

# AT A GLANCE

2019

THE GREATER CLEVELAND PARTNERSHIP



## OUR MISSION

As part of the strategic plan, Forward CLE, the Greater Cleveland Partnership's mission is to mobilize private-sector leadership, expertise and resources to create attractive business conditions that create jobs, grow investment and improve the economic prosperity of the region. This work is supported by an integrated public policy agenda and a commitment to diversity and inclusion in each initiative.



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### History

- Nearly 15 years old, the Greater Cleveland Partnership is the result of a merger between Cleveland Tomorrow, the Greater Cleveland Growth Association and the Greater Cleveland Roundtable.
- GCP and its predecessors created JumpStart, MAGNET, BioEnterprise and Team NEO.
- GCP is also a charter member of the Fund for our Economic Future.

### Budget, Initiatives, Governance & Footprint

- GCP supports both typical chamber activities (membership and advocacy) along with novel programs in inclusion (Commission on Economic Inclusion) and real estate (Cleveland Development Advisors, Inc.)
- Budget: \$15M a year for core activities
- Staff: 72 people
- Includes Cuyahoga, Lake, Geauga, Lorain and Medina Counties—the fastest growing GDP in the state in 2017

### 2018–2021 Strategic Plan

GCP completed a new strategic plan, forwardCLE, in 2018, and launched a campaign among board members to support new initiatives while continuing to support normal programming through membership dues. The plan's core themes include:

- A new strategy driving innovation and commercialization in Greater Cleveland
- An expanded Business Development program focused on helping existing employers expand (likely to represent 20% of the region's employment growth)

- Improving skill sets to meet the talent demands of our core and/or growing industries (manufacturing, health care, information technology)
- Expanding the commitment to diversity and inclusion across all activities
- Focusing on mobility and place-based development (Opportunity Corridor, MetroHealth Corridor, Aerozone, etc.)

# GET INVOLVED. STAY CONNECTED.

Our commitment to our members

As Northeast Ohio's most influential business organization, the Greater Cleveland Partnership represents the interests of our region's enterprises—from global Fortune 500 corporations to middle-market companies to local entrepreneurs and small businesses. We're focused on driving the economic vitality of our region through building a strong and thriving climate for the broad business community.

**Capitalizing on our momentum requires continued focus in these priority areas critical to economic success:**

#### **The Talent Imperative**

Better connect employers to the right solutions and more aggressively address the region's most critical talent gaps.

#### **The Business Resource Portal**

Leverage knowledge and relationships to connect more companies and entrepreneurs with available resources to create the right solutions for their business; and focus on the growth of existing companies located in Northeast Ohio to grow the region.

#### **Places with Impact**

Drive investment, development, and business support to targeted neighborhoods and communities.

#### **CEO Perspectives**

Leverage the strength of the business community's leadership to drive action and investment in key areas designed to position the region for continued and new growth opportunities.

#### **Unlock Growth**

Better understand areas of opportunity, improvement and need in order to drive catalytic change to advance the region's competitive edge for business.

## INVESTING YOUR DUES

We work with a wide-range of partners—to be found throughout this brochure—including a network of external private-sector economic development organizations that we helped to create and continue to support. Since the GCP's founding in 2004, this amounts to a \$20 million+ investment, which is made possible by the financial commitment our members have made—and continue to make—in our mission.

We continue to serve our members as "one voice" to advocate on behalf of Northeast Ohio's business community, and we provide your company with resources and connections you need to grow and expand your business. Our member benefits are always evolving as we continue adding value to your GCP membership.

## JOIN US!

**As a GCP member, your company is positioned to:**

Connect with companies of all sizes and business leaders from across the region;

Access a wide range of member benefits and sponsorship opportunities; and

Influence the private-sector's regional economic agenda through involvement with us and our partner organizations.



**SCOTT CHAIKIN**  
*Executive Chairman*  
Dix & Eaton



**JOSEPH D. ROMAN**  
*President and CEO*  
Greater Cleveland Partnership

# MEMBERSHIP

Creating value for your business

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## ADDITIONAL RESOURCES

- Access to minority vendors
- Annual diversity and inclusion benchmarking assessment\*
- Inclusion best practices repository
- LinkedIn job postings
- Recognition awards for inclusion\*
- Business development consultation and The Marketplace online portal\*

**Membership in the Greater Cleveland Partnership is a proven investment that allows us to work on your behalf while providing you with connections, access and influence. Whether you're looking to grow and expand your company, develop your talent pipeline, or take advantage of cost savings and special discounts, we offer the resources that deliver results.**

Our vision is to be the "game changer" and business champion for Cleveland and Northeast Ohio.

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## Employee Benefits:

- Business insurance
- Health insurance
- Workers' Compensation
- Energy programs and services
- Shipping and freight program

## Special Discounts:

- Cedar Point
- House of Blues Foundation Room
- Office Products
- Compass Payroll
- Career Board
- Constant Contact
- Playhouse Square

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\*Commission on Economic Inclusion membership is required.

# MEMBER CONNECTIONS

Increasing impact and enhancing your membership experience

We're focused on providing you and your company with business connections based on your size, interests and needs. This includes:

**GCP Corporate:** Who's who of regional companies including participation from top executives in the region.

**Accelerating Middle-Market Progress (AMMP):** Launched in 2011, our efforts provide middle-market companies with resources, expertise and information to support their growth strategies and ensure that they are connected to our regional economic development agenda.

**Commission on Economic Inclusion:** This GCP program assists Northeast Ohio employers with creating and implementing diversity and inclusion strategies that positively impact their bottom lines and boost their competitiveness.

**COSE:** Through COSE membership, small business owners can connect to the resources they need to grow and thrive. There's also an opportunity to become involved in initiatives that impact the broader small business community.

**OHTec:** OHTec connects tech companies with an organization focused exclusively on their business growth and enhanced legislative advocacy efforts.

GCP membership also provides you with a platform for networking and convening metro Cleveland's business leaders on issues of regional importance through a variety of events and programs.



## GCP TIMELINE

### 2004

- Cleveland Tomorrow, Greater Cleveland Growth Association and the Greater Cleveland Roundtable merge to form the Greater Cleveland Partnership.

### 2005

- Commission on Economic Inclusion forms Diversity Professionals Group (DPG).
- GCP develops Charter One Global Enterprise Center with support from the Cleveland Foundation and Charter One Bank; Tenants include NorTech, JumpStart and Team NEO.

- GCP plays lead role in saving the Cleveland DFAS office, retaining 1,100 jobs with potential to bring as many as 700 new jobs to Cleveland.

- GCP helps attract \$205M in investment through federal transportation legislation for Cleveland infrastructure priorities.

### 2006

- CDA approves \$1.5M in New Market Tax Credits financing for the restoration of the Eveready Powerhouse.

- Efforts by GCP, NorTech and others, lead to \$153M+ in Third Frontier investment for Northeast Ohio.

- GCP spearheads business community input to City of Cleveland Operations Efficiency Initiative, identifying key areas for greater efficiencies and cost savings.

- GCP partners with City of Cleveland, Cuyahoga County to create the Grow Cuyahoga Fund; loans used for small and medium-sized businesses.

# MEMBERSHIP INVOLVEMENT

## Adding value to your membership

The Greater Cleveland Partnership is a member-led organization with volunteers serving on numerous issue-based committees. GCP membership provides a platform for networking and convening metro Cleveland's business leaders on issues of regional importance.

Our involvement opportunities connect you—through your membership—to a broad spectrum of the Northeast Ohio business community and the region's leading companies and organizations. Our members employ one out of every five workers in the region.

### MEMBER ENGAGEMENT

#### Greater Cleveland Partnership

Air Service Demand Task Force  
Finance Committee  
Audit Committee  
Cleveland Development Advisors  
Government Affairs Council  
Middle-Market Committee  
Nominating Committee

#### Commission on Economic Inclusion

Advisory Board and committees  
Chief Procurement Officers Group  
Diversity Professionals Group  
Membership

#### COSE

Membership Committee  
Content and Education Committee  
Networking and Meet-Ups Committee  
Advisory Board and committees

#### OHTEC

Advisory Board and committees

### PROGRAMS AND EVENTS

#### GCP member programs

Annual meeting  
GCP Middle-Market Initiative  
Greater Cleveland Middle-Market Forum  
Quarterly middle-market programs  
Golf outing

#### Advocacy events

Morning Conversation Member Briefings  
Government Affairs webinars  
Public Officials Reception  
State and federal lobbyists briefings  
Washington, D.C. Fly-In  
COSE Day at the Capitol

#### Commission on Economic Inclusion

CEO Briefings  
Chief Procurement Officers Group forums  
Diversity Professionals Forums  
Diversity Professionals Conference  
Senior Executive Forums  
Inclusion Conference  
Leadership Forum

#### COSE events

Business-to-Business Matchmaker  
Sponsored Education Series  
Big Party for Small Business Featuring the COSE Annual Meeting  
Member meet-ups  
Small Business Open House

#### OHTec events

Tech Week including Best of Tech Awards  
CEO Roundtables  
CIO Roundtables Tech Thursdays  
Sales and Marketing Special Interest Group (SIG)

#### Special programs

Association for Corporate Growth events  
Entrepreneur Organization events  
Cleveland Clinic Ideas for Tomorrow speaker series  
City Club of Cleveland forums  
Corporate Club at Landerhaven luncheons

### MARKETING AND COMMUNICATIONS

#### GCP member e-newsletters

Every Monday  
Middle-Market Updates  
Investor Alerts  
Event Reminders  
Special Invitations

#### Special publications

GCP Annual Report  
GCP Internship Central Guide and Handbook  
GCP Engagement Brochure  
GCP Priorities Brochure  
GCP Sponsorship Guide

#### Digital and social media

GCP blog  
GCP website  
Facebook  
LinkedIn  
Twitter  
YouTube

#### Commission on Economic Inclusion

Commission Annual Report  
Commission Connection e-newsletter

#### Advocacy updates

Overnight Election Report  
GCP video series  
GCP Public Policy Agenda

#### COSE

Mind Your Business online content repository  
Mind Your Business e-newsletter

#### OHTEC

OHTec Monthly Newsletter



# ADVOCACY

Speaking with one voice to advance the business community's priorities

## The Greater Cleveland Partnership's Government Advocacy Team understands governmental and legislative processes and how the results can impact business.

They work with political leaders to create and shape government policy to advance our region by creating conditions that will maximize the economic development potential for all Greater Clevelanders. They also interact with the business community to identify public policy priority issues for the private sector.

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### 2007

- GCP, NASA Glenn and Ohio Congressional delegation secure \$63M investment in Plum Brook Station and \$5M State of Ohio grant.
- CDA successfully competes for an allocation of \$25M in New Markets Tax Credits from the federal government.
- GCP Business Development projects create more than 700 new jobs, generate \$200M in capital investment and up to 1.5 million square feet of real estate development.
- GCP-supported initiatives provide more effective career preparation and opportunities for students at Max Hayes, E-Prep and Cleveland School of Science and Medicine.

### 2008

- Commission receives \$1M grant to execute management of Minority Business Accelerator 2.5+, which completes first year with \$9M in revenue growth for MBEs.
- GCP plays leadership role in formation of Cleveland Airport System Business Advisory Committee to help ensure CLE's expanded air service meets business community needs.
- Local foundations and GCP-member companies commit almost \$3M for initial phase of STEM school construction project.
- CDA provides over \$12M in investment for downtown and other neighborhood revitalization projects.

- \$208M Euclid Corridor Health Line opens; estimated \$4B in private development and improvements.

### 2009

- GCP and BUGC stakeholders help attract over \$193M of federal stimulus dollars.
- CDA, with a \$5.7M investment, helps initiate and re-energize \$270M Flats East Bank project's first phase.
- GCP advocates for State Issue 3, which passes, approving casinos for four Ohio cities including Cleveland.
- MBAccelerator 2.5+ generates \$63M+ in revenue growth for MBEs.

# INFRASTRUCTURE AND PHYSICAL DEVELOPMENT

Drive investment, development, and business support to targeted neighborhoods and communities.

## Cleveland Development Advisors

### Transforming Cleveland neighborhoods through catalytic investments

The Greater Cleveland Partnership is committed to accelerating the development of catalytic projects that transform Cleveland's neighborhoods and attract investment. Since 1989, Cleveland Development Advisors—the GCP's real estate and business development finance affiliate—has invested more than \$382 million in 129 projects that have generated \$3.6 billion of total development.

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## Greater Cleveland Civic Connection

### The intersection of business, government and economic growth

The GCP supports infrastructure investment through the Greater Cleveland Civic Connection, a program that serves as a forum for public and private-sector leadership to engage and collaborate on projects and issues of critical importance to the economic climate of Northeast Ohio. These include waterfront accessibility and development, public space amenities, utility networks and multi-modal transportation systems.

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## 2010

- Flats East Bank project breaks ground. Phase I to be anchored by GCP-member companies Ernst & Young and Tucker Ellis & West.
- GCP efforts help ensure Issue 1—renewed funding for Ohio Third Frontier—goes before voters; \$700M four-year bond issue authorized.
- CDA convenes investors to provide more than \$7.3M of total support for \$43M University Circle Uptown project.
- GCP and nine Ohio metropolitan chambers produce Redesigning Ohio report, recommending sweeping changes to help improve Ohio's economic performance.

## 2011

- Commission receives contract to operate new U.S. Dept. of Commerce minority business center for Ohio.
- CDA receives \$35M in federal tax credits and \$5M in state tax credits to attract additional public and private investment capital.
- Two projects partly funded by CDA open: Tudor Arms DoubleTree Hotel and Shoreway Industrial Commerce Park.
- GCP instrumental in formation of statewide coalition to support education reform items in state budget.

## 2012

- CDA receives \$5M in Ohio tax credits, used to attract additional public and private investment capital.

- GCP mobilizes business community to support Cleveland's first successful school levy since 1996.
- MBDA Business Center-Cleveland concludes first year with \$18M in contracts, procurement and financial transactions with 133 jobs created.
- GCP and coalition partners craft "The Cleveland Plan" with recommendations to reform public education in the city and secure broad-based support.

## 2013

- Construction completed; \$465M Cleveland Convention Center and Global Center for Health Innovation opens.
- Nine stakeholders sign MOU promoting community benefits agreements as preferred policy for major development projects in Cleveland.



# BUSINESS GROWTH AND DEVELOPMENT

Providing services, resources and expertise to support company growth and expansion

The Greater Cleveland Partnership is focused on supporting the growth and development of Northeast Ohio companies through our award-winning Business Growth and Development Team.

An active outreach and engagement program provides the team with information needed to effectively utilize the GCP's resources and vast network to help make client companies more competitive and profitable. Connecting companies and resources is a priority for the business growth and development team.

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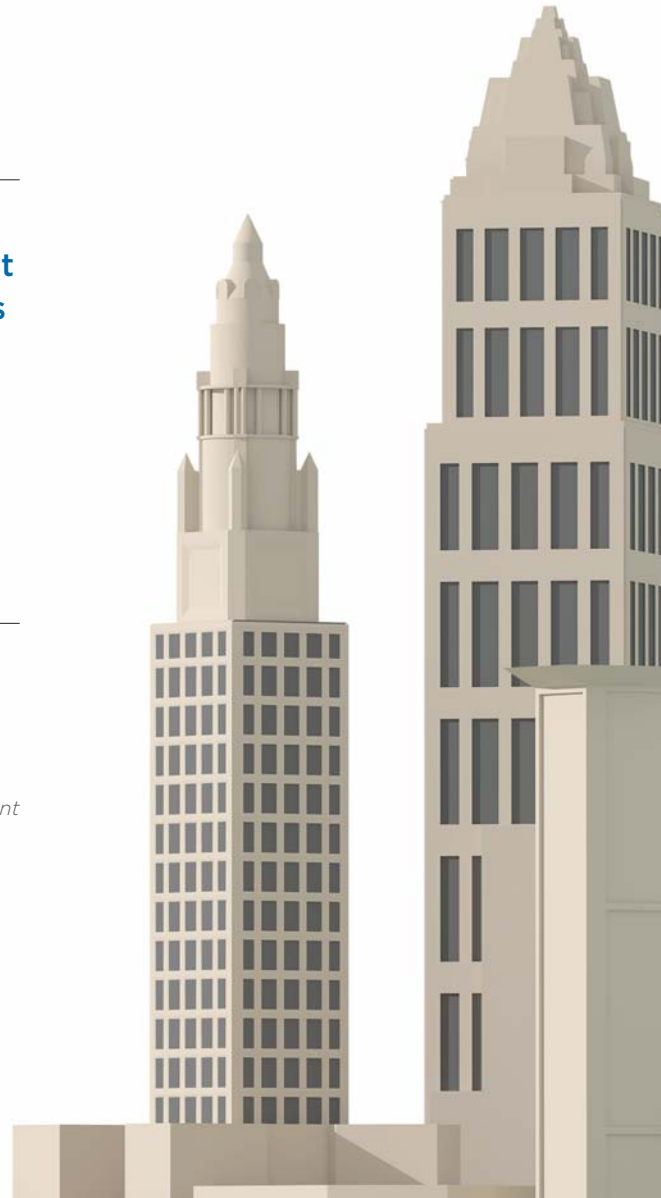
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- GCP leads efforts to secure legislation guaranteeing 90% of revenue from Ohio Turnpike bond sales stays in Northern Ohio.
- CDA New Markets Tax Credit helps finance Steelyard Commons Expansion.
- GCP assists with start-up of Cleveland Transformation Alliance, charged with ensuring every child in Cleveland can attend an excellent school.
- **2014**
- GCP's leadership efforts help gain Cuyahoga County voters' approval of the "sin tax" to fund repairs to public-owned sports facilities and continue positive downtown momentum.
- GCP plays key role in attracting 2016 Republican National Convention to Cleveland.
- GCP leads business community support of CMSD capital levy, which voters pass, ensuring efforts continue on behalf of The Cleveland Plan.
- GCP mobilizes business community support of Tri-C levy, which voters pass supporting college's mission of delivering affordable college education and workforce training.
- Backed by financing from CDA, Fairmont Creamery project opens with full occupancy.
- **2015**
- Downtown Heiner's opens; CDA plays pivotal financing role.
- True2U career exploration and mentoring initiative launches.
- Training program builds pipeline of minority and female construction workers.
- **2016**
- City of Cleveland shines during successful 2016 RNC; GCP plays key role in fundraising and ensuring that key physical development projects were completed on time.
- CDA receives \$60M in New Market Tax Credits to spur economic growth in Cleveland.
- Collaborative efforts by Air Service Advisory Task Force, Hopkins Airport and City of Cleveland land more nonstop flights at CLE.
- GCP launches Internship Central initiative.

# ECONOMIC INCLUSION

Driving efforts to include all citizens in Northeast Ohio's economic development agenda

The Commission on Economic Inclusion is the Greater Cleveland Partnership's program focused on helping Northeast Ohio employers connect the benefits of diversity and inclusion with their bottom line. It also works to ensure that minorities more fully participate in the benefits of, and contribute to, economic development in our region.

Acting as a convener, an advocate, and a resource, the Commission engages the region's employers to address the systemic racial inequalities that hinder economic growth in our region.

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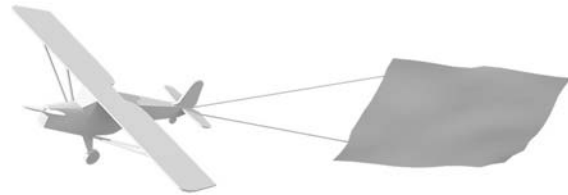
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## 2017

- CDA closes on a \$6.3M loan for One University Circle, the City of Cleveland's first new high-rise apartment building to be constructed in 40 years.
- CDA provided an \$8M New Markets Tax Credit (NMTC) allocation for the new Children's Museum of Cleveland (CMC).
- CDA closes on financing for the UH Rainbow Center for Women and Children in Midtown.
- Amazon confirms two fulfillment centers in Northeast Ohio.

- The Greater Cleveland Partnership, City of Cleveland and Cuyahoga County joined TeamNEO, JobsOhio, the State of Ohio and numerous local partners in submitting a bid for Cleveland to be the site of Amazon's second headquarters known as HQ2.
- Joint Statement on the impact of immigrants on the Great Lakes economy is released by the Greater Cleveland Partnership and Global Cleveland.
- GCP Board approves new strategic plan.

## 2018

- GCP has highest year in membership history, securing more than 3,000 new members.
- One of the final pieces of the Euclid Corridor Puzzle downtown, CDA provided a \$4-million loan from ACDF for the remixed use project, Euclid Grand, filling a major gap along the Euclid Corridor between Public Square and Playhouse Square.
- More than 685,000 square feet of real estate was developed/rehabilitated by CDA investments in 2018, comprising seven neighborhoods and 393 units of housing developed/rehabbed.

# EDUCATION AND WORKFORCE

Maximizing resources to build a highly knowledgeable and skilled talent pipeline to better connect employers to the right solutions

**A renewed and reinvigorated public-private partnership is helping support the development of an educational system focused on preparing Cleveland Metropolitan School District and Northeast Ohio college students for highly-skilled jobs and successful careers.**

The Greater Cleveland Partnership is committed to working with its partners in the public and private sectors to ensure that Northeast Ohio creates, attracts and retains a 21st century workforce.

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- The Business Growth Collaborative finished its year with more than 160 minority-owned businesses served in Cleveland and the surrounding neighborhoods.
- GCP members taking advantage of the Team's Electric Savings program saw savings of approximately \$1.6 million.
- The Opportunity Corridor—a \$330-million transportation and economic development project—entered its final and most comprehensive stage in 2018 as the design and early construction activities commenced on the boulevard's final phase.
- Through its advocacy efforts and Civic Connection program activity, the GCP and its partners at the City of Cleveland, NEORS and Port of Cleveland are working together with local community partners to mitigate the potential collapse of Irishtown Bend on the city's near west side.
- GCP conducted a comprehensive tax analysis—a study to examine Cuyahoga County's tax competitiveness and investments compared to similar markets in the Great Lakes region.
- Thirteen of the 15 projects on GCP's recommended state capital bill list received funding support in the 2017-18 capital bill process.
- The 2017 tax reform bill signed into law by President Trump included a provision that created the Opportunity Zone program.
- Feedback and input from businesses provided by the GCP was an important element in the planning and launch of a Say Yes To Education chapter in Northeast Ohio.

1 EDI Source	Avery Dennison	Cavitch, Familo & Durkin	Cleveland Food Bank Inc
1-888-OhioComp	BAC Distributing Inc	CBIZ Mayer Hoffman McCann	Cleveland Gladiators AFL
1Direction, Inc.	Bainbridge Manufacturing LLC	CBRE Inc	Cleveland Indians Baseball Club
87 WEST CROCKER PARK LLC	BakerHostetler LLP	CDC of Florida LLC	Cleveland Institute of Music
A.J. Rose Manufacturing Company	Baldwin Wallace University	CDC Properties LLC	Cleveland International Fund
AB BernsteinA7	Bank of America Merrill Lynch	Cedar Fair	Cleveland Jewish News
ABA Insurance Services Inc.	Bansal Enterprises, Inc.	Centers For Dialysis Care	Cleveland Job Corps Center
ABCO Fire LLC	Bass Security Services	Cerity Partners	Cleveland Marble Mosaic Company
Accenture	Bearing Technologies, Ltd	CFP Ltd	Cleveland Marriott Downtown at Key Center
ADALET, Division of Scott Fetzer	Bendix	Chamberlain College of Nursing	Cleveland Metropolitan Bar Association
Admar Ohio LLC.	Benefit Innovations Group	Chapman & Chapman	Cleveland Metropolitan School District
Advanced Medical Services	Benesch, Friedlander, Coplan & Aronoff LLP	Charter Communications	Cleveland Museum of Natural History
Air Force One	Berkshire Local School District	Charter Steel	Cleveland Public Library
Air Power Dynamics LLC	Bernie Moreno Companies	Chem Technologies, Ltd.	Cleveland Sight Center
Akron Cleveland Association of REALTORS®	Best Buddies Ohio	Chemical Bank	Cleveland State University
AL DENTE LLC	Beverage Distributors Inc	Chemical Services Group, Inc.	Cleveland Thermal LLC
Alco Manufacturing Corporation LLC	Bialosky & Partners Architects	CHN Housing Partners	Cleveland Water Alliance
Alcon Industries, Inc.	Big Parka Productions, Inc.	CIBC	Cleveland-Cliffs Inc
All Aboard Ohio	BioEnterprise Corporation	Cicerchi Development Company LLC	Cleveland-Cuyahoga County Port Authority
Allegro Realty Advisors	Bizdom	Citizens Bank	Climaco, Wilcox, Peca & Garofoli Co., L.P.A.
Alliance Solutions Group	Blue Technologies	City Architecture Inc	Cloverleaf Partners LLC
Alloy Bellows & Precision Welding Inc	Bober Markey Fedorovich & Company	City of Avon	CodeRed
American Interiors	Bonnie Speed Delivery Inc	City of Avon Lake	Codonics Inc
American Landmark Properties Ltd	Boy Scouts of America   Lake Erie Council	City of Beachwood	Cohen & Company
American Red Cross - Greater Cleveland Chapter	Boys & Girls Clubs of Cleveland	City of Bedford	Coleman Spohn Corporation
Americal, Inc.	Brakey Energy Inc.	City of Broadview Heights	Colliers International
AMPCO System Parking	Brennan, Manna & Diamond	City of Cleveland Heights	Colortone Audio Visual Staging & Rentals
Amsdell Companies	Bricker & Eckler LLP	City of Eastlake	Coltene/Whaledent Inc
AmTrust North America Inc	BridgePort Group, LLC	City of Euclid	Community Counseling Center of Ashtabula
Ancora	Bridgestone SENIOR PLAYERS	City of Independence	Compass Consulting Services LLC
Anderson-DuBose Company	Brouse McDowell	City of Maple Heights	Comsat Architects
Andrews Moving & Storage Company	Buckingham, Doolittle & Burroughs, LLC	City of Shaker Heights	Concord Biosciences LLC
Angstrom Graphics Inc	Building Owners & Managers Assn. of Greater Cleveland (BOMA)	City of Strongsville	Connectel Inc
Aon Risk Solutions Inc. of Ohio	Burges & Burges Strategists	City of Twinsburg	Connections in Ohio
Apex Paper Box Company	Calfee, Halter & Griswold LLP	City Works	Conservancy for Cuyahoga Valley National Park
Apogee Leadership Group, LLC	Cantebury Golf Club	CityMark Capital	Consolidated Solutions
Apple Growth Partners	Capital One Partners LLC	Clark Rubber & Plastic International Sales Company, Inc.	Copper Run Capital
ArcelorMittal USA	Car Parts Warehouse, Inc.	Clark Schaefer Hackett CPAs & Advisors	Cortland Banks
Arconic	Cargill Deicing Technology	Clark-Reliance Corporation	Covia
Ariel Ventures LLC	Caruso Public Affairs	Clearstead Advisors LLC	Crain's Cleveland Business
Arrow International Inc	Cascade Ohio Inc	Cleveland Browns Inc	Cranwood Manufacturing LLC
Artessa Building Group, LLC	Case Western Reserve University	Cleveland Building and Construction Trades Council	Crossroads/New Directions
Ashland University	Cassidy Law Practice LLC	Cleveland Cavaliers	Crowne Plaza Cleveland Hotel At Playhouse Square
ASW Global	Catanese Classic Seafoods Inc	Cleveland Clinic	
Atlantic Tool & Die Co.	Catholic Diocese of Cleveland	Cleveland Construction, Inc.	
Audio-Technica US INC	Cavaliers Hockey Holdings, LLC	Cleveland Die & Manufacturing	
Avantia Inc			

CSA America Inc	Emerald Cities Collaborative (Cleveland)	Gebauer Company	ideastream
CT Consultants	Enerco Group, Inc.	Geis Construction	iHeartMedia
Cumberland Development LLC	EnerNOC, Inc.	Gem Testing	ILF Transportation, LLC
Cushman & Wakefield/CRESCO Real Estate	Enterprise Holdings	General Extrusions Inc	Industrial Mill Maintenance, Inc.
Custom Rubber Corp.	Enterprise Welding & Fabricating Inc	Genesis Plastic Technologies LLC	Infinity Construction Co., Inc.
Cutting Dynamics Inc	Envelope 1 Inc	Glaus, Pyle, Schomer, Burns & Dehaven Inc.	InterContinental Hotel
Cuyahoga Arts & Culture	Equity Trust Company	Global Broadcasting Services of Cleveland	InterDesign Inc
Cuyahoga Community College	ERC	Global Cleveland	International Exposition Center
Cuyahoga County Board of Developmental Disabilities	Ernst & Young	Global Technical Recruiters	Intigral
Cuyahoga County Public Library	Euclid Public Library	Goldfarb Weber Creative Media	JACK Cleveland
Cuyahoga Metropolitan Housing Authority	Euro USA Inc	Goodwill Industries of Greater Cleveland and East Central Ohio Inc.	Jack, Joseph & Morton Mandel Foundation
Cuyahoga Valley Career Center	Everstream	Gorbett Enterprises of Solon, Inc.	Jani-King of Cleveland
D.O. Summers Company	Executive Arrangements, Inc.	Grant Thornton LLP	Jennings Center for Older Adults
Dakota Software Corp.	Executive Caterers at Landerhaven	Grants Plus	Jergens Inc
Dale Carnegie Training	Eye Care Associates Inc	Great Lakes Brewing Company	Jewish Family Service Association
D'Amore Tatman Group	Fairport Asset Management	Great Lakes Publishing	Jewish Federation of Cleveland
Davey Tree Expert Company	Fairview Hospitality Restaurants Inc	Greater Cleveland Media Development Corporation	Jim Herrick Motors, Inc
DC Transportation LLC	Falls Communications	Green Products Inc	John A Hudec DDS Inc
Dealer Tire	Fastener Industries Inc	Green Systems	Jones Day
Deloitte	FASTSIGNS Downtown Cleveland	Greenworks Lending	Joshua Tree Senior Living
Delta Railroad Construction Inc	Fat Head's Brewery & Saloon	Group Transportation Services/Ascent	JP Industrial Products
DeNoon Lumber Company	Fay Sharpe LLP	H5 Data Centers	JPMorgan Chase Bank N.A.
Department of Contractors	Federal Reserve Bank of Cleveland	Hahn Loeser & Parks LLP	JS Music Corporation
Destination Cleveland	Ferragon Corp/Ferrous Metal Processing Company	Hampton Inn-Cleveland Downtown	Judson Services, Inc
DigitalC	Fifth Third Bank Northeastern Ohio	Hanna Commercial LLC	Juice Technologies LLC
DiMarco & Associates, LLC	Findaway World	Harvest Grows LLC	JumpStart Inc
Diocese of Steubenville	First American Title Insurance Company	Hawken School	K&D
Discount Drug Mart Inc	First Federal of Lakewood	Healthier Products LLC	Kaufman Container Company
Dix & Eaton Incorporated	First Interstate Properties Ltd	Heinen's Inc	Keene Building Products
Dollar Bank	First National Bank	Hektor LLC	Kenmore Construction
Dominion Energy Ohio	Fisher & Phillips LLP	Hilton Cleveland Downtown	Kent Displays Inc
Doubletree Cleveland Downtown/Lakeside	FIT Technologies	Hinkley Lighting Inc	Kent State University
Downtown Cleveland Alliance	flourish Inc	Hispanic Roundtable of Cleveland	KeyCorp
Dreyfuss Williams & Associates Co., L.P.A.	Food Equipment Manufacturing Corp.	Hissong Group Inc	Kinect Energy
Driftwood Restaurants	Food For Thought Inc.	HKM Direct Market Communications Inc	King Nut Companies
Drury Plaza Hotel Cleveland	Ford Motor Company	Home Savings Bank	Klemenc Construction Co., Inc.
DS Architecture, LLC	Forest City Realty Trust	Horizon Management	Koinonia Homes Inc
DS Benefits Group, LLC	Fortney & Weygandt Inc	Horizons Inc	KPMG LLP
Duffy and Duffy Cost Segregation	Frantz Ward LLP	Hospice of the Western Reserve	Krause Project Partners LLC
Dunlop & Johnston Inc	Fraport Cleveland, Inc.	HOTT Associates Inc.	Krengel Equipment LLC
Dwellworks	Freeway Corporation	House of Blues	Kurtz Brothers Inc
E & H Family Group	Front Steps Housing	Howard Hanna Company	Ladies & Gentlemen
Eaton	FrontLine Service	Hughie's Audio-Visual	Laird Technologies
Eberhard Manufacturing Company	Fully Promoted/EmbroidMe	Hunt Imaging LLC	Lakeland Community College - Entrepreneurship Center
Eco Products LLC	G & S Metal Products Company, Inc.	Huntington Convention Center of Cleveland	Lakewood Country Club Inc
EL Mustee & Sons Inc	G2G Consulting	Huntington National Bank	LAND studio
Electronic Merchant Systems	Gallagher	HWH Architects Engineers Planners Inc	Lazorpoint
Elite Craftsmen LLC	Gardiner	Hy-Ko Products Company	LeanDog Inc
Eliza Jennings Senior Care Network	Gateway Electric LLC	Hyland Software Inc	Lesic & Camper Communications
Elk & Elk Co., Ltd.	GBX Group	Hyster-Yale Materials Handling Inc	Libra Industries Inc
Embassy Suites Rockside	GDL Entertainment		Lifebanc
	GE Lighting		Lincoln Electric Holdings Inc
	Geauga Logistics LLC		Litigation Management Inc

Lorain County Community Action Agency	Nestle USA Inc Prepared Food Division	PAKO, Inc.	Rock Family of Companies
Lorain County Printing & Publishing	New Avenues to Independence Inc	Panzica Construction Co	Rockwell Automation
Lorain Metropolitan Housing Authority	Neway Stamping & Manufacturing Inc	Paran Management Co., Ltd.	Roetzel & Andress, A Legal Professional Association
LP Insurance Services, LLC	Newmark Knight Frank	Parker Hannifin Corporation	Ronald McDonald House of Cleveland, Inc.
Lutheran Metropolitan Ministry	NextGen Interactive	Partners Environmental Consulting Inc	Roundstone Management, Ltd
MAGNET	NexTier Bank	Pat O'Brien Chevrolet	Royal Plastics Inc
Magnus International Group	NHVS International, Inc.	Pearne & Gordon LLP	RPM International Inc
Maloney & Novotny LLC	Nordson Corporation	Penn Station Cleveland Inc	RSMUS LLP
MAN Holdings LLC	Norman Noble Inc	PET Processors LLC	Russell Products Company Inc.
Mansour Gavin LPA	Normandy Manor of Rocky River	Petitti Garden Center	Rust Belt Recruiting
Marcus Thomas LLC	North Ohio Heart Center	PHD Manufacturing	S R Restaurant Corp.
Margaret W Wong & Associates Co LPA	Northeast Ohio Medical University	Philpott Solutions Group	S&T Bank
Marinar Technology Co LLC	Northeast Ohio Regional Sewer District	Plante Moran PLLC	SA-Consulting Group LLP
Marine Services International, Inc.	Northern Haserot	Platform Brewing Company	SACS Consulting & Investigative Services, Inc.
Marous Brothers Construction, Inc.	Northern Ohio Printing	Playhouse Square Foundation	Safe for Home Products LLC
Mars Electric	Northern Stamping Inc	Plug and Play, LLC	SAFEbuilt
Marvin Montgomery, The Sales Doctor	Northfield Park Associates	PolyOne Corporation	Safety Controls Technology
Materion Corporation	Nottingham-Spirk Design Associates, Inc.	Porter Wright Morris & Arthur	Saint Martin de Porres High School
McDonald Hopkins LLC	Novidea Healthcare Inc	Portion LLC	Sandler Training
McGlinchey Stafford PLLC	Novogradac & Company LLP	PRC Medical, LLC	Schauer Group
McGowan Consolidated Insurance Holdings Group Inc	NPA Coatings Inc	Precision Gear LLC	Sea-Land Chemical Company
McKinsey & Co	NSL Analytical Services Inc	Precision Orthopaedic Specialties Inc	SecureLinQ, LLC
MCPC Inc	Oatey Co	Premier Development Partners, LLC	Sedlak Management Consultants Inc
McTech Corporation	Oberlin College	Pressco Technology Inc	Serpentini Chevrolet
Meaden & Moore LTD	OEConnection LLC	PricewaterhouseCoopers LLP	Setjo
Medical Mutual	Office Depot OfficeMax	Pride One Construction	Sgt. Clean's Car Wash of Ohio LLC
Medical Service Company	Ohio Aluminum Industries Inc	Prince & Izant Co	Share
Melt Bar and Grilled	Ohio Bureau of Workers' Compensation	Produce Packaging, Inc.	Shook Construction
Mercury Machine/Plas-Mac Corporation	Ohio CAT	Professional Electric Products Co.	Sifco Industries, Inc.
Merit Brass Company	Ohio Concrete Resurfacing	Profile Grinding Inc	siffron
Metis Construction Services	Ohio Savings Bank	Progressive Quality Care	Signature Flight Support
Meyers, Roman, Friedberg & Lewis	Ohio Star Forge Co.	Quality Electrodynamics LLC	Singleton & Partners LTD
Miceli Dairy Products Company	OhioGuidestone	Quality Sprinkling Systems Inc	Sisters of Charity Health System
Michael Baker International	Olon Ricerca Biosciences, LLC	Quéz Media Marketing	Skoda Minotti
Midtown Cleveland	OMNOVA Solutions, Inc.	Quicken Loans	Skylight Financial Group
Midwest Direct Marketing Services	One Source Technology	Quicken Loans Arena	Smartland LLC
Mid-West Forge Corporation	O'Neill Management LLC	R. L. Lipton	Snively Group LLC
Midwest R. Corporation.	Onix Networking Corp.	Radiant Technology	Solupay
Minute Men Staffing Services	OnShift	Ratliff & Taylor, Inc.	Sotera Health
Montefiore	Open Doors Academy	Ravenwood Mental Health Center Inc	Southworth LLC
Morrison Products Inc	Optima Management Group	R-Cap Security	Speed Exterminating Co.
Mott MacDonald	Orlando Baking Company	RCF Group	Spitzer Management, Inc.
MRN Limited Partnership	Osborn Engineering	Recess Creative LLC	Squire Patton Boggs (US) LLP
MTD Products Inc	Oswald Companies	Recovery Resources	St. Augustine Health Ministries
Multi-Flow Dispensers of Ohio	Our Lady of the Wayside	Regional Income Tax Agency (RITA)	Staffing Solutions Enterprises Inc
Musical Arts Association	Outreach Promotional Solutions, LLC	Research Associates Inc	Standby Screw Machine Products Co
NACCO Industries Inc	OverDrive Inc	Reserve Home Health Care	Star Fab, Inc.
Nautica Entertainment	Ozanne Construction Company, Inc.	Retina Associates of Cleveland	Starting Point for Child Care and Early Education
Naviant	P.K. Wadsworth Heating & Cooling, Inc.	Richard L. Bowen & Associates Inc	State Farm - Alec Hagan, ChFC State Farm Insurance
Navigator Management Partners	Packaging Experts LLC	Rion Safier Accounting LLC	Steris Corporation
Nesco Resource	Packaging Specialties Inc	Ritz-Carlton, Cleveland	Stern Advertising Inc
		Rma Services Ltd	
		Robert L. Stark Enterprises, Inc.	
		Robert P. Madison International, Inc.	
		Rock & Roll Hall Of Fame & Museum	



STF, Inc.	The Ohio Desk Co	Visual Marking Systems
StoneDonut, LLC	The Pipe Line Development Company	Vitamix Corporation
Strang Corporation	The PNC Financial Services Group Inc	Vivid Front, LLC
Stride Tool, LLC	The Pre-Check Company	Vocational Guidance Services
Summitville Tiles Inc	The Progressive Corp.	Vocon Design Inc
SunTrust Bank	The Riverside Company	Vorys, Sater, Seymour and Pease LLP
Superior Beverage Group	The RJ Martin Companies	Walter   Haverfield LLP
T & J Fresh Mex Ltd	The Sanson Company	Warwick Communications
T&W Management and Consulting LLC	The Schofield Hotel	Wayne Homes Midwest. LLC
Taft Stettinius & Hollister LLP	The Shamrock Companies Inc	Welcome House Inc
Talent Specialists Consulting	The Sherwin-Williams Co	Welke Customs Brokers USA
Tap Packaging Solutions/The Chilcote Company	The Siegfried Group, LLP	West Side Deutscher Frauen Verein
Tavens Container, Inc.	The Significance Group	Western Reserve Historical Society
Taylor Oswald	The SpyGlass Group, LLC	Westfield Insurance
Tazmanian Freight Forwarding Inc	The Union Club - Cleveland	Weston Inc
TBP Avon Lake LLC	The Vindicator Company	Whisk LLC
Teaching Cleveland	The Whiting-Turner Contracting Company	Willoughby Supply Co Inc
Team NEO	Thompson Hine LLP	Winking Lizard Inc
TEC Communications, Inc.	thunder::tech	Wire Holdings LLC
Technology Concepts & Design, Inc. (TCDI)	TMW Systems Inc	WJW FOX 8 Cleveland
Technology Install Partners	Toerek Law LPA	WKYC-TV 3
TechnologyXperts, Inc.	Total Line Refrigeration Inc	Wonder Bar Cleveland LLC
Tect Power	Transue & Williams Stampings Corporation	World Shipping Inc
The Adcom Group Inc	Tribute Inc	Wright Tool Co
The AKA Team	Truline Industries	Xellia Pharmaceuticals USA, LLC
The Albert M. Higley Co., LLC	Trumbull County Children Services Board	XpenseSolution Energy Advisory Service
The Alpha Group	TrustedSec, LLC	XXI - 21st Century Financial
The Black Tie Experience	Tucker Ellis LLP	YMCA of Greater Cleveland
The Center for Community Solutions	Tuki Corp	Youngstown Orthopaedic Associates, LTD
The Centers for Families & Children	Ullman Electric	Zaremba Homes, LLC
The Chilcote Company Charitable Trust	Ulmer & Berne LLP	Ziegler Metzger LLP
The City Club of Cleveland	Union Home Mortgage Corp.	ZIN Technologies Inc
The CJR Group Inc	United Airlines	ZVN Properties Inc.
The Cleveland Foundation	United Cerebral Palsy Association	
The Cleveland Museum of Art	United Church of Christ	
The Cleveland Play House	United Way of Greater Cleveland	
The Fedeli Group	University Circle Inc	
The Federal Metal Co.	University Hospitals	
The Finch Group	US Bank	
The Foundry	US Communications and Electric Inc	
The Fund For Our Economic Future	USI Midwest Inc	
The Gertsburg Law Firm	USIlluminations, LLC	
The Great Lakes Construction Company	V Financial Partners	
The Growth Coach of Greater Cleveland	Valtronic	
The J.M. Smucker Company	Van Auken Akins Architects LLC	
The Law Offices of John D Clunk Co LPA	Vantage Financial Group Inc	
The Lubrizol Corporation	Velosio	
The MetroHealth System	Vendors Exchange International Inc	
The Mifsud Group	Veritix	
The NRP Group	Vertex Computer Systems Inc	
	Vintage Wine Distributor	
	Vision Service Plan	
	Vista IT Systems	

