



2016 Mid-Cycle Budget Request

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2016 Highlights & Results

- Key Projects
 - IBM/Explorys
 - Variety Theatre
 - Sterigenics
 - Saucy Brewery
 - Dealer Tire
 - Snavely
 - Kanan Enterprises, Inc.
 - Fatheads
- 2M lending facility with Morgan Stanley & The Urban League (minority /women-owned)
- Closed JS subsidiary
 - Growth Opportunity fund for high growth, minority businesses
- 2016 Business Loan Activity
 - 49 loans
 - 1,030 jobs created
 - 1,250 jobs retained
 - 2,280 total job impact
 - \$16.6M County investment
 - \$103M leveraged
- Community Development
 - Demolition
 - 26 communities
 - \$25.8M awarded (communities/Land Bank)
 - 1,711 structures
 - Home Repair
 - Strategic Planning & Policy Formation
 - Over 400 applications submitted



- Muni Grant Program
 - 25 proposals requesting \$3.6M
 - 10 funded \$1.5M (\$150K each)
- Foreclosure Prevention Counseling
 - 1,200 benefitted
 - Height of foreclosure 2011-2012, over 5,000 received counseling
 - Downward trend in mortgage foreclosure, upward trend in tax foreclosures
- CDSG – Developed program – initiated application process



2016 - Additional Highlights

- Executive Budish hosted 15 national site selectors during the RNC to brief them on the business environment in Cuyahoga County.
- Hosted 3/15 at the IEDC Conference in September.
- Started hiring staff.
 - Workforce innovation director – WJD
 - Executive Assistant for the Department – Cuyahoga County
- Created a strategic planning and policy function.
- Submitted on time the 2016, 5-year Economic Development Plan to Council.
- Began writing Strategic Plan for the Department to align with County's new plan.
- Housing Plan completed—advancing implementation strategy with Housing stakeholders.
- Developed and issued CDSG Program guidelines.
 - Applications due 12/23.
- Attended Select USA-Foreign Direct Investment Conference.
- Executive and I have met with numerous Cuyahoga County businesses at the President/CEO-level to engage their satisfaction with the business success in Cuyahoga County.
- Initiated Commercial Corridor analysis.
- Engaged our business partners to Team NEO/GCP to create greater alignment on attraction/retention efforts.



2016 Mid-Year Budget Request Includes

- \$191K in personnel costs
 - CM/Grants
 - Project Manager
 - Partial salary costs to cover increased workload of reviewing CDSG applications
 - Marketing
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- \$20K – CRM system



In 2017

- Begin executing Workforce Strategy.
- Team NEO/GCP site inventory system. Ready-To-Go sites.
- Continue to elevate the CLE/CC Brand in national marketplace.
 - 8 Silicon Valley – Meeting of The Minds
 - DC – Select USA – Foreign Direct Investments
 - ICSC
- Integrate our Workforce, ED and CD efforts.
- Exceed our annual baseline of 2K jobs created.
- Strengthen our loan portfolio management and loan processes.
 - Implement strategically-new programs focused on minority businesses – CAF / Growth Opportunity Fund
- Ombudsman
- Continue to strategically engage our Partners to better align job creation/BRE efforts and results:
 - The Greater Cleveland Partnership (GCP)
 - Team NEO
 - Regional Transit Authority (RTA)
 - The Greater Cleveland Urban League
 - JumpStart
 - Economic Community Development Institute (ECDI)
 - Housing stakeholders
 - The Cleveland Foundation