

April 1, 2013

Dear Manufacturing Leader,

We encourage you to connect to other leaders from 280 companies who have made a conscious choice to belong to the WIRE-Net family.

Our members have similar characteristics:

- They are committed to retain or grow their business in Northeast Ohio
- They value and invest in strategies to operate more efficiently and effectively
- They have a desire to share knowledge and connect to other leaders
- They work together to drive economic health locally to build stronger communities

We are proud of our industry-leading 90% member retention rate, and excited to show you how WIRE-Net membership could be the best decision you make in 2013.

Join now and get extra months of services and support at no additional cost. Our membership year runs July 1 through June 30, but you can join now at the 2013-2014 annual dues rate.

Thank you for joining WIRE-Net and helping us celebrate 25 years of helping manufacturers!

Sincerely,



Mark Dawson, President
Cleveland Steel Tool Company
Chair, WIRE-Net Board of Directors



John Colm
President & Executive Director
WIRE-Net



WIRE-Net 
TWENTY-FIVE YEARS



P.S. PLEASE MARK YOUR CALENDAR TO JOIN US FOR FOUR SIGNATURE EVENTS THIS YEAR!

JUNE 10th

WIRE-NET'S INAUGURAL
GOLF OUTING AT
BOULDER CREEK
GOLF CLUB

JUNE 26th

25th ANNUAL
MEETING AT WINDOWS
ON THE RIVER

JULY 25th

WIRE-NET MEMBER
APPRECIATION
PICNIC – FREE!

OCTOBER 24th

NUTS & BOLTS BASH AT
THE HOUSE OF BLUES

CHECK OUT OUR ONLINE CALENDAR TO SEE WHAT ELSE IS HAPPENING AT WIRE-NET THROUGHOUT THE YEAR!

25 YEARS OF GRASSROOTS SERVICE TO MANUFACTURING COMPANIES

1986

WIRE-Net was founded by Cudell Improvement, Detroit Shoreway Community Development Organization, and Stockyard Area Development Association. John Colm was hired as WIRE-Net's first director. During 1987, 200 plant visits were made to local manufacturing firms to assess their needs and concerns. Job placement, technical assistance, and public infrastructure investment were cited then and still are central to WIRE-Net's work.

1988

Westside Industrial Retention & Expansion Network incorporates as a 501 (c)(3), and signs up its first five members: Actron Manufacturing, Apex Paper Box, Summers Rubber Company, Universal Grinding, and Wood Dimensions.

1989

During his campaign for Mayor of Cleveland, candidate Mike White pledges to expand the WIRE-Net model citywide. WIRE-Net receives its first grant funding from Cleveland and Gund Foundations for Hire Locally Program.

1990

At Mayor White's request, John Colm submits a report outlining a city-wide industrial retention initiative. During WIRE-Net's Hire Locally program's first year, 106 Cleveland residents get manufacturing jobs.

GET THE MOST OUT OF YOUR WIRE-NET MEMBERSHIP

Join a community representing businesses of all sizes across the region. It's easy and fast to join online at www.wire-net.org/how2join.html. And Rick Dawson, Manager Membership Development, is one call away, **216.920.1960**.

NETWORKING, BUSINESS EDUCATION, AND PROFESSIONAL DEVELOPMENT

1,100

PEOPLE

450

COMPANIES

Last year 1,100 people from 450 companies attended our learning opportunities and events (20% - 60% Discounts for WIRE-Net Members)

- Management education: plant tours, roundtables, seminars, and more
- Read monthly electronic newsletter and manufacturing events newsletter
- Edge Networking Group – young professionals in manufacturing who get together quarterly to make business connections, have FUN, and stay motivated

1991

WIRE-Net's Cornerstone Project signs up 30 firms to volunteer with Max S. Hayes High School. WIRE-Net organizes the Cleveland Industrial Summit, cosponsored with CAMP, WINOC, East Ohio Gas, CEI, and the Growth Association, creating momentum to establish the Cleveland Industrial Retention Initiative.

1992

WIRE-Net's efforts with the City of Cleveland keep the reconstruction of West 65th Street on track. Over 110 firms receive technical assistance.

1993

WIRE-Net releases "Make My Deal," an analysis of manufacturing credit needs and pushes local banks to improve their lending to small firms.

1994

WIRE-Net assembles and remediates land for a new industrial park. Walworth Run provides 14 acres of clean buildable land, and a home for B&R Machine Company. WIRE-Net membership grows to 100 members strong.

1995

Together with the Cleveland Foundation, WIRE-Net wins \$1.1 million from the Pew Charitable Trusts, in partnership with the Gund Foundation and others. Expanded programs for school-to-career, training and placement, and launched the Manufacturing Assistance Program.

30+

EVENTS

Sponsorship Opportunities for more than 30 WIRE-Net events

GET VISIBLE, GET BUSINESS

- Help us connect you to new business opportunities by filling out a short assessment online at <http://data.wire-net.org>
- Your business listing in our downloadable, searchable Membership Directory
- Membership Directory link to your company website
- Member listing in WIRE-Net's Annual Report and marketing materials
- Use of WIRE-Net logo on your company's marketing materials and website

BUSINESS SERVICES

- Your member account manager will help find solutions to your manufacturing opportunities and challenges
- For Cleveland companies, CIRI is your link to City Hall
- Cost Effective recruiting services by calling T.J. McGowan at **216.588.1441** (50% Discount to WIRE-Net Members)
- Buyers, OEMs, or first tier suppliers with pains in your supply chain, get supply chain assistance by calling Matt Bramson at **216.920.1968**
- Customized and cost effective consulting referrals
- Access to WIRE-Net's Metro Scan Real Estate Database
- Real Estate site search assistance and referral
- Introductions to trusted partners designed to save you money on energy costs, workers comp premiums, safety training, HR and consulting services, shipping costs and more

1996

With many economic partners, completes acquisition and site prep on the first four acres of the 14.5 acre Walworth Run Industrial Park to spur investment in manufacturing facilities and maximize economic opportunities for employers to create new jobs for area residents.

1997

Hire Locally program places 269 people in manufacturing employment, generating economic impact of \$3.8 million in wages, generating \$76,000 in payroll taxes for Cleveland.

1998

WIRE-Net launches the three-year Machine Trades Sectorial Initiative, aimed at revitalizing metalworking training in greater Cleveland, part of a nine city "Sectorial Employment Initiative" led by the Charles Stewart Mott Foundation.

1999

WIRE-Net receives the prestigious Economic Development Program of the Year Gold Award from the Council for Urban Economic Development (now the International Economic Development Council). WIRE-Net partners with NASA Glenn and Tri-C to develop a machinist training program, one of the first to teach to the National Institute for Metalworking Skills standards.

2000

WIRE-Net helps form the Northeast Ohio Metalworking Association Consortium (NEO-MAC) and negotiates agreements with educators to delineate the roles of industry and education to improve precision machining training.

WHAT WILL BE DIFFERENT IN TWO TO THREE YEARS IF I JOIN WIRE-NET?

Linas Biliunas, Martindale Electric Co. President, is putting his mark on the business with organizing machines, business flow charting, and adding a new Kanban card system. He wants Martindale employees to be participative, multi-functional, and open to change.

The more you participate, the more you receive from your WIRE-Net membership.

In 2012, Linas and five other Martindale employees attended 11 different events – learning opportunities, (Seminars, Lunch 'n' Learns, and Plant Tours) and several Networking Events.

"The networking and benchmarking opportunities through WIRE-Net are a fantastic resource for manufacturers and Northeast Ohio. The friendships that are made are very valuable and genuine; people are very open and willing to help. The exposure and sharing of new ideas with local businesses has been an eye opening experience for Martindale employees as we further our own continuous improvement efforts."

Linas Biliunas
President, Martindale Electric

2001

WIRE-Net advocates for a smart manufacturing agenda during the Cleveland mayoral campaign.

2002

With "first in" funding from the Generation Foundation, WIRE-Net launches its Manufacturing Innovation for the Next Decade (MIND) program, an action think tank for innovators who are accelerating the pace of innovation within their companies.

2003

Targets 11 roadway projects in key Cleveland industrial corridors for reconstruction. The capital investment plan calls for \$36 million in public investment over 5 years.

2004

Organizes NEOCAM—the Northeast Ohio Campaign for American Manufacturing—a coalition of industry associations representing 600 Northeast Ohio member companies and 26,000 employees. Several hundred attend NEOCAM's Manufacturing Town Hall meeting in August 2004.

2005

Nine companies enroll in Manufacturing Innovation for the Next Decade (MIND), representing seven industry sectors, 1,800 jobs, \$1 B in sales and over \$66 million in annual payroll. Over 100 business and community leaders participate in WIRE-Net's first Appreciative Inquiry Summit at Great Lakes Brewing Company, setting direction for the next three years.

LEO'S STORY

The Martindale Electric Co. story shows it is possible to grow a business through continuous improvement, while giving back by helping grow the future workforce.

Good in math and science, Leo Lopez likes working with his hands so he chose Max Hayes Career Technical High School. The machining instructor selected Leo to interview with Martindale. Sharon Piko, Martindale HR Manager for 18 years, is proud of her steady crew and looks for new employees that fit into its family-like culture. Sharon looks for character first, then mechanical aptitude and skills strength. She felt that Leo was a good fit and hired him for a full-time summer position.

Leo thinks that it is better use of his time to get a job and work toward an industry certification instead of hanging out with friends. Currently he takes six classes and spends two days a week in a work study program paid by Martindale. Now a senior, Leo plans post-secondary schooling at a local community college, and then move on to an engineering program and a career as a CNC machine programmer.

Martindale's leadership views each hire as long-term and looking forward to the future. Linas Biliunas told us that "it is the responsibility of management and leadership to grow employees as individuals which extends to society."

180 **x** **180**
MEMBERS STUDENTS

Multiply 180 manufacturing members by 180 students entering Max Hayes each year, and you can see how your investment in WIRE-Net strengthens the manufacturing sector and creates economic growth in Northeast Ohio.

2006

2007

Launches Great Lakes WIND Network, a statewide partnership with the State of Ohio and the Cleveland Foundation. WIRE-Net begins management of the CIRI program. Five-year Capital Investment Plan is completed with 10 projects funded at over \$34 million in roadway improvements affecting nearly 350 manufacturing companies.

Strategic decision to remove geographic boundaries. WIRE-Net partners with Cuyahoga County to undertake a county-wide metals industry training partnership (MAGICC). NEOCAM activity peaks with a governor candidate forum; Dan DiMicco, Nucor Corporation, discusses global trade practices, tax and regulatory policies; and a Clean Energy forum is the catalyst for forming the Great Lakes WIND Network.

2008

2009

Surdna Foundation joins the Cleveland Foundation in supporting year one of the New Markets Initiative, a collaboration with MAGNET. WIRE-Net finalizes Eaton Bay project to revitalize the former Standard Products plant on West 110th, stimulating \$1 million in new investment, retaining 15 jobs, and creating 24 new manufacturing jobs.

Secures New Max Hayes project funding to hire a consultant to support development of a 21st century career tech program. Over 400 Ohio manufacturers engage in the Great Lakes Wind Network's regional workshops. A partnership is formed with the American Wind Energy Association.

25TH ANNIVERSARY LEGACY CAMPAIGN

From humble beginnings, coordinating safety and security for Cleveland Westside manufacturing businesses, WIRE-Net has grown to include supply chain sourcing and operational efficiency programs for Northeast Ohio manufacturers.

Our 25th Anniversary campaign provides members and friends the opportunity to honor our founding executive director, John Colm, while also laying the groundwork for these Key Programs:

HONORING OUR PAST

Continue to promote safety and security, retention of manufacturing businesses and the jobs they create, just as John Colm began safety patrols and neighborhood clean ups in the Detroit Shoreway area in the early 1990s.

EXPANDING OUR IDENTITY

WIRE-Net has evolved much beyond its original focus, when John worked with leaders in only a handful of Cleveland neighborhoods. Then our name expressed fully what we did. We feel that the time is right for a name change, rebranding the organization and key programs, and creation of rebranded materials and digital media.

ENHANCING OUR STRENGTHS

Through supply chain optimization services, complete the transition of GLWN into natural gas and alternative energy, as John envisioned bringing wind energy jobs to Northeast Ohio in 2006 and secured support of The Cleveland Foundation, Surdna Foundation, and Energy Foundation.

BUILDING OUR FUTURE

Strategically planned services and networking opportunities meant to grow and efficiently operate manufacturing businesses, including improving the skilled labor talent pool. John Colm worked tirelessly with Big Picture Learning to deliver the Take It to the Max! design plan, and used his political capital to engage more than 100 community leaders and funders. Help support this innovative school initiative and the 800 students entering a new school building in September 2015.

2010

2011

2012

2013

CIRI team plays instrumental role to bring Electric Cord Sets from Mississippi to Cleveland. Other key CIRI expansion projects include Nestlé-LJ Minor, National Safety Apparel, and Miceli's Dairy. GLWN holds the first "Making It Here" wind supply chain conference in Cleveland, 244 people from 33 states attend. The WorkAdvance partnership with Towards Employment allows WIRE-Net to expand its WorkSource recruiting program.

GLWN develops and delivers the nation's first wind farm supply chain workshop. 62 firms participate in a GE Lighting and Appliance Sourcing event with \$3 million in contracts awarded. 100 business leaders participate in New Max Hayes design forum.

GLWN lands a Department of Energy grant to lead an effort to further America's Offshore Wind Manufacturing and Supply Chain Development. Bessemer Avenue extension is completed at a total project cost of \$11.3 million, affecting 72 companies. Celebrates 25th Anniversary.

Clinton Global Initiative America invites WIRE-Net to Chicago to announce its commitment to expanding 21st Century Career Technical Education at Max Hayes. Since 2007, the combined economic impact of CIRI's 61 service interventions result in 55 firms retained or expanded, 1200 direct jobs retained, and over \$59 million in annual payroll preserved.

Your philanthropic goals matched with others like you have the potential to do so much more. Please consider a tax-deductible donation to our 25th Anniversary campaign.

SUPPORT YOUR COMMUNITY, GET INVOLVED

- Match your philanthropic goals with a charitable cash donation
- In-Kind product or service donation to WIRE-Net.
- Volunteer to serve on a committee
- Share your knowledge and expertise by presenting at a seminar or writing an informative article for our monthly newsletter



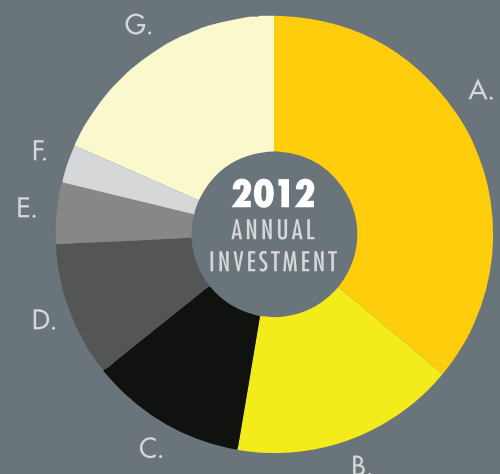
WIRE-Net
TWENTY-FIVE YEARS

YOUR ANNUAL INVESTMENT TO STRENGTHEN NEO MANUFACTURING

WIRE-Net relies on a diversified income stream—events, sponsorships, membership dues, fees for services, foundation grants, government contracts, and charitable contributions. Here is how your investment is used to strengthen manufacturing in Northeast Ohio.

2012 ANNUAL INVESTMENT

A. GLWN & Supply Chain Services	\$834,818	36.1%
B. CIRI	\$383,266	16.6%
C. Youth Workforce Development	\$267,775	11.6%
D. Membership & Learning Opportunities	\$231,930	10.0%
E. Adult Workforce	\$104,972	4.5%
F. Redevelopment	\$65,364	2.8%
G. General Admin & Fund Development	\$425,230	18.4%
Total Expenses	\$2,313,355	



WIRE-NET 2012-2013 BOARD OF DIRECTORS

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WIRE-Net Member List



2012 – 2013

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3-D Materials Management, LLC	Bricker & Eckler LLP	Dollar Bank
4D Parts Direct	BroCo Products Inc.	Drabik Manufacturing Inc.
A-1 Grinding	Bush Integrated	Du West Tool & Die, Inc
A-Brite Plating Company	Business Development Solutions, Inc.	Duffy+Duffy Cost Segregation Services
ACE Equipment Company	C. A. Litzler Company	DuneCraft, Inc.
Action Industries	Cactus Jack Landscaping, Inc.	Duray Plating Company
Adalet	Capital of Know-How/TradeNameSupplyTrain	Earnest Machine Products Company
Adams Automatic, Inc.	Catacel Corporation	Elco Corporation
ADP	Catalyst Consulting Group, Inc.	Electric Cord Sets, Inc
Advance Manufacturing Corporation	Centric Consulting	Elevated Sale, Inc
Advance Paint Technology, Ltd.	Chagrin River Consulting, LLC	EMC Precision Machining
Advanced Secondaries, Inc.	Chatfield Steel	Employee Benefits International
AdvizeX Technologies	Chemtrade Logistics	Enerco Group Inc.
Aero-Instruments	Ciano and Goldwasser, LLP	Energy Management Specialists, Inc.
Aetna Plastics Corp.	Citizens Bank	Envirofab, Inc.
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Aircraft Plating Corp	Cleveland Hardware & Forging Co.	ETNA Products, Inc.
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Alcon Industries, Inc.	Cleveland Industrial Training Center	Evergreen Resources LLC
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Alpha Packaging	Cleveland Machinery Sales, Inc.	F.L. Distributors
AMCLO GROUP	Cleveland Specialty Products	Fabrication Group, LLC
AMECO USA	Cleveland Steel Tool Co.	John Fahsbender
Amros Industries, Inc.	Cleveland-Cuyahoga County Port Authority	Fastar E D M
Anchor Manufacturing Group, Inc.	Clock Electric	Federal Gear Corporation
Apex Paper Box Co	Cohen & Company	Felber PR & Marketing
Applied Industrial Technologies – Industrial Parkway	Compliance Technologies, Inc	Ferrous Processing & Trading Company
ArcelorMittal	Control Electric Company, Inc.	Fidelis Partners, Inc.
Joe Archacki	Control Line Equipment, Inc.	Final Cut Inc.
Architectural Products Development, Inc.	Conveyer & Caster Corp.	FirstMerit Bank N.A.
Arkinetics, Inc	Cook-Leitch & Associates, Inc.	Fisher & Phillips, LLP
Arrowhead Industries Corp.	Corporate College East	Flow Polymers, LLC
Art Galvanizing Works	Corsaro & Associates Co., LPA	FocusCFO
ASK Chemicals LP	CRESCO Real Estate, Cushman & Wakefield	Fredon Corporation
AT&F	Criterion Tool & Die, Inc.	Fulcrum ConsultingWorks, Inc.
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B.R.O.T. Inc-Precision Metal Fabricating	Cudell Improvement, Inc.	Gebauer Co.
BAC Distributing	Custom Paper Tubes, Inc.	General Metal Heat Treating, Inc.
Barth Industries	CWP Technologies	General Pest Control Co.
Bassett Sprinkler Protection Inc.	Dairymens	Gotta Groove Records
BCG & Company	Dan T. Moore Company	Granite Steel & Processing, Inc.
Bellaire-Puritas Development Corp.	Debra Thompson CPA, LLC	Great Lakes Brewing Co.
Berea Moving & Storage Company	Decker Steel & Supply, Inc.	Great Lakes Computer
Wayne Bergman	Delta Systems, Inc.	Great Lakes Integrated
Beverage Machine & Fabricators, Inc.	Detroit Shoreway Community Development	Great Lakes Towing Company
Boundary Systems	Diamond Metals Distribution, Inc.	Greater Cleveland Construction
Braden Sutphin Ink	Diamond Tool Inc.	Groff Industries, LLC
	Diane McNally Consulting, LLC	H.P. Technologies, Inc.

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Heather B. Moore, Inc.
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Herold's Salads Inc.
MJ Hilker
HKB Enterprises
HKM Direct Market Communications
Home Savings & Loan
Horizon Outsourcing
HP Manufacturing Company, Inc.
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Huntington National Bank - Pepper Pike
ImageMart
Impact Armor Technologies LLC
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JRN Group, Inc.
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Ohio Displays, Inc.
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PEL Supply Company
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PNC Commercial Banking
Postle Industries, Inc
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Pricing Empowered, LLC
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Process Excellence Systems, Inc.
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Leisa Scott
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The Profitability Catalyst
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Trec Industries
Tribco, Inc.
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United Tool & Gage Company
Universal Grinding Corporation
Universal Heat Treating, Inc.
US Bank - Euclid Ave
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Walsh Manufacturing Corporation
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Wegman, Hessler & Vanderburg
Wells Fargo Insurance Services
Westfield Bank
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Westown Community Dev. Corp.
Wire Products Company
Wood Dimensions
WRIS
WSM Technology, Inc
Zaclon, LLC
Zinner & Co., LLP

We support. We connect. We partner.

www.wire-net.org

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2012

Program Underwriters

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Walsh Manufacturing Corporation
The George Whalley Company
Weston, Inc.
Wood Dimensions

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William A. Brake
John Colm
Gretchen and Michael Farrell
Julie King
James Latham Family Fund
T.J. McGowan
Chuck and Patricia Mintz
Jack Schron Family
Thomas Schumann
John Tubbs

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John Collins
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#26 Acts of Kindness
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Linda Ferguson
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Steve Craig
Michael D'Amato
Mark Dawson
Elements Gallery
Embassy Suites Cleveland
Jose Estremera
Cindy Farr
FedEx
Larry Fulton
Ghostly Manor
Good 'n' Raw
Great Lakes Brewing Co.
Great Lakes Science Center
Herold's Salads Inc.
Holden Arboretum
Holiday Inn Cleveland South
Dee Holody
House of Blues Cleveland
Ichiban Salon & Day Spa, Inc.

Jeannie's Creations
Jergens, Inc.
Karamu House
Julie King
Huey Kirk
Judy Kirk
Suzanne Kristoff
Lake County Captains
Lake Erie Monsters
Bob Lipscomb
Mike Lowery
Max S. Hayes Career & Technical High
School – Autobody Technologies
Miceli Dairy Products Co.
Bob Miller
Miracle Method
MOCA Cleveland
Nautica Queen
Ohio City Pasta
Orlando Baking Company
Peninsula Historic & Educational
Foundation
Bob Phelan
PNC Commercial Banking
George Pofok
Ray's Indoor Mountain Bike Park
Robin Industries, Inc.
Salon Bravissimo
Mari-Elen Sammon
Thomas Schumann
Stocker Arts Center
Target
Team Wendy, LLC
The Only Cleveland Store
Thistledown
Marie Toth Mary Kay Cosmetics
Trolley Tours of Cleveland, Inc.
Van Roy Coffee Company
Bruce Waterhouse
Western Reserve Historical Society
Leslie Yerkes

We support. We connect. We partner.

www.wire-net.org

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tel 216.588.1440 · fax 216.588.1439

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS	2012	2011
Current Assets		
Cash and Cash Equivalents	\$ 462,940	\$ 374,331
Grants Receivable	89,148	153,371
Accounts Receivable	78,181	85,746
Prepaid Expenses	2,423	3,180
Total Current Assets	632,692	616,628
Property and Equipment		
Office Furniture and Equipment	73,037	58,817
Less: Accumulated Depreciation	(55,461)	(53,427)
	17,576	5,390
Other Assets		
Deposits	6,809	6,809
TOTAL ASSETS	\$ 657,077	\$ 628,827
LIABILITIES AND NET ASSETS		
Current Liabilities		
Line Of Credit	\$ 4,000	\$ -
Accounts Payable	66,783	97,768
Accrued Expenses	46,276	49,373
Total Current Liabilities	117,059	147,141
Net Assets		
Unrestricted:		
Undesignated	147,053	123,523
Board Designated	148,000	158,000
	295,053	281,523
Temporarily Restricted	244,965	200,163
Total Net Assets	540,018	481,686
TOTAL LIABILITIES AND NET ASSETS	\$ 657,077	\$ 628,827

CONSOLIDATED STATEMENT OF ACTIVITIES

WIRE-Net

	2012			2011		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
REVENUE AND OTHER SUPPORT						
Grants	\$ 1,031,917	\$ 676,113	\$ 1,708,030	\$ 1,070,568	\$ 657,500	\$ 1,728,068
Consulting Fees	150,480		150,480	142,185		142,185
Membership Dues and Contributions	307,168		307,168	333,184		333,184
Interest Income	264		264	2,605		2,605
Program Events and Workshops	262,770		262,770	312,758		312,758
Net Assets Released from Donor Restrictions	631,311	(631,311)	-	710,837	(710,837)	-
TOTAL REVENUE AND OTHER SUPPORT	2,383,910	44,802	2,428,712	2,572,137	(53,337)	2,518,800
EXPENSES						
Program Services:						
Manufacturing Assistance	383,262		383,262	567,363		567,363
GLWN	834,816		834,816	977,853		977,853
Adult Workforce Development	104,970		104,970	71,867		71,867
Youth Workforce Development	267,775		267,775	275,026		275,026
Membership	231,929		231,929	152,846		152,846
Redvelopment	65,363		65,363	76,828		76,828
SAFE-16	57,038		57,038	54,852		54,852
Supporting Services:			-			
Management and General Expenses	370,518		370,518	332,239		332,239
Fundraising Expenses	54,709		54,709	49,883		49,883
TOTAL EXPENSES	2,370,380		2,370,380	2,558,757		2,558,757
CHANGE IN NET ASSETS	13,530	44,802	58,332	13,380	(53,337)	(39,957)
NET ASSETS AT BEGINNING OF YEAR	281,523	200,163	481,686	268,143	253,500	521,643
NET ASSETS AT END OF YEAR	\$ 295,053	\$ 244,965	\$ 540,018	\$ 281,523	\$ 200,163	\$ 481,686

2012

CIRI

The Cleveland Industrial Retention Initiative is a program of the City of Cleveland, managed by WIRE-Net that assists the city's manufacturing firms improve operations, maintain profitability, and remain competitive.

In 2012 a team of five dedicated CIRI Industrial Development Managers

- Delivered in-plant support to 502 unique Cleveland manufacturing firms employing 24,345 people.
- Conducted 646 total visits to uncover opportunities and challenges at Cleveland's industrial companies
- Completed 527 services primarily in the areas of real estate & land assembly, infrastructure, general business assistance, and employment & training
- Delivered intensive interventions to 19 firms representing 976 manufacturing and related jobs resulting in
 1. \$768,000 in annual payroll taxes paid to the City
 2. 28 jobs projected to be created with potentially \$1.1 million in new payroll
 3. More than \$1.2 million in increased sales
 4. More than \$185,000 in cost savings
- Organized eight Industrial Stakeholder events for safety & security, infrastructure improvements, business networking, and energy management.

GLWN

Market dynamics in the wind industry presented unexpected challenges in 2012. A growing percentage of companies involved in the wind industry supply chain are diversifying into emerging energy markets. GLWN polled one hundred Ohio manufacturers and discovered that

- 54% of wind component suppliers also supply the natural gas industry
- 60% are also active in the solar industry

These findings led to work in emerging energy markets, with the goal of equipping manufacturers to diversify. WIRE-Net's national July 2012 conference in Cleveland, *Making it Here: Manufacturing Our Energy Future*, attracted 154 attendees from 23 states and focused on supply chain solutions in five growing energy markets: wind, solar, gas, advanced transportation and energy efficiency.

Lean Mastery Certification and Value Stream Mapping Workshop Results

- Jobs: One manufacturer indicated that the Lean classes allowed them to hire 10 full time employees while another retained 6 employees.
- Sales: One manufacturer reported saving a sale of \$50,000 and two manufacturers indicated they had new sales totaling \$75,000.
- Indirect Labor: Contributed to a 5% reduction in indirect labor costs.
- Manufacturers estimated \$2,260,000 potential savings per year just from these initial Lean initiatives.

The U. S. Department of Energy awarded GLWN a \$300,000 contract to collaborate with US Manufacturing Extension Partnership centers to identify manufacturers and service providers who can supply the offshore wind effort.

Most recently, GLWN signed a consulting contract with New Bedford, Massachusetts, a seaport near to Cape Wind, America's first offshore wind farm. GLWN is now helping the city's economic development group to sharpen the offshore wind attraction strategy and select the right regional manufacturers in which to invest.

Supply Chain Services

WIRE-Net is building a solid foundation of nearly 1,000 manufacturing firms, listed online at <http://map.wire-net.org>, to promote regional sourcing, and as a boost to the region's efforts to attract new manufacturing investment in Northeast Ohio.

In 2012, WIRE-Net provided qualified supplier lists to 39 local manufacturing companies with sourcing projects, resulting in 104 suppliers referred to new business.

Urban Redevelopment Initiative

Infrastructure and redevelopment collaborations have been completed or are in progress on 5 industrial sites for a total Cleveland investment of \$42 million, and saving or creating 420 total jobs over 3 years.

Manufacturers were organized in several east side industrial districts, and helped support roadway project improvements totaling over \$11 million investment and affecting 2,800 jobs including McCracken Boulevard, Bessemer Avenue, Walworth Avenue, Aetna Road Bridge, Bradley Road, and Industrial Parkway.

WIRE-Net partnered to identify funding sources and improvements necessary to accommodate the new Max S. Hayes Career and Technical High School in the Walworth Industrial corridor.

- Identified alternative routing for truck traffic to minimize disruption in service
- Advocated for \$2M in roadway improvements to key intersections and roadways
- Ensured ongoing truck access to remaining businesses along Walworth Avenue
- The Cleveland Metropolitan School District contributed funding and the City secured State funds for the improvement

Workforce Development

Youth Program

Clinton Global Initiative America invited WIRE-Net to Chicago to announce its commitment to expanding 21st Century Technical Education at Max S. Hayes Career and Technical High School.

To the Max! Progress:

- 152 freshmen chose a career pathway for 10th grade studies
- School-to-Career seniors: three enrolled in college, one enrolled in a career tech school, and one went to the military
- 60 students completed summer camp orientation
- Due to targeted recruitment efforts to over 3,200 8th graders, 194 ninth graders enrolled at Max Hayes for 2012-13 school year
- Friends of Max Hayes Advisory Board filed for 501 c(3) status

Adult Program

- 59 WorkSource Job Orders received from 31 unique companies
- 16 Job Placements at average wage of \$17.07
- 41 Participants at PPG Recruitment Event (20 Program enrollees)
- WorkAdvance Year 2 contract executed with Towards Employment in June
- Organized Plant tour at Jergens from CITC program group
- Secured Fabrication Group and M3 Technologies participation in internships for Welding Students

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