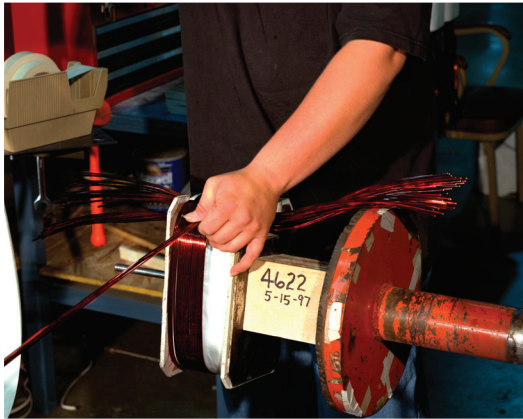


2011 Annual Report





Electric Cord Sets, Inc. has been manufacturing and distributing world class U/L and CSA approved power supply cords, power cordsets, and AC power cords since 1947. Managing Director, Jonathan Jericho, is third generation owner. The company was founded in Cleveland and maintained its headquarters here, but its manufacturing facility was located in Mississippi. When Jericho took the helm in 2009 his immediate thought was to move the entire U.S. operations under one roof in Cleveland for cost benefits and ease of doing business.

When they decided to move the plant back to Cleveland from Mississippi, Vice President Mike Smalley contacted Jacki Adams, CIRI Industrial Manager at WIRE-Net, for assistance. The company invested one million dollars in the physical plant and equipment. WIRE-Net helped them save \$60,000 through the site selection, permitting, and loan process, and also referred the business to employee training grants worth approximately \$25,000. CIRI Services directly led to sales retention that would have been lost at a value of \$250,000.

Smalley remarked, "Jacki Adams and WIRE-Net have been instrumental in bringing Electric Cord Sets, Inc. into the City of Cleveland. Jacki always has new and good ideas on how we can increase sales and reduce our expenses. What a fantastic asset!"

ECS began its Cleveland production in April 2012 and is accelerating its plan to move all operations to Cleveland. They are receiving the WIRE-Net Mission Builder Award because ECS currently has 10 employees in production with 5 new jobs by June 1, and will have 30 full time employees working in the plant within 2 years time.

Membership

WIRE-Net is a membership organization, with 260 members. We are growing fast...so to see who's already working with us, please check out our website www.wire-net.org and click on "Who We Serve" for the most current contact information.

Networking, Business Education, and Professional Development

WIRE-Net's Learning Opportunities help manufacturers stay up to date on current best practices and trends. Networking opportunities are built into all workshops, plant tours, roundtables, seminars and luncheon series.

Highlights:

- 1200 people from 324 companies participated in 62 WIRE-Net events in 2011.
- 233 people from 111 companies attended the 2011 Annual Meeting to hear keynote speaker Cuyahoga County Executive, Ed FitzGerald
- 274 people helped celebrate John Colm's 25th anniversary with WIRE-Net at House of Blues at our annual Nuts n Bolts and Blues Bash
- Built sponsorship partnerships with more than 50 companies (see page 9)

2011 proved to be a good year for many manufacturers, as a combination of forces led to growth in the transportation and durable goods and other sectors, along with increased exports. Fast rising costs in Asia, cheaper energy in the US, and a cheaper dollar have created a "manufacturing moment" in the US.

In Cleveland, our CIRI team has identified over 200 firms that are expanding and adding jobs again. Nationally, since the bottom of the recession in 2010, we've seen manufacturing add almost 500,000 jobs. A re-shoring of production from Asia and elsewhere is contributing to the uptick in US based production. This is good and welcome news, as is the attention that manufacturing is attracting from a wide range of policy makers and think-tanks. However, the recent good news has to be tempered by the reality of losing 6.7 million US manufacturing jobs during the 2000s (and over 3300 Ohio companies).

WIRE-Net is more committed than ever to working on the issues that will shape our manufacturing future. As Robert Atkinson, our keynote speaker at this year's Annual Meeting notes, the US needs to address core issues of talent, technology, trade and taxes to get our manufacturing sector on an even footing with competitors around the globe whose governments are already pressing their national manufacturing strategies.

So, we continue to act locally, and advocate nationally. At the local level, investments in WIRE-Net's programs have made solid returns to our community and stakeholders:

- The Cleveland Industrial Retention Initiative creates a \$2.46 ROI to the City of Cleveland for every program dollar invested.
- WIRE-Net's 2011 programs touched over 800 firms with support for business development, financing, training dollars, permitting and other services. 125 firms benefitted from our Redevelopment program. Over 1200 people participated in our educational and networking events.
- Our leadership to redesign career-tech education for the 21st century gained momentum as the first 9th grade class of the New Max Hayes Career Tech High School was enrolled, a new principal – Phillip Schwenk – was hired, and plans were made and executed to organize the Friends of Max Hayes, an independent Board to guide the transformation at Max Hayes.

Thank you to our loyal members – you make our work possible through your participation and financial support. 2012 will be another milestone for WIRE-Net as we look ahead to our 25th Anniversary. We plan to grow our membership, increase our value to members by making cost effective services more accessible, and continue our work to leverage our supply chains to make business connections and to attract new investment to our manufacturing regions.

Please plan to join us!

Sincerely,



Thomas Schumann
Board Chair



John P. Colm
President & Executive Director





Growing from 3,200 sq ft in 1951 to 300,000 sq ft today, heritage is still critically important to Ingolf Nitsch, factory manager for LJ Minor who explained, "Dr. and Mrs. Lewis Minor were highly respected in the food service business and responsible for upgrading the Chef position to professional status. Project Cornerstone is a testament to the lasting effect of the Minor's excellent food ingredients, creativity, food safety, and commitment to their employees."

Evaluating a complicated expansion requiring assembly of property from several different owners, and expanding in an older city is rarely easy. But with the City of Cleveland's help, and the support of WIRE-Net CIRI manager, Millie Caraballo, Nitsch said the \$20 million expansion project stayed on track and the company is actually accelerating their schedule to add 14 new jobs at the plant, which has never seen a layoff.

"For Nestlé Professional globally to succeed we have to succeed in North America and in order for us at Nestlé Professional to succeed in North America, we have to succeed in Cleveland, Ohio." said Neil Dorfman, VP of Manufacturing and Technical Services for Nestlé Professional North America. "The Minor's brand is a cornerstone to the Nestlé Professional business in the United States, in North America and globally."

The multi-million dollar investment to expand the facility will encompass 75,000 square feet by adding new advanced technologies and continuing to provide jobs to residents of The City of Cleveland. The plant expansion is scheduled to be finished in early 2013.

Redevelopment Program

Works with cities and local government to ensure that industrial sites are utilized to their maximum potential and key infrastructure for industrial districts is modern and enables access to markets and suppliers.

Highlights:

- WIRE-Net's loan to Eaton Bay leveraged over \$600,000 in private investment to acquire Cleveland Specialty Products (CSP) preserving 16 jobs and adding 8 new jobs
- Organized capital investment strategy for McCracken Road (near Cleveland Industrial Park in Lee-Miles Corridor). Project was awarded \$1.5 million grant from the State Capital Improvement Program (SCIP), serving 55 businesses and 1300 jobs
- With Councilman Martin Sweeney and the Cleveland Department of Economic Development organized an investment strategy for Cleveland's Industrial Parkway that secured \$170,000 to improve the roadway benefiting 70 businesses and 2800 jobs

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Miceli Dairy Products Company is a family owned, Italian cheese manufacturer started in 1949 by John Miceli, Sr. when he began selling fresh ricotta and scamorza cheeses on Cleveland's east side. Miceli's cheeses can be found across the nation packaged under the Miceli's brand label and many private label brands.

Miceli's is receiving the Mission Builder Award because they are in the midst of a \$32 million expansion program to consolidate all operations in one area to maximize production capacity and streamline operations. Says CEO, Joe Miceli, "I never thought about moving the business anywhere else. Cleveland is home."

The company is a family affair with second & third generation family members working together. Due to its legacy of high quality products and outstanding customer service, Miceli's has grown tremendously over the years and has made inroads into new markets, needing more space for production, storage and freezing.

Phase I redevelopment is occurring adjacent to and behind the current plant and should be completed by October 2012. This expansion will increase Ricotta Production, Cooler and Freezer Expansion, Dry Warehouse, Employee Locker Rooms, Maintenance Area and plant employee parking lot.

Across the street on E. 90th construction is just beginning for Phase II - a Milk Intake Center, Visitor Center, Test Kitchen and Research and Development Center. In talking with Jonathan Miceli he said, "The end result will allow us to take milk and raw materials in at twice the speed, and adding a second spiral cooler will help double our production."

Miceli Dairy Products Company will retain its current employee base of 135 with projections of an additional 50 jobs at an average annual salary of \$35,000. More than 60% of the workforce comes from local neighborhoods. More than seven years in the making, Miceli's is proud to be a cornerstone of manufacturing rebirth in the City of Cleveland and helping to fuel economic growth in their community.

CIRI

WIRE-Net's 2011 Mission Builder Award winners illustrate the Northeast Ohio manufacturing story and embody the WIRE-Net Mission. Four of the companies featured in this annual report benefitted directly from the City of Cleveland and the Cleveland Industrial Retention Initiative (CIRI) partnership.

CIRI works with Cleveland's manufacturers to help them stay & grow in Cleveland. The City of Cleveland annually invests around \$350,000 in direct support to the sector through CIRI. For every CIRI program dollar invested in 2011, the City earned \$2.46 in payroll taxes alone.

CIRI assists the city's manufacturing firms to improve operations and competitiveness. Kareemah Williams, CIRI Program Director, believes that building relationships with businesses to understand their needs, opportunities, and challenges is the cornerstone of business retention.

Williams notes how CIRI has grown more sophisticated, "Manufacturing services have evolved beyond a visitation and information referral program, to facilitating projects that help manufacturers compete and grow in Cleveland."

The CIRI team consists of Industrial Development Managers, Jacki Adams, Millie Caraballo, Joe Gross and Midtown Cleveland's JP Kilroy. The whole team



is well-respected by their manufacturing customers.

Millie Caraballo is known among local companies as someone who gets things done. According to Ingolf Nitsch, Factory Manager for Nestles Professional – LJ Minor Division, “Millie’s knowledge, commitment to help better the city, her sincere passion for helping others and her ability to get things done make her an invaluable asset to the City.”

Highlights:

- Delivered in-plant support to 520 unique Cleveland manufacturing firms employing over 22,000 people.
- Conducted over 750 total visits to uncover opportunities and challenges at Cleveland’s industrial companies
- Completed over 510 services primarily in the areas of infrastructure, general business assistance, employment & training and real estate & land assembly

Impact:

Delivered service interventions to 21 firms where jobs were at risk or new jobs could be added, for a total impact of:

1. 870 direct manufacturing and related jobs
2. \$43 million annual payroll *
3. \$860,000 in annual payroll taxes paid to the City for a \$2.46 ROI on program dollars invested
4. 67 jobs projected to be created with potentially \$3.3 million in new payroll*

*Annual payroll is estimated on payroll data from the State of Ohio Labor Market Information System.

National Safety Apparel (NSA) is receiving the Mission Builder Award for its commitment to its employees and the community, demonstrated by relocation and expansion to a larger Cleveland facility, 30 jobs that have been created, and 50 jobs that are likely to be created in 2012.

Family owned and led by 4th generation family member Chuck Grossman, NSA is one of only a few clothing manufacturers with production in the USA. NSA is committed to investing in training people that have a “passion for sewing” and interested in a career with the company. NSA has a diverse employment base that represents 26 countries. With so many languages represented they have been deliberate in thinking about how best to communicate with employees and provide special services like ESL training and instructions with pictures rather than words.

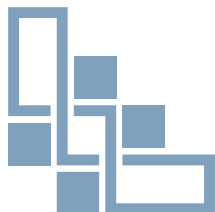
In late 2011 NSA moved from its former 35,000 sq ft facility to a 90,000 sq ft facility on Industrial Parkway, nearly tripling its production space.

“Relocation to another Cleveland facility reaffirms our commitment to our employees and Cleveland,” said Sal Geraci who has been with company for 24 years and now VP of Operations. “Even though we only moved 2 miles we did not want to lose any of our employees that have been so loyal to us.”

For 76 years, NSA has been a market leader in the design and manufacturing of high-quality, U.S.A.-made, personal protective clothing and safety apparel that protects industrial workers from dangers in the workplace. In just 5 years, the company has doubled their work output.

The challenge for NSA is to find additional employees, “people that have a passion for sewing, experience sewing at home or in an industrial setting, and want to develop at NSA”.





Balance Sheet at December 31, 2011

ASSETS

Current Assets	616,628
Fixed Assets – net of depreciation	5,390
Other Assets	6,809

Total Assets	\$628,827
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LIABILITIES & NET ASSETS

Current Liabilities	147,141
Long Term Debt	
Net Assets:	
Fund Balance	481,686

Total Liabilities & Net Assets	\$628,827
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Revenue Sources

Earned	15%	\$457,548
Contributed	9%	333,184
Grants & Contracts	76%	1,781,405

TOTAL	100%	\$2,572,137
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Revenue Uses

GLWN™	38%	977,853
Manufacturing Assistance Program	22%	567,363
Youth Workforce Development	11%	275,026
Membership	6%	152,846
Redevelopment Program	3%	76,828
Adult Workforce Development	3%	71,867
SAFE-16 Program	2%	54,852
General & Administrative	13%	332,239
Fund Development	2%	49,883

	100%	\$2,558,757
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WIRE-Net gratefully acknowledges the financial support of these contributors:

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GLWN and Supply Chain Services

Assists manufacturers with new business connections efficiently and cost effectively. Over 1600 companies (674 in Ohio) across the U.S. have registered with the GLWN Network to connect to clean energy manufacturing opportunities. For the latest news see www.MakingItHere.org

Highlights:

- Organized a National Wind Energy Summit in Cleveland with 250 attendees from 33 states focused on constraints to domestic manufacturing, offshore wind development, and wind farm construction.
- Created the 2011 Wind Energy Industry Manufacturing Supplier Handbook, a comprehensive guide for industry suppliers
- Worked in close collaboration with MAGNET and Team NEO to develop a more effective supply chain strategy for the region that leads to business development and new business attraction
- Delivered two New Markets Workshops to more than 100 manufacturing companies
- Identified 46 Tier One matching projects connecting 90 manufacturers to new business opportunities
- Managed 22 wind energy sourcing projects, referring 285 companies to new business opportunities. (105 of those companies located in Ohio)

Norlake Manufacturing Company was established in 1963 in Norwalk, Ohio as a magnetics supplier to the telecom industry and has been providing engineered transformer solutions for over forty years. The company's substantial growth led to a move into its current state-of-the-art facility, in North Ridgeville, Ohio. It has grown from 4 employees producing 10VA sized magnetics with annual sales of \$100,000 to 95 employees producing over 3500KVA sized magnetics and \$14,000,000 in annual sales. This growth comes from strong leadership, skilled engineers, a dedicated work force, high quality and affordable products. Today James Markus continues his commitment to Norlake's success as president and majority owner.

In 2010 GLWN conducted a Wind Capabilities Profile at the request of Norlake. With 80,000 sq ft of manufacturing floor space, Norlake was in a perfect position to enter the wind industry as a supplier of magnetics for wind turbines, and sought out GLWN's guidance, connections and assistance to help make that goal a reality.

The Profile process gauged Norlake's strengths in the areas of capabilities, competitiveness and qualifications specific to the wind industry. They were able to identify certain opportunities for improvement, ranging from quality systems, manufacturing processes, material flow, traceability and workplace organization that would clearly meet wind industry standards and increase Norlake's attractiveness to potential wind industry OEMs.

Three months after conducting Norlake's Capabilities Profile, GLWN met key representatives from Ingeteam Energy seeking supply chain partners for a new plant being built in Milwaukee. Ingeteam engaged GLWN to act as a boots-on-the-ground purchasing consultant to help identify potential suppliers for its domestic operations.

Norlake was identified along with nine other manufacturing candidates as a qualified and potential supplier. Following the standard non-disclosure phase, prints and specs were furnished to each candidate. In the quoting process Norlake was identified as one of three finalists and led to a full-day plant tour and evaluation by Ingeteam engineering and quality members. Norlake engineers were able to offer alternatives to Ingeteam's original specs which had the potential to reduce production costs to make the product line more competitive. Ingeteam was impressed and awarded Norlake a blanket purchase order in April, 2011, less than one year after the initial Profile was conducted by GLWN. This new business award has the potential to create 10+ jobs.

2011 INVESTORS

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Employment and Training

Youth Workforce Development

School to Career at Max Hayes

Over 100 partners are working with WIRE-Net, Max Hayes Career Tech High School and Cleveland Metropolitan School District to design a new program of study that will deliver a highly individualized educational experience that integrates technical and academic course work with project based learning in manufacturing, transportation, information technology, and building and construction. Business and post secondary educational partnerships are central to the "New Max Hayes" model.

Highlights:

- A new principal, Phillip Schwenk, was hired
- 75 students attended summer orientation to prepare for their high school experience
- 156 ninth graders participated in the first year of the project
- Technical committees formed to improve educational standards in Computer Aided Design (CAD), Computer Numerical Control (CNC), Welding, Building & Construction, and Transportation



PHILIPS

Adult Workforce Programs

WorkSource is a customized talent recruitment service helping companies recruit hard-to-find staff for skilled hourly and management positions.

Highlights:

- 58 Total Employee Job Orders placed
- 21 Manufacturing Businesses placed Job Orders
- 13 Job seekers received full-time employment with benefits and continue to be employed
- Total Annualized Payroll Created by Job Placement: \$664,000.

Work Advance

Led by Towards Employment, this manufacturing workforce collaborative serves employed and unemployed workers to connect them to jobs with career pathways so that participants have the opportunity to advance in skills and compensation. Work Advance is designed to definitively link its unique program design to economic outcomes.

Highlights:

- 210 companies have been contacted and introduced to WorkAdvance Initiative
- WIRE-Net identified 74 job orders referred to WorkAdvance partners

The Cleveland suburb of Highland Heights is Philips Healthcare's global headquarters for its Computed Tomography (CT) and Nuclear Medicine (NM) business lines, with roughly 1,200 employees focused on advancements in oncology, radiation therapy, and cardiology. Philips moved its Nuclear Medicine headquarters from San Jose, California to Highland Heights in 2006.

Philips is receiving the Mission Builder award because last December the company announced that they will bring an additional 100 high-paying jobs to the Cleveland area. The new jobs are part of a R&D facility focused on imaging technology that helps doctors learn more about how internal organs work. Philips benefits by being close to world-class clinical medical centers and has partnered with University Hospitals / Case Western Reserve University, and The Ohio State University's Wright Center for Innovation in Biomedical Imaging. These partnerships drive innovation, speed, and accuracy to advance and develop in the right areas – ultimately to improve the patient care cycle and save lives.

The Ohio Third Frontier Commission approved a \$5 million grant for the Philips project. The company's funding application cited a strong local workforce; the Cleveland Clinic's reputation for heart care; the state-supported Global Cardiovascular Innovation Center; and collaborations with universities and University Hospitals as factors in its decision.

"These are the kinds of jobs that, typically, you would hear about Northeast Ohio losing in the past several decades," Cuyahoga County Executive Ed FitzGerald said. "So the fact that these jobs are coming from California to Northeast Ohio is a welcome contrast."

Philips has been a quiet but growing presence in the state. Last year, the company announced a \$38 million investment to establish an imaging center at University Hospitals Case Medical Center, with help from state and local partners. And the company has spent \$40 million on imaging research with Ohio State University.

We Support. We Connect. We Partner.

WIRE-Net strengthens manufacturing to create healthy communities and fuel economic growth. We provide expertise that is responsive to manufacturing related businesses and their employees. WIRE-Net connects leaders to each other and engages them in their community.

GLWN WIRE-Net CIRI

The WIRE-Net Industrial Network

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