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**MANUFACTURING
WORKS**

2018 ANNUAL REPORT

LETTER FROM OUR BOARD CHAIR

2018 was a year of change!

We began the year **focusing on our 2020 Vision strategic plan**. The plan, developed in 2017, features three strategic priorities to guide our work into 2020, and most likely beyond, including:

Workforce Development

New Technologies

Leadership Succession

All year long we celebrated the **30th Anniversary** of our incorporation, highlighting our past work across greater Cleveland as a membership organization: inspiring the formation in **1993** of the Cleveland Industrial Retention Initiative (CIRI); organizing the Great Lakes WIND Network in **2007**, and in the same year accepting an invitation from the City of Cleveland to take over management of the CIRI program to expand our footprint citywide; securing funding in **2008** to support development of a 21st century career tech program at the New Max Hayes High School; applying to the State of Ohio in **2015** for the accreditation of Industrial Maintenance training for our first Apprenticeship Consortium; and much more.

Then in April, **John Colm, WIRE-Net's founding Executive Director announced that he would be retiring** after 30+ years' leading the organization.

I owe a debt of gratitude to those colleagues both past and present who have shared this journey with me. I have had the opportunity to work with some fantastic teammates and I am leaving behind a truly outstanding team. A team with talent, energy, focus, character, and loyalty who will continue to serve manufacturers and the region at the highest level.

I feel very proud of all that has been accomplished here and feel that now that the organization has a solid strategic plan in place it is the right time for me to step down.



On August 30th, **we changed our name from WIRE-Net to Manufacturing Works** to better capture the organization we are today in both mission and scope. Our focus remains assisting manufacturers and the communities they support but with an expanded reach throughout Northeast Ohio.

Following our name change, the Personnel Committee and Board of Directors **initiated the search for the organization's new Executive Director**. The hiring process was very thorough and the decision to hire Ken Patsey in early January was unanimous.

As we move into 2019, there are even more changes ahead.



Ken Patsey

President and Executive Director, Manufacturing Works



Gary Davis

Aetna Plastics Corp.
Chair, Manufacturing Works Board of Directors

WORKFORCE

- ▶ **10 new employees** recruited, screened, and placed
- ▶ Saved member companies an average of **\$1,000 per placement** over conducting a search on their own
- ▶ **9** companies in the apprenticeship consortium
- ▶ **4** new apprentices enrolled
- ▶ **Over 300 students** exposed to careers in manufacturing through MFG Summer Camp, classroom presentations, plant tours, job shadows, and paid internships.
- ▶ **60%** of senior interns who graduated in May 2018 became full-time employees at their host companies upon graduation
- ▶ **100%** of middle schoolers who attended MFG Summer Camp reported that their interest in STEM careers increased after experiencing camp

Yasir

Yasir Alhaimus is 29 years old. He currently resides in Cleveland with his brother and parents after immigrating to the United States in 2015. He had an extensive education prior to immigrating, including a bachelor's degree in technology (Computer Science) from a university in New Delhi, India. According to Yasir, when he arrived in the U.S. it was very difficult for him to find a job in his field. Few employers would recognize his degree and he lacked professional experience in his field of study. Once he obtained a worker's permit, he started as a taxi driver for about a year to earn a living. He was hired by U.S. Cotton in February 2017 as a Packer. This is an entry-level position paying minimum wage. When U.S. Cotton joined Manufacturing Works' Apprenticeship Consortium, Yasir was one of several candidates who expressed a strong interest in pursuing an apprenticeship opportunity. After passing the screening process, we were able to enroll him in Cuyahoga Community College apprenticeship training classes and register him as an apprentice. This opportunity will provide him not only the apprenticeship completion certificate (Journeyman's Card), but he will also be only 4 credits short of a Mechatronic Certificate and 80% towards an Associate Degree in Integrated Systems Engineering Technology. Yasir began his employment at U.S. Cotton making minimum wage. He received a significant increase once he enrolled as an apprentice and is now making \$17.50 per hour. He will receive additional increases to \$20.00 per hour (Year 3) and \$22.50 per hour (year 4). Upon program completion his journeyman pay rate will be \$25.00 per hour (150% increase from his starting pay rate).

<http://blog.wire-net.org/blog/nomac-industrial-maintenance-mechanic-apprentice-profile>

Ashley



Ashley Sanchez, a senior at Max S. Hayes High School and current Manufacturing Works intern is using her machining skills, assisting on the shop floor at Martindale Electric Co. in Lakewood. Ashley is a pre-apprentice through the state-recognized machining program at the high school. Upon graduation, Ashley will be able to enter a registered apprenticeship program at an accelerated level. "This opportunity means the world for me. Not only is it furthering my education in a career field that I would like to continue, but it is giving me a chance to make it," said Ashley. Linas Bilunaus, President of Martindale Electric has also found value in the partnership. "Martindale Electric is happy to participate in this year's internship program as part of our continuing support towards youth focused educational efforts. Ashley has had the opportunity to train and operate a variety of CNC machines used in grinding saw blades. Her classroom experience has made the transition from school to shop floor seamless. It's a pleasure to have her with us and to see her grow in confidence and ability."

<http://blog.wire-net.org/blog/jumpstart-wire-net-a-winning-workforce-partnership>

INDUSTRIAL TECHNOLOGY

Engagement at Events



Manufacturing Works launched our effort to engage Members in new manufacturing technology in early 2018. Under a grant from the National Science Foundation, we formed a partnership with Case Western Reserve and Cleveland State Universities, recruited ten members, and hosted focus groups with key faculty in their engineering, computer science, and business schools. Key topics of discussion were the Industrial Internet of Things and the growing role of digital technology in plant operations of all sizes.

Building on the findings, we created series of educational programs that ran throughout the year. These included webinars, morning seminars, plant tours, and luncheons that featured fellow-manufacturers with success stories to tell. Dozens of people from 36 different manufacturers participated directly in Technology events that were funded by a grant from The Cleveland Foundation.

- ▶ **22** people attended a six-session Webinar series on a variety of IT topics
- ▶ **44** attended 2 Seminars
- ▶ **122** attended 3 Lunch 'n' Learns
- ▶ **125** attended 5 Plant Tours

CIRI

Conducted in-plant outreach visits to 375 manufacturing and manufacturing-related firms, representing over **19,500 JOBS***

.....

Reached out via email to an additional 186 companies representing **1488 JOBS***

.....

Completed **295 SERVICES**

.....

Interventions affected **227** existing direct manufacturing and manufacturing-related jobs with an estimated annual payroll of **\$14.7M[‡]**

.....

Generated **\$135,000** in capital investment

.....

Created **\$88,500** in operation improvements that reduced costs allowing for the reinvestment in workforce, facility maintenance, and process improvements[§]

The Cleveland Industrial Retention Initiative (CIRI) is a program of the City of Cleveland, managed by Manufacturing Works (formerly WIRE-Net). CIRI assists the city's manufacturing firms to improve operations, maintain profitability, and remain competitive. CIRI provides local companies with information and support including company finances, general business assistance, business operation improvements, real estate (site selection) & land assembly; employment & training; infrastructure; technology & modernization; building permits & zoning; safety & security; marketing; and waste management & environmental compliance.

In 2018, a team of **four retention specialists** conducted **in-plant outreach visits** to 375 manufacturing and manufacturing-related firms, representing over **19,500 jobs***, and reached out via email to an additional 186 companies representing **1488 jobs*** to promote the CIRI program and offer support. CIRI completed **295 services** primarily in the areas of general business assistance, operation improvements, infrastructure, employment & training, company finances, and safety & security. The CIRI team also referred many firms to Manufacturing Works for support in apprenticeship formation, talent recruitment, and technology support. CIRI engaged **partners** including the **City of Cleveland, Ohio Means Jobs Cleveland-Cuyahoga County, the National Development Council – Grow Cuyahoga County Fund, MidTown Cleveland, MAGNET, and the Greater Cleveland Partnership** to provide valuable services to manufacturers in a wide variety of industries.

Service Interventions to four unique firms[†]

- ▶ These interventions affected 227 existing direct manufacturing and manufacturing-related jobs with an estimated annual payroll of \$14.7 million[‡]
- ▶ Generated \$135,000 in capital investment in 2018
- ▶ Created \$88,500 in operation improvements that reduced costs allowing for the reinvestment in workforce, facility maintenance, and process improvements[§]

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

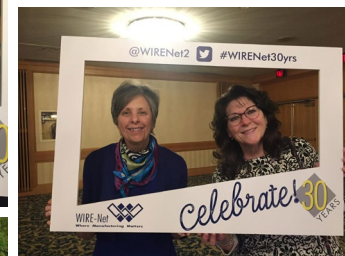
† Interventions are defined as services where new jobs were added, jobs were at risk, operation improvements led to cost reductions, or investment was made

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

§ Cost reductions include reduction in operating costs associated with supply purchases, shipping, security, energy management, and employment & training costs

30TH ANNIVERSARY CELEBRATION

All year long we celebrated our Anniversary, highlighting our years of work across greater Cleveland. For 30 years WIRE-Net has been a leading force to strengthen manufacturing in Greater Cleveland. That hasn't changed. What did change was our name. We're now **Manufacturing Works!**



MEMBERSHIP

Manufacturing Works is the largest manufacturing-focused membership organization in Northeast Ohio. We connect leaders to each other and engage them in their communities. Our organization is over 330 member companies strong and growing. Besides the opportunity to network with peers, our members also learn from industry experts on the hottest topics facing manufacturers today: talent recruitment and development, leadership succession planning, and fast-changing manufacturing technologies.

Membership Benefits

Members save thousands of dollars on:

- Talent recruitment
- Workers' compensation group and group retro programs
- Grainger supply catalog discounts (average of 30% off catalog pricing)
- Electric, natural gas, and LED lighting costs
- Occupational safety consulting and training services
- FedEx, LTL, full truckload, and trade show shipping
- Supervisory training

Events Led by Industry Experts

Each month Manufacturing Works featured manufacturing-focused events, including Lunch 'n' Learns, Plant Tours, Seminars, and Webinars. Our members learn from peers and industry professionals to overcome barriers to growth and improve business results to keep them thriving in this region.





Annual Meeting

Our valued members and friends assembled to celebrate manufacturing growth with Manufacturing Works and keynote speakers, John and Bill Nottingham of Nottingham Spirk. Always a highlight, the meeting also featured our annual Mission Builder and Strategic Partner Award winners, recognizing companies that have invested in themselves and in our community or have had a strategic impact on what we do as an organization.

- ▶ Braden Sutphin Ink Company
- ▶ Evergreen Cooperatives
- ▶ Gent Machine Company
- ▶ TPI Efficiency Consulting
- ▶ ArcelorMittal
- ▶ Alicia Booker, Cuyahoga Community College
- ▶ Eaton Corporation
- ▶ O'Neill Brothers Foundation
- ▶ Foundations associated with the Swagelok Corporation: the Catherine L. & Edward A Lozick Foundation, the Fred A. Lennon Charitable Trust, and the Swagelok Foundation

Membership Appreciation Picnic

It was Christmas in July, as we took the opportunity to honor our members on a beautiful day by the water on Whiskey Island by bringing them together for food and fun. Over 130 people came together to celebrate their membership and the work we do in manufacturing!



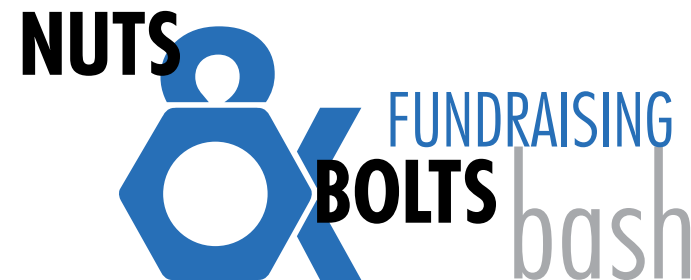


Manufacturing Works Golf Outing

In August, close to 100 golfers took to the links at Shale Creek in Medina for our sixth annual golf outing. This is a great opportunity to network with fellow members, get a little business done while enjoying one of the finest courses in Northeast Ohio.

Nuts & Bolts Bash

In November, Manufacturing Works' signature fundraiser launched our giving season with generous sponsorships and donations of in-kind prizes or cash contributions invested in our mission-driven activities. We raised nearly \$30,000 in net revenue, breaking budget expectations!



2018 MEMBERS

21st Century Concrete Construction, Inc	Alpha Group Agency	Auto Bolt Co.	Ciuni & Panichi, Inc.
3-D Materials Management, LLC	Alphaport, Inc.	Automated Packaging Systems	Cleveland Engineering Society
3P Brava, Inc.	Aluminum Line Products Company	Bassett Sprinkler Protection Inc.	Cleveland Industrial Training Center Inc
A-Brite Plating Company	AMECO USA	Battle & Polly LLC	Cleveland Machinery Sales, Inc.
Acclaim Communications	Amros Industries, Inc.	Beacon Marshall Companies	Cleveland Specialty Products
ACE Equipment Company	Anchor Manufacturing Group, Inc.	BeaconCFO Plus LLC	Cleveland Steel Tool Co.
Ace Paper Tube Corporation	Andrako Insurance Consultants	Bellaire-Puritas Development Corp.	Cleveland-Cuyahoga County Port Authority
ACO Polymer Products, Inc.	ANG Marketing Group, LLC	Wayne Bergman	ColemanWick - Market Research/Analytics
ActionCOACH Team NEO	Apex Paper Box Co	Beverage Machine & Fabricators, Inc.	Compliance Technologies, Inc
Adams Automatic, Inc.	ArcelorMittal	Bitboyz	Control Electric Company, Inc.
Advance Paint Technology, Ltd.	Architectural Products Development, Inc.	Blaser & Mericle, Inc.	Control Line Equipment, Inc.
Advanced Controls, Inc.	Arena Enterprises Ltd	Blue Point Capital Partners, LLC	Conveyer & Caster Corp.
Advanced Secondaries, Inc.	Arkinetics Inc.	Boutique IT Solutions (BITS)	Cook-Leitch & Associates, Inc.
Aetna Plastics Corp.	Arrowhead Industries Corp.	BroCo Products Inc.	CRESCO Real Estate, Cushman & Wakefield
Aetna Plating Company Inc.	Art Galvanizing Works	Buckeye Fasteners Company	Crown Warehousing & Logistics, Inc.
Air Force One	Artino Industrial Safety & Compliance, LLC	Bush Integrated	Cudell Improvement, Inc.
Air Products and Chemicals, Inc.	ASK Chemicals LP	C. A. Litzler Company	Custom Imprint
Aisco Metallizing Corp	ASM International	Carleton McKenna	Cyrid Media
All Metal Solutions, Inc.	AT&F	Case School of Engineering	Dairymens
Alliance Industrial Solutions	August Mack Environmental, Inc.	Catalyst Consulting Group, Inc.	Dan T. Moore Company
Allied Tool & Die Inc.	Aurel LLC	Cinecraft	
ALNI Ltd		City Plating	

Dan Toussant & Associates
 Decker Steel & Supply, Inc.
 DeMilta Iron & Metal Co.
 Dennison Creative
 Design Molded Plastics
 Detroit Shoreway Community Development
 Die-Matic Corporation
 Dise & Company
 Dollar Bank
 Drabik Manufacturing Inc.
 Du West Tool & Die, Inc
 Duffy+Duffy Cost Segregation Services
 Duraflow Industries, Inc
 Duray Plating Company
 Dynamic Design & Systems, Inc.
 e2b Teknologies
 Earnest Machine Products Company
 EdgePoint
 Effectum
 Efficient Machine Products Corp.
 EGC Enterprises Inc.
 Elco Corporation
 Enerco Group Inc.

Energy Management Specialists, Inc.
 Envalo, Inc.
 Envirofab, Inc.
 Equipment Manufacturers International
 Equipment Sales and Service
 ERC
 Erieview Metal Treating Company
 ETNA Products, Inc.
 Euro-USA Midwest
 Eveready Products Corporation
 Evergreen Business Services
 Evergreen Industrial Batteries LLC
 Executive Overdrive LLC
 Fastar E D M Inc.
 Fastsigns Downtown Cleveland
 Federal Gear
 Felber PR & Marketing
 FeneTech Inc
 Ferrous Processing & Trading Company
 Fifth Third Bank
 Fisher & Phillips, LLP
 Flow Polymers, LLC
 FMC Architects LLC

FocusCFO
 Food for Thought
 ForkLiftsNow.com LLC
 Fredon Corporation
 Fulcrum ConsultingWorks, Inc.
 Fully Promoted
 Maria Gaeta
 Geauga Savings Bank
 Gebauer Co.
 General Metal Heat Treating, Inc.
 Gotta Groove Records
 Grafix
 Granite Steel & Processing, Inc.
 Grategy
 Scott Gray
 Great Lakes Brewing Co.
 Great Lakes Towing Company
 Greater Cleveland Construction
 Greenwich Capital Group LLC
 Halvorsen Co.
 Heat Seal/Ampak
 Hinkley Lighting, Inc.
 HKB Enterprises

HKM Direct Market Communications
 HMI Industries
 Home Savings Bank
 Hose Master
 HP Manufacturing Company, Inc.
 Hubbell Machine Tooling, Inc.
 Huntington Bank - Business Banking West
 HW&Co.
 Hylant
 IG Tester Corp
 ImageMart, Inc.
 Industrial Pneumatic & Supply Co.
 Industrial Wheels
 InfoGrow Corporation
 Integrated Automation Consulting LLC
 Integrity Staffing Services
 J.J. White Products Inc.
 Jakprints Inc.
 Jamestown Container Companies
 Jergens, Inc.
 Johnson Matthey Process Technologies Inc
 JRN Group, Inc.

Karyall-Telday Co.	MainStreet Growth LLC	Neighborhood Family Practice	PDQ Printing Service, Inc.
Kay Chemical Company	Mainthia Technologies, Inc.	Nestle Professional - IJ Minor	Pease & Associates, Inc.
Keep It Local Cleveland	Maloney + Novotny LLC	Neverman Insurance Agency	Peoples Bank
Kent Elastomer Products, Inc.	Mansour Gavin LPA	New Growth Group, LLC	Phalanx Logistics
Kerek Industries, LLC	Martindale Electric Co.	North Coast Container Corp.	Phoenix Steel Service, Inc.
Kerr Lakeside, Inc.	Mazzella Lifting Technologies	Northwest Bank	Plante Moran
KeyCorp	MCPc	Northwest Services Inc	PNC Commercial Banking
Kirtland Capital Partner	Meaden & Moore	NPA Coatings, Inc.	PPG Industries - Commercial Coatings
Kitzel Inc.	MelCap Partners, LLC	NSL Analytical Services Inc	PRADCO
KYOCERA SGS Precision Tools, Inc.	Melin Tool Company	Numerequip, Inc.	Pre-Check Company
Lakeside Supply Company	Menyhart Plumbing & Heating Supply	Nu-Tool Industries, Inc.	Precision Door Service
Lakewood Supply Company	Metal Alloy Reclaimers, Inc. II	Oatey Company - IP	Precision Overhead Garage Door
Lane Steel Co., Inc.	Miceli Dairy Products Co.	ODA Strategy	Premier Development Partners, LLC
Leimkuehler, Inc.	microbites	Ohio Advanced Energy Economy	Price Point Partners
Lewart Company	Midwest Box Company/Walford Industrial Park	Ohio Fuel Cell Coalition	Productivity Solutions LLC
Lewis-Goetz, Inc.	Midwest Compressor Co., Inc.	Ohio Travel Bag	PRODUCTO DIECO
Howard Lichtig	Monroe Tool & Manufacturing Co.	Olympic Forest Products Co.	Profile Grinding, Inc.
Lincoln Electric Holdings Inc.	Meagan Moore	OPT Solutions, Inc	Quez Media Marketing
Lodestone Ltd Professional EOS Implementer	Morgan Linen Services	Oswald Companies	R.A.K. Machine, Inc.
Lowe Chemical	Msports Inc	Otto By Products	R.W. Screw Products Inc.
LSQ Funding	Mutual of America	PACE Converting Equipment Co, Inc.	Ray's Sausage Inc.
Lytkowski & Co. Inc	National Safety Apparel, Inc	Parallel Solutions	Rea & Associates
Magna Industries	National Tire & Rubber Company	PartnerShip	Red Seal Electric Company, Inc.

RH Blake	Spooner Incorporated	Tempest, Inc.	UNIQUE Paving Materials Corp.
RML Tool & Die	SSECO	TerraOne Engineering	United Garage Door Co.
Rockport Ready Mix	Staffing Solutions Enterprises	Ter-Wal Tool & Mfg., Inc.	Universal Grinding Corporation
Rocksolid Surfaces	Standby Screw Machine Products Co.	TestOil	USI Insurance Services
Roeder Consulting	Stata Productions	The Domingo Group LLC	Vesuvius
Rose Metal Industries	Bill Stephens	The Garland Company, Inc.	Walsh Manufacturing Corporation
Tim Rosengarten	Stetler Associates	The Gent Machine Company	Warwick Products Co.
Royal Chemical Company	Stevens Strategic Communications	The J.L. Taylor Company, Inc.	Bruce Waterhouse
Royal Wire Products, Inc.	StretchTape, Inc.	The M. Ryan Group	Weber Murphy Fox
RSM US LLP	Stripmatic Products, Inc.	The Pipe Line Development Company	Wecall Inc.
Rust Belt Recruiting	Summers Rubber	The Tool House	Weld-Ed
Sandler Training by MP Solutions	SuperTrapp Industries	Tiger Pack, Inc.	Welke Customs Brokers USA Ltd
Schauer Group, Inc.	Swagelok	Greg Tilton	Werner G. Smith, Inc.
Eric Schwarz	Swift Filters, Inc.	Timco Rubber Products, Inc.	Weston Hurd LLP
SDMyers	SyncShow	TPI Efficiency Consulting	Westown Community Dev. Corp.
Semco Carbon	Talan Products, Inc.	Tremco, Inc.	Wire Products Company
Sherlock Services	Talignite, LLC	Tribco, Inc.	Woodhill Plating
Shoreline Machine Products Inc.	Tango Echo Bravo Manufacturing, Inc.	TriState Capital Bank	YES Electric Inc.
Sikich, LLP	Tap Packaging Solutions and The Chilcote Company	Triton Products	Zaclon, LLC
Simplex-IT	TCC Technology Solutions/Conexo Communications	U.S. Cotton, LLC	Zinner & Co., LLP
Singleton Corporation	TCDI	Ultimate Security Agency	Zito Insurance Agency Inc.
Skoda Minotti	Team Dianetti	Underground Connections	
South Shore Controls Inc		UniControl Inc.	

2018 INVESTORS

Individual Leaders in Giving (\$1,000-\$4,999)

David Chilcote

John Colm

Gary Davis

Mark and Rita Dawson

Latham Family Fund - JAL of the Cleveland Foundation

Patricia and Charles Mintz Philanthropic Fund of the Jewish Federation of Cleveland

Schron Family Foundation

Individual Donors (\$20-\$999)

James Domingo

Gary Gardiner

Kristen Haning

Zach Haning

Jessica Hartman

Steve Hildebrandt

Michael Hoag

Michael Jennings

Holly Morgan

Anne Schaum

Brianna Schultz

Rich and Diana Schultz

Joe Spooner

Bruce Waterhouse

Jessica Westropp

Leslie Yerkes

Corporate Donors

Cleveland Steel Tool Co.

Cook-Leitch & Associates, Inc.

JRN Group, Inc.

Lane Steel Co., Inc.

Martindale Electric Co.

Metal Alloy Reclaimers, Inc. II

Oswald Companies

Tap Packaging Solutions and The Chilcote Company

Wire Products Company

Program Support

ArcelorMittal

Case Western Reserve University

The Catherine L. & Edward A Lozick Foundation

Charles M & Helen M Brown Memorial Foundation

City of Cleveland – Department of Economic Development

The Cleveland Foundation

Cleveland Metropolitan School District

Cuyahoga Community College

Fred A. Lennon Charitable Trust

Friends of Max Hayes

Greater Cleveland Partnership

O'Neill Brothers Foundation

Parma City School District

Swagelok Foundation

U.S. Department of Energy

Membership Program Partners

ERC

Grainger Supply

NTMA

PartnerShip

Spooner Incorporated

Spooner Safety Services

TPI Efficiency Consulting

In-Kind

Pete Accorti

Aetna Plastics Corp.

Alpha Group Agency

Renee Anderson

ArcelorMittal

Arkinetics Inc.

AT&F

Renee Avampato

Avon Oaks Country Club

Fernando Bertero

Tom Birkel	Kim McCarty
Millie Caraballo	Midwest Box Company/Walford Industrial Park
Cleveland Cycle Tours	Modern Yoga
Cleveland Orchestra	Nottingham Spirk
John Colm	Steve Paavola
Gary Davis	Tim Rosengarten
Mark Dawson	Mari-Elen Sammon
Rick Dawson	Anne Schaum
James Domingo	Brianna Schultz
Driftwood Group	Thomas Schumann
Linda Dyczkiewicz	Solstice Distributors
Felber PR & Marketing	Spooner Incorporated
Greater Cleveland Construction	Stata Productions
Barbara Hajes	TPI Efficiency Consulting
Amy Harris	Vintage Wine Distributor
Hilton Downtown Cleveland	Leslie Yerkes
Jennifer Horn	
InfoGrow Corporation	
Kendra Scott	
Don Kish	
Liana Lake	
Gelise Littlejohn	
Mansour Gavin LPA	

THANK YOU, 2018 SPONSORS

Presenting



Delivering on the Promise.

Platinum



Other



Gold



Silver



2018 LEADERS

Board of Directors

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- * Gary Davis, President & Owner
Aetna Plastics Corp.

VICE CHAIR

- * David Chilcote, Chairman & CEO
Tap Packaging Solutions and The
Chilcote Company

SECRETARY/TREASURER

- * Steve Paavola, Controller
Equipment Manufacturers
International

Pete Accorti, President
Talan Products, Inc.

- * Renee Avampato, President
JRN Group, Inc.

Bridgette Berthelot, Senior Category
Lead, Marketing & Communications
Goodyear Tire & Rubber Company

Arianne Black, Manager - Human
Resources
Eaton Corporation

Robert Carpenter, Sr Vice President
PNC Commercial Banking

Dan Collins, VP of Sales & Marketing
Wire Products Company

Mark Dawson, President
Cleveland Steel Tool Co.

- * James Domingo, President
The Domingo Group LLC

Jason Drake, Executive Director,
WorkRoom Program Alliance
Dan T. Moore Company

Windsor Ford, Acquisitions/New
Ventures
Dan T. Moore Company

Jessica Hartman, Senior Manager
RSM US LLP

- * Jennifer Horn, Attorney at Law
Mansour Gavin LPA

Don Kish

Mark Kovach, Division Manager,
Finishing and Shipping
ArcelorMittal

- * Jay O'Neill, Regional General
Manager
Lane Steel

Susan Hecht Remer, President

Midwest Box Company/Walford
Industrial Park

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Continuous Improvement,
Voss Industries, Inc

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

Thomas Schumann, President
Kitzel Inc.

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Leslie Yerkes, President
Catalyst Consulting Group, Inc.

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Bob Beesley, Oatey

Arianne Black, Eaton Corporation

Caitlin Christie, NPA Coatings, Inc.

Jason Drake, Dan T. Moore Company

Chelsie Hammond, Hose Master

Kim Harris, ADP

Laura Knaak, Integrity Staffing Services

Marilyn Kysela, KeyCorp

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William Swan, Swagelok Company

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David Jablonowski, Citizens Bank

Dave McCarthy, Rea & Associates

Jon Shoop, Skoda Minotti

Michael Snider, Fifth Third Bank

Brian Spitz, AT&F

* Denotes Executive Committee member

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Pete Accorti, Talan Products, Inc.

Linus Biliunas, Martindale Electric Co.

David Chilcote, Tap Packaging
Solutions and The Chilcote Company

Dan Collins, Wire Products Company

Annette Dockus, Magna Industries

Larry Fulton, LEFCO Worthington

Brian Harrington, Conveyer & Caster Corp.

Ed Kubek, Royal Chemical Company

Tim Rosengarten

Bob Rowland, Evergreen Industrial
Batteries LLC

Ned Swift, Swift Filters, Inc.

Ron Zieske, Heat Seal/Ampak

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Rob Felber, Felber PR & Marketing

Barbara Hajes, Greater Cleveland
Construction

Brian Harrington, Conveyer & Caster Corp.

Todd Lancaster, Oswald Companies

Cheryl Madsen, Northwest Bank

Brett Neate, Zinner & Co., LLP

Susan Hecht Remer, Midwest Box
Company/Walford Industrial Park

Kiley Smith, Home Savings Bank

Jason Tuma, Sikich, LLP

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Pete Accorti, Talan Products, Inc.

Arianne Black, Eaton Corporation

James Domingo, The Domingo
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Dave McCarthy, Rea & Associates

Jay O'Neill, Lane Steel

Leslie Yerkes, Catalyst Consulting
Group, Inc.

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Fernando Bertero, Fully Promoted

Bridgette Berthelot, Goodyear Tire &
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Robert Carpenter, PNC Commercial
Banking

Marcia Ciryak, Tiger Pack, Inc.

Mark Dawson, Cleveland Steel Tool
Co.

Dan Konstantinovskiy, RH Blake

Mark Kovach, ArcelorMittal

Liana Lake, Arkinetics Inc.

Allison Miller, Felber PR & Marketing

Jay O'Neill, Lane Steel Co., Inc.

Jim Penttila, Boutique IT Solutions (BITS)

Thomas Schumann, Kitzel Inc.

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Renee Anderson

Thomas Birkel

Millie Caraballo

Rick Dawson

Linda Dyczkiewicz

Patrick Fullenkamp

Kristen Haning

Michael Hoag

Dee Holody

Kim McCarty

T.J. McGowan

Michael McMillon

Jonathan Rivera

Mari-Elen Sammon

Anne Schaum

Brianna Schultz

Ed Weston

Jessica Westropp

Kareemah Williams

FINANCE REPORT

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS	2018	2017
Current Assets		
Cash and Cash Equivalents	\$530,883	\$429,948
Grants Receivable	365,939	273,526
Accounts Receivable	96,084	62,948
Prepaid Expenses	3,790	3,904
Total Current Assets	996,696	770,326
Property and Equipment		
Office Furniture and Equipment	73,037	73,037
Less: Accumulated Depreciation	(73,037)	(73,037)
	-	-
Other Assets		
Deposits	6,809	6,809
TOTAL ASSETS	\$1,003,505	\$777,135

LIABILITIES AND NET ASSETS		
Current Liabilities		
Line Of Credit	\$-	\$-
Accounts Payable	79,326	31,815
Accrued Expenses	33,653	38,060
Total Current Liabilities	112,979	69,875
Net Assets		
Unrestricted:		
Undesignated	207,531	190,320
Board Designated	182,000	182,000
Total Unrestricted	389,531	372,320
Temporarily Restricted	500,995	334,940
Total Net Assets	890,526	707,260

TOTAL LIABILITIES AND NET ASSETS	\$1,003,505	\$777,135
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CONSOLIDATED STATEMENT OF ACTIVITIES

	2018			2017		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
REVENUE AND OTHER SUPPORT						
Net Grants	\$1,614,327	\$(475,996)	\$1,138,331	\$1,127,727	\$(245,768)	\$881,959
Consulting Fees	223,165		\$223,165	403,856		403,856
Membership Dues and Contributions	176,161		\$176,161	309,850		309,850
Interest Income	185		\$185	103		103
Program Events and Workshops	217,016		\$217,016	202,518		202,518
TOTAL REVENUE AND OTHER SUPPORT	2,230,854	(475,996)	1,754,858	2,044,054	(245,768)	1,798,286

EXPENSES						
Program Services:						
Manufacturing Assistance	442,107		\$442,107	383,453		\$383,453
GLWN	41,921		\$41,921	263,472		\$263,472
Adult Workforce Development	264,290		\$264,290	222,489		\$222,489
Youth Workforce Development	320,953		\$320,953	315,935		\$315,935
Membership	413,182		\$413,182	412,852		\$412,852
Supporting Services:			\$-			\$-
Management and General Expenses	235,058		\$235,058	296,519		\$296,519
Fundraising Expenses	33,161		\$33,161	38,136		\$38,136
TOTAL EXPENSES	1,750,672	-	1,750,672	1,932,856	-	1,932,856

CHANGE IN NET ASSETS	480,182	(475,996)	4,186	111,198	(245,768)	(134,570)
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NET ASSETS AT BEGINNING OF YEAR	372,320	334,940	707,260	261,122	580,708	841,830
NET ASSETS AT END OF YEAR	\$852,502	\$(141,056)	\$711,446	\$372,320	\$334,940	\$707,260



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