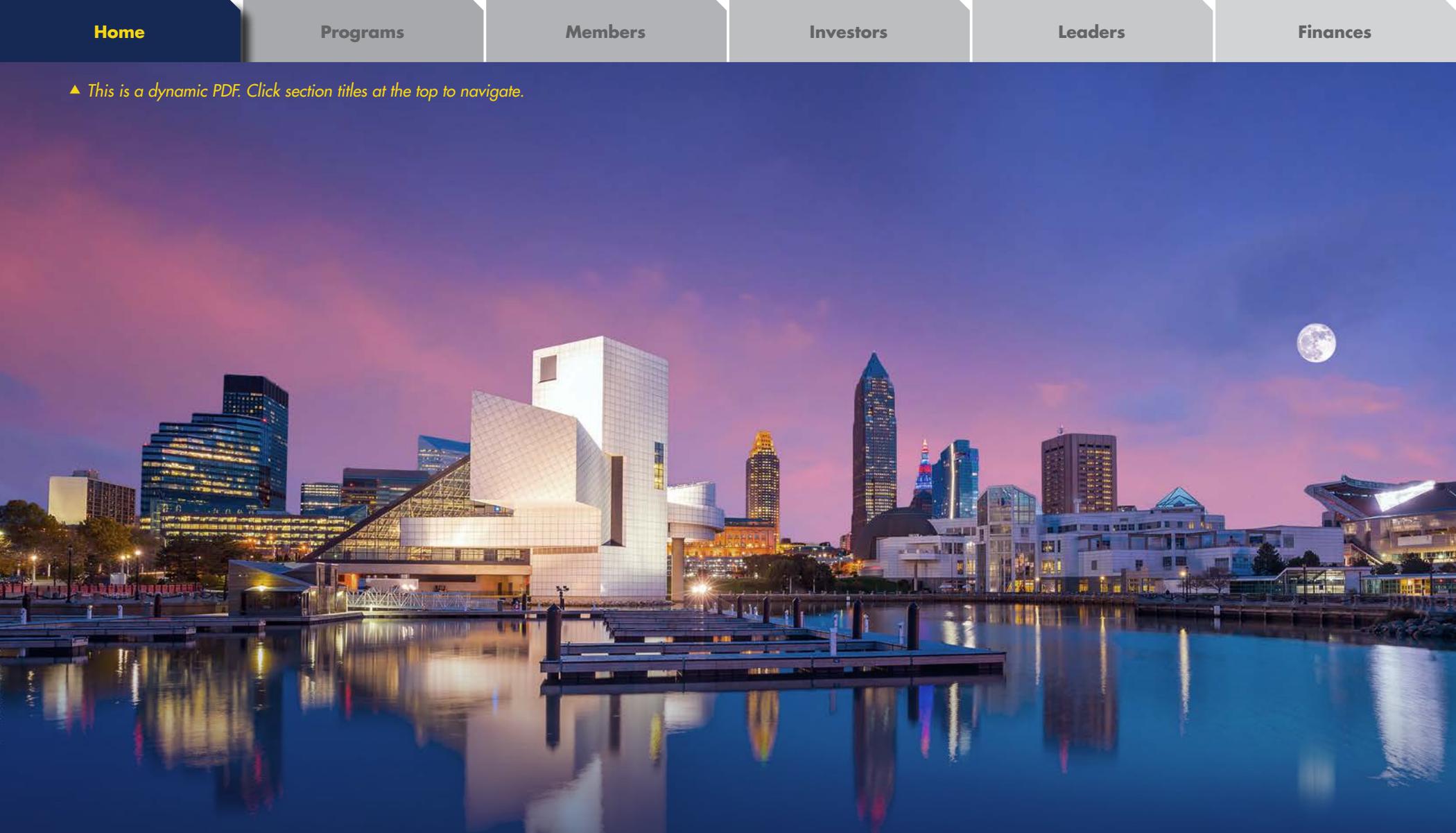


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# 2016 WIRE-NET ANNUAL REPORT

## OUR MISSION

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.

***We support, we connect, we partner.***



# LETTER FROM THE BOARD CHAIR AND PRESIDENT

## 2016 was nothing if not interesting, for Cleveland and NE Ohio and for WIRE-Net.

We experienced sports highlights of the Cavaliers World Championship, and the Cleveland Indians' American League victory; and the challenges of a proposed Cleveland-only 85% increase in the minimum wage, and attacks on renewable power laws to encourage new energy industries to take root in northeast Ohio. Fortunately, we were able to stop both laws, although the fight to keep Ohio on the cutting edge of smart electric power policy continues.

In 2016, WIRE-Net saw its membership climb to 355, adding 76 new members in 2016 – employing well over 20,000 people.

We continued managing the Cleveland Industrial Retention Initiative (CIRI), which WIRE-Net organized during Mayor Michael R. White's term in office. CIRI plays a central role in sustaining Cleveland's manufacturing community: we visited 495 manufacturers and helped 469 with resource referrals and business solutions. CIRI also managed 14 significant interventions with manufacturing firms that affected over 1,000 jobs and \$64 million in estimated annual payroll – payroll that generated nearly \$1.3 million in taxes to the City of Cleveland. Aside from general business services, financing and workforce development continue to be among the most common challenges companies struggle with.

CIRI and WIRE-Net's membership account managers also generated leads for 29 growth projects among area manufacturers as part of our collaboration with MAGNET in Accelerate Cleveland Manufacturing.

Addressing workforce challenges by piloting

sectoral strategies that are employer focused (like the successful WorkAdvance program of Towards Employment) means we start with the jobs, and then focus on candidates with the right skill set. Similarly, WIRE-Net is organizing firms to tackle 21st century apprenticeships and, at the same time, encouraging area career tech high schools to adopt Pre-Apprentice programs so that a pipeline of young talent is ready to start work upon graduation, while continuing their training and education as apprentices. So far, half-a-dozen firms are working with us in two occupations: industrial maintenance mechanic and CNC machinist.

Our continued partnership with the Cleveland Metropolitan School District and Max S. Hayes High School deepened, as we assisted teachers with manufacturing externships, and students with myriad work-based learning experiences (plant tours, job shadows, internships).

Supporting our members' need for the best in manufacturing learning opportunities is central to WIRE-Net's mission to strengthen manufacturing. In 2016 we once again organized nearly 50 workshops and seminars, plant tours and training programs in shop safety, supervisory training, sales & marketing and more. Bringing experts and peer to peer case studies to our members is helping our members improve their operations and profitability.

We hope that you will **join with us in 2017 as WIRE-Net undertakes our 2020 VISION** initiative to look ahead so that our programs bring you value, and help to strengthen our communities.

Sincerely,



*J. O'Neill*

### Jay O'Neill

Lane Steel Co.  
Chair, WIRE-Net  
Board of Directors



*John P. Colm*

### John Colm

WIRE-Net  
President and  
Executive Director

## PROGRAM HIGHLIGHTS

# ADVOCACY WORK - CLEAN ENERGY

<http://wire-net.org/manufacturingServices/clean-energy.aspx>

WIRE-Net's Board of Directors has *gone on record* both opposing the big utility bail outs before the Public Utilities Commission, and supporting reinstatement of the State's smart renewable and efficiency standards. In doing so, WIRE-Net Board members recognized that not only do the energy policies help fuel a new innovative industry and encourage it to take root here in NE Ohio, but the standards help companies hedge against the rising cost of electricity.

Clean and Renewable Energy Standards will help manufacturers control electricity costs, grow new Ohio industries, attract investment and jobs, and support a healthy Ohio.

"What's needed most for Ohio manufacturers is long-term assurance of the lowest cost of energy," said John Colm, Wire-Net president and executive director. "That means maintaining and incentivizing plant energy efficiency programs, which reduce the cost of production, improve competitiveness and insulate companies from electricity rate changes. The state's current energy policies do just that, and must be kept in place."

Over 28,000 Ohio clean energy jobs can be found in manufacturing, and of those, nearly 7,700 are in the solar sector and 1,138 are in wind. This is the most manufacturing jobs of any of the states included in the *Clean Jobs Midwest survey*.

**Join us!** Please visit our Manufacturing Clean Energy page to see what WIRE-Net is doing and how you can get involved.



## PROGRAM HIGHLIGHTS

# ADVOCACY WORK - CLEVELAND ONLY MINIMUM WAGE

<http://blog.wire-net.org/blog/nothing-to-negotiate-on-cleveland-only-85-increase-in-minimum-wage>



An initiative proposing a Cleveland-only 85% minimum wage increase was brought forward months ago, which would have phased in a \$15-an-hour minimum wage (starting with \$12 an hour in January 2018) in Cleveland while the rest of the state remained at \$8.15. WIRE-Net, The Greater Cleveland Partnership, Mayor Frank Jackson, Council President Kevin Kelley and others opposed this misguided local minimum wage ballot issue because it would place the City of Cleveland at a disadvantage, hinder job creation, business growth, and the overall momentum the city is now experiencing.

WIRE-Net's Board of Directors voted on June 15, 2016 to strongly oppose the proposed Cleveland only minimum wage legislation.

WIRE-Net surveyed its membership and found overwhelming disapproval of the minimum wage proposal. About 90 percent of the 34 companies

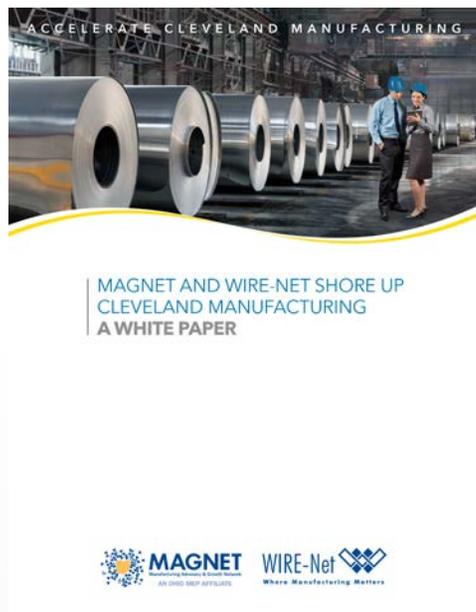
that responded to the survey said the new wage requirements would put them at a competitive disadvantage that would be nearly impossible to overcome. The other 10 percent of respondents already pay workers more than \$15 an hour and would not be affected.

In late December, state legislation—Senate Bill 331—passed and was signed by the Governor that prohibits Cleveland and other political subdivisions from establishing minimum wage rates different from the rate required by state law. Petitioners announced they are suspending their effort but will continue advocating for a statewide effort to raise the minimum wage.

## PROGRAM HIGHLIGHTS

# ACCELERATE CLEVELAND MANUFACTURING AND ADVANCE NE OHIO/MAKE IT IN AMERICA

<http://wire-net.org/manufacturingServices/accelerate-cleveland-manufacturing.aspx>



Accelerate Cleveland Manufacturing program is a partnership of WIRE-Net and MAGNET funded by The Cleveland Foundation now in its third and final year—to grow manufacturing and manufacturing jobs in Cuyahoga County.

### Make It in America

WIRE-Net, MAGNET, Medina County Workforce Development, and Team-NEO completed a major grant-funded project that helped regional companies improve their competitiveness, create and retain jobs, and strengthen their operations here in Northeast Ohio. The \$1.8M, three-year grant, known as Make It in America (MIA), was awarded to the four organizations by the U.S. Department of Commerce, the National Institute of Standards and Technology (NIST), the U.S. Department of Labor, and Delta Regional Authority. Aimed at encouraging businesses to expand domestic operations, the grant helped mid-size companies in biomedical, automotive, and advanced energy sectors that use innovative materials in their manufacturing processes.

The project, which closed at the tail end of 2016, yielded very positive results for the region, including:

- ▶ \$25M in new investments
- ▶ 68 new jobs created (exceeding initial goal of 50)
- ▶ Up-skilling of over 200 incumbent employees and 40 dislocated workers
- ▶ Additional training in CNC machining and welding that resulted in 24 workers finding full-time employment

The team worked with a number of partners to execute this program, including BioEnterprise, NASA Glenn Research Center, higher education institutions including the University of Akron, Case Western Reserve University, Cuyahoga Community College, Lorain County Community College, Stark State College, and WIRE-Net's Cleveland Industrial Retention Initiative (CIRI).

Thanks to generous funding from:



### Interesting Reads

*Accelerating Urban Manufacturing (et al.)* These articles appeared in Economic Development Journal (Volume 15/Number 2/ Spring 2016), published quarterly by the International Economic Development Council, 734 15th Street NW, Suite 900, Washington, D.C. 20005 (202-223-7800). [www.iedconline.org](http://www.iedconline.org).

## PROGRAM HIGHLIGHTS

# CIRI

<http://wire-net.org/manufacturingServices/ciri.aspx>

In 2016 a team of four retention specialists conducted in-plant outreach visits to 500 manufacturing and manufacturing related firms in the City of Cleveland. Those firms represented over 23,900 jobs. CIRI completed 469 services primarily in the areas of general business assistance, operation improvements, infrastructure, employment & training, and company finances. CIRI engaged 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 to provide valuable services to manufacturers in a variety of industries from food processing to metal finishing.

### 14 Service Interventions to unique firms\*

- ▶ These interventions affected 1,025 existing direct manufacturing and manufacturing related jobs with an estimated annual payroll of \$64.2 million\*\*
- ▶ Generated \$143,255 in Capital Investment
- ▶ Created \$313,555 in operation improvements that reduced costs allowing for the reinvestment in workforce, facility maintenance, and process improvements\*\*\*
- ▶ Added \$46,682 in Increased Sales

### Manufacturing Matters to Cleveland!

\* Interventions are defined as services where new jobs were added, jobs were at risk, operation improvements led to cost reductions, or investment was made

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

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

## 2016 Impact Report

**CIRI**  
CLEVELAND INDUSTRIAL RETENTION INITIATIVE  
A Program of the City of Cleveland

WIRE-Net  
Where Manufacturing Matters

CITY OF CLEVELAND  
Mayor Frank G. Jackson

**CLEVELAND INDUSTRIAL RETENTION INITIATIVE ECONOMIC IMPACT 2016**

The Cleveland Industrial Retention Initiative (CIRI) is a program of the City of Cleveland, managed by WIRE-Net. CIRI assists the city's manufacturing firms to improve operations, maintain profitability, and remain competitive. CIRI provides local companies with information and support including:

|                         |  |   |   |  |
|-------------------------|--|---|---|--|
| <b>COMPANY FINANCES</b> | <b>GENERAL BUSINESS ASSISTANCE</b><br>(e.g. business to business connections, sales development, etc.) | <b>BUSINESS OPERATION IMPROVEMENTS</b><br>(e.g. cost-saving measures, Lean learners groups, etc.) | <b>REAL ESTATE (SITE SELECTION) &amp; LAND ASSEMBLY</b> | <b>EMPLOYMENT &amp; TRAINING</b>                       |
| <b>INFRASTRUCTURE</b>   | <b>TECHNOLOGY &amp; MODERNIZATION</b>  | <b>BUILDING PERMITS &amp; ZONING</b>  | <b>SAFETY &amp; SECURITY</b>                            | <b>MARKETING</b>                                       |
|                         |  |   |   | <b>WASTE MANAGEMENT &amp; ENVIRONMENTAL COMPLIANCE</b> |

**In 2016 a team of four retention specialists conducted in-plant outreach visits to 500 manufacturing and manufacturing related firms in the City of Cleveland.**

Those firms represented **over 23,900 jobs**. CIRI completed **469 services** primarily in the areas of general business assistance, operation improvements, infrastructure, employment & training, and company finances. CIRI engaged **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** to provide valuable services to manufacturers in a variety of industries from food processing to metal finishing.

## EURO USA, INC.



Offering more than 6,000 specialty food and seafood items from Europe, Euro USA, Inc. is enjoying a period of significant growth. Thanks in part to WIRE-Net's CIRI program, Euro USA is equipped with the talent it needs to continue expanding.

In operation since 1986, Euro USA imports and distributes European cheeses, olive oils, pastas, confections, spices, and charcuterie. The company added seafood to that list when it merged with Navillus Seafoods back in 1998. They've been a part of the CIRI program, off and on, since 2008, and have tapped it for a number of different services.

For example, in 2009, CIRI helped the company find a loan for expansion, and introduced the company to Employment Connection, the public workforce

system responsible for employment recruitment and training. More recently, in 2016, CIRI connected Euro USA with TJ McGowan, WIRE-Net's Manager of Employment, to address significant recruiting and training challenges that were holding the company back. The CIRI program also worked with the City to address infrastructure issues—namely, sewer grate and street repairs—that were causing flooding at the edge of the company's driveway.

Vice President and COO Sean Sullivan believes the best part of the CIRI program are the connections to workforce recruitment, which allowed them to fill several open positions with the best possible talent in the area.

## PROGRAM HIGHLIGHTS

# GLWN

<http://wire-net.org/manufacturingServices/ciri.aspx>



GLWN was launched as the Great Lakes Wind Network in 2007 to grow the supply chain for the wind industry. The initiative has grown both geographically and in scope to work with wind farm developers, OEMs, and economic development departments to increase the domestic content of America's wind turbines. GLWN identifies critical needs, and connects manufacturers and suppliers with new customers.

### Get Connected

Cleveland is abuzz. First it was the Cavs, then the RNC, then the Indians, then being named America's hottest city. Now it's Icebreaker Wind! How often does your business get a chance to be part of a **new and exciting emerging industry**? What does it take to construct and install the first freshwater wind project in North America, 8 miles off Cleveland's shore?

It takes a lot! A lot of equipment, materials, services, and labor, much of which will be sourced locally, right here in Northeast Ohio. **GLWN**, an initiative of WIRE-Net, is working with Icebreaker Wind to help identify, qualify, and engage local Northeast Ohio and regional companies that are interested in being part of this project.

## PROGRAM HIGHLIGHTS

# MEMBERSHIP

<http://www.wire-net.org/membership.aspx>

No other organization in Northeast Ohio is devoted exclusively to manufacturing. WIRE-Net connects leaders to each other and engages them in their communities. Members receive generous discounts on items such as talent recruitment, occupational safety consulting services, supervisory training, natural gas, supplies, shipping, freight, and much more.

***In total, 128 members saved more than \$214,000 in operating costs in 2016.***



<https://www.wire-net.org/events/2016EventDates.aspx>

### Annual Meeting

Since 2003, WIRE-Net has recognized manufacturing leaders who demonstrate WIRE-Net's mission through their work and accomplishments. Mission Builder Award Winners are selected for their role in strengthening manufacturing in Northeast Ohio and supporting WIRE-Net's goals – to create healthy communities and fuel economic growth.



<http://blog.wire-net.org/blog/a-peek-at-wire-nets-mission-builder-award-winners>

### 45+ Events Led by Industry Experts

Each month WIRE-Net features manufacturing-focused events, including Lunch 'n' Learns, plant tours, and seminars. You learn from peers and industry professionals current best practices needed to overcome barriers to growth and improve business results. Our events are affordable, convenient, and timely—keeping you up to date with the latest trends.

## Nuts & Bolts

The annual Nuts & Bolts Bash, presented for the fourth year in a row by **Spoooner Incorporated**, is WIRE-Net's signature fundraiser that launches our giving season with generous sponsorships and donations of in-kind prizes or cash contributions invested in our mission-driven activities. We're pleased to announce that on October 5th you helped us **raise over \$24,000** in net revenue, breaking budget expectations!



▲ L to R: Our presenting sponsors from Spooner Inc. were great hosts – Joe Spooner, Cindy Artino, President, and Andy Lembach.

## PROGRAM HIGHLIGHTS

# ADULT WORKFORCE

<http://www.wire-net.org/manufacturingServices/apprenticeship-consortium.aspx>

### Apprenticeship Consortium

With today's markets more complex and competitive than ever, companies need to stay focused on employing a skilled workforce that enables them to compete globally—which is no easy task, especially for small to medium sized manufacturing companies. WIRE-Net is working with manufacturers to tackle this challenge by organizing **Industrial Maintenance** and **CNC Machinist** apprenticeship consortiums.

Our goal is to bring several companies together to create a plug-and-play approach where local manufacturers can rely on WIRE-Net to handle the administration and logistics of establishing an apprenticeship program. WIRE-Net manages the relationship with the Ohio State Apprenticeship Council (OSAC) so manufacturers can focus on running their business and providing the on-the-job training needed for these challenging positions.

### WorkSource

WIRE-Net's staff experts have many years of recruiting experience in manufacturing companies, providing a one-stop service for search, assessments, resume review and background screening, and scheduling interviews —all at a competitive price.

In 2016 WorkSource had 27 job orders at an average wage of \$20.50/hr. and placed 8 people in an average of 73 days. WIRE-Net focuses on long-term retention and employer satisfaction at a discounted rate for WIRE-Net members.

## PROGRAM HIGHLIGHTS

# YOUTH WORKFORCE

<http://www.wire-net.org/manufacturingServices/youth-workforce.aspx>



### The Bridge

WIRE-Net's Youth Team taps into the member network, to bring businesses into the school and take students to companies. This bridge allows for a unique student work-based learning experience that prepares them for life after graduation. The bridge allows companies to have a hand in developing exactly what they are looking for in their future workforce.

- ▶ **Classroom presentations:** Speakers share their own career path story, career specific educational requirements, and samples of their work.
- ▶ **Plant tours:** Students get firsthand look at work environment, receive advice about careers and the type of training and educational coursework employees need.
- ▶ **Job shadows:** Mock-interview day with HR professional, followed by a shadow day (2-4 hours), unpaid worksite experiences where students spend time with a competent worker in order to learn about a career and observe daily work activities.
- ▶ **Internships:** Paid internships for qualified students in welding, machining, and computer aided design (CADD).

Partnerships are critical to the success of the youth manufacturing program. Thank you to all of our 2016 partners.

#### ▶ **Max S. Hayes Career Technical High School**

- Precision Machining Technology
- Computer Aided Drafting and Design (CADD)
- Welding and Cutting

#### ▶ **Ginn Academy Mechanical Mindset Workroom**

- ▶ **The Cleveland Foundation, Encore Cleveland**
- ▶ **Robobots Team, sponsored by Stripmatic Products, Inc. and ArcelorMittal**

## Technical Corps Program – EncoreCleveland

Thanks to generous funding from The Cleveland Foundation, this Encore Cleveland initiative helps **retirees use their time and talents helping young people** develop manufacturing skills and prepare for employment.

Industry technicians who are retired or in transition assist in classrooms and support teachers with hands-on learning that prepares students for pre-apprenticeships, paid internships, and industry certifications. Technical Corps Members have experience in manufacturing or automotive, serve up to ten hours per week for an academic semester (16 weeks), and are compensated for their time.



### Jose

José, a 12th grade welding student at Max Hayes Career Technical High School, is qualified for an internship. Jose loves welding!

In 9th grade he was instantly hooked by the arc discharged by the electric current, and was excited that he could create metal projects from scratch. In his third year of welding, Jose is on his way to earning AWS certifications in MIG, TIG, and Shielded Metal Arc Welding (SMAW).

“I would like to get hands on experience and see the welding process in the field,” said José, who thinks welding is a good career option after he completes high school.



▲ Gary Dudich, a retired Journeyman Iron Worker, was able to build positive rapport with welding teacher Joseph McKay, Jr. and the 10th through 12th grade welding students.



▲ Ernie Kulik, retired Program Manager from Eaton Corporation joined the WIRE-Net Technical Corps Program (TCP) in January to assist students and teachers working on a RoboBots project.

# 2016 MEMBERS

|   |   |  |  |
|---|---|--|--|
| 21st Century Concrete Construction, Inc | Aisco Metallizing Corp                  | Architectural Products Development, Inc. | Blaser & Mericle, Inc.                   |
| 3-D Materials Management, LLC           | Akron Hydraulic Inc.                    | Arkinetics, Inc                          | Blue Point Capital Partners, LLC         |
| 4 Walls                                 | Akron Tool & Die Co., Inc.              | Arrowhead Industries Corp.               | BoxIt                                    |
| A.J.D. Holding Company, Inc.            | Alliance Industrial Solutions           | Art Galvanizing Works                    | BroCo Products Inc.                      |
| A-1 Grinding                            | Allied Tool & Die Inc.                  | ASK Chemicals LP                         | Buckeye Fasteners Company                |
| A-Brite Plating Company                 | ALNI Ltd                                | ASM International                        | Bush Integrated                          |
| ACE Equipment Company                   | Alpha Group Agency                      | AT&F                                     | C. A. Litzler Company                    |
| ACO Polymer Products, Inc.              | Alpha Packaging                         | August Mack Environmental, Inc.          | Cactus Jack Landscaping, Inc.            |
| Action Industries                       | Alphaport, Inc.                         | Auto Bolt Co.                            | Catalyst Consulting Group, Inc.          |
| Adalet                                  | AMCLO GROUP                             | Automated Packaging Systems              | Centurion Security Screen, Inc.          |
| Adams Automatic, Inc.                   | AMECO USA                               | Awesome Wares                            | Champion Personnel System, Inc.          |
| ADP                                     | American Machine Builders               | B & P Spring Production Company          | Chemical Solvents, Inc.                  |
| Advance Manufacturing Corporation       | Amros Industries, Inc.                  | Barnes Wendling CPAs                     | Chimney Screens, Inc.                    |
| Advance Paint Technology, Ltd.          | Anchor Manufacturing Group, Inc.        | Barth Industries, Inc.                   | ChromaScope                              |
| Advanced Secondaries, Inc.              | ANG Marketing Group, LLC                | Bassett Sprinkler Protection Inc.        | City Plating                             |
| AdvizeX Technologies                    | APEC Engineering, Inc.                  | Battle & Polly LLC                       | City Thermoelectrics LLC                 |
| Aetna Plastics - Fabrication Division   | Apex Paper Box Co                       | Beacon CFO Plus LLC                      | Ciuni & Panichi, Inc.                    |
| Aetna Plastics Corp.                    | Applied Industrial Technologies-Ind Pky | Beacon Marshall Companies                | Cleveland Engineering Society            |
| Aetna Plating Company Inc.              | ArcAlloy Custom Metal Fab & Welding     | Bellaire-Puritas Development Corp.       | Cleveland Industrial Innovation Center   |
| Air Force One                           | ArcelorMittal                           | Wayne Bergman                            | Cleveland Industrial Training Center Inc |
| Air Products and Chemicals, Inc.        | Joe Archacki                            | Beverage Machine & Fabricators, Inc.     | Cleveland Machinery Sales, Inc.          |

|  |  |                                       |                                      |
|--|--|---------------------------------------|--------------------------------------|
| Cleveland Museum of Natural History      | Custom Products Corporation            | Elco Corporation                      | Fastsigns Downtown Cleveland         |
| Cleveland Specialty Products/GET         | Cyrid Media                            | Electric Cord Sets, Inc               | Federal Gear                         |
| Cleveland Steel Tool Co.                 | Dairymens                              | Enerco Group Inc.                     | Felber PR & Marketing                |
| Cleveland Track Material, Inc.-Bessemer  | Dan T. Moore Company                   | Energy Focus                          | Ferrous Processing & Trading Company |
| Cleveland Track Material, Inc.-Central   | Dan Toussant & Associates              | Energy Management Specialists, Inc.   | FiberCore LLC                        |
| Cleveland-Cuyahoga County Port Authority | Decker Steel & Supply, Inc.            | EnerSys Inc.                          | Finish Line Binderies                |
| Clever AMSB                              | Design Molded Plastics                 | Envalo, Inc.                          | Fisher & Phillips, LLP               |
| Coastal Pet Products, Inc.               | Detroit Shoreway Community Development | Envirofab, Inc.                       | Flow Polymers, LLC                   |
| Cohen & Company                          | Diamond Metals Distribution, Inc.      | EPCO                                  | FMC Architects LLC                   |
| ColemanWick - Market Research/Analytics  | Diane McNally Consulting, LLC          | Equipment Manufacturers International | Focus CFO                            |
| College Now Greater Cleveland            | Die-Matic Corporation                  | Equipment Sales and Service           | Food for Thought                     |
| Compliance Technologies, Inc             | Dise & Company                         | ERC                                   | Forge Products Corporation           |
| Control Electric Company, Inc.           | Dollar Bank                            | Ericson Manufacturing                 | ForkLiftsNow.com LLC                 |
| Control Line Equipment, Inc.             | James Dominto                          | ETNA Products, Inc.                   | Fredon Corporation                   |
| Conveyer & Caster Corp.                  | Drabik Manufacturing Inc.              | Euro-USA Midwest                      | Fulcrum ConsultingWorks, Inc.        |
| Cook-Leitch & Associates, Inc.           | Du West Tool & Die, Inc                | Eveready Products Corporation         | Maria Gaeta                          |
| CRESCO Real Estate, Cushman & Wakefield  | Duffy+Duffy Cost Segregation Services  | Evergreen Industrial Batteries LLC    | Geauga Machine & Tool                |
| Criterion Tool & Die, Inc.               | Duraflow Industries, Inc               | Excel Assembly Solutions              | Gebauer Co.                          |
| Crown Warehousing & Logistics, Inc.      | Duray Plating Company                  | F.L. Distributors                     | Gem Tool                             |
| Cudell Improvement, Inc.                 | DVUV, LLC                              | Fabrication Group, LLC                | General Metal Heat Treating, Inc.    |
| Custom Paper Tubes, Inc.                 | Earnest Machine Products Company       | Fastar E D M Inc.                     | Genus Solutions, Inc.                |
|  | EGC Enterprises Inc.                   | Fastener Industries, Inc.             | Globe Pipe Hanger Products, Inc.     |

|                                     |  |                                   |                                    |
|-------------------------------------|--|-----------------------------------|------------------------------------|
| Go2 Print Solutions                 | Howard Cohn, Patent and Trademark Attorney | Karyall-Telday Co.                | Lowe Chemical                      |
| Gotta Groove Records                | HP Manufacturing Company, Inc.             | Keep It Local Cleveland           | LSQ Funding                        |
| Grafix                              | Hubbell Machine Tooling, Inc.              | Kent Elastomer - Mogadore         | Lucas Precision                    |
| Granite Steel & Processing, Inc.    | Huntington Bank - Business Banking West    | Kent Elastomer - Winesburg        | Lytkowski & Co. Inc                |
| Scott Gray                          | Hylant                                     | Kent Elastomer Products, Inc.     | Magna Industries                   |
| Great Lakes Brewing Co.             | Hynes Industries                           | Kerek Industries, LLC             | Mainthia Technologies, Inc.        |
| Great Lakes Computer                | ImageMart, Inc.                            | Keyland Polymer, LLC              | Maloney + Novotny LLC              |
| Great Lakes Integrated              | Impact Armor Technologies LLC              | Kirtland Capital Partner          | Mansour Gavin LPA                  |
| Great Lakes Integrated Distribution | Indoor Self Storage                        | Kitzel & Sons, Inc.               | Maranatha Software                 |
| Great Lakes Towing Company          | Industrial Wheels                          | KYOCERA SGS Precision Tools, Inc. | Marketing Potential, LLC           |
| Greater Cleveland Construction      | InfoGrow Corporation                       | Harry Lader                       | Martindale Electric Co.            |
| Greenwald Enterprises               | Inno + bate                                | Lakeside Supply Company           | Martinet Recchia Inc               |
| Grologic                            | Insivia                                    | Lakewood Supply Company           | MassMutual Financial Group         |
| Halvorsen Co.                       | Integrated Automation Consulting LLC       | Lean Projects Group               | Maximum Value Partners, LLC        |
| Heat Seal/Ampak                     | Integrity Staffing Services                | Lee & Associates                  | Mayfran International              |
| Herold's Salads Inc.                | J.J. White Products Inc.                   | LEFCO Worthington                 | Mazzella Lifting Technologies      |
| MJ Hilker                           | Jakprints Inc.                             | Leimkuehler, Inc.                 | Jim McGuffin-Cawley                |
| Hinkley Lighting, Inc.              | Jamestown Container Companies              | Lewart Company                    | Meaden & Moore                     |
| HKB Enterprises                     | Jergens, Inc.                              | Lewis-Goetz, Inc.                 | MelCap Partners, LLC               |
| HKM Direct Market Communications    | Johnson Matthey Process Technologies Inc   | Howard Lichtig                    | Melin Tool Company, Inc.           |
| Home Savings & Loan                 | JRN Group, Inc.                            | Lincoln Electric Holdings Inc.    | Menyhart Plumbing & Heating Supply |
| Hose Master                         |  | Christopher Loucks                | Metal Alloy Reclaimers, Inc. II    |

Miceli Dairy Products Co.

Midwest Box Co/Walford Industrial Park

Midwest Compressor Co., Inc.

Modern Fasteners Co.

Monroe Tool & Manufacturing Co.

Meagan Moore

Morgan Linen Services

MotionSource International LLC

Msports Inc

NatGasCar, LLC

National Packaging Partners, LLC

National Printing and Packaging

National Safety Apparel, Inc

National Tire & Rubber Company

Nestle Professional - IJ Minor

Neverman Insurance Agency

North Coast Container Corp.

NorthEast Energy Advisors

Northwest Bank

Northwest Bank

Northwest Services Inc

NPA Coatings, Inc.

NSL Analytical Services Inc

Numerequip, Inc.

Nu-Tool Industries, Inc.

Oatey

Ohio Advanced Energy Economy

Ohio Displays, Inc.

Ohio Fuel Cell Coalition

Ohio Pipe Valves & Fittings

Ohio Travel Bag

Jay O'Neill

OPT Solutions, Inc

Orlando Baking Company

Jessica Orzechowski

Otto By Products

PACE Converting Equipment Co, Inc.

Paragon Data Systems, Inc.

Parallel Solutions

Partners Environmental Consulting, Inc.

PartnerShip

Patina Solutions

Paychex

PDQ Printing Service, Inc.

Pease & Associates, Inc.

Peoples Bank

Phoenix Steel Service, Inc.

Plante & Moran

PNC Commercial Banking

Postle Industries, Inc

PPG Industries - Commercial Coatings

Prada Consulting LLC

Pre-Check Company

Precision Overhead Garage Door

Precision Production, Inc.

Preform Trench Drain Company

Premier Development Partners, LLC

Premium Metals Inc.

Price Point Partners

Process Excellence Systems, Inc.

Profile Grinding, Inc

PS Awards

QT Equipment

Quez Media Marketing

R.A.K. Machine, Inc.

R.L. Wurz Company, Inc.

Ray's Sausage Inc.

Rea & Associates

Red Seal Electric Company, Inc.

RH Blake

RML Tool & Die

Robert P. Anastos

Robin Industries, Inc.

Rockport Ready Mix

Rose Metal Industries

Tony Rospert

Roth Construction Company

Royal Chemical Company

Royal Wire Products, Inc.

RSM US LLP

S.A.W., Inc.

Saint Catherine's Metalworks, Inc.

Sales Team Inc

Sandler Training

Sandler Training by MP Solutions

Bryan Schauer

Scot Labs

SecureState

|                                    |                                   |                                      |                              |
|------------------------------------|-----------------------------------|--------------------------------------|------------------------------|
| SeibertKeck Insurance Agency       | Swagelok Company                  | Tribco, Inc.                         | Westown Community Dev. Corp. |
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| Sikich, LLP                        | Synergy Grinding, Inc.            | Turbo Machine & Tool, Inc.           | Woodhill Plating             |
| Simplex-IT                         | Talan Products, Inc.              | TurnTech Machine Co.                 | WRIS                         |
| Singleton Corporation              | Talignite, LLC                    | U.S. Cotton, LLC                     | YES Electric Inc.            |
| Skoda Minotti                      | Team Wendy, LLC                   | UniControl Inc.                      | Zaclon, LLC                  |
| Smithers Quality Assessments       | Tempest, Inc.                     | UNIQUE Paving Materials Corp.        | Zinner & Co., LLP            |
| Solon Manufacturing Co.            | Ten09 Consulting LLC              | United Garage Door Co.               | Zito Insurance Agency Inc.   |
| Soundwich Inc.                     | Ter-Wal Tool & Mfg., Inc.         | Universal Grinding Corporation       |                              |
| South Shore Controls Inc           | TestOil                           | US Bank - Business Banking           |                              |
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| SSECO                              | The Mifsud Group                  | Walsh Manufacturing Corporation      |                              |
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| Staffing Solutions Enterprises     | The Pipe Line Development Company | Bruce Waterhouse                     |                              |
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| StretchTape, Inc.                  | Timco Rubber Products, Inc.       | Weld-Ed                              |                              |
| Stripmatic Products, Inc.          | T-Mobile@Work                     | Welke Customs Brokers USA Ltd        |                              |
| Summers Rubber                     | TPC Wire & Cable Corp.            | Wells Fargo Insurance Services       |                              |
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# FINANCE REPORT

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| ASSETS                                  | 2016             | 2015      |
|---|------------------|-----------|
| <b>Current Assets</b>                   |                  |           |
| Cash and Cash Equivalents               | \$491,385        | \$503,421 |
| Grants Receivable                       | 413,639          | 298,471   |
| Accounts Receivable                     | 44,082           | 54,840    |
| Prepaid Expenses                        | 4,476            | 3,786     |
| <b>Total Current Assets</b>             | <b>953,582</b>   | 860,518   |
| <b>Property and Equipment</b>           |                  |           |
| Office Furniture and Equipment          | 73,037           | 73,037    |
| Less: Accumulated Depreciation          | (70,430)         | (67,586)  |
|   | 2,607            | 5,451     |
| <b>Other Assets</b>                     |                  |           |
| Deposits                                | 6,809            | 6,809     |
| <b>TOTAL ASSETS</b>                     | <b>\$962,998</b> | \$872,778 |
| <b>LIABILITIES AND NET ASSETS</b>       |                  |           |
| <b>Current Liabilities</b>              |                  |           |
| Line Of Credit                          | \$-              | \$-       |
| Accounts Payable                        | 63,089           | 54,943    |
| Accrued Expenses                        | 47,726           | 43,208    |
| Deferred Revenue                        | 43,112           | -         |
| <b>Total Current Liabilities</b>        | <b>153,927</b>   | 98,151    |
| <b>Net Assets</b>                       |                  |           |
| Unrestricted:                           |                  |           |
| Undesignated                            | 129,697          | 234,632   |
| Board Designated                        | 157,000          | 150,000   |
| Total Unrestricted                      | 286,697          | 384,632   |
| Temporarily Restricted                  | 522,374          | 389,995   |
| <b>Total Net Assets</b>                 | <b>809,071</b>   | 774,627   |
| <b>TOTAL LIABILITIES AND NET ASSETS</b> | <b>\$962,998</b> | \$872,778 |

## CONSOLIDATED STATEMENT OF ACTIVITIES

|   | 2016         |                        |                  | 2015         |                        |             |
|---|--------------|------------------------|------------------|--------------|------------------------|-------------|
|   | Unrestricted | Temporarily Restricted | Total            | Unrestricted | Temporarily Restricted | Total       |
| <b>REVENUE AND OTHER SUPPORT</b>            |              |                        |                  |              |                        |             |
| Net Grants Released from Donor Restrictions | \$1,428,925  | \$(132,379)            | \$1,296,546      | \$1,405,338  | \$(88,455)             | \$1,316,883 |
| Consulting Fees                             | 635,628      |                        | \$635,628        | 258,783      |                        | \$258,783   |
| Membership Dues and Contributions           | 235,270      |                        | \$235,270        | 319,500      |                        | \$319,500   |
| Interest Income                             | 99           |                        | \$99             | 108          |                        | \$108       |
| Program Events and Workshops                | 213,199      |                        | \$213,199        | 221,439      |                        | \$221,439   |
| <b>TOTAL REVENUE AND OTHER SUPPORT</b>      | 2,513,121    | (132,379)              | <b>2,380,742</b> | 2,205,168    | (88,455)               | 2,116,713   |
| <b>EXPENSES</b>                             |              |                        |                  |              |                        |             |
| Program Services:                           |              |                        |                  |              |                        |             |
| Manufacturing Assistance                    | 288,693      |                        | \$288,693        | 303,837      |                        | \$303,837   |
| GLWN  | 557,349      |                        | \$557,349        | 389,797      |                        | \$389,797   |
| Growth Initiative                           | 134,844      |                        | \$134,844        | 153,435      |                        | \$153,435   |
| Adult Workforce Development                 | 226,725      |                        | \$226,725        | 185,057      |                        | \$185,057   |
| Youth Workforce Development                 | 275,178      |                        | \$275,178        | 335,634      |                        | \$335,634   |
| Membership                                  | 404,993      |                        | \$404,993        | 346,873      |                        | \$346,873   |
| Redvelopment                                | 21,480       |                        | \$21,480         | 43,446       |                        | \$43,446    |
| SAFE-16                                     | -            |                        | \$-              | -            |                        | \$-         |
| Supporting Services:                        |              |                        | \$-              |              |                        | \$-         |
| Management and General Expenses             | 390,662      |                        | \$390,662        | 340,571      |                        | \$340,571   |
| Fundraising Expenses                        | 46,374       |                        | \$46,374         | 42,802       |                        | \$42,802    |
| <b>TOTAL EXPENSES</b>                       | 2,346,298    | -                      | <b>2,346,298</b> | 2,141,452    | -                      | 2,141,452   |
| <b>CHANGE IN NET ASSETS</b>                 | 166,823      | (132,379)              | <b>34,444</b>    | 63,716       | (88,455)               | (24,739)    |
| <b>NET ASSETS AT BEGINNING OF YEAR</b>      | 384,632      | 389,995                | <b>774,627</b>   | 320,916      | 478,450                | 799,366     |
| <b>NET ASSETS AT END OF YEAR</b>            | \$551,455    | \$257,616              | <b>\$809,071</b> | \$384,632    | \$389,995              | \$774,627   |



## The WIRE-Net Industrial Network

[www.wire-net.org](http://www.wire-net.org)

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