



CLEVELAND INDUSTRIAL RETENTION INITIATIVE
A Program of the City of Cleveland



**IMPACT
REPORT
2015**



>> The Cleveland Industrial Retention Initiative (CIRI)

is a program of the City of Cleveland, designed to help our city's manufacturing industry stay competitive in the modern era with more resources, improving operations, and of course, higher profits all around. Managed by WIRE-Net, CIRI provides local companies with information and general support, including:



FINANCING



INFRASTRUCTURE



GENERAL BUSINESS ASSISTANCE

(e.g. business to business connections, sales development, etc.)



TECHNOLOGY & MODERNIZATION



BUSINESS OPERATION IMPROVEMENTS

(e.g. cost-saving measures, Lean learners groups, etc.)



BUILDING PERMITS & ZONING



REAL ESTATE (SITE SELECTION) & LAND ASSEMBLY



SAFETY & SECURITY



EMPLOYMENT & TRAINING



MARKETING



WASTE MANAGEMENT & ENVIRONMENTAL COMPLIANCE

In 2015 a team of 4 retention specialists conducted 410 in-plant outreach visits to manufacturing and manufacturing related firms in the City of Cleveland, collectively representing over 16,000 employees!

CIRI completed **472 services and improvements**, helping companies stabilize, grow, operate more efficiently, hire new employees, improve the skills of existing employees, and access city of Cleveland resources to make doing business easier.

To make the greatest possible economic impact, CIRI engaged **18 major partners** including the **City of Cleveland, Ohio Means Jobs Cleveland-Cuyahoga County, the National Development Council – Grow Cuyahoga County Fund, the Goldman Sachs 10,000 Small Businesses program and MAGNET.**



In addition, CIRI actively engaged 24 firms in the **Accelerate Cleveland Manufacturing (ACM)** initiative, a collaboration between WIRE-Net and MAGNET to help manufacturing firms grow and develop job opportunities for Cleveland residents.

To get a sense of how much impact CIRI has had, take a look at the effects our 25 Service Interventions to unique firms have held:

(these are interventions where new jobs were added, jobs were at risk, operation improvements or investments made)

These interventions affected

1,353
EXISTING DIRECT
MANUFACTURING

and related jobs with an estimated annual payroll of

\$84.8
MILLION*

46
NEW JOBS
were created

\$136,650
in Operating costs were reduced allowing for the reinvestment in workforce, facility maintenance, and process improvements**

\$246,500
in Capital Investment
was gathered

\$10,000
in Increased Sales

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

** Cost Reductions include reduction in operation cost associated with supply purchases, shipping, security, energy management, and employment & training costs.

During one of the Service Interventions, CIRI worked with a local food manufacturer to reduce the expense of training existing employees through the use of an incumbent worker training grant. The training allowed the company to upgrade employee skills, improve production, and reduce waste.

Ultimately CIRI's hundreds of engagements have led to higher stability and higher profitability for manufacturers in our area, with thousands of jobs for Cleveland residents either created or preserved.

Manufacturing Matters to Cleveland!

Find out more about CIRI >> **216.588.1446** or **wire-net.org/manufacturingServices/ciri.aspx**