

Cuyahoga County Equity Commission Meeting

10:00 AM – 11:00 AM

Cuyahoga County Administrative Building –Room 5-006

2079 East Ninth Street, 5th Floor

Cleveland, OH 44115

Cuyahoga County Equity Commission		
Last Name	First Name	Agency
Johnson	Vaughn	Development
Lockett	Lenora	Equity & Inclusion
Murray	Chris	Health and Human Services
Nemastil	Sarah	Human Resources
Guests		
Ajdukiewicz	Patty	Jump Start, Inc.
Kirk	Jamillah	Equity & Inclusion
Riehl	Matt	Jump Start, Inc.
Slayton	Shaunna	Equity & Inclusion

- I. Welcome
- II. Call to Order (10:01 am) – Director Lenora Lockett
 - a. Review & Approval of Minutes
 1. Motion to approve made by Chris Murray, seconded by Sarah Nemastil. Unanimous approval.
- III. Public Comment
 - a. There was no public comment.
- IV. Opening Remarks from Equity Commission Members
 - a. Deputy Director Johnson - The Office of Small Business ended 2025 servicing over 1,140 businesses; facilitated almost 6,000 hours of technical assistance and facilitated \$2.7 million in small business loans. There were 74 businesses that received loans. About 80% of the businesses we served in 2025 were minority and/or women owned.
 - b. Director Nemastil – In 2026, we are going to continue our work in compensation philosophy. We want to make sure our compensation program is aligned with supporting, current, and long-term county employees, while promoting transparency and fairness, so employees understand why they are paid what they are paid. Another initiative was performance management; early last year we launched our pilot performance management process for non-bargaining employees. Managers set performance and developmental goals with their staff. This resulted in the submission of more than 1,800 SMART goals in the INFOR goals module.

- c. Deputy Director Murray – The biggest programmatic area for Health and Human Services is our response to the HR1 also known as, The One Big Beautiful Bill. The design of these changes has been to remove individuals from SNAP and Medicaid through a series of administrative tasks and changes. We are also working on some artificial intelligence initiatives to help reduce the error rate.
- d. Director Lockett – We have a two-year purchasing and contracting forecast on our county website, it is updated every January and July, it is available for all businesses interested in responding to our RFPs, RFQs, and RFBs. We will continue with our Vendor Fair, staff are available to assist vendors with registering with our system, updating profiles in the supplier portal system, and to assist with SBE, MBE, WBE, CCBB, and CCBEIP certifications.

- V. Presenter 1
 - a. Patty Ajdukiewicz of Jump Start- Power Point Attached
- VI. Closing Remarks –
 - a. Thanks
- VII. Adjourn (11:00am)

Next Meeting: May 21, 2026, at 10am

Recording found on YouTube 2026.02.19 Cuyahoga County Equity Commission



JUMPSTART

**Cuyahoga County Equity Commission
Meeting**

2/19/2026

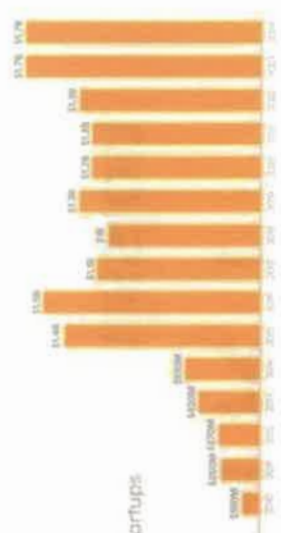


ECONOMIC OUTCOMES

TOTAL ECONOMIC IMPACT FROM 2010 TO 2024

\$15B

Generated By Small Businesses & Tech Startups
Supported By JumpStart & Its Partners



\$112M+
Small Business Wages
State & Local Taxes

\$63.7M+
Tech Startup Wages
State & Local Taxes

\$112M+
Tech Startup Wages
State & Local Taxes

\$63.7M+
Tech Startup
State & Local Taxes

\$382M
Revenue Generated
By Small Business

\$7.9B+
Revenue Generated
By Tech Startups

\$1770M
Revenue Generated
By Black & Latino-led
Companies (Small & Tech)

\$1.9B+
Revenue Generated
By Women-led Companies
(Small & Tech)





We help local
SMALL BUSINESS OWNERS
grow.

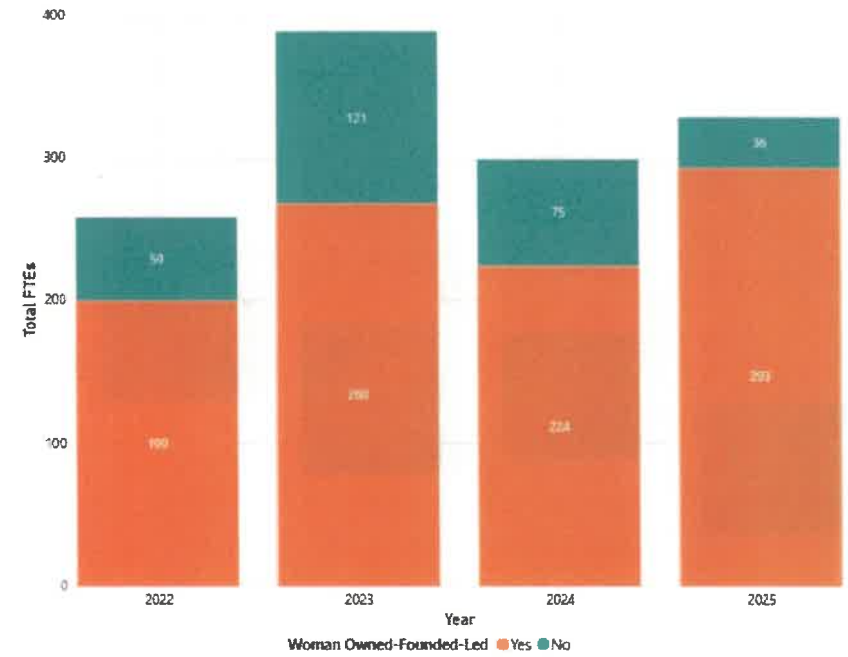
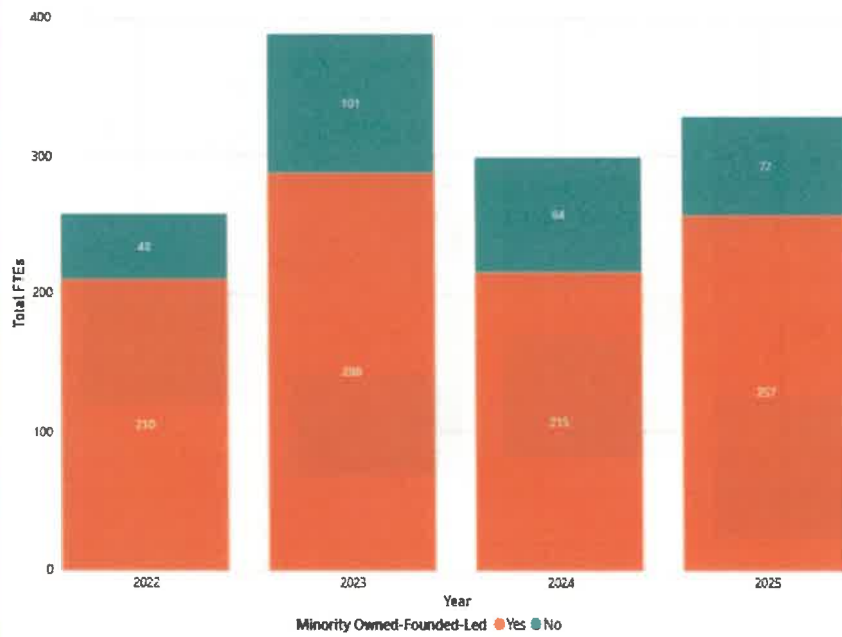
We provide comprehensive programs, personalized advising and professional connections that enable small businesses to generate economic activity that drives regional prosperity.

Small Business Cuyahoga County Metrics

- Total Number of Small Businesses Served – **1,152** companies
- Total Number of intensive Small Businesses assistance (received 5+ hours) – **493** companies
 - Total Number of Woman-owned businesses served – **357** companies
 - Total Number of Black- owned businesses served – **252** companies
 - Total Number of Hispanic/Latino-owned businesses served – **141** companies

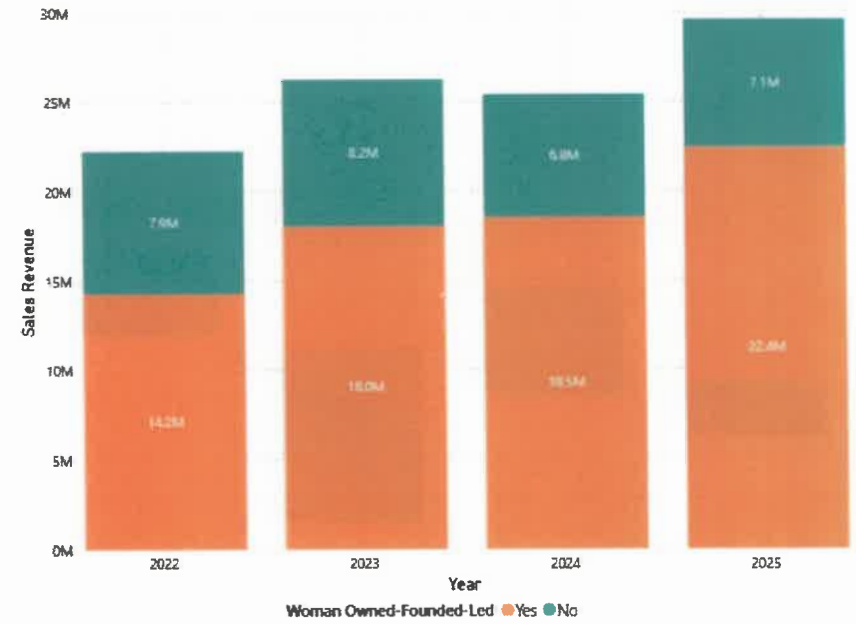
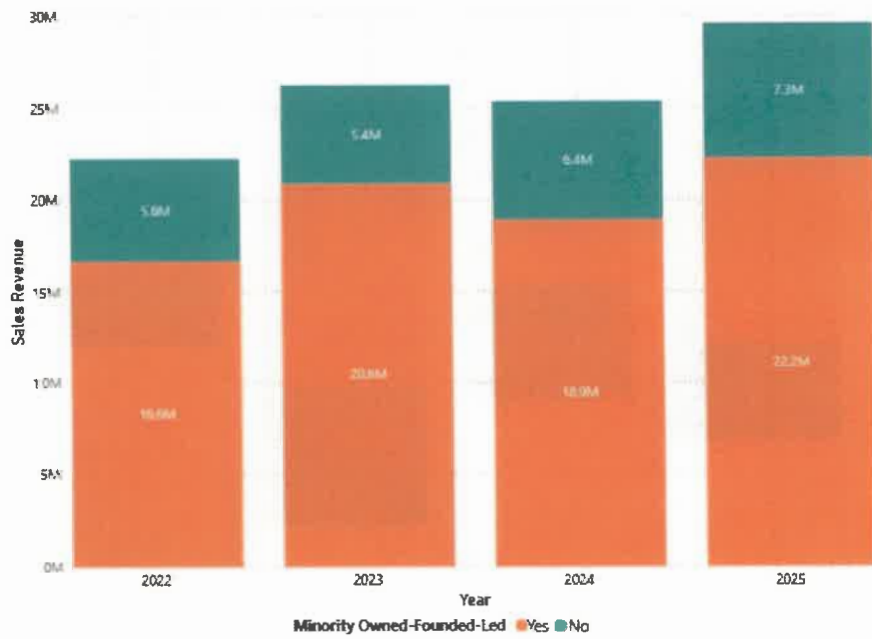
Note: Data for 2022-2025. The 2025 data has not been completely finalized yet. We are still collecting and processing surveys, so the data is not complete at this time

Small Business Cuyahoga County Metrics FTEs

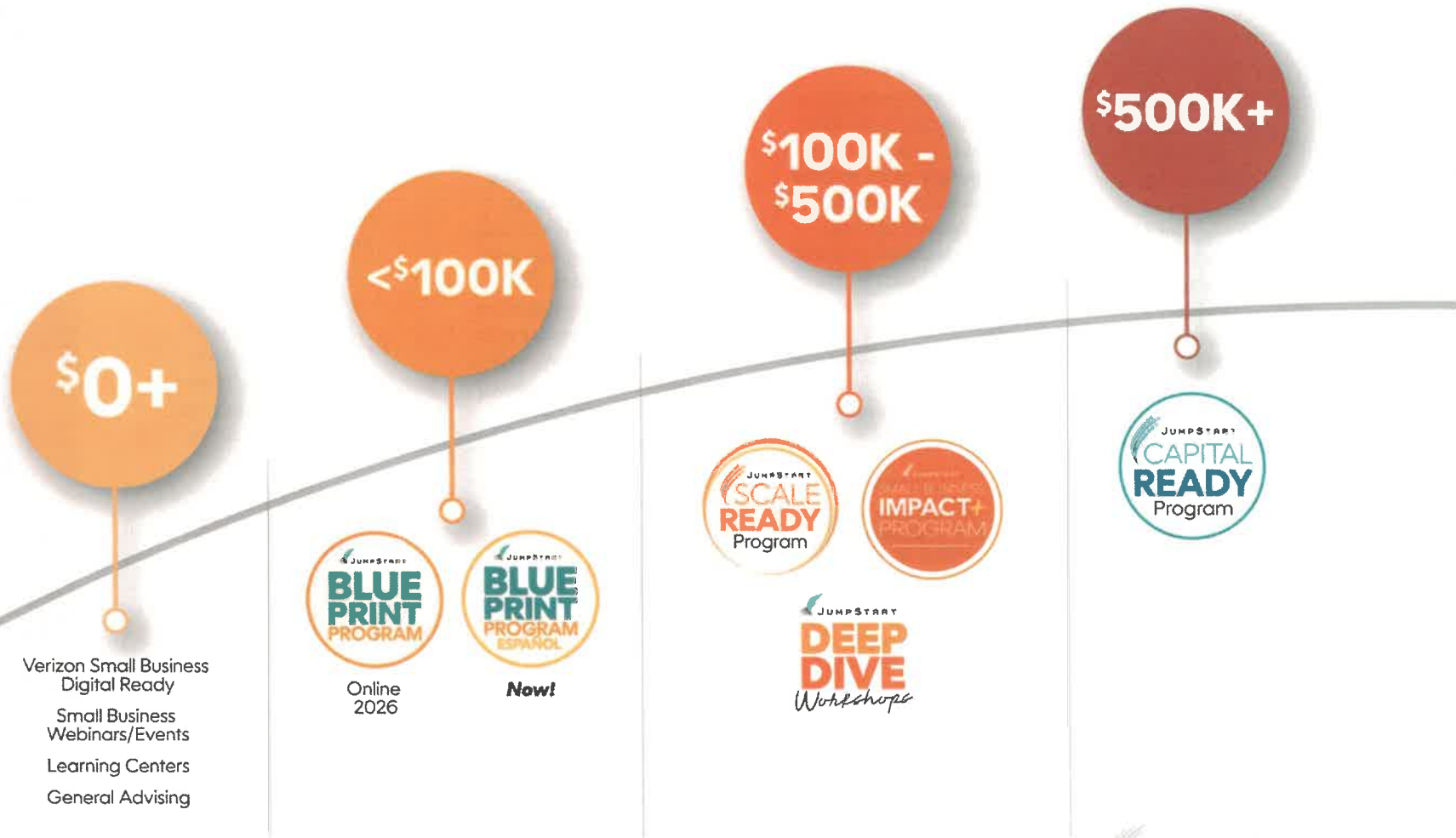


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Small Business Cuyahoga County Metrics Sales Revenue



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Responding directly to client feedback, JumpStart broadened our continuum of educational offerings in 2025. These updated curriculums offer new tools, enhanced capital readiness support and systems-focused coaching for businesses ready to scale.



Launched in 2016, the Cleveland Small Business Impact Program has graduated **146** entrepreneurs and awarded **\$649.4K** in grant capital.

As a result of changes in the market place the program got phased out in 2025.



A tactical education series for established business owners ready to grow beyond their role as the founder. Hands-on sessions, plug-and-play tools, expert coaching and a **\$5,000** services stipend ensure participants are empowered to scale with intention.



A 4-month accelerator program for established lower-middle-market businesses covering cash flows, finance, growth strategy, leadership, and exit planning while building a personalized Growth Strategy Playbook. Graduates receive up to **\$20,000** in Preferred Partner Program support to implement their business plan.



Workshops led by industry experts who dig deep into the practical understanding and application of specific business topics, including:

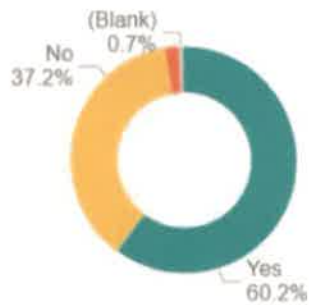
- Digital Marketing
- Financial Projections
- Social Media
- Sales
- Leadership Communications
- Food Service
- Food CPG
- Grant Seeking
- ...and more!

Small Business Programs 2025

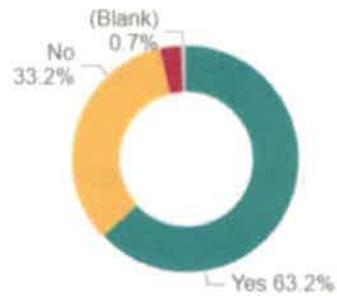
Total Number of Companies

573

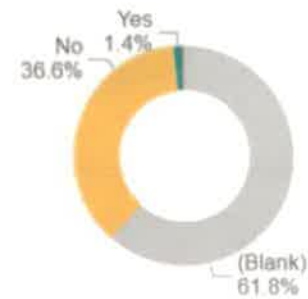
Woman
Founded/Led/Owned
Companies
345



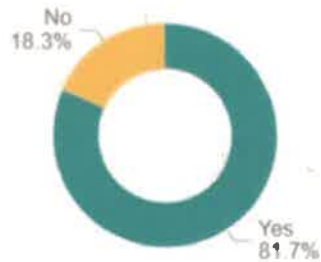
Minority
Founded/Led/Owned
Companies
362



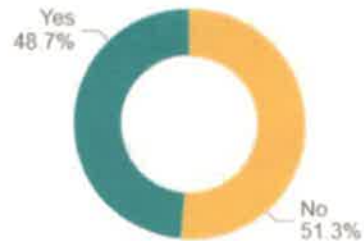
Veteran
Founded/Led/Owned
Companies
8



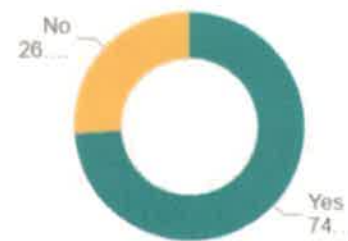
Minority and/or Woman
Founded/Led/Owned
Companies
468



AA and/or Hispanic
Founded/Led/Owned
Companies
279



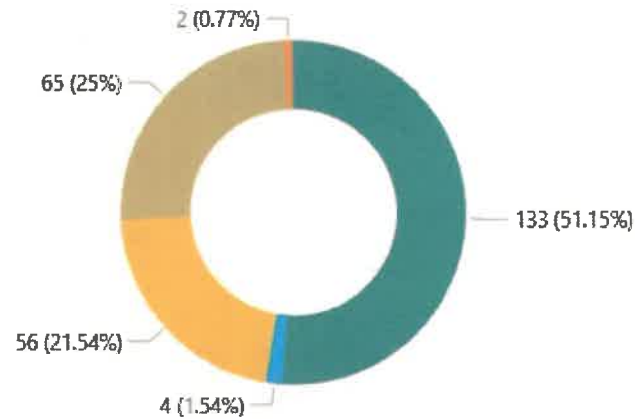
Woman, AA and/or Hispanic
Founded/Led/Owned
Companies
424



Small Business Capital

- Impact Loan Fund – \$2.2M
- Impact Program – pitch prizes - \$967K
 - o Going forward Preferred Services Program grants
- Visible Voice - \$748K
- Hispanic Loan Fund - \$575K

Founder/Owner Ethnicity ● African American ● Asian-Indian, ... ● Caucasian ● Latin-Ame... ● Other





Teressa Doaty, owner of Paws Play, has partnered with JumpStart for over three years, progressing from **one-on-one advising to the Impact Program**. Through this support, she built a clear growth strategy and strengthened financial and operational readiness. After winning her Impact cohort in 2023, Teressa combined funding from JumpStart to leverage additional expansion capital.

As a result, Paws Play opened a second location in January 2026, projecting to nearly doubling revenue and increasing profit margins. Through JumpStart's **ScaleReady program**, Teressa standardized HR and SOPs to support consistent operations and future franchising. The business has hired two new employees and plans to add ten more, demonstrating how sustained support drives growth, job creation, and long-term scalability.





Coltrane Logistics entered JumpStart's **CapitalReady program** facing strong demand but limited infrastructure to scale. Through JumpStart's advising and mentorship, founder Adam Claytor strengthened growth planning, refined financials, and built integrated projections to clarify working capital needs for expansion starting in 2025.

As a result, Coltrane is now positioned to secure additional funding, supporting responsible growth while increasing margins, adoption of new technology, and creation of 3–10 new jobs — demonstrating the measurable impact of JumpStart's capacity-building support.



TECH STARTUP SERVICES

We help fast-track early-stage startups in Ohio's thriving technology ecosystem.

Trailblazer Accelerator Program

Burton D. Morgan Mentoring

Events and networking opportunities | Ohio VC Fest



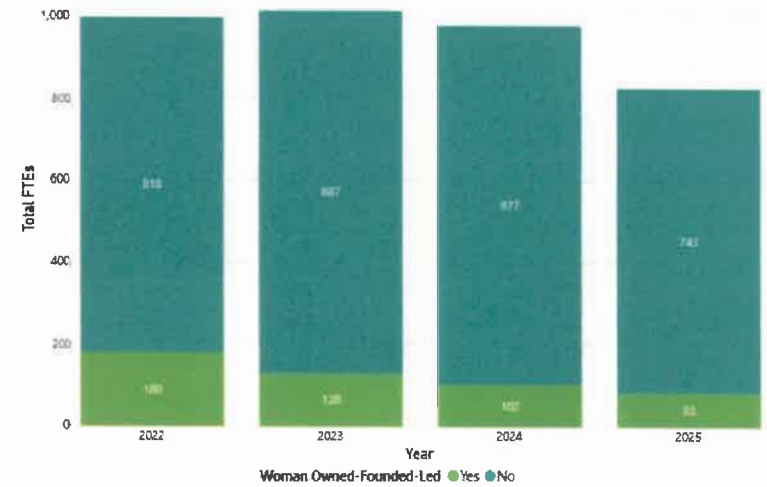
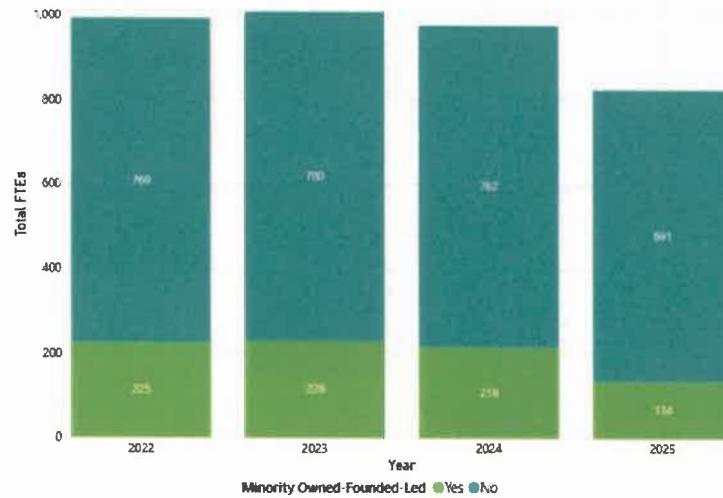
Tech Startup Cuyahoga County Metrics

- Total Number of Tech Startups Served – **420** companies
- Total Number of intensive Tech Startups services (received 5+ hours) - **287** companies
 - Total Number of Woman-led tech startups served – **90** companies
 - Total Number of Black-led tech startups served – **54** companies
 - Total Number of Hispanic/ Latino-led tech startups served – **10** companies

Note: Data for 2022-2025. The 2025 data has not been completely finalized yet. We are still collecting and processing surveys, so the data is not complete at this time

Tech Startup Cuyahoga County Metrics

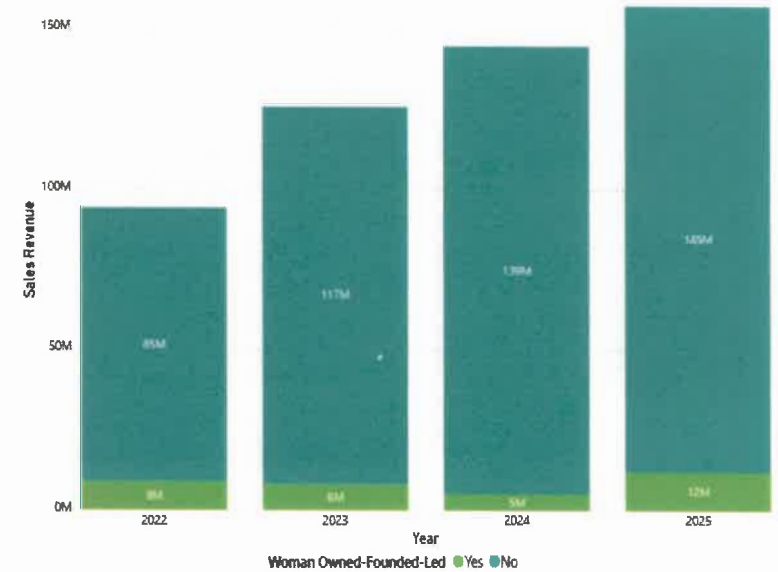
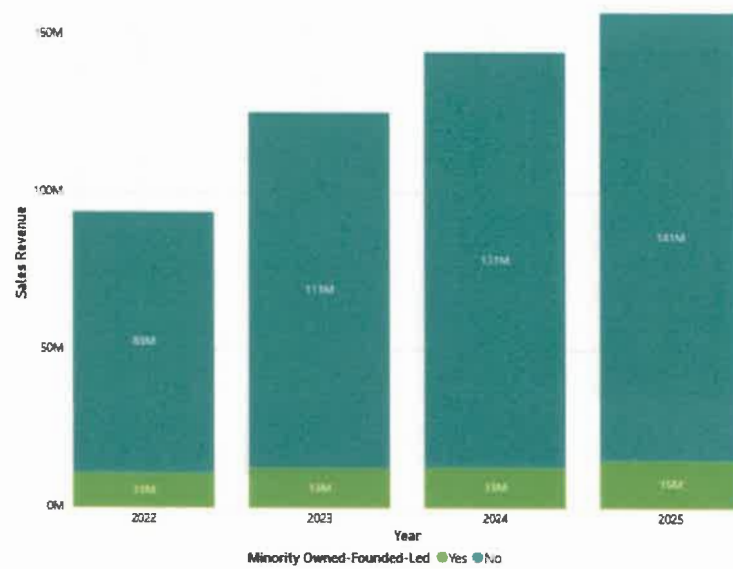
FTEs



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Tech Startup Cuyahoga County Metrics

Revenue



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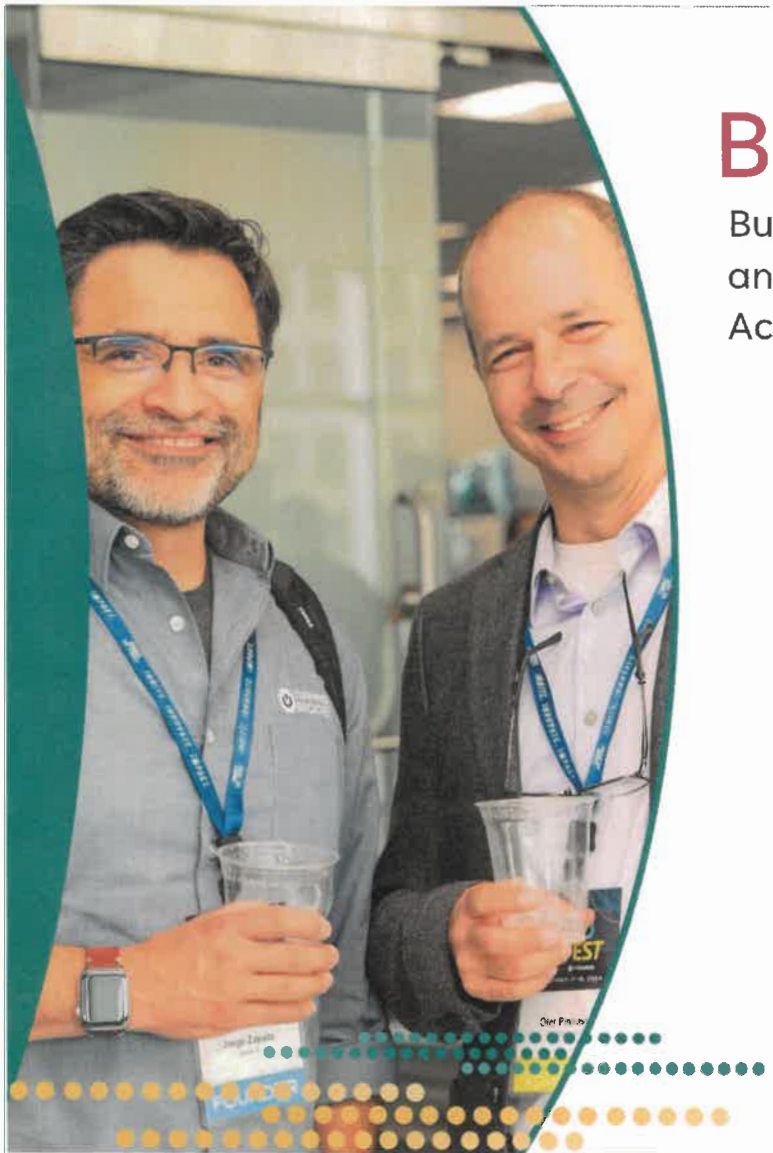
Cohort-based 3-month accelerator program that provides intensive, tailored advising from experienced mentors, substantial non-dilutive funding and unrivaled access to a network of experts, resources and investment opportunities.

HEALTHTECH

Provides health tech startups with a deep dive into regulatory, clinical, reimbursement and commercialization strategies.

SOFTWARE

Helps software startups solidify go-to-market strategies, fuel platform and business development and prepare for their next fundraise.



Burton D. Morgan Mentoring

Burton D. Morgan Mentoring provides tailored, one-on-one and team coaching to Ohio founders in the Trailblazer Accelerator pipeline.

~40 Mentoring Matches Made Annually
3-to-6 Month Match Duration

Evolving Roster of 65+ Volunteer Mentors

Competitive Advantage:
20% of Trailblazer Accelerator Participants
Received Mentoring Prior to Joining the Cohort



National Trends

Group	% of U.S. Population	% of U.S. VC Funding
Hispanic / Latino founders	~19%	~1–2%
Black founders	~14%	~0.4–0.5%
White founders	~60%	~75–80%

Sources: McKinsey, Crunchbase, SomosVC, HispanicPro Network



JumpStart Diverse Deal Flow

Owned / Founded / Led	Companies Surveyed (2024)	Women	African American	Hispanic	Minority
Tech	295	34%	21%	4%	44%
Small Business	280	74%	53%	24%	79%



JumpStart Ventures Investment Portfolio

We help fast-track early-stage startups in Ohio's thriving technology ecosystem.

- 93 investments
 - 20% lead by Black or Hispanic entrepreneurs
 - 23% lead by women
- \$60M invested
- Total revenue generated 1.7B
- Payroll supported \$300M



OHIO VC FEST

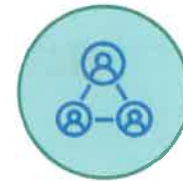
Annual Event convening Tech Startup & VC Ecosystem



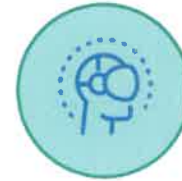
Curated 1:1 Meetings



Pitch Presentations



Exclusive Networking



Innovative Demos



Inspiring Speakers

>800 Attendees

>20 Tech Demos

>110 VCs & Investors

>20 Startup Pitches

>290 Tech Startups

>25 Speakers

>550 1:1 Connections

>\$300K Sponsorships ²²

“The Jumpstart Trailblazer Accelerator Program has been *the most transformational program*

we've ever been a part of.
It felt like tech startup school.”

Amanda Bridenstine, GRAIMED



“ I have received access to so much information and resources that I would otherwise not have had access to without the Entrepreneurial Services Provider program.

My startup has tremendously benefitted from the services provided by the ESP.

Oluwatumininu (Tumi) Adeeko,
MAWE Technologies LLC



THANK YOU

Entrepreneurs produce a ripple effect in our communities by creating jobs, fostering innovation and generating wealth.

JumpStart helps entrepreneurs grow by providing network of resources, together with our partners, we work to ensure our entire region benefits. When startups and small businesses succeed, our entire region benefits. Our entire region benefits. When startups and small businesses succeed, our entire region benefits.

MISSION
To provide the support and resources entrepreneurs need to succeed.

VALUES
Accountability
Entrepreneurship
Humility



