION) & LAND ASSEMBLY

- Ohio Pipe, Valves & Fittings
- Tremco, E. 175th Street



### EMPLOYMENT & TRAINING



### INFRASTRUCTURE

- Hillcrest Foodservice
- National Safety Apparel
- River Recycling Industries



### TECHNOLOGY & MODERNIZATION



### BUILDING PERMIT & ZONING



### SAFETY & SECURITY

- Day-Glo Color Corp.
- Gebauer Company
- Horsburgh & Scott



### SALES AND MARKETING



### WASTE MANAGEMENT & ENVIRONMENTAL COMPLIANCE



### GENERAL BUSINESS ASSISTANCE

Connected with 623  
manufacturing and industrial  
firms representing  
**20,000 JOBS\***

Completed  
**246  
SERVICES**

Interventions affected **390**  
existing direct manufacturing  
and manufacturing-related  
jobs with an estimated  
annual payroll of  
**\$17.6M†**

Generated  
**\$1.55M**  
in capital investment

Estimated  
**\$1.7M**  
of additional investment  
planned in 2020

**55**  
new jobs planned upon  
completion of capital  
spending in 2020

\* Employment data from Manufacturing Works database of CIRI visit summaries over the past year

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‡ Payroll is estimated based on Chamber Model updated with OH-UMI Q1 2018 wage data



**PMI Industries** is a subsea engineering company that supports offshore industries around the globe, including oil and gas, seismic, renewable energy, and defense. PMI was awarded a government contract that required doubling production to meet contract requirements. Their plant was too small so options to expand or move were considered. The CIRI Industrial Development Manager worked closely with the company to locate a larger facility within the City of Cleveland but were unable to find a suitable space. Expansion became problematic when the company was told that a utility pole, that interfered with the expansion, could not be moved. The government contractor gave PMI a three-week ultimatum to confirm a plan to meet the production needs. PMI was under pressure to find a solution. The CIRI Manager contacted the City of Cleveland Department of Economic Development for help with finding a solution. The right contacts were made and the utility company agreed to move the pole, creating a clear path for PMI to meet the contract requirements. The City retained 20+ jobs with the potential for additional jobs, once the contract requirements are finalized.

*The CIRI team was most helpful finding a solution especially when the pressure was on. The Industrial Development Manager Kim McCarty was engaged from the start and provided us with great support.*

– Cheryl Doell, Vice President of Office Operations



**Bush Integrated** is a family owned business providing connective marketing solutions for over 30 years. Services include marketing and creative services, variable digital and traditional promotional products, and e-commerce enabled fulfillment and distribution. In 2019 the company began receiving lawn maintenance charges from the City of Cleveland for a vacant property they own near their facility. The property is maintained by the company's landscape contractor. The company reached out to the City on multiple occasions but were unable to resolve the misunderstanding. When the maintenance bills exceeded \$2,000, some of which had been included on their tax duplicate, Bush Integrated reached out to their Industrial Development Manager for help. The manager spoke with the Division of Park Maintenance and Properties to determine how to appeal the charges. She also requested a complete summary of all charges to include on the appeal. The CIRI Manager worked with Bush Integrated to complete the appeal form and submit it to the review board. Subsequently, all charges were cancelled.

*A sincere thank you to Millie Caraballo our CIRI Manager. She engaged with the City to understand the process and followed through to a successful conclusion for our company.*

– Kathy Bush, President

More information about the Cleveland Industrial Retention Initiative:  
<https://www.mfgworksle.org/our-community/ciri>