

Cuyahoga County Board of Control  
 County Administration Building, 4<sup>th</sup> Floor  
 March 26, 2012 11:00 AM

1. Call to Order
2. Review and Approve Minutes
3. Public Comment
4. Tabled Items Returned for Review

Item	Requestor	Description	Board Action
BC2012-71	Domestic Relations Court	Submitting an agreement with Cuyahoga County Department of Public Safety and Justice Services in the amount not-to-exceed \$112,500.00 for mediation services for the Mediation Project for the period 10/1/2011 - 9/30/2012.  Funding Source: 100% General Fund	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove <input type="checkbox"/> Hold

5. New Items for Review

Item	Requestor	Description	Board Action
BC2012-74	Department of Development	Recommending a loan in the amount not-to-exceed \$125,000.00 to Building 2 LLC dba eFuneral for a North Coast Opportunities Technology Fund Project, located at 1621 Euclid Avenue, Cleveland.  Funding Source: 100% County North Coast Opportunities Technology Fund	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove <input type="checkbox"/> Hold
BC2012-75	Department of Development	Department of Development, recommending a loan in the amount not-to-exceed \$500,000.00 to Asia Plaza for a Brownfield Redevelopment Fund Project, located at 2999 Payne Avenue, Cleveland.  Funding Source: 100% Brownfield Redevelopment Fund	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove <input type="checkbox"/> Hold
BC2012-76	Department of Workforce Development	In partnership with City of Cleveland/Cuyahoga County Workforce Investment Board, submitting an amendment to Contract No. CE1000591-01 with United Labor Agency, Inc. for Employment Connection One-Stop operation and/or services to adult job seekers for the period 7/1/2010 - 6/30/2012 to change the scope of services, effective 2/6/2012, and for additional funds in the amount not-to-exceed \$84,700.00.  Funding Source: 100% Workforce Investment Act Fund	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove <input type="checkbox"/> Hold
BC2012-77	Department of Public Safety and Justice	1) Submitting an agreement with City of North Royalton for the purchase of equipment, valued in the amount of \$320,767.80, for the FY2007 Urban Area Security Grant Program for the period	

	Services/ Public Safety Grants	<p>7/1/2007 - 3/31/2010.</p> <p>2) Submitting an agreement with City of North Royalton for the purchase of equipment, valued in the amount of \$7,920.00, for the FY2007 State Homeland Security Grant Program for the period 7/1/2007 - 3/31/2010.</p> <p>Funding Source: 100%FY2007 State Homeland Security Grant</p>	<p><input type="checkbox"/> Approve</p> <p><input type="checkbox"/> Disapprove</p> <p><input type="checkbox"/> Hold</p>
--	--------------------------------------	---	---

6. Other Business
7. General Business
8. Public Comment
9. Adjournment

### Minutes

Cuyahoga County Board of Control  
County Administration Building, 4th Floor  
March 19, 2012 11:00 AM

1. Call to Order: The meeting was called to order at 11:09 AM
2. Review and Approve Minutes: A motion to approve the minutes as written was made by Wade Steen, Seconded by Dale Miller, Minutes were approved. Matt Carroll, Lenora Lockett and Dave Greenspan abstained.
3. Public Comment: There was no public comment

4. Tabled Items Returned for Review

Item	Requestor	Description	Board Action
------	-----------	-------------	--------------

BC2012-26	Department of Health and Human Services	Division of Children & Family Services	submitting contracts with various providers for placement services:
-----------	---	--	---

b) a contract with The Buckeye Ranch, Inc. in the amount not-to-exceed \$198,000.00 for the period 12/1/2011 - 11/30/2012.

Funding Source:100% Health and Human Services Levy

Motion to approve made by Wade Steen, seconded by Bonnie Teeuwen. Item approved.

Approve  
 Disapprove  
 Hold

BC2012-42	Department of Health and Human Services	3) contracts with various providers for Universal Pre-Kindergarten Program services for the Invest in Children Program for the period 8/1/2011 - 7/31/2012:
-----------	---	---

a) East Cleveland City School District- Prospect Elementary School in the amount not-to-exceed \$23,800.00.

b) East Cleveland City School District- Superior Elementary School in the amount not-to-exceed \$76,160.00.

Funding Source: 100% Health and Human Services Levy

Motion to approve made by Wade Steen, seconded by Pernel Jones, Jr., Item Approved.

Approve  
 Disapprove  
 Hold

5. New Items for Review

Item	Requestor	Description	Board Action
BC2012-73	Department of Public Safety and Justice Services/Witness/Victim	1) Submitting a contract with Mental Health Services for Homeless Persons, Inc. in the amount not-to-exceed \$100,000.00 for crisis intervention and assessment services for the Children Who Witness Violence Program for the period 1/1/2012 - 3/31/2012.	
		2) Submitting a contract with Mental Health Services for Homeless Persons, Inc. in the amount not-to-exceed \$85,758.00 for crisis intervention and assessment services for the Children Who Witness Violence Program for the period 1/1/2012 - 9/30/2012.	

Funding Source: Item 1) 100% Health and Human Services Levy Funds 2) 100% Federal Funds passed through the Office of the Ohio Attorney General

Motion to approve item #2 made by Wade Steen, seconded by Bonnie Teeuwen. Item Approved.

Approve  
 Disapprove  
 Hold

6. Other Business: Councilman David Greenspan sat in for Councilman Michael Gallagher. Matt Carroll sat in for Ed FitzGerald.

7. General Business

8. Public Comment

9. Adjournment: A motion to adjourn was made by Wade Steen, seconded by Dale Miller. Meeting was adjourned at 11:16 AM

New Items For Review

BC2012-74

SUMMARY OF REQUESTED ACTION:

Title: Department of Development; 2012; Building 2 LLC dba eFuneral; NCO Technology Fund Loan; NCO Loan #2012-01 eFuneral

A. Scope of Work:

1.) Department of Development requesting approval of an NCO Technology Fund Loan with Building 2 LLC dba eFuneral in the amount not to exceed \$125,000.00 and requesting authority for the Director to execute all documents required in connection with said loan.

2.) The primary goals of the project are to accelerate the development of a high-growth entrepreneurial company, increase the flow of follow-on private investment, create new high paying jobs, and generate program income.

B. Procurement:

1.) Loan

C. Contractor and Project Information:

1.) The address of the borrower is:

Building 2 LLC dba eFuneral  
1621 Euclid Ave. Suite 2150  
Cleveland, OH 44115

County Council District #7

2.) The principals of the borrower are:

Michael Belsito, Co-Founder - 44%  
Bryan Chaikin, Co-Founder - 44%

D. Project Status:

1.) The project is new to the County.

E. Funding:

1.)The project is funded 100% by the General Fund

2.) The schedule of loan disbursements is by invoice in accordance with the project budget as defined within the loan agreement.

PURPOSE/OUTCOMES - PRINCIPAL OWNER(S):

Building 2, LLC dba eFuneral is a software development company that provides an online portal for families in need of funeral, cremation, burial, or memorial services. The portal functions as a connecting service for families and funeral directors. Based in County District 7 and located in downtown Cleveland, eFuneral will use the \$125,000 NCO Loan to beta test a web-base matching algorithm application that will optimize funeral planning services for families and funeral directors.

eFuneral developed a web-based SaaS (Software as a Service) platform system that 1) helps families make more informed funeral planning decisions based on cost, service quality, and location; and 2) enables funeral homes to acquire new customers, increase revenues, and decrease marketing costs. The eFuneral comparison engine disrupts the death care industry by matching families in need of funeral planning services to funeral directors that meet their requirements. More than a listing service, eFuneral provides actionable information that can be used to make an informed decision while allowing Funeral Directors a low-risk way to market unused capacity.

The Cuyahoga County NCO Technology Fund will provide a payment-deferred loan to help eFuneral to complete software development enhancements and beta test an online lead generation management system for the funeral industry. The \$125,000 loan is at a fixed interest rate of five percent (5.00%) for five (5) years. Principal and accrued interest is deferred until the end of the loan term or when the company achieves follow-on investment in the amount of \$1.5 million. eFuneral anticipates the project will create 27 jobs within five years and increase its annual payroll by \$1,500,000.

The NCO Technology Fund was developed by the Cuyahoga County Department of Development in collaboration and the JumpStart Entrepreneurial Network (“JEN”). A selection committee comprised of JEN Entrepreneurs-in-Residence (“EIRs”), MAGNET, Inc. and Cuyahoga County analyzed the eFuneral application on January 6, 2012 and they recommended approval by Cuyahoga County. The eFuneral project represents the 21st NCO Loan since 2008.

The NCO Technology Fund provides loans to accelerate technology-based entrepreneurship, create new high paying jobs, and increase the flow of private investment to Cuyahoga County technology companies. Loans are provided to technology companies that will attract follow-on investment and create jobs. To date the NCO Fund portfolio has attracted more than \$10.5 million dollars in follow-on investment, created 50 jobs, representing an increase of \$2 million in annual payroll.

Principal Owner:

Michael Belsito, Co-Founder - 44%

Bryan Chaikin, Co-Founder - 44%

Total Amount Requested:

\$125,000

BOC2012-75

Department of Development

1. Requesting approval of a Brownfield Redevelopment Fund loan to Asia Plaza in the amount not-to-exceed \$500,000, and authorizing the Director of Development to execute the loan documents, amendments, subordination agreements and other instruments and agreements, with such parties that may be required or appropriate to effectuate the loan.
2. The primary goals of the project are: a) complete the environmental assessment and cleanup of the property, b) facilitation of bank refinancing by Asia Plaza, and c) retention of tenants in building in Cleveland.
3. Not applicable

B. Procurement

1. There is no procurement method for this project as it is a loan agreement.
2. Not applicable
3. Not applicable

C. Contractor and Project Information

1. The address of the borrower is:

Asia Plaza

2999 Payne Avenue, #204

Cleveland, Ohio 44114

Council District 7

2. The principal owner of Asia Plaza is Donna Hom (100%).

3. The address of the project is:

Asia Plaza

2999 Payne Avenue,

Cleveland, Ohio 44114

Council District 7

D. Project Status and Planning

1. The project will be funded through Cuyahoga County's Brownfield Redevelopment Fund Loan Program, which is funded by bonds.

E. Funding

1. The project is funded by bonds.

2. The schedule of payments is monthly.

3. Not applicable.

PURPOSE/OUTCOMES - PRINCIPAL OWNER(S):

The loan request was reviewed by the County Economic Development Loan Review Committee on March 14, 2012 and was recommended for approval to the Cuyahoga County Executive.

Asia Plaza is requesting assistance with the costs associated with the environmental assessment and remediation of Asia Plaza, which is required to obtain bank financing. The loan property is located at 2999 Payne Avenue, Cleveland; County Council District 7.

As mentioned above, the loan property will be environmentally assessed and remediated to facilitate Asia Plaza's bank financing. Asia Plaza's former business bank, Key Bank, has a note on the property that matures in June 2012. Asia Plaza is in the process of obtaining financing from PNC to pay off the Key Bank loan; however, PNC can not close their financing due to the environmental condition of the Asia Plaza property. The County's assistance will enable Asia Plaza to complete the requisite environmental assessment and remediation work required by PNC to close the financing. Completion of this project will enable Asia Plaza to maintain their 85% leased facility, with its anchor tenant, the Cleveland Housing Network, and retain the 450 jobs.

The County loan would be utilized to conduct environmental assessments, remove and dispose of impacted soils and/or groundwater, complete a risk assessment, and obtain a No Further Action letter through the Ohio EPA's Voluntary Action Program.

Principal Owners: Asia Plaza is 100% owned by Donna Hom.

Explanation for late submittal:

Total Amount Requested:  
\$500,000.00

BOC2012-76

Department of Workforce Development

SUMMARY OF REQUESTED ACTION:

Workforce Development, submitting an amendment to Contract No. CE1000591-01 with United Labor Agency, Inc. for one-stop operation and services to eligible job seekers for the period 7/1/10 - 6/30/12 and for additional funds in the amount of \$84,700.00.

Title: United Labor Agency, Inc

#### A. Scope of Work Summary

1. The City of Cleveland/Cuyahoga County Workforce Development is requesting approval of a contract amendment with United Labor Agency, Inc. for additional costs of \$84,700. The purpose of the amendment is to staff one-stop transition centers at employers experiencing significant lay-offs. The contractor will hire four individuals that will be out-stationed at companies laying off workers to provide Workforce services on-site. Impacted employees at those employers will be provided job search and job placement assistance. The additional one-stop services are to commence 2/15/2012 and will continue through 6/30/2012.

2. The primary goals of the project are to provide immediate Workforce services to individuals who will be impacted by layoff. Rapid reemployment will result in less time receiving Unemployment Compensation. It is anticipated that of the individuals that are WIA registered at least 80% will find other employment.

3. The project is funded with federal Workforce Investment Act (WIA) funds. A separate WIA allocation was provided by the State of Ohio (copy included in the attachments). An authorized use of these funds is for the creation of on-site transition centers.

#### B. Procurement

1. United Labor Agency was selected as part of an RFP process. The additional services to be provided under this amendment are consistent with the services provided under the contract.

#### C. Contractor and Project Information

1. United Labor Agency, Inc. - address 1020 Bolivar Rd., Cleveland, Oh. 44115. County Council District 7
2. The Principal Owner is David Megenhardt, Executive Director

United Labor Agency, Inc. is a non-profit organization that has provided workforce services to both job seekers and employers over the past 40 years.

#### D. Project Status and Planning

1. This is an amendment to an existing contract; however the contractor has previous success with providing Workforce services as evidenced by exceeding the State mandated performance benchmarks (related to placement and retention rate, and average wages).

2. The contract services have begun. The reason for the delay in this request is that we only recently received word about the additional WIA funding (1/26/12). We were encouraged by the state to immediately commence services to impacted employers and employees.

#### E. Funding

1. The project is funded 100% by Federal Workforce Investment Act (WIA) Funds. A special grant allocation was provided to fund these services.

2. The schedule of payments is by invoice received from the contractor on a monthly basis.

#### PURPOSE/OUTCOMES - PRINCIPAL OWNER(S):

The amendment is necessary to immediately offer Workforce services to individuals impacted by layoffs. Services will be offered on-site at the various employers that are downsizing staff. Contracted services at the transition centers include job search and placement assistance, career guidance, labor market information (which identifies job vacancies, skills needed for in-demand jobs, and local, regional and national employment trends), assessment of skills and needs, development of individual employment

plans, case management, assisting eligible clients in choosing a certified training program that meets assessments and employment goals, work experience, and providing follow-up services after job placement. United Labor Agency, Inc. will continue to be expected to ensure that the past successful performance will be maintained. The key performance measures set by the State of Ohio, that are currently being met include:· Entered Unsubsidized Employment Rate for Adults and for Dislocated Workers · Employment Retention Rate after six months for Adults and for Dislocated Workers · Average earnings for Adults and Dislocated Workers

To-date performance has been very good. Workforce Development is meeting or exceeding all federal performance measures. The number of job seekers who have found employment has increased dramatically over the past year and a half..

Primary Owners are as follows:

United Labor Agency, Inc. - David Megenhardt, Executive Director  
1020 Bolivar Road Cleveland 44115

Total Amount Requested:  
\$84,700

BOC2012-77

Department of Public Safety and Justice Services/Public Safety Grants

#### SUMMARY OF REQUESTED ACTION:

Title: Public Safety & Justice Services 2012 City of North Royalton FY 07 Urban Area Security Initiative Asset Transfer Agreement

#### A. Scope of Work Summary

1. Public Safety and Justice Services requesting approval to enter into an agreement for a transfer of assets with the City of North Royalton. The asset transfer is in the amount of \$320,767.80.

2. The primary goals of the project are; § Provide funding for First Responder to prepare for, prevent, respond to and recover from natural and man-made disasters. § Funding equips, trains, exercises and evaluates first responders in this goal § Utilizing FY 07 Urban Area Security Initiative Funds, Cuyahoga County purchased equipment utilized on behalf of the City of North Royalton Police Department. § Urban Area Working Group Communications Committee awarded funding for end user equipment for municipalities throughout Cuyahoga County.

#### B. Procurement

1. The procurement method for this project was the grant agreement with OEMA utilizing FY 07 Urban Area Security Initiative (UASI) grant funds.

2. The performance period of the agreement is the grant period from July 1, 2007 through March 31, 2010. There is no termination date for the transfer of equipment as the equipment will remain with the City of North Royalton unless as noted in the agreement. C. Contractor and Project Information 1. City of



North Royalton 13834 Ridge Road North Royalton, OH 44133 Council District: 5 2. The Mayor of the City of North Royalton is Robert Stefanik.

#### D. Project Status and Planning

1. This project is completed one time agreement with the City of North Royalton for an asset transfer. The agreement is utilizing FY 07 Urban Area Security Initiative Funds (UASI) grant funds which have been earmarked for this purpose through the Cuyahoga County Communications Committee under the Urban Area Working Group committees. 2. This is a one-time agreement to transfer the communications equipment to the City of North Royalton Police Department.

#### E. Funding

1. The project is 100% FY 07 Urban Area Security Initiative funded and is passed through to Cuyahoga County from the Department of Homeland Security (DHS) through Ohio Emergency Management Agency (OEMA). 2. Cuyahoga County procured the equipment in the amount of \$320,767.80 for the City of North Royalton. There is no transfer of funds, just equipment.

#### PURPOSE/OUTCOMES - PRINCIPAL OWNER(S):

Federal Explanation:

FY 07 Urban Area Security Initiative through Ohio Emergency Management Agency

#### SUMMARY OF REQUESTED ACTION:

Title: Public Safety & Justice Services 2012 City of North Royalton FY 07 State Homeland Security Program Asset Transfer Agreement A. Scope of Work Summary

1. Public Safety and Justice Services requesting approval to enter into an agreement for a transfer of assets with the City of North Royalton. The asset transfer is in the amount of \$7,920.00. 2. The primary goals of the project are; § Provide funding for First Responder to prepare for, prevent, respond to and recover from natural and man-made disasters. § Funding equips, trains, exercises and evaluates first responders in this goal § Utilizing FY 07 State Homeland Security Program, Cuyahoga County purchased equipment utilized on behalf of the City of North Royalton Police Department. § Urban Area Working Group Communications Committee awarded funding for end user equipment for municipalities throughout Cuyahoga County.

#### B. Procurement

1. The procurement method for this project was the grant agreement with OEMA utilizing FY 07 State Homeland Security Program (SHSP) grant funds. 2. The performance period of the agreement is the grant period from July 1, 2007 through March 31, 2010. There is no termination date for the transfer of equipment as the equipment will remain with the City of North Royalton unless as noted in the agreement.

#### C. Contractor and Project Information

1. City of North Royalton 13834 Ridge Road North Royalton, OH 44133 Council District: 5 2. The Mayor of the City of North Royalton is Robert Stefanik.

#### D. Project Status and Planning

1. This project is completed one time agreement with the City of North Royalton for an asset transfer. The agreement is utilizing FY 07 State Homeland Security Program (SHSP) grant funds which have been earmarked for this purpose through the Cuyahoga County Communications Committee under the Urban

Area Working Group committees. 2. This is a one-time agreement to transfer the communications equipment to the City of North Royalton.

E. Funding

1. The project is 100% FY 07 Urban Area Security Initiative funded and is passed through to Cuyahoga County from the Department of Homeland Security (DHS) through Ohio Emergency Management Agency (OEMA). 2. Cuyahoga County procured the equipment in the amount of \$7,920.00 for the City of North Royalton. There is no transfer of funds, just equipment.

PURPOSE/OUTCOMES - PRINCIPAL OWNER(S):