

2009 WIRE-NET ANNUAL REPORT

IMPACT



2009

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LETTER

FROM THE BOARD CHAIR AND PRESIDENT

As the decade comes to a close, we are surrounded by people who are working hard to put our nation and the world on a new course. At WIRE-Net, we share the concerns of millions of people around the globe for the victims of the recent earthquake in Haiti and we are proud that a number of companies in our Network are on the front line of the recovery effort.

WIRE-Net is supporting their work and yours by being a catalyst and advocate for manufacturing, and by providing the kinds of business support services that matter most to manufacturing leaders. Now, more than ever, our nation needs strong manufacturing firms that can provide high-paying jobs and attract investment to stimulate our economic recovery. WIRE-Net develops strong networks and provides technical support to help manufacturers attract new business, create jobs, stimulate investment, and fuel the economic growth of our communities.

In 2009, WIRE-Net:

- Provided technical and business assistance to 1572 manufacturing leaders from nearly 1000 manufacturing firms
- Referred 600 prospective employees to positions with Northeast Ohio manufacturing firms
- Expanded Great Lakes WIND Network™ to enable over 1300 manufacturers and suppliers in more than 30 states, Canada and Mexico to build new business connections and help GLWN become a global wind network that is helping to increase domestic content in North American wind turbines
- Secured funding to assist the Cleveland Metropolitan School District in creating a shared vision and 21st century educational design for a new Max Hayes Career Tech High School, which we hope will become a national model for career tech education.

These are just a few of the ways in which WIRE-Net is working with manufacturers to build healthy, working communities. Whether you are a WIRE-Net Member, a part of our GLWN WIND initiative, a financial supporter, or one who is new to our organization, we hope that you will take pride and share in WIRE-Net's accomplishments following a very challenging 2009.

As WIRE-Net looks to 2010 and beyond, we see new opportunities, renewed interest, and support for manufacturing. We value your active contribution to our work. Please join us in 2010 as we work together to build US-based manufacturing, to retain and expand the jobs that are critical to our communities and to our nation's future.

Sincerely,



Thomas E. Schumann
Board Chair



John P. Colm,
President & Executive Director



FROM THE SUMMIT

In February 2009, WIRE-Net gathered 150 manufacturing, business, and community leaders for a regional Summit to create an action plan that would strengthen Northeast Ohio's economy by attending to the needs of one of the region's leading economic drivers - manufacturing. WIRE-Net's Board and staff used the results of this meeting to create a 3-year plan that reinforces our commitment to build healthy communities by strengthening U.S. based manufacturing.

WIRE-Net, while headquartered in Cleveland, Ohio, is at the center of one of our nation's most important crossroads. Since last year, it has become ever more evident that the issues, process, outcomes and lessons we learned and developed over the course of our day and a half long regional Summit, are not only transferrable, but can stimulate growth for other manufacturing-dependent communities and regions.

WIRE-Net used the Appreciative Inquiry method, a process that works particularly well when you want to engage and energize large numbers of people in a strength-based planning process. Prior to the Summit WIRE-Net identified priorities and key initiatives with the help of over 100 business and community leaders. During the Summit, these priorities were further explored and subsequently established as the priorities outlined in WIRE-Net's strategic plan.

Building Pathways to New Markets

With the meltdown in the financial, housing and automotive markets in 2009, helping firms find ways to tap new markets was easily the top priority to emerge from the Summit. The Cleveland and Surdna Foundations have provided significant grants to underwrite WIRE-Net's New Markets Initiative. Their support will enable us to identify and leverage existing market expertise, and forge a strategy that will create business connections between manufacturing firms and customers in key growth markets, like wind, aerospace, medical and others. WIRE-Net will support this Initiative by adapting the interactive supply chain database we created for GLWN -- WIRE-Net's global wind advisory and supply chain network. Ultimately, just as we discovered with the wind market, companies want suppliers that are globally competitive. So we anticipate that WIRE-Net's New Markets Initiative will develop a supply chain support network that will build connections for manufacturers across multiple states.

Building the Talent Pipeline

In a time of downsizing and worse, promoting a talent initiative to support manufacturing is tough. We are nearing the end of a project that will recommend educational innovations to the Cleveland Metropolitan School District (CMSD) as part of the plan to rebuild Max Hayes, the city's 1950's era career tech high school. For the past year, WIRE-Net and our nationally recognized consulting team from Big Picture Learning and Concordia LLC have worked with CMSD, key funders, and over 80 business, industry, and community partners to re-envision, plan, and overhaul the content and teaching methods to create an innovative 21st century career-based learning center for the region. With a high school drop out rate in major urban centers approaching 50%, it is crucial that WIRE-Net continue to work with the CMSD and our regional partners to ensure the key recommendations for the new Max Hayes are adopted and implemented by the time the school opens in 2013. This will drive innovation in career and technical education across the region, and also help overcome the erosion of our "middle skill" talent base in this and other communities where the burden of supporting unskilled talent threatens our future.

Leveraging Resources through Collaboration

In an era where we all compete for time, talent, and resources, finding creative ways to work with like minded organizations and businesses is imperative. WIRE-Net has always believed that leveraging expertise is a good business practice. We are already working closely with MAGNET on our New Markets and New Max Hayes initiatives and have continued to engage leaders from a number of local, regional, and national manufacturing, trade, and economic development organizations in discussions about ways to support our mutual efforts. While every initiative presented at the 2009 Northeast Ohio Manufacturing Summit was vetted, in the end, WIRE-Net sees a universal need to help U.S. based manufacturers Build Pathways to New Markets and Build the Talent Pipeline, by Leveraging Resources through Collaboration.

***We look forward to working with
you to bring these initiatives to life.***



CREATING PATHWAYS TO

NEW MARKETS

WIRE-Net helps sustain and position manufacturing firms for growth by providing manufacturers with practical tools, methods, and resources to help vision, plan, and make connections to new and emerging markets.

In 2009, WIRE-Net:

- Offered critical Manufacturing and New Markets services and coaching support to help 1572 manufacturers grow bottom line profits and reduce costs
- Delivered 697 services to support manufacturing firms with continuous improvement, organizational development, sales and marketing, operations and new business development strategies to improve competitiveness
- Reengineered its Manufacturing Innovation for the Next Decade (MIND) program to focus on New Market Strategies and provided technical assistance, supply chain support, and market diversification advice to help manufacturers identify and quicken the market entry process
- Created cost effective opportunities for manufacturers to tap our supply chain expertise and resources by co-sponsoring workshops and forums with organizations including BioEnterprise, E4S, Greater Cleveland Partnership, MAGNET, Ohio Aerospace Institute, and TechSolve
- Tackled People, Process, and New Product Innovation growth strategies to help 20 manufacturing leaders build profits and a competitive advantage
- Delivered supply chain support to connect over 120 manufacturers to new business in the aerospace, medical, and alternative energy markets.



Take a Closer
Look at WIND

GLWN™

Great Lakes WIND Network™ continues to increase domestic content and fuel US participation in the wind industry.

Expanding GLWN will create connections to more wind industry-related markets such as construction, logistics, operations and maintenance, fueling new business activity, jobs, and investment across the country.

In 2009 GLWN:

- Conducted 10 WIND Supply Chain Workshops in Missouri, Indiana, Oklahoma, Illinois, Kansas, New York, and Pennsylvania, for state and regional economic development and industry associations attended by over 1600 people and 1100 companies
- Developed national partnership agreements with the U.S. National Renewable Energy Laboratory (NREL) and the American Wind Energy Association (AWEA) to organize and deliver technical assistance, outreach and supply chain workshops that will support our efforts to increase domestic content and capacity to grow the North American wind industry
- Created the first GLWN Center of Wind Excellence™ to expand the same in-depth wind industry training, technical support, and company profile services that are currently used by over 400 Ohio manufacturing firms. GLWN selected the Advanced Manufacturing Institute at Kansas State University as its first Center of Wind Excellence to help increase domestic content by providing services to help identify and qualify manufacturing firms in Kansas and neighboring states
- Played a major role in 9 capital projects now currently underway in the State of Ohio totaling \$100 million which, over 3 years will create up to 300 new wind industry jobs; another 8 manufacturing firms have announced plans for similar wind-related industry expansion projects; and 4 other firms in the process of making decisions
- Invested \$30,000 to integrate the GLWN WIND Supply Chain Database with web-based technology and a GIS mapping system. Accessible through www.glwn.org at year end, 1397 manufacturing firms and suppliers from 30 states and Canada were listed, along with profiles for over 300 companies currently active suppliers to the wind industry
- Completed assessments for 198 manufacturing companies in 12 states to profile manufacturing capabilities and create a pipeline of firms with the capacity serve the North American wind turbine industry
- Completed supply chain searches on behalf of 9 major turbine assembly companies facilitating new business opportunities for companies.

GLWN.org
A WIRE-Net Initiative



BUILDING THE



Designing innovative youth programs that support the growth of US based manufacturing firms is essential to every industrial region. Through WIRE-Net's School-to-Career Program (STC) and Accelerated Introduction to Manufacturing (AIM) Camp at Cleveland's Max S. Hayes Career and Technical High School, WIRE-Net creates a pipeline of future talent with world-class skills to support employers.

In 2009 WIRE-Net's Youth Workforce Development Team:

- Retooled WIRE-Net's School to Career Program, our successful out-of school manufacturing career exploration program, to focus grade-level appropriate content to prepare students to become "world-class" talent with 21st century skills
- Secured funding for a select group of 30 high school students to participate in WIRE-Net's new School to Career Program
- Offered workshops, a new Manufacturing Mentorship Program, and job shadowing experiences to engage our best students in activities that build bridges to post-secondary learning opportunities and lead to successful manufacturing careers
- Developed new manufacturing career pathway materials designed to promote an understanding of the unique industry requirements and related career opportunities in growth markets such as solar, wind, aerospace, and biomedical device
- Created new industry partnerships to promote manufacturing innovation and entrepreneurship and connected students to job shadowing, plant tours, and internship experiences with over 30 different manufacturing firms through WIRE-Net's School to Career Program and Accelerated Introduction to Manufacturing Camp
- Offered fifty 9th and 10th grade students the opportunity to experience a fun and exciting introduction to the world of manufacturing through our AIM Camp – WIRE-Net's intensive summer manufacturing career exploration camp for students in the City of Cleveland.

"One way to ensure future success is to help companies recruit and retain top talent."

TALENT PIPELINE

The New Max Hayes - Creating a National Model for Career Tech Learning

This year dynamic financial markets continued to play havoc with US based industry and our economy, forcing communities to find new ways to remain relevant and competitive.

WIRE-Net believes that, when properly supported, manufacturing companies can stimulate new business investment, create jobs and build wealth that will ripple throughout the economy.

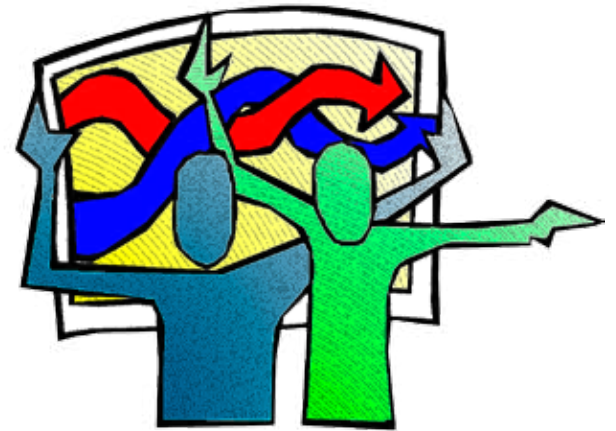
WIRE-Net is headquartered in Northeast Ohio, a region with a rich in manufacturing heritage. As is the case across the US and its industrial regions, manufacturing is undergoing a transformation not always to our liking: industrial districts and cities have lost valuable tax revenue, businesses and jobs. Cleveland, Northeast Ohio's largest city, is home to approximately 1000 manufacturing firms.

Today, as we start to emerge from a deep recession, many of these companies are making substantial investments in their businesses, and they need a talent development pipeline in order to compete. They are relying on area schools to remain competitive. For urban school systems that are strapped for cash this is a tall order.

A year ago WIRE-Net joined forces with area educators, manufacturing and business leaders, foundation, and community partners to create new vision for high school learning. This dynamic leadership group is helping the Cleveland Metropolitan School District develop a national model for the new Max Hayes Career Tech High School — a community-based career learning center that will develop “work-ready skills and talent” TODAY to enable area companies to successfully meet global competition TOMORROW.

WIRE-Net is working with a team of world class educational design consultants, to create a vision for the new Max Hayes. We have seized this “once in a lifetime opportunity” to fashion a new learning model and a campus centered around:

- Valuable, relevant work experiences that build pathways to post-secondary learning and successful careers
- Rigorous and relevant academic learning that is integrated with top notch technology programs that engage and excite young learners, helping to create the next generation of manufacturing leaders, inventors, and entrepreneurs
- Strong and enduring partnerships with community, business and higher education that help teachers share their knowledge of careers such as design, building, construction and construction management, transportation including diesel and hybrid technologies, manufacturing technology (welding, machining, electronics), and information technology. These partnerships will expose students and teachers to new and emerging markets in the biomedical, advanced energy, and environmental fields
- Student business and entrepreneurial ventures.



“WIRE-Net is committed to helping Cleveland prosper.”



Cleveland's 1000 manufacturers are the heart of Northeast Ohio's advanced manufacturing base. WIRE-Net has been working with the city's west side firms since we were founded in 1986. In 2007, we expanded citywide and, at the City's request, took over management of the Cleveland Industrial Retention Initiative (CIRI). WIRE-Net staff, in cooperation with the Cleveland Department of Economic Development and Midtown Cleveland, visit over 500 firms each year.

In 2009, to help make the City of Cleveland a better place in which to invest and work, WIRE-Net's CIRI Team:

- Delivered outreach support to 564 Cleveland manufacturing firms employing more than 17,000 people
- Provided services to 365 manufacturing firms
- Delivered key service interventions to 11 manufacturing firms, retaining a combined 658 direct jobs with an estimated \$25 million in annual payroll, and creating 57 new jobs that contributed an estimated \$517 million in new annual payroll taxes to the City of Cleveland

Over the past 3 years, the City of Cleveland has benefited from the combined economic impact of CIRI's key service interventions to 28 manufacturing firms that helped to:

- Retain 1,500 direct jobs
- Support 959 jobs in non-manufacturing sectors
- Preserve an estimated \$58 million in annual payroll
- Safeguard an estimated \$1 million in annual taxes for the City of Cleveland

Cleveland Industrial Retention Initiative (CIRI) is a program of the City of Cleveland managed by WIRE-Net. CIRI connects manufacturing firms to valuable business and community resources to help stimulate new business, promote neighborhood investment, and create new jobs to support Cleveland residents and provide revenue to fuel vital city services.

“WIRE-Net’s Urban Redevelopment program supports manufacturing and employment growth, stimulates infrastructure investment, industrial site redevelopment, and business attraction and expansion.”

To improve access to Cleveland’s industrial districts, WIRE-Net has had a long-term focus on working with manufacturing firms, stakeholders, public planners, and other community partners to identify roadway projects that need improvement to help manufacturers access markets, customers and suppliers.

In 2009 WIRE-Net supported campaigns for priority infrastructure projects in key industrial corridors, securing new funding to impact manufacturing firms and their employees.

During the past 12 months, WIRE-Net’s support of critical infrastructure projects in the City of Cleveland helped:

- Secure \$3.5 million to complete Bessemer Avenue Extension Project
- 47 manufacturing-related companies and 1300+ employees
- Complete important roadway projects for the Bellaire Road, West 121st Street Extension, and the West 150th Street corridors.

Brownfield Redevelopment

To improve Cleveland’s manufacturing competitiveness, WIRE-Net targets blighted industrial sites, prepares them for investors, and the development pipeline.

WIRE-Net’s investment, through the Ohio Department of Development’s Urban and Rural Initiative, enabled new owners to acquire a 10 acre site on West 110th Street in Cleveland which preserved a plastic injection molding operation in the complex and grew their workforce to 40 jobs. WIRE-Net’s industrial redevelopment strategy has:

- Stimulated \$1 million in new private investment
- Retained 16 jobs and created 24 new manufacturing jobs.



**REDEVELOPING
NORTHEAST
OHIO'S URBAN CENTER**

2009 DONORS

WIRE-Net gratefully acknowledges the support we received from the individuals, foundations, corporate and government contributors listed below. Due to their financial support WIRE-Net was able to serve over 2300 manufacturing firms in 2009.

PROGRAM UNDERWRITERS

(\$10,000 AND MORE)

The Abington Foundation
Alcoa Foundation
American Wind Energy Association
City of Cleveland – Department of Community Development
City of Cleveland – Department of Economic Development
City of Cleveland – Youth Council
The Cleveland Foundation
Cleveland Industrial Retention Initiative – Department of Economic Development
Cuyahoga County Department of Workforce Development
The George Gund Foundation
MyCom – A Youth Development Initiative of Cuyahoga County, partially funded through
Cuyahoga County Board of County Commissioners and Starting Point
State of Ohio - Department of Economic Development
The Kent H. Smith Charitable Trust
The Thomas H. White Foundation

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United Methodist Church - Cleveland
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LEVERAGING THE POWER OF

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WIRE-Net believes in leveraging the expertise and power within organizations to further our mission to build healthy communities by strengthening manufacturing. WIRE-Net values the collaboration and gratefully acknowledges the technical support we received from the organizations listed below. Their support for WIRE-Net's initiatives enabled us to assist over 2300 manufacturing firms in 2009.

Hinkley Lighting, Inc.
Horsburgh & Scott Co.
Hyland Software, Inc.
Illinois State University
Indiana Office of Energy Development
Jergens, Inc.
Junior Achievement of Greater Cleveland
Kansas Department of Commerce
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Metropolitan Cleveland Consortium for STEM
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MidTown Cleveland Inc.
Millisor & Nobil
The Missouri Partnership
National Tooling and Machining Association (NTMA)
Northeast Indiana Green Build Coalition
Northeast Ohio Carpenters Joint Apprenticeship Program
Oatey
Ohio Aerospace Institute
Ohio & Vicinity Regional Council of Carpenters
Ohio Association of Metal Finishers (OAMF)
Ohio Department of Development
Ohio State Building & Construction Trades Council
Ohio University - Voinovich School of Public Affairs
Oklahoma Chamber Economic Development Foundation, Inc.
Oklahoma Department of Commerce

Ozanne Construction Company, Inc.
PEL Supply Company
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Precision Metalforming Association (PMA)
Presrite Corporation
Red Seal Electric Company, Inc.
RML Tool & Die, Inc.
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Schneider, Smelz, Ranney & LaFond, LLP
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Stockyard Redevelopment Organization
Slavic Village Development
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Superior Tool
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Talan Products Inc.
TEAM Academy
TechSolve
Turbo Machine & Tool, Inc.
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US Endoscopy
Vantage Point Enterprises
Vestas Wind Systems A/S
Volpe Millwork Inc.
Western Illinois Economic Development Partnership
West Virginia University Foundation
Wrayco Industries, Inc.

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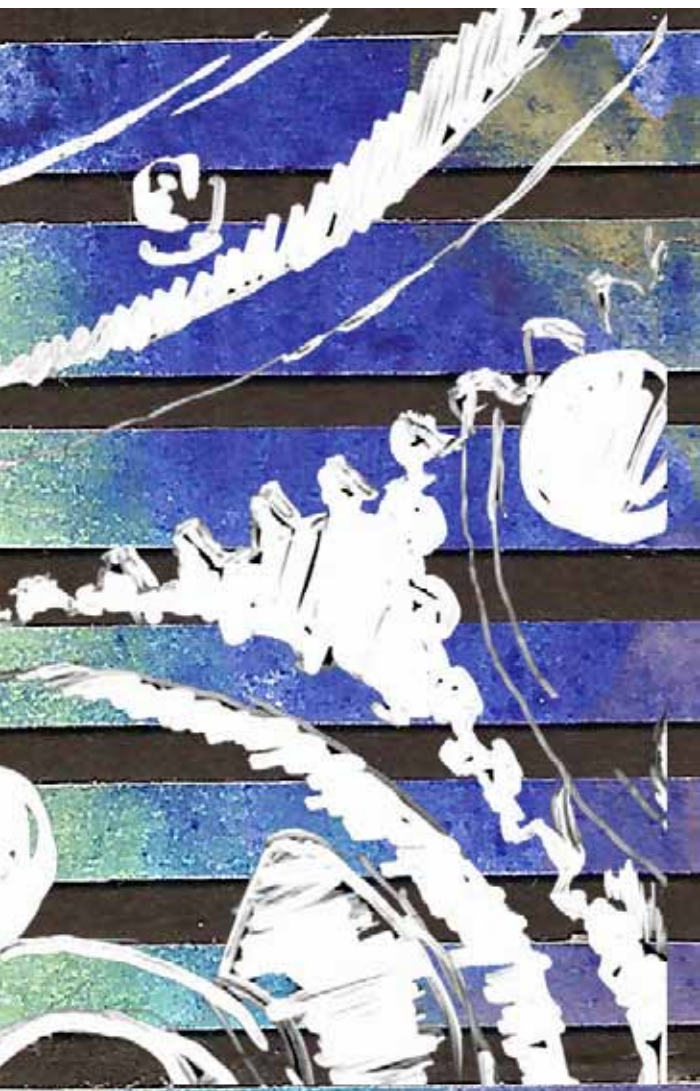
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Technologies
Shoreline Machine Products Inc.
Simplified Logistics, LLC.
Singleton Corporation
Specialty Chemical Sales
Stockyard Redevelopment Organization
Stork Herron Testing Labs, Inc.

Strategic Marketing Initiatives, LLC
Stripmatic Products Inc.
Summers Rubber
Superior Tool
Supplier Six Sigma, LLC
Swiger Coil Systems, LLC
Taft Stettinius and Hollister LLP
Talan Products, Inc.
Team Wendy, LLC
Tesar Industrial Contractors
The Riverside Company
ThermaFab Alloy, Inc.
Timco Rubber Products, Inc.
TorrMetal Corporation
Tracer Specialties, Inc.
Tribco, Inc.
Turbo Machine & Tool, Inc.
U.S. Cotton, LLC
UniControl Inc.
United Garage Door Co.
United Tool & Gage Company
Universal Grinding Corporation
VANTAGE POINT Enterprises
Walsh Manufacturing Corporation
Warwick Products Co.
Werner Properties, Inc.
Westown Community
Development Corp.
Winchester Roll Products, Inc.
Wire Products Company
Wood Dimensions
Workers’ Comp Management Solutions
Yarde Metals, Inc.
Zaclon, LLC

FINANCIAL REPORT



Balance Sheet at December 31, 2009

ASSETS	
Current Assets	626,265
Loan Receivable	158,000
Other Assets	6,809
Total Assets	\$791,074

LIABILITIES & NET ASSETS	
Current Liabilities	144,174
Long Term Debt	
Net Assets:	
Fund Balance	646,900

Total Liabilities & Net Assets	\$791,074
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Revenue Sources

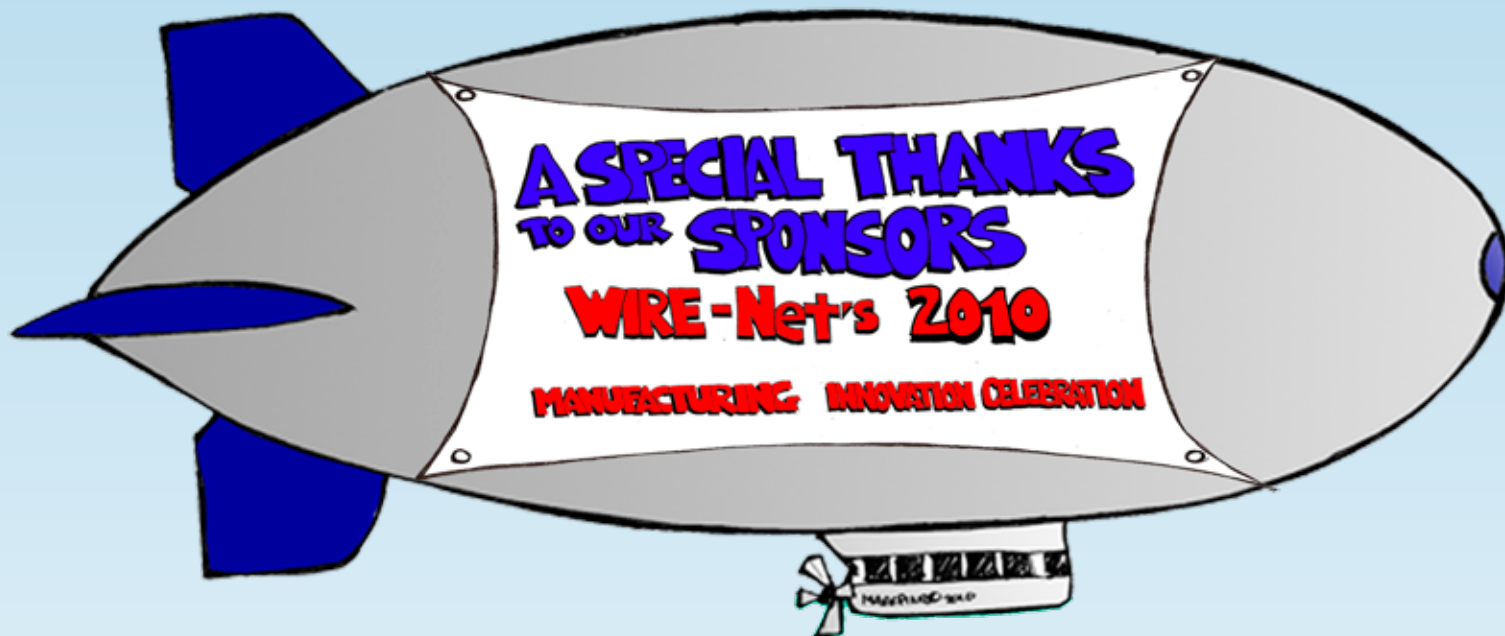
Earned	17 %	387,102
Contributed	7 %	152,045
Public Sector	58 %	1,304,927
Foundations	18 %	396,800

Total Revenue Sources	100 %	\$2,240,874
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Revenue Uses

Redevelopment Program	3%	82,715
Fund Development	3%	91,315
Manufacturing Assistance Program	22%	573,188
Youth Workforce Development	12%	311,235
Adult Workforce Development	4%	111,614
Great Lakes WIND Network™	40%	1,041,507
Membership Program	5%	129,056
Safety Net Program	2%	58,332
General & Administrative	9%	230,497

Total Revenue Uses	100%	\$2,629,459
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Dollar Bank
MAGNET
Simplified Logistics

Charter One
Cleveland Steel Tool Company
Dairymens
ODI – Ohio Displays, Inc.

ArcelorMittal
Catalyst Consulting Group, Inc.

COSE
Fredon Corporation
JRN Group, Inc.
Kaiser Permanente
Midwest Box Company ·
Walford Industrial Park
Robin Industries Inc.



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