



COMMUNITY BENEFITS RESOURCE GUIDE

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Welcome from the City of Cleveland



Mayor’s Office of Equal Opportunity – Dir. Tyson Mitchell



Dear Members of the City of Cleveland Real Estate Development Community,

Greetings! The Office of Equal Opportunity is excited to lead the Community Benefits Ordinance (CBO) implementation process.

In 2013, the City of Cleveland embarked upon a necessary journey to bring Community Benefits Agreements (CBA) to the private sector. Led by the late Congressman Louis Stokes, a Memorandum of Understanding was drafted and signed by local stakeholders on September 16, 2013. Almost 10 years later in June of 2023, City Council passed sections 190A.01 through 190A.07, which outlined a legal framework for how CBAs are applied, the process for how they are developed, and the kinds of benefits the City would expect developers to prioritize.

The City of Cleveland understands that robust economic development is a vital part of a city’s success and rebirth. Correspondingly, the Mayor’s Office of Equal Opportunity recognizes that it has a unique role to ensure that development projects directly benefit the communities in which they are built, public dollars benefit the entire community and historically underrepresented minorities/women participate in the City of Cleveland’s economy by way of the building and construction trades and professional services.

Moving forward, in order to receive city financial assistance of \$250,000 or more, developers must provide a certain level of proximate and citywide community benefits.

Baseline CBA requirements for all projects under \$20,000,000 include:

- A plan to meet or exceed participation and contracting goals for MBE/FBE/CSBs (15%, 7%, 8%)
- A plan to meet or exceed resident and low-income resident employment goals (20%) per project
- Participation in mentorship programs for certified MBE/FBE/CSBs
- Apprenticeships, internship, and networking opportunities for Cleveland youth/students and adults
- Quarterly compliance reports to the Office of Equal Opportunity (OEO)

If the total project cost is over \$20,000,000, the developer is required to provide additional community benefits enumerated in section 190A.03.

The Mayor’s Office of Equal Opportunity looks forward to collaborating with you on your development project and growing the City of Cleveland in an equitable, fair, and inclusive way.

Happy Developing,

Dir. Tyson Mitchell
Mayor’s Office of Equal Opportunity

COMMUNITY BENEFITS ORDINANCE – OVERVIEW



The City of Cleveland has been utilizing Community Benefit Agreements (CBAs) for development projects for over a decade. Official legislation, the Community Benefits Ordinance (CBO), passed by the City Council in June of 2023, outlines a legal framework for how CBAs are applied, the process for how they are developed, and the kinds of benefits the City would like developers to prioritize. This ordinance also outlines expectations for publicly reporting contracting and workforce data. The CBO legislation went into effect officially in September of 2023.

The City of Cleveland recognizes it has a unique role to ensure development projects directly benefit the communities in which they are built and public dollars benefit the entire community, including historically underrepresented minorities, women, and small businesses. While the baseline for a CBA includes meeting the MBE/FBE/CSB and local workforce targets the City has required for years, we believe a strong CBA can build from that base and help impact our City in a myriad of other ways. An investment in time to discuss community benefits early in the project can create a more meaningful and impactful project for the community, the developer, and the City.

The City of Cleveland has designated two types of Community Benefits Agreements – **Standard CBA** and **Expanded CBA**.

A **Standard CBA** is for all projects receiving \$250,000 or more in City assistance and under \$20 million in cost (residential tax abatements for projects under \$75 million in total) the CBO outlines a set of mandatory community benefits.

An **Expanded CBA** is for all projects receiving \$250,000 or more in City assistance with a project cost of over \$20 million (including – residential tax abatement projects over \$75 million in total cost). An Expanded CBA includes the mandatory community benefits listed in the Standard CBA; it must also be coupled with additional community benefits to be considered for legislative approval. The CBO provides a great deal of flexibility in determining the appropriate additional community benefits related to the project. The CBO provides categories and suggested considerations of additional community benefits along with associated requirements that must be met.

This ordinance also requires Developers to meet with members of the community to ask for their feedback on the project and any additional benefits they might like to see included in the agreement.

Once a set of community benefits is agreed upon, City Representatives will present the development project’s incentive package with the associated community benefits for first review by the Cleveland Citywide Development Corporation (CCDC), an advisory nonprofit board that helps the city with its real estate deals, and then to Cleveland City Council for legislative approval. CBAs must be presented at the same time the City administration presents the financial incentives for legislative approval.

Based on the CBO, City Council cannot approve any development project incentives, nor can the City close on any incentive agreements or contracts until all community benefits are agreed upon. Therefore, the preference is to begin the conversation about community benefits early in the process; however, the Administration will not engage in the process until the Developer has a firm development project that will move forward. Before meeting with the Administration, the Developer should have a proforma for the project along with a site plan and development timeline.

It is critical that The Developer does not begin construction on the project until both the project incentives and community benefits have been fully approved. Doing so may result in the City disapproving or pulling back the incentive.

The Developer must submit contracting, workforce data, and all other community benefits compliance information to OEO, who will then be required to share quarterly updates of this information with City Council and the public, via a public data dashboard.

Lastly, this ordinance outlines penalties that may be included in the CBA for possible non-compliance, up to and including termination of city financial incentives

COMMUNITY BENEFITS – TIMELINE & BACKGROUND



July 2022: Formed internal City Hall working group

- The working group has met every other week for the past 4 months

September 2022: City Council passed Res. No. 954-2022

- *“Establishing a working committee of Council, the Mayor’s Administration, and community stakeholders to study Community Benefits Agreement policies and ordinances and consider implementing a City policy and ordinance to ensure that development projects provide maximized tangible benefits to Cleveland’s communities and citizens, and improve reporting practices and public accessibility to workforce and community benefits data and information.”*

October 2022: Construction industry stakeholder focus groups established

November–December 2022: Community engagement

- Attending community meetings and distributing a survey to community members through Council Member newsletters and social media, consulting with other community organizations (CNP/CDCs, Urban League, NAACP, Northeast Ohio Hispanic Center for Economic Development, etc.).
- Survey may be completed via online form submission or phone.

March 2023: Introduce Community Benefits Ordinance and Construction Reform Charter Amendment Ordinance

- Construction Reform will require an amendment to Charter Section 167, Public Improvements. Under Charter Section 200, Council must pass an ordinance submitting the proposed Charter amendment to electors at a special election held 60–120 days after passage.

May 2023: Construction Reform Charter Amendment proposal to appear on Special Election ballot.

June 2023: Emergency Ordinance to supplement the Codified Ordinances of Cleveland, Ohio, 1976, by enacting new Chapter 191A, Sections 191A.01 through 191A.07, related to Community Benefits Agreements passed by City Council.

- Community Benefits Ordinance became officially effective on September, 2023

MISSION, VISION, & PURPOSE



Mission:

Our unwavering mission is to create a vibrant and inclusive community that embraces diversity and empowers all residents to thrive. Through our steadfast commitment to providing affordable housing, growth opportunities for businesses, high-quality employment, public amenities, civic engagement, public health, fair allocation of resources, and fostering community connections, we will continue to build a better tomorrow for all.

Vision:

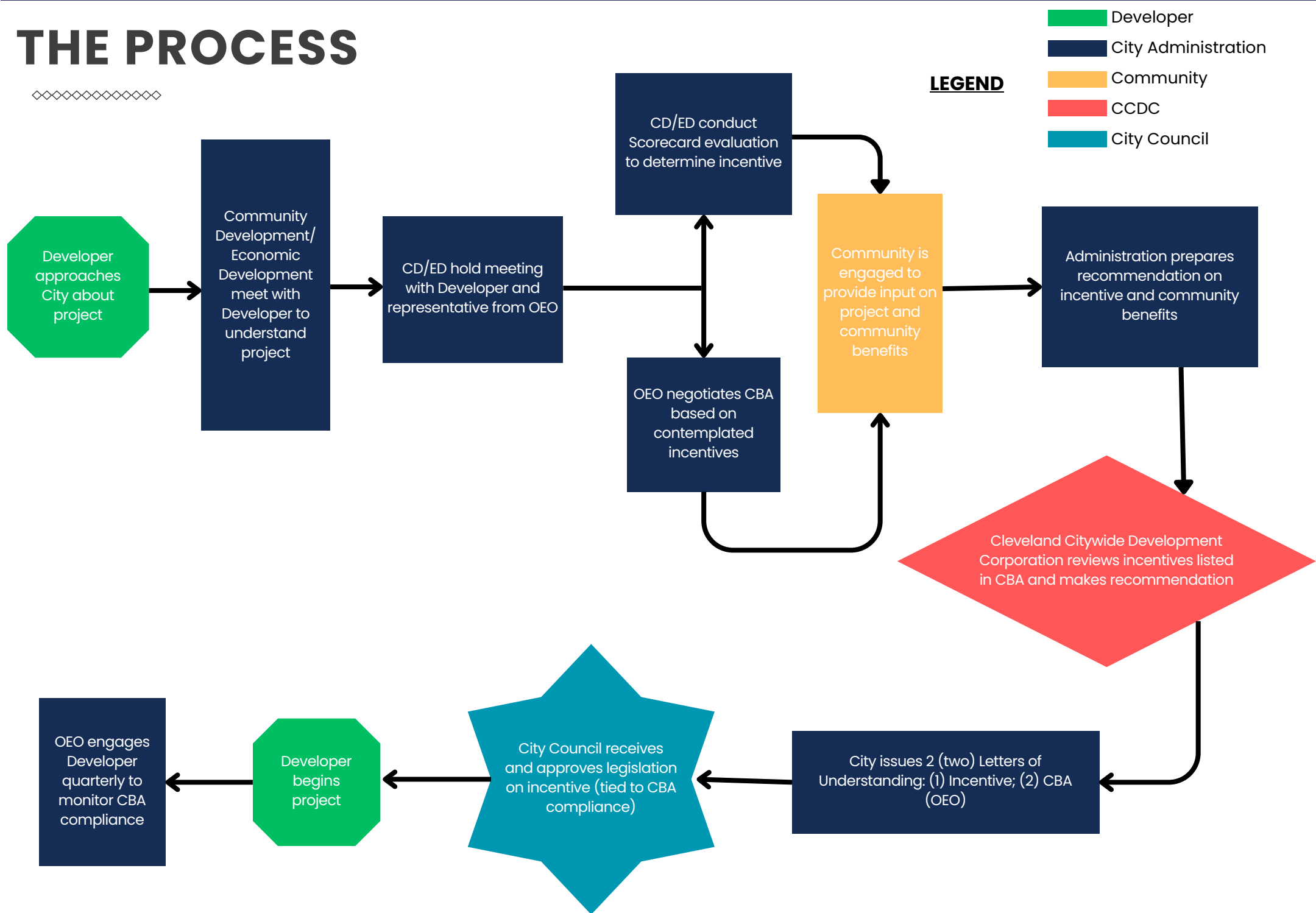
Our vision is to create a brighter and more sustainable future by building a smart and efficient physical environment that harnesses the power of public and private resources. Through collaboration and joint efforts, we aim to inspire positive change that is sustainable and encourages continued equitable growth to ensure that all can participate in the City of Cleveland's economy.

Purpose:

Community Benefits Agreements (CBAs) are legally binding documents that allow residents to benefit from development projects. CBAs can provide economic opportunities for residents, leading to economic growth and mobility. To ensure transparency and accountability, a Community Benefits Ordinance (CBO) is crucial, which would regulate and monitor developments that use public funds.



THE PROCESS



MENTOR – PROTÉGÉ PROGRAM



Overview:

One of the main barriers to entry from many MBE/FBEs is a lack of proven success on commercial construction projects.

The Mentor-Protégé Program aims to encourage developers/prime contractors (mentors) to guide and support certified MBE/FBE/CSB firms (protégés) in improving their management and technical capabilities.

The participation of well-established firms in the growth and development of disadvantaged firms is a critical aspect of the success of the Mentor Protégé Program. The City of Cleveland is fully dedicated to fostering an inclusive and supportive environment that provides opportunities for disadvantaged firms to gain valuable insights and experiences from the expertise and knowledge of established firms. By encouraging collaboration and cooperation between these firms, the City aims to promote a culture of innovation and progress that benefits the entire business community.

To **meet this requirement** The Developer shall participate in the OEO’s Mentor/Protégé program for certified MBEs/FBEs and/or participate in the Developer’s internal Mentor/Protégé Program **(12-36 month duration and approved by prior written consent of the OEO).**



Approved Mentor-Protégé Programs Shall:

- Establish relationships between primes and certified firms that have no or limited experience providing services to projects with City financial assistance
- Include continuing technical and nontechnical support for certified firms that have no or limited experience providing services to projects with City financial assistance
- Increase the quantity and the dollar value of prime and subcontractor awards to a Protégé firm which has no or limited experience providing services to projects with City financial assistance
- Increase the pool of diverse firms that will be qualified to work on projects with City financial assistance
- Create a pipeline enabling the Protégé and diverse firm(s) to eventually bid on projects as prime contractors

MENTOR – PROTÉGÉ PROGRAM



Developer and/or its General Contractor shall identify as a Protégé firm an OEO–certified MBE or FBE firm in good standing. The Protégé firm must perform a commercially useful function under its contract with Developer.

Developer, as Mentor, Shall:

- Assess the Protégé firm’s needs;
- Provide a description of specific assistance the Mentor will provide to address the Protégé’s needs;
- Provide its experience with meeting Protégé’s needs; and
- Enter into a Mentor/Protégé Agreement that includes the following:
 - A description of the Protégé’s areas of assistance.
 - A description of mentoring activities and the associated level of effort, including the estimated number of hours of mentoring activity and Protégé activity.
 - Deliverables associated with mentoring activities.
 - Duties and responsibilities of Mentor and Protégé, including list of key personnel of each.
 - Benchmarks to measure mentoring progress.
 - Process for evaluating mentor/protégé relationship.
 - Termination provisions.

Protégé shall be and remain a separate and distinct independent business entity from the Mentor. The Mentor may not exercise management control over the Protégé or have any direct or indirect ownership interest in the Protégé.

STANDARD COMMUNITY BENEFITS AGREEMENT



Required Community Benefits - Standard & Expanded

To receive City Financial Assistance of two hundred fifty thousand dollars (\$250,000) or more towards a Development Project, a Developer shall enter into an agreement with the appropriate City director that provides at least the following Community Benefits:

CH. 190A.02 (a)	Develop a plan to meet MBE, FBE, and CSB participation goals.	A specific plan of action to utilize subcontractors to meet or exceed the MBE, FBE, and CSB participation goals of Fifteen percent (15%) of certified Minority Business Enterprise (MBE) firms, seven percent (7%) of certified Female Business Enterprise (FBE) firms and eight percent (8%) to Cleveland Small Business (CSB) participation.
CH. 190A.02 (b)	Develop a plan to meet resident requirements and low - income resident employment goals.	<p>A specific plan of action to employ or cause its contractors to employ Cleveland residents for twenty percent (20%) of the total Construction Work Hours (as defined in Section 188.01(c) of the Fannie M. Lewis Resident Employment Law on constructing the project</p> <p>A specific plan of action to employ residents of the City who are certified as low-income residents for four percent (4%) of the total Resident Construction Work Hours (as defined in Section 188.01(c) of the Fannie M. Lewis Resident Employment Law on constructing the project.</p>

STANDARD COMMUNITY BENEFITS AGREEMENT



Required Community Benefits – Standard & Expanded

CH. 190A.02 (c)	Create and/or participate in mentor/protégé programs for certified MBEs, FBEs, CSBs and residents	<p>Mentor-Protégé Program Participation: The parties recognize that one of the barriers to entry from many MBE/FBE/CSBs is lack of proven success on commercial construction projects of the type generally contracted by Owner and/or Developer. City of Cleveland will assist in providing Developer with a list of potential mentees including but not limited to their trade experience, capacity, and immediate goals and barriers. Developer/Owner shall:</p> <p>a. Participate in the Office of Equal Opportunity (OEO) Mentor/protégé program for certified MBEs/FBE/CSBs (coming soon) and/or participate in the Developer's internal Mentor Protégé Plan (12-36 month duration and approved by written consent of the Office of Equal Opportunity).</p> <p>The goals of any mentor-protégé program shall include:</p> <p>i. Establish relationships between primes and diverse firms that have no prior or limited experience providing services to projects with City of Cleveland investment.</p> <p>ii. Continuing technical and nontechnical support for diverse firms that have no prior or limited experience providing services to projects with City of Cleveland investment.</p> <p>iii. Increase access to opportunities for underutilized groups who have no prior or limited experience providing services to projects with City of Cleveland investment.</p> <p>iv. Expand the scope of Protégé firm's services.</p> <p>v. Increase the pool of diverse firms that will be qualified to work on projects with City of Cleveland investment.</p> <p>vi. Create a pipeline for firm to eventually bid as a prime contractor</p>
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STANDARD COMMUNITY BENEFITS AGREEMENT



Required Community Benefits – Standard & Expanded

CH. 190A.02 (d)	<p>Participate in Registered apprenticeship and internship opportunities for adult Cleveland residents and providing pre - apprenticeship, internship, and/or information and networking session opportunities for City of Cleveland high school graduates and students that are Cleveland residents.</p>	<p>Workforce Development:. An important goal of the City is to assist local businesses in successfully addressing their workforce needs. Developer agree to request referrals from OhioMeansJobs/Cleveland-Cuyahoga County and give first consideration to hiring job candidates referred by OhioMeansJobs/Cleveland-Cuyahoga County residents provided that Developer determines that they meet the qualifications specified for the relevant position.</p> <p>Apprenticeship Participation: Developer or members of the Project team shall participate in a registered apprenticeship program and commit to at least X apprentices. If unable to be completed due to unforeseeable acts related to the project beyond the Developer’s control and without its fault or negligence and the developer used reasonable efforts to prevent, avoid, mitigate, and overcome the noncompliance, the Office of Equal Opportunity will work with developer to determine an alternative comparable community benefit.</p> <p>Internship Participation: Developer or members of Developer’s team shall provide internship opportunities for high school students, adult Cleveland residents and City of Cleveland community college students that are residents, hiring at least X interns. A list of organizations that can run internship programs or can help connect Developer to interns is attached in Exhibit XX. If unable to be completed due to unforeseeable acts related to the project beyond the Developer’s control and without its fault or negligence and the developer used reasonable efforts to prevent, avoid, mitigate, and overcome the noncompliance, the Office of Equal Opportunity will work with developer to determine an alternative comparable community benefit.</p>
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STANDARD COMMUNITY BENEFITS AGREEMENT



Required Community Benefits – Standard & Expanded

CH. 190A.02 (e)	Develop and implement a plan that shows a commitment to meet periodically with community stakeholders to gain community input on the development project.	<p>Developer shall meet at least three times (at minimum during the project design phase, during construction and post project) with community stakeholders, in a forum and in cooperation with the ward council representative or community development corporation, to gain community input on development projects.</p>
CH. 190A.02 (f)	Provide quarterly reports to the Office of Equal Opportunity (OEO) regarding CBA compliance.	<p>Developer shall provide quarterly subcontractor and workforce utilization reports to OEO in the normal course (B2GNow and LCPtracker). Developer shall provide quarterly community benefit reports regarding CBA compliance in summary form including but not limited to the status of each community benefit, the steps already taken to meet community benefit and the future steps needed to satisfy community benefit.</p>

EXPANDED COMMUNITY BENEFITS AGREEMENT

Additional Community Benefits – Expanded Agreements

To receive City Financial Assistance of two hundred fifty thousand dollars (\$250,000) or more towards a Development Project expected to cost twenty million dollars (\$20,000,000) or more, a Developer shall enter into an Agreement providing the Community Benefits required in Section 190A.02, and *additionally* include those of the following development-specific Community Benefits, as determined by the director of the applicable department in consultation with the Developer, in that Agreement:

CH. 190A.03 (a)	Provide Joint-Venture, co-development, and owner’s representative opportunities for MBEs, FBEs, and CSBs.	It is intended that this joint-venture business will have the potential to become a sustainable, long-term construction-related entity that will provide trades- opportunities that extend beyond the scope and duration of the project
CH. 190A.03 (b)	Create Associate partner opportunities for MBEs, FBEs, and CSBs.	Identify scopes of work to fit the capacity and capabilities of certified firms Partner with subcontractors and associations to inform identified certified firms of project bid packages of suitable scope Partner with local associations to post and/or share content related to procurement opportunities for subcontract work as well as vendor opportunities to supply goods or services to the project
CH. 190A.03 (c)	Promote, support, and participate in workforce collaborations, similar to those supported in the manufacturing, information technology, and healthcare sectors, that expand job opportunities for communities of color and women.	Partner with local workforce agencies to provide support to job training and skills development initiatives Inform local workforce development agencies of upcoming skills development, training and employment opportunities and the skills required to participate Encourage applications from local applicants for jobs, training and skill development opportunities through partnerships with local workforce development organizations Partner with a local workforce development agency and/or ESL training provider annually to collaborate on language training for those interested in training and employment opportunities on the project

EXPANDED COMMUNITY BENEFITS AGREEMENT



Additional Community Benefits – Expanded Agreements

CH. 190A.03 (d)	Host job fairs and contractor information and networking sessions about upcoming contracting opportunities.	<p>Participate in existing speaker series and job fairs to offer mentorship opportunities and inform of training and employment opportunities</p> <p>Work with local education institutions to identify, coordinate and participate as guest speakers and participate in job fairs for student audiences</p> <p>Participate in job fairs and employment information sessions</p>
CH. 190A.03 (e)	Unbundle construction work into smaller bid packages of sizes suitable for competition by MBE, FBE, and CSB firms.	<p>Identify scopes of work to fit the capacity and capabilities of certified firms</p>
CH. 190A.03 (f)	Facilitate access to bonding, financing, insurance, and other capacity-building assistance to MBEs, FBEs, and CSBs.	<ul style="list-style-type: none">• Capital base, including:<ul style="list-style-type: none">◦ Working capital;◦ Depreciated value of equipment owned or leased;◦ Payroll;◦ Material expenses;◦ Overhead expenses;◦ Net profit;◦ Available credit;• Bonding limits, per job and in the aggregate;• Value of Current and Future Work;• Success in obtaining profitable work outside any government or other procurement program for small, minority, women or disadvantaged business enterprises;• Retention of reliable and productive employees; and• Customer loyalty resulting in repeat business.

EXPANDED COMMUNITY BENEFITS AGREEMENT



Additional Community Benefits – Expanded Agreements

CH. 190A.03 (g)	Promote opportunities for investment in the Development Project, including but not limited to community investment trusts and community land ownership.	Investment in a community business development fund for residents of the Impact Area to start businesses in the area.
CH. 190A.03 (h)	Incorporate LEED principles, and additional sustainable business practices, into the design and construction of the Development Project.	Sustainability is recognized throughout the design, construction and future operations of the project to ensure social, economics and ecological processes are maintained or enhanced. This includes maintaining safety and security, designing for durability, conserving resources, and protecting the natural environment.
Ch. 190A.03 (i)	Provide neighborhood infrastructure and safety improvements, including but not limited to curbs, street paving, sidewalks, multi-purpose and bicycle paths, pedestrian traffic-calming measures, parks and green space, landscaping, lighting, security cameras, bicycle racks, signage, public art, and blight removal to the extent not provided by the City or other public entity.	Focuses on collaborating with stakeholders and community members through consultation to identify key regional priorities such as community partnerships, community safety, connections, economic benefits, aesthetics, landscaping, etc., to develop a community betterments strategy.

EXPANDED COMMUNITY BENEFITS AGREEMENT



Additional Community Benefits - Expanded Agreements

CH. 190A.03 (j)	Provided Affordable housing units in conjunction with the Development Project and/or contribute to a fund for that purpose. See actual CBA for agreed contribution amount.	Affordable Housing for both rental and ownership (e.g., construction of on-site units, funding for off-site units, housing assistance funds, no-interest loans to nonprofit, inclusionary zoning)
CH. 190A.03 (k)	Use of project financing from a financial institution that has submitted an Affidavit of Intent required under Codified Ordinance Section 178.05 and in the form contained in Section 178.07, affirming its lending and financing opportunities and defined lending program in support of residential and commercial development in Cleveland's neighborhoods.	Community Development Financial Institutions, or CDFIs, make loans that are targeted to communities, businesses, and nonprofits that are underserved by the traditional for profit lending market. CDFIs can also guarantee loans made by private lenders, and provide technical assistance to loan applicants. Developers can invest in or lend money to CDFIs or similar organizations that serve the neighborhoods in which their projects will be located.
CH. 190A.03 (l)	Use of Cleveland Public Power as preferred electricity provider for the Project, to the extent feasible.	-
CH. 190A.03 (m)	Enter into a Project Labor Agreement (PLA) with one or more construction unions for the Development Project	PLAs establish wage rates for workers on a project and typically include language related to worksite health and safety. PLAs can also encourage increased veteran participation, apprentice utilization, local hiring, and the employment of women and people from disadvantaged communities.

EXPANDED COMMUNITY BENEFITS AGREEMENT



Additional Community Benefits - Expanded Agreements

CH. 190A.03 (n)	Provide work opportunities for formerly incarcerated persons and at- risk youth.	Previously Incarcerated Individuals shall mean any rehabilitated individual living in the City who has completed all sentencing requirements associated with the previous commission of crimes and who is meeting all applicable conditions of probation or parole, but excluding individuals convicted of violent crimes, sexual offenses, or crimes against minors.
CH. 190A.03 (o)	Meet other community needs related to the Development Project.	Can be discussed with the Office of Equal Opportunity
CH. 190A.03 (p)	Contribute to a community equity fund designated by the Director of Finance with all expenditures requiring legislative approval.	Can be discussed with the Office of Equal Opportunity
CH. 190A.03 (q)	Implement any other negotiated community benefits, including but not limited to those enumerated in the regulations and procedures promulgated under Section 190A.06.	Can be discussed with the Office of Equal Opportunity

EXPANDED COMMUNITY BENEFITS AGREEMENT



Additional Community Benefits - Expanded Agreements

CH. 190A.03 (r)	Create an implementation plan for items listed above.	-
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RESOURCES



<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>City of Cleveland - Department of Building and Housing</u>	601 Lakeside Ave. E Cleveland, OH., 44115 Phone: 216-664-2282	<p>The mission of the Cleveland Department of Building and Housing is to improve the lives and protect the housing values of Cleveland residents through proactive, diligent, and fair enforcement of housing and building codes. To ensure that structures in Cleveland are safe, secure, and code compliant. To provide outstanding and efficient service to the residents and stakeholders of Cleveland.</p> <p>The Department registers building contractors, inspects all new properties and major rehabilitation projects, and provides code enforcement regarding maintenance issues, condemned properties, and more.</p> <p>The Director's office supervises and manages the Code Enforcement, Construction Permitting, and Records Administration Divisions.</p>	General
<u>City of Cleveland - Office of Community Development</u>	601 Lakeside Ave. E Cleveland, OH., 44115 Phone: 216-664-4000	<p>The Department of Community Development plays a vital role in shaping the future of the city of Cleveland, working with partners in the nonprofit, government, and philanthropy sectors to support the growth and vibrancy of our communities.</p>	General
<u>City of Cleveland - Office of Economic Development</u>	601 Lakeside Ave. E Cleveland, OH., 44115 Phone: 216-664-2406	<p>The City of Cleveland Department of Economic Development provides technical assistance, creative financing and educational opportunities that will ensure a vibrant economic future for the region.</p>	General

RESOURCES



<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>City of Cleveland - Mayor's Office of Equal Opportunity</u>	Terrell Knight <i>Community Benefits Agreement (CBA) Compliance Officer</i> 601 Lakeside Ave. E Cleveland, OH., 44115 Email: tknight@clevelandohio.gov Phone: 216-664-4153	The Mayor's Office of Equal Opportunity (OEO) is responsible for the administration, monitoring, and enforcement of the City's minority and female-owned business programs. The OEO also oversees new programs that support smaller, local businesses, along with the Fannie M. Lewis Cleveland Resident Employment Law programs; and prevailing wage compliance.	All
<u>City of Cleveland - Planning Commission</u>	601 Lakeside Avenue, Room 501 Cleveland, Ohio 44114 Phone: 216-664-2210 Email: cityplanning@clevelandohio.gov	The City Planning Commission, established in 1915 (as the "City Plan Commission"), is a body of seven members, six are appointed by the Mayor and one is a member of City Council. The Commission is supported by a staff of professional planners and architects. The City Charter gives the Commission responsibility for preparing plans to guide "development and improvement" of the City and its neighborhoods, and for reviewing all legislation and other matters that concern the "use or development of land."	General
<u>CHN Housing Partners</u>	2999 Payne Ave., Suite 134, Cleveland, OH 44114 Phone: 216-574-7100 Email: help@chnhousingpartners.org	CHN's mission is to leverage the power of affordable, stable housing to change lives and improve communities. We are a nonprofit affordable housing developer and housing service provider located in Cleveland, Ohio, working to build more equitable communities, improve housing affordability and preserve and expand the supply of affordable housing in our region.	<u>Ch. 190A.03 (j).</u>

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Cleveland Metropolitan School District – Career and Technical Education</u>	Career and Technical Education Office 1111 Superior Ave., East, 17th Floor Cleveland, Ohio 44114 Phone: 216-838-0157	<p>Career-Technical Education (CTE) gives high school students the unique opportunity to get a head start on preparing for college and careers.</p> <p>Students will learn how core school subjects like math, science and writing are used in real-life. As a CTE student you have the unique opportunity to participate in hands-on training in your chosen pathway taught by seasoned professionals in the field while gaining real work experience through various field experiences such as job shadowing or internships to name a few.</p>	<u>Ch. 190A.02 (b).</u> <u>Ch. 190A.02 (c).</u> <u>Ch. 190A.02 (d).</u> <u>Ch. 190A.03 (c).</u> <u>Ch. 190A.03 (d).</u> <u>Ch. 190A.03 (n).</u>
<u>Community Development Advisors</u>	1240 Huron Rd. E, Suite 300 Cleveland, OH 44115 Email: cda@greatercle.com Phone: 216-592-2274	An affiliate of Greater Cleveland Partnership, CDA identifies, positions, and invests in catalytic, strategic, and transformational projects that promote inclusive, thriving neighborhoods and economic growth.	<u>Ch. 190A.02 (d).</u> <u>Ch. 190A.02 (e).</u>
<u>Cleveland Foundation</u>	11327 Shaker Blvd, Suite 500W Cleveland, Ohio 44104 Phone: 216-830-2770	The Cleveland Foundation's mission is to enhance the lives of all residents of Greater Cleveland, now and for generations to come, by working together with our donors to build community endowment, address needs through grantmaking, and provide leadership on key community issues.	<u>Ch. 190A.02 (e).</u> <u>Ch. 190A.03 (g).</u> <u>Ch. 190A.03 (j).</u> <u>Ch. 190A.03 (p).</u>

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Cleveland Neighborhood Progress</u>	11327 Shaker Blvd. Suite 500W Cleveland, OH 44104 Phone: 216-830-2770	Cleveland Neighborhood Progress is a local community development intermediary with more than thirty years of experience investing in community revitalization work in Greater Cleveland.	<u>Ch. 190A.02 (e).</u> <u>Ch. 190A.03 (d).</u> <u>Ch. 190A.03 (g).</u> <u>Ch. 190A.03 (i).</u> <u>Ch. 190A.03 (j).</u> <u>Ch. 190A.03 (o).</u>
<u>Cleveland Public Power</u>	1300 Lakeside Avenue Cleveland OH 44114 Phone: 216-664-3922	Cleveland Public Power's commitment for more than 110 years, is providing reliable and affordable energy and energy services to residents and businesses of the City of Cleveland.	<u>Ch. 190A.03 (l).</u>
<u>Construction Employers Association - CEA</u>	950 Keynote Circle, Suite 10 Cleveland, Ohio 44131-1802 Phone: 216 -398-9860	The Construction Employers Association of Cleveland (CEA) operates on three basic principles: Quality. Our members and contractor trade associations are committed to leading, learning and making a difference in the Ohio construction industry. Integrity. We've been the voice of leadership for the advancement of quality construction in Ohio since 1916. Professionalism. Members gain a competitive advantage through our wide array of industry services, professional development offerings and social/networking events.	<u>Ch. 190A.02 (b).</u> <u>Ch. 190A.02 (c).</u> <u>Ch. 190A.02 (d).</u> <u>Ch. 190A.03 (c).</u> <u>Ch. 190A.03 (d).</u> <u>Ch. 190A.03 (m).</u> <u>Ch. 190A.03 (n).</u>

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>COSE (Council of Smaller Enterprises)</u>	1240 Huron Road East Cleveland, Ohio 44115 Phone: 216- 621-3300 Email: memberservices@cose.org	COSE (Council of Smaller Enterprises), the small business group of the Greater Cleveland Partnership, has supported and advocated for small businesses in the region since 1972. As Greater Cleveland’s small business expert organization, COSE offers its members networking and educational events, advocacy on legislative and regulatory issues, navigation to the right resources and solution and cost-effective group purchasing programs. Through a deep understanding of small businesses, COSE provides the right solutions and resources to help members succeed – every day – because small business growth and success is our priority.	Ch. 190A.02 (a) Ch. 190A.02 (c) Ch. 190A.03 (a) Ch. 190A.03 (b) Ch. 190A.03 (f)
<u>Cuyahoga Community College (Tri-C), Workforce, Community and Economic Development (WCED)</u>	Cuyahoga Community College Advanced Technology Training Center 3409 Woodland Avenue Cleveland, OH 44115 Phone: 216-987-3068	Tri-C's Workforce Training provides noncredit and credit training for individuals and businesses. Through employee training programs, professional development, lifelong learning opportunities and community service programs, Workforce Solutions is dedicated to enhancing economic growth and the quality of life in Northeast Ohio.	Ch. 190A.02 (b) Ch. 190A.02 (d) Ch. 190A.03 (c) Ch. 190A.03 (d) Ch. 190A.03 (n)

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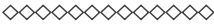
<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Cuyahoga County - Department of Development</u>	Cuyahoga County Headquarters 2079 East Ninth Street Cleveland, OH 44115 Phone: 216-443-7000	<p>The Department of Development provides unique and award-winning programs to help local citizens and businesses. The department has responded to the County Charter’s mandate for County government to provide “job creation and economic growth as a fundamental government purpose,” by developing and administering creative and innovative programs in community development, economic development, and housing.</p> <p>The Department of Development’s professional staff work with local elected officials, business leaders, small business owners, entrepreneurs, non-profits, arts and cultural organizations, and universities to provide technical assistance and educational opportunities that will ensure a vibrant economic future for our region</p>	<u>Ch. 190A.02 (a).</u> <u>Ch. 190A.02 (c).</u> <u>Ch. 190A.03 (a).</u> <u>Ch. 190A.03 (b).</u> <u>Ch. 190A.03 (f).</u>
<u>Cuyahoga Land Bank</u>	812 Huron Road E, Suite 800 Cleveland, OH 44115 Phone: 216-987-6000	<p>The mission of the Cuyahoga Land Bank is to strategically acquire properties, return them to productive use, reduce blight, increase property values, support community goals and improve the quality of life for county residents.</p>	<u>Ch. 190A.03 (g).</u>
<u>Cuyahoga Metropolitan Housing Authority</u>	8120 Kinsman Road Cleveland, OH. 44104 Phone: 216-348-5000	<p>The Cuyahoga Metropolitan Housing Authority (CMHA) owns and manages property and administers rent subsidy programs to provide eligible low-income individuals and families quality, safe, affordable housing in Cuyahoga County.</p>	<u>Ch. 190A.03 (j).</u>

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Organization	Contact Information	Organization Description	Applicable CBA Elements
<u>Economic & Community Development Institute (ECDI)</u>	7000 Euclid Ave., Suite 203 Cleveland, OH 44103 Phone: 216-912-5665 Email: clevelandreception@ecdi.org	The Economic & Community Development Institute (ECDI) is one of the top U.S. SBA intermediary microlenders with a mission to invest in people to create measurable and enduring social and economic change. ECDI provides responsible, affordable lending and comprehensive small business development services to help underbanked people and communities join the economic mainstream. ECDI's target population includes low-moderate income individuals, minorities, women, immigrants, and refugees, and those otherwise precluded from funding from a traditional financial institution.	Ch. 190A.02 (a) Ch. 190A.03 (b) Ch. 190A.03 (f) Ch. 190A.03 (k)
<u>Economic & Community Development Institute (ECDI) – The Women's Business Center</u>	7000 Euclid Ave., Suite 203 Cleveland, OH 44103 Phone: 216-912-5655	<p>The ECDI Women's Business Centers of Ohio (WBCs) are a program of nonprofit community lender, ECDI. In accordance with our mission, we are dedicated to eliminating the obstacles women face in the world of business by providing resources, training and access to capital.</p> <p>In addition to serving their membership, the WBCs provide business planning, training and one-on-one assistance and mentorship to ECDI loan clients.</p>	Ch. 190A.02 (a) Ch. 190A.03 (b) Ch. 190A.03 (f) Ch. 190A.03 (k)

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Enterprise Community Partners</u>	812 Huron Rd E Cleveland, OH 44115 Phone: 216-631-0280	<p>Enterprise is organized around three central goals: to increase housing supply, advance racial equity and build resilience and upward mobility. To achieve these goals, we operate across three divisions – Solutions, Capital and Community Development – that unify and leverage a family of purpose-built affiliates to execute the work.</p> <p>Enterprise has created or preserved over 146,000 affordable homes by leveraging \$10.1 billion in capital throughout Ohio. – convening and leading coalitions to bring housing-based programs and creative policy solutions to support residents in achieving housing stability and economic mobility.</p>	<u>Ch. 190A.03 (j).</u>
<u>Global Cleveland</u>	1422 Euclid Ave. #1652 Cleveland, OH. 44115 Phone: 216-472-3282 Email: info@globalcleveland.org	<p>Global Cleveland's Mission is to grow Northeast Ohio's economy by welcoming and connecting international people to opportunities and fostering a more inviting community for those seeking a place to call home.</p>	<u>Ch. 190A.02 (b).</u> <u>Ch. 190A.02 (d).</u> <u>Ch. 190A.02 (e).</u> <u>Ch. 190A.03 (c).</u> <u>Ch. 190A.03 (d).</u> <u>Ch. 190A.03 (j).</u> <u>Ch. 190A.03 (n).</u>

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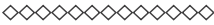
<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Greater Cleveland Career Consortium (GCCC)</u>	<p>The Halle Building 1228 Euclid Ave. Suite 200 Cleveland, OH. 44115 Phone: 216-621-3300 Email: info@greaterclecc.org</p>	<p>Established in 2022, the Greater Cleveland Career Consortium (GCCC) is a group of public, private, education, and non-profit organizations working together to help every student in the region design a career plan that aligns with their interests and skills. The GCCC partners with school districts to include self-awareness and career-based learning opportunities for all students during the school day and connects employers with local school districts, students, and families to help build our regional workforce.</p>	<p>Ch. 190A.02 (b) Ch. 190A.02 (d) Ch. 190A.03 (c) Ch. 190A.03 (d) Ch. 190A.03 (n)</p>
<u>Greater Cleveland Partnership</u>	<p>1240 Huron Rd. East Cleveland, OH. 44115 Phone: 216-621-3300 Email: info@greatercle.com</p>	<p>GCP is the region’s leading economic development organization and with over 12,000 members, the Expandedst metropolitan chamber of commerce in the nation. Guided by a board of corporate and entrepreneurial CEOs, the organization focuses on strategic initiatives, business services, and advocacy to build a vibrant business environment and region. It includes the Council of Smaller Enterprises (COSE) and Cleveland Development Advisors, a real estate development affiliate. GCP is committed to working with private, civic, and public partners to accelerate Greater Cleveland's growth and prosperity towards being one of the Great Regions in the Great Lakes.</p>	<p>Ch. 190A.02 (a) Ch. 190A.02 (c) Ch. 190A.03 (a) Ch. 190A.03 (b) Ch. 190A.03 (f)</p>

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Growth Opportunity Partners “Growth Opps”</u>	6001 Euclid Ave. Suite 120 Cleveland, OH., 44103 Phone: 216-464-0600 Email: info@growthopps.org	Growth Opportunity Partners (“Growth Opps”), offer community development capital, services and solutions to growing small businesses, primarily located in underserved, low and moderate income (LMI) communities in Ohio.	Ch. 190A.02 (a) Ch. 190A.03 (b) Ch. 190A.03 (f) Ch. 190A.03 (k)
<u>Jumpstart Inc.</u>	6701 Carnegie Ave. Suite 100 Cleveland, Ohio 44103 Phone: 216-363-3400 Email: info@jumpstartinc.org	<p>JumpStart Inc. is a venture development organization providing capital, services and connections to help entrepreneurs grow, researchers commercialize and corporations innovate. Our mission is to unlock the full potential of entrepreneurship to transform entire communities.</p> <p>Our experienced team is uniquely positioned to help tech startups, small businesses, corporate partners and research institutions.</p> <p>Through capital, services and connections, JumpStart strives to create equitable opportunities and accessible business assistance for Black, Hispanic/Latino and women-led companies to drive progress toward a more diverse, inclusive and sustainable future.</p>	Ch. 190A.02 (a) Ch. 190A.02 (c) Ch. 190A.03 (a) Ch. 190A.03 (b) Ch. 190A.03 (f)

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Local Initiatives Support Corporation (LISC)</u>	Email: kwilliams3@lisc.org	Local Initiatives Support Corporation (LISC), a national nonprofit that provides financing and support for community development around the country. As one of over 30 local offices, LISC Cleveland works with local government, community development corporations and other nonprofits to revitalize neighborhoods and catalyze opportunity.	Ch. 190A.03 (c) Ch. 190A.03 (d) Ch. 190A.03 (f) Ch. 190A.03 (g) Ch. 190A.03 (j) Ch. 190A.03 (k) Ch. 190A.03 (n)
<u>MAGNET: The Manufacturing Advocacy and Growth Network</u>	1800 E. 63rd St Cleveland, OH 44103 Phone: 216-543-1222 Email: info@manufacturingsuccess.org	Founded in 1984 as a 501(c)(3) nonprofit organization, MAGNET is the Northeast Ohio partner of the Ohio Manufacturing Extension Partnership (Ohio MEP) , which is part of a national network of MEPs created through the U.S. Department of Commerce’s National Institute of Standards and Technology’s Manufacturing Extension Partnership . MAGNET and other MEPs are dedicated to helping small and medium-sized manufacturers increase sales, create jobs and generate cost savings through technological innovation, workforce training and improved management practices. This public-private partnership allows MAGNET to offer affordable consulting services to Northeast Ohio manufacturers.	Ch. 190A.02 (a) Ch. 190A.02 (c) Ch. 190A.03 (a) Ch. 190A.03 (b) Ch. 190A.03 (f)

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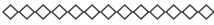
<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Manufacturing Works</u>	3135 Berea Road Cleveland, OH., 44111 Phone: 216-588-1440 Email: info@mfgworkscle.org	<p>Manufacturing Works serves manufacturing companies and organizations throughout Greater Cleveland and Northeast Ohio.</p> <p>We also manage the Cleveland Industrial Retention Initiative (CIRI), which helps link manufacturing businesses to valuable community resources in Cleveland, Ohio. We work closely with the City of Cleveland’s Department of Economic Development to help industrial businesses thrive and grow.</p> <p>While our focus is Northeast Ohio, our efforts are felt far beyond the Cleveland area and resonate loudly throughout regional and state economies.</p>	Ch. 190A.02 (a) Ch. 190A.02 (c) Ch. 190A.03 (a) Ch. 190A.03 (b) Ch. 190A.03 (f)
<u>Minority Business Development Agency (MBDA) - Ohio</u>	1240 Huron Rd E, Suite 40 Cleveland, OH - 44115 United States Phone: 216-592-2399 Email: info@ohiombdabusinesscenter.com	<p>The U.S. Department of Commerce Minority Business Development Agency’s (MBDA) mission is to foster the growth and global competitiveness of U.S. businesses that are minority-owned.</p> <p>MBDA accomplishes its mission by facilitating transactions through referrals, business consulting, contract bid/proposal preparation, loan packaging, and/or matching contract opportunities and capital sources (i.e. loans, equity, bonding, etc.).</p> <p>MBDA helps clients to achieve their growth objectives by connecting them with prospective strategic partners through business-to- business matching, teaming arrangements, joint ventures, or other strategic advisory services.</p>	Ch. 190A.02 (a) Ch. 190A.02 (c) Ch. 190A.03 (a) Ch. 190A.03 (b) Ch. 190A.03 (f)

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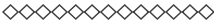
<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Minority Business Assistance Center (MBAC) - Urban League of Greater Cleveland</u>	2930 Prospect Ave. E. Cleveland, OH., 44115	The Minority Business Assistance Centers (MBAC) provide MBE and EDGE entrepreneurs with management, technical, financial and contract procurement assistance in addition to loan and bond packaging services. The services are available without cost to businesses located throughout Ohio. The center provides important services including technical assistance, professional consulting, access to capital and assistance obtaining contract opportunities. A primary objective of the program is to identify emerging businesses and cultivate their growth and sustainability.	<u>Ch. 190A.02 (a).</u> <u>Ch. 190A.02 (c).</u> <u>Ch. 190A.03 (a).</u> <u>Ch. 190A.03 (b).</u> <u>Ch. 190A.03 (f).</u>
<u>National Association of Minority Contractors (Northern Ohio Chapter)</u>	1306 E. 55th St. Cleveland, OH., 44103 Phone: 216-751-1144	The National Association of Minority Contractors (NAMC) is a non-profit trade association established in 1969 to address the needs and concerns of minority contractors. While membership is open to people of all races and ethnic backgrounds, the organization's mandate, "Building Bridges-Crossing Barriers," focuses on construction industry concerns common to people of color.	<u>Ch. 190A.02 (a).</u> <u>Ch. 190A.02 (c).</u> <u>Ch. 190A.03 (a).</u> <u>Ch. 190A.03 (b).</u> <u>Ch. 190A.03 (f).</u>

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>New Village Corporation</u>	11327 Shaker Blvd, Suite 500W Cleveland, Ohio 44104 Email: bperry@clevelandnp.org Phone: 216-971-5175	<p>Village Capital, founded in 1992, is a AERIS-rated, Community Development Financial Institution as certified by the U.S. Department of Treasury’s CDFI Fund. Village Capital’s objective is to provide financing for catalytic real estate projects that strengthen and revitalize communities.</p> <p>Village Capital is strong community partner that brings local expertise and financing assistance to high profile and challenging development projects. Village Capital finances market-rate and affordable residential, commercial, retail, industrial, as well as mixed-use real estate projects in Northeast Ohio. Village Capital provides acquisition, construction and permanent loan facilities to its borrowers, both for-profit and non-profit.</p>	<u>Ch. 190A.03 (c)</u> <u>Ch. 190A.03 (d)</u> <u>Ch. 190A.03 (f)</u> <u>Ch. 190A.03 (g)</u> <u>Ch. 190A.03 (j)</u> <u>Ch. 190A.03 (k)</u> <u>Ch. 190A.03 (n)</u>
<u>The Northeast Ohio Hispanic Center for Economic Development (NEOHCED)</u>	The Halle Building 1228 Euclid Ave. Suite 200 Cleveland, OH. 44115 Phone: 216-621-3300 Email: info@greaterclecc.org	NEOHCED is a host organization to the Small Business Development Centers program, the Northeast Ohio Hispanic Chamber of Commerce and is the lead organization for the redevelopment and placemaking initiative, La Villa Hispana.	<u>Ch. 190A.02 (a)</u> <u>Ch. 190A.02 (c)</u> <u>Ch. 190A.03 (a)</u> <u>Ch. 190A.03 (b)</u> <u>Ch. 190A.03 (f)</u>

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Ohio Department of Development</u>	Department of Development 77 South High St., 29th Floor Columbus, OH., 43215 Phone: 800-848-1300	The Department of Development works to support Ohio's businesses, large and small, as they maneuver in the global economy. Whether a company is established in the state and looking to expand, a technology company ready to move from the lab to commercialization, or an entrepreneur establishing a new small retail business, we have resources to assist these businesses as they grow. Our resources include the Small Business Development Centers, the Minority Business Development Centers, and International Trade Assistance Centers, as well as the Small and Minority Business Financial Incentives Programs, and Ohio Third Frontier.	<u>Ch. 190A.02 (a).</u> <u>Ch. 190A.02 (c).</u> <u>Ch. 190A.03 (a).</u> <u>Ch. 190A.03 (b).</u> <u>Ch. 190A.03 (f).</u>
<u>Ohio Means Jobs Cleveland - Cuyahoga County</u>	1910 Carnegie Avenue Cleveland, OH 44115 Phone: 216-777-8200 Email: omjcc.businessservices@dwfs.us	OhioMeansJobs.com is Ohio's free, online career counseling center that connects businesses to job seekers and provides career services to all Ohioans	<u>Ch. 190A.02 (b).</u> <u>Ch. 190A.02 (d).</u> <u>Ch. 190A.03 (c).</u> <u>Ch. 190A.03 (d).</u> <u>Ch. 190A.03 (n).</u>

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Ohio Minority Supplier Development Council (OMSDC)</u>	2425 W. 11th Street Suite 6 Cleveland, Ohio 44113 Phone: 216-363-0004	<p>The Ohio Minority Supplier Development Council (Ohio MSDC) is a non-profit, 501(c)3 organization dedicated to providing a direct link between Minority Business Enterprises (MBEs) and its Corporate Members. Founded in 1972, the Ohio MSDC certifies minority businesses, provides MBEs with access to procurement opportunities, and assists Corporations in the development and maintenance of effective corporate supplier diversity programs. Over the past four decades, Ohio MSDC has been a bridge between corporate America and minority owned businesses. Every year, Ohio MSDC's Corporate Members spend over \$7 billion with MBEs certified by the Council.</p>	<u>Ch. 190A.02 (a)</u> <u>Ch. 190A.02 (c)</u> <u>Ch. 190A.03 (a)</u> <u>Ch. 190A.03 (b)</u> <u>Ch. 190A.03 (f)</u>
<u>Ohio Small Business Development Centers (SBDC) at Cleveland State University</u>	Cleveland State University Monte Ahuja College of Business 1860 E. 18th Street, Rm 308 Cleveland, OH 44114 Phone: 216-687-6902	<p>The SBDC provides low to no-cost one-on-one counseling that is, confidential and in-depth for businesses that will or currently employ under 500 employees. Offering both in-person and virtual advising appointments.</p> <p>In addition to individual counseling, we offer helpful services including training, quality-based assessments, technical assistance, loan packaging guidance and information about federal, state and local regulations and programs.</p>	<u>Ch. 190A.02 (a)</u> <u>Ch. 190A.02 (c)</u> <u>Ch. 190A.03 (a)</u> <u>Ch. 190A.03 (b)</u> <u>Ch. 190A.03 (f)</u>

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<u>Organization</u>	<u>Contact Information</u>	<u>Organization Description</u>	<u>Applicable CBA Elements</u>
<u>Towards Employment - Cleveland</u>	<p>The Halle Building 1228 Euclid Ave. Suite 200 Cleveland, OH. 44115 Phone: 216-621-3300 Email: info@greaterclecc.org</p>	<p>NEOHCED is a host organization to the Small Business Development Centers program, the Northeast Ohio Hispanic Chamber of Commerce and is the lead organization for the redevelopment and placemaking initiative, La Villa Hispana.</p>	<p>Ch. 190A.02 (b) Ch. 190A.02 (d) Ch. 190A.03 (c) Ch. 190A.03 (d) Ch. 190A.03 (n)</p>
<u>Team NEO</u>	<p>1111 Superior Avenue, Suite 1600 Cleveland, OH., 44114 Phone: 216-435-00611</p>	<p>As the Northeast Ohio Region’s economic development partner, Team NEO accelerates the pace of growth and equity relating to business development outcomes throughout the 18 counties of Northeast Ohio.</p> <p>We work with a strong, coordinated regional network to advance the Northeast Ohio Region toward a truly vibrant economy: one that is talented, equitable, innovative, resilient, competitive, and prosperous.</p>	<p>Ch. 190A.02 (a) Ch. 190A.02 (c) Ch. 190A.03 (a) Ch. 190A.03 (b) Ch. 190A.03 (f)</p>
<u>U.S. Small Business Administration - Cleveland District</u>	<p>1350 Euclid Ave., Suite 211 Cleveland, OH 44115 Phone: 216-522-4180</p>	<p>Our office provides help with SBA services including funding programs, counseling, federal contracting certifications, and disaster recovery. We can also connect you to our partner organizations, lenders, and other community groups that help small businesses succeed.</p>	<p>Ch. 190A.02 (a) Ch. 190A.02 (c) Ch. 190A.03 (a) Ch. 190A.03 (b) Ch. 190A.03 (f)</p>

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Organization	Contact Information	Organization Description	Applicable CBA Elements
<u>Village Capital Corporation</u>	11327 Shaker Blvd, Suite 500W Cleveland, Ohio 44104 Email: DAlexander@ClevelandNP.org Phone: 216-453-1454	<p>Village Capital, founded in 1992, is a AERIS-rated, Community Development Financial Institution as certified by the U.S. Department of Treasury’s CDFI Fund. Village Capital’s objective is to provide financing for catalytic real estate projects that strengthen and revitalize communities.</p> <p>Village Capital is strong community partner that brings local expertise and financing assistance to high profile and challenging development projects. Village Capital finances market-rate and affordable residential, commercial, retail, industrial, as well as mixed-use real estate projects in Northeast Ohio. Village Capital provides acquisition, construction and permanent loan facilities to its borrowers, both for-profit and non-profit.</p>	<u>Ch. 190A.03 (c)</u> <u>Ch. 190A.03 (d)</u> <u>Ch. 190A.03 (f)</u> <u>Ch. 190A.03 (g)</u> <u>Ch. 190A.03 (j)</u> <u>Ch. 190A.03 (k)</u> <u>Ch. 190A.03 (n)</u>
<u>Women’s Business Enterprise Council Ohio River Valley (WBEC ORV)</u>	WBEC-ORV Headquarters - Cincinnati, OH. 5325 Deerfield Blvd. Mason, OH 45040 Phone: 513-559-5582 Email: info@wbec-orv.org	<p>Women’s Business Enterprise Council Ohio River Valley (WBEC ORV) provides WBENC certification to women owned companies in Ohio, Kentucky and West Virginia. WBEC ORV is one of 14 Regional Partner Organizations (RPOs) authorized to administer this world-class certification across the United States. While certifying women owned businesses is the foundation of our mission, WBEC ORV also offers development opportunities to scale businesses to compete in the marketplace, connections with corporations leading supplier diversity across the country for real time business opportunities, and networking with other WBEs for partnering and purchasing opportunities.</p>	<u>Ch. 190A.02 (a)</u> <u>Ch. 190A.02 (c)</u> <u>Ch. 190A.03 (a)</u> <u>Ch. 190A.03 (b)</u> <u>Ch. 190A.03 (f)</u>

CONCLUSION



Communities across the country are recognizing the power of Community Benefits Agreements (CBAs) to make public investments in their cities more valuable. By fostering economic growth among local businesses, promoting high-paying jobs for residents, and ensuring better inclusion of women and workers of color, we can build a more vibrant and resilient Cleveland.

We are confident that innovative strategies and creative processes can safeguard natural resources for future generations while ensuring that the workforce is diverse and that quality workmanship is required. The City of Cleveland aims to revitalize communities with an economic development approach that balances equity, economy, and environment.

CBAs are a crucial element of this approach, integrating community demands into specific development projects and providing local stakeholders and residents with a voice at the negotiating table. By working together, we can build livable neighborhoods and responsible development that benefits everyone. With a coalition dedicated to securing community benefit agreements, we can create a brighter future for all of us.

This Community Benefits Resource Guide is a valuable tool to help achieve successful and sustainable community benefits that will enhance and elevate the overall prosperity of the City of Cleveland and its residents. Let's work together to build a more resilient, prosperous, and equitable Cleveland that benefits everyone.

MEMORANDUM OF UNDERSTANDING



This Memorandum of Understanding (“MOU”), dated March 19, 2024, is among the City of Cleveland (“City”), Construction Employers Association (“CEA”) and affiliate Contractors Assistance Association (“CAA”), the Cleveland Building and Construction Trades Council (“CBCTC”), the National Association of Minority Contractors (“NAMC”), Greater Cleveland Partnership (“GCP”), Downtown Cleveland Alliance (“DCA”), Cleveland Neighborhood Progress (“CNP”), the Urban League of Greater Cleveland (ULGC”), Northeast Ohio Hispanic Center for Economic Development (“NEOHCED”) and Hispanic Business Center (“HBC”), Ohio Means Jobs Cleveland-Cuyahoga (“OMJCC”), Cuyahoga Community College (“Tri-C”), the Cleveland Metropolitan School District (“CMSD”), and supportive endorsers (collectively, the “Parties”).

The City of Cleveland passed Ordinance No. 297-2023 on June 5, 2023, that enacted new Chapter 190A, Sections 190A.01 through 190A.07, relating to community benefits agreements (CBAs). This Community Benefits Ordinance (CBO) requires a community benefits agreement for development projects that receive city financial assistance of \$250,000 or more. It sets the legal framework for how CBAs are developed, how benefits are determined, and the kinds of benefits the City wants developers to prioritize.

The Administration and City Council recognize that successful implementation of the CBO requires collaboration with all stakeholders, including business, labor, construction, education, minority business-servicing organizations, and other organizations. The Parties commit to working together collectively and collaboratively to achieve the goals of the CBO. These goals include: 1) ensuring that development projects seeking city financial assistance provide maximum, tangible benefits to Cleveland neighborhoods and residents with up-front community input; 2) advancing Diversity, Equity, and Inclusion principles by improving compliance with and reporting of Office of Equal Opportunity (OEO) Minority Business Enterprise, Female Business Enterprise and Cleveland Area Small Business (MBE, FBE, and CSB) contracting and resident employment goals; 3) ensuring that historically underrepresented minorities and women participate in the City of Cleveland’s economy through the building and construction trades and professional services; 4) providing more meaningful opportunities for MBE, FBE, and CSB businesses to scale their business and grow the local resident workforce; and 5) improving workforce and community benefits data reporting and transparency through OEO’s public-facing data dashboard. In furtherance of these goals and creating more equitable and inclusive economic and community development, the Parties agree as follows:

- 1) The Parties commit to working together to support the letter and the spirit of the CBO. The Parties commit to work in partnership and share resources to achieve compliance with the CBO and to fill the gaps in the construction ecosystem.*
- 2) The Parties will collaborate to develop an OEO resource guide to assist developers with lists of certified MBE/FBE/CSB contractors, resident employment resources, mentor-protégé programs, and apprenticeship and internship programs. The Parties will also assist OEO in developing an ideal project model. The City is also developing a CBA process map, a CBA template for qualifying development projects with an expected project cost under \$20,000,000, and a CBA template and scorecard evaluation process for qualifying development projects with an expected project cost of \$20,000,000 or more.*
- 3) The Parties will combine resources and create a network to support minority, female, and small business development, including back-office support and financial resources.*
- 4) The Parties will work together to establish networking events to foster relationships between prime contractors, developers, and community-based partners and diverse businesses with limited experience working on development projects in the City.*
- 5) The Parties commit to partnering with workforce and labor organizations that provide inclusive training to minority and women workers, and connect developers to potential employees. These partnerships will create a pipeline of diverse workers for development projects.*
- 6) The Parties commit to partner with OEO and provide input on race, gender, small business, and local resident participation goals based upon industry and market availability.*

Any Party may terminate its agreement to be bound by this MOU upon not less than thirty (30) days’ written notice to all other Parties who, at the time of such notice, are still bound by this MOU.

The parties to this MOU need not all sign on the same page. Signatures on separate pages and executed at different times will not affect the validity of the MOU. Original signatures and signatures provided electronically are equally valid.

APPENDIX – KEY TERMS



- **City Financial Assistance** – any grant, loan, tax increment financing, residential multi-family tax abatement in compliance with Ordinance No. 482-2022, Section 3, below market-value land transfer, and/or City-funded capital infrastructure improvements associated with a development project
- **Contractor** – a prime contractor, a subcontractor, or any other business entering into a contract with the Developer related to the use, maintenance, or operation of the Project or part thereof
- **Community Benefits Agreement or (CBA)** – a legally enforceable agreement between the City of Cleveland and the Developer that provides community benefits
- **Community Benefits** – the amenities, benefits, commitments, or promises described in Sections 191A.02 and 191A.03 of this Chapter
- **Construction Worker Hours** – the total hours worked on a Construction Contract by Skilled and Unskilled Construction Trade Workers, whether those workers are employed by the Contractor or any Subcontractor. In determining the total Construction Worker Hours to be furnished at the construction site, there shall be included the number of hours devoted to all tasks customarily performed on a construction site, whether or not such tasks are, in fact, performed on the construction site. Construction Worker Hours excludes the number of hours of work performed by non-Ohio residents
- **Developer** – any person, firm, partnership, limited liability company, corporation, joint venture, proprietorship, or other entity that proposes a Development Project, excluding public improvement projects, in the City of Cleveland
- **Development Project** – new construction of and alterations to buildings and structures located in the City
- **Low-Income Resident** – means a City Of Cleveland Resident who, when first employed by a contractor, is a member of a family having a total income equal to or less than the "Section 8" Low-Income limit established by the United States Department of Housing and Urban Development. Low-Income family is defined as a family whose annual income does not exceed eighty percent (80%) of the median family income for the area in which they reside, as determined by HUD. Income limits are adjusted for family size. A Resident who is not a member of a family shall be considered as a one (1) person family for this purpose. A Resident shall retain "Low-Income Person" status for a continuous five (5) year period starting upon the OEO's written acknowledgement that the Resident's family income does not exceed the above-stated limit, provided the Resident remains a Resident during the five (5) year period.

APPENDIX – FREQUENTLY ASKED QUESTIONS



• What is a CBA?

- A Community Benefits Agreement (CBA) provides a framework for developers and community representatives to work together constructively toward the common goal of creating better and more equitable development projects. By establishing clear and enforceable obligations, CBAs encourage transparency, accountability, and collaboration, helping to build trust and foster positive relationships between developers and communities. Through this process, CBAs can play a vital role in promoting shared prosperity and ensuring that development projects deliver meaningful benefits to the communities they serve.

• Who is Involved?

- Developers - The Developers seeking support for a new project are always involved in the negotiation of and are a party to the CBA.
- Community Coalitions - Community coalitions are a necessary party to any CBA to ensure that the community itself is engaged in the negotiation of a CBA and will benefit from the development.
- City Administration - City administration can assert their inclusive leadership by (1) being transparent about the project; (2) insisting on gaining broad community support for project approval; and (3) actively encouraging CBA negotiations without any attempt to influence them.

• How long is the process?

- The length of the community benefits agreement process is dependent upon effective and timely communication between all stakeholders, developers, and city administration. The City of Cleveland is committed to operating at the speed of business to ensure that all parties are progressing toward a final CBA closing date.

• Are CBAs mandatory?

- A CBA is required whenever a Developer is awarded a city financial incentive that equals \$250,000 or more. Projects that have a total cost of 20 million or more are considered large projects that are required to have additional community benefits – see Expanded CBA.

• How to find certified contractors?

- To find a list of City of Cleveland certified vendors, please visit the City of Cleveland website under the Office of Equal Opportunity webpage and click “Certified Vendor Directory” located in the Resources Links section.

• What does it take to get certified as an MBE/FBE/CSB?

- Certification requirements
 - ready, willing, and able to perform work in the area it seeks certification
 - located in the Cleveland market area
 - owned and controlled at least 51% by a minority or female
- Required documents
 - Affidavit of Certification (New)
 - Identification
 - Federal tax returns
 - Articles of Organization or Incorporation certificate copy
 - NAICS Codes
 - ****Note**** - Other documents may be required depending upon the type of business and the business structure

APPENDIX – FREQUENTLY ASKED QUESTIONS



• What are the benefits of a CBA for the Community? Developer? Administration?

- Community:
 - Job creation
 - Local and diverse hiring and training commitments
 - Living wage and other benefits
 - Education partnerships between developers and community schools
 - Support for local small businesses
 - Improvements to open spaces, parks and playgrounds
 - Affordable housing and rehabilitation
 - Support for senior centers and child-care facilities
 - State and/or local economic incentive packages
- Developer:
 - Community support reduces risk for developers by fostering cooperation between government and community groups
 - Developers get needed public subsidies and/or government approvals more reliably
 - Developers act as good corporate citizens by providing much-needed broad and proximate community benefits
- Administration:
 - Keep lines of communication open to ensure consistency with the city's policy goals
 - Creates a fair and open process for establishing achievable targets within the community
 - Creates transparency with community on development projects within the City of Cleveland
 - Creates an opportunity to improve the local economy through dedicated job creation and small business utilization

• What penalties will there be if the Developer does not comply?

- If the City determines that the Owner/Developer has failed to fulfill each of the required elements of this Agreement, the City is deemed to have been damaged. If the Owner/Developer does not cure such failure to the reasonable satisfaction of the City within 30 days after receiving such notice, the City may assess a penalty against the Owner/Developer up to 25% and/or including denial or termination of all city financial assistance.

• What happens if the Developer tries to comply but does not get a response from a critical partner or cannot find the right contractors?

- For optimal success, it is imperative that all designated parties maintain an open line of communication. This will help lessen any chances of receiving future penalties for failure to comply, enable the City representatives to provide assistance and help the City Administration determine the severity of any applicable penalties for non-compliance. The goal is to address any unforeseen issues as soon as possible rather than at the end of the project. Good faith efforts and other accommodations may be taken into consideration as long as the Developer makes City Administration aware well in advance.

• Where can to find examples of previous CBAs?

- Examples of previous CBAs can be found on the City of Cleveland's [CBA website](#) in the Past Projects section of the page.