



# Technical Assistance for Businesses







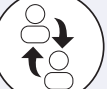








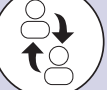














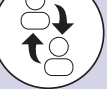







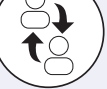



















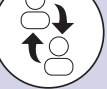


















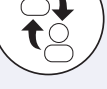
## OPPORTUNITY CORRIDOR

BROADWAY-SLAVIC VILLAGE | BUCKEYE-SHAKER | CENTRAL | FAIRFAX | KINSMAN | UNIVERSITY

A Cleveland resource to find technical assistance providers whose services best align with your business needs. | PAGE 1

 Match the category of expertise you need to the technical providers at left who are experienced with helping your business succeed. QR codes are included to allow quick access to provider's websites.

 Flip to see providers that specialize with funding capital, sustainability, as well as community development professionals (CDCs) ready to help with real estate needs, such as offices, or production space.

Technical Assistance Providers		What Does Your Business Need? (Business Category Definitions on Page 2)								
Organization	Contact Information	Business Planning	Product Development	Sales and Marketing	Legal Assistance	Financial Management	Access to Funding Capital	Networking	Workshops and Classes	1 to 1 Mentoring
 <b>Bad Girl Ventures</b> Creates opportunities for female entrepreneurs through 9-week business education program, networking and access to capital, microlending.	<b>Réka Barabás</b> 216.759.4575 reka@badgirlventures.com									
<b>CSU Small Business Development Center</b> Provides low-cost, one-on-one counseling for businesses that will or currently employ under 500 employees.	 <b>Katie Van Dyke</b> 216.321.1633 k.vandyke@csuohio.edu									
 <b>Culinary Launch &amp; Kitchen</b> Shared test kitchen space and business education classes supporting food related start-ups and businesses looking to grow.	<b>Jeff Spry</b> 216.314.7196 jspry@cleculinarylaunch.com									
 <b>Hispanic Business Center</b> City of Cleveland small business resource access; MBE/FBE Certification, licensing assistance. Business education and individual business start-up plans.	<b>Jason Estremera</b> 216.281.4422 jestremera@hbcenter.org									
<b>JumpStart Inc.</b> One-on-one counseling for startups/scale-ups; scale-up services for business expansion; mentoring program. By appointment.	 <b>Lamont Mackley</b> 216.363.3400 lamont.mackley@jumpstartinc.org corecity@jumpstartinc.org									
 <b>Minority Business Assistance Center @ The Urban League</b> Helping minority businesses succeed through contract opportunities and	<b>Darrell Johnson</b> 216-622-0999,x210 djohnson@ulcleveland.org									
<b>Operation Hope</b> Workshops and 12 week entrepreneur training; one-on-one counseling. Financial counseling for individuals to improve credit score to aid financing.	 <b>Chris Smith</b> 216.577.7253 clevelandsbcoordinator@operationhope.org									
 <b>Small Business Development Center @ The Urban League</b> Entrepreneurship training, 1 on 1 counseling, business workshops.	<b>Donna Dabbs</b> 216-812-3162 ddabbs@ulcleveland.org									
<b>SCORE</b> One-on-one mentoring provided by volunteer counselors, who are business owners, managers, retired executives and experts in their fields with industry specific expertise.	 <b>Jaime Chamberlain</b> 216.522.4194 sjchamberlain@roadrunner.com									
 <b>University Circle Inc.</b> Providing the NextStep program for existing businesses. Quickbooks and financial statements assistance for small neighborhood based business owners.	<b>Laura Kleinman</b> 216.707.5040 lkleinman@universitycircle.org									
<b>Womens Business Center</b> Empowering women entrepreneurs. Resource library; Business coaching and mentoring; Training and Workshops.	 <b>Jan Conrad</b> 216.912.5655 jconrad@ecdi.org									
Organization	Contact Information	Business Planning	Product Development	Sales and Marketing	Legal Assistance	Financial Management	Access to Funding Capital	Networking	Workshops and Classes	1 to 1 Mentoring



## Sustainability Assistance

These technical assistance providers help business enterprises have minimal negative impacts on the environment, community, or society.

	<b>Mayor's Office of Sustainability City of Cleveland</b> Collaborating to improve the economic, environmental, and social well-being of its citizens	216.664.2455 sustainability@city.cleveland.oh.us
	<b>Cleveland 2030 District</b> Helping organizations reduce their energy use, water use, and transportation emissions.	Cynthia Cicigoi 216.577.4485 cindycicigoi@2030districts.org
	<b>COSE Energy Assessment Program</b> Helps with choosing energy projects and financing solutions that put money back in your pocket.	216-592-2205 energy@cose.org info@neogreenbuilding.org
	<b>The Burning River Foundation, Inc.</b> Providing resources for the sustainable future of our waterways.	info@burningriverfoundation.org
	<b>Rid-All Green Partnership</b> Urban farm bringing healthy, local food to area and training others in farming.	Randy McShepard 330.242.1903 ridallcorp@yahoo.com
	<b>CSU Corporate Roundtable</b> Fostering compelling ideas and solutions for a sustainable future.	Victoria Avi 216.687.9258 v.avi@csuohio.edu
	<b>Cuyahoga County Solid Waste Management District</b> Sustainable materials management and reduction of environmental waste.	Diane Bickett 216.443.3714 dbickett@cuyahogacounty.us



## Access to Funding Capital

These providers can assist your business through the steps towards accessing needed funding.

	<b>City of Cleveland Department of Economic Development</b> Providing assistance to businesses expanding within or locating to the city.	216.664.2406 rethinkcleveland@gmail.com
	<b>U.S. Small Business Association</b> Access to capital, procurement assistance, counseling assistance for startups and growing businesses.	Raymond Graves 216-522-4192 raymond.graves@sba.gov
	<b>Ariel Ventures</b> Lends money interest-free to responsible individuals in need.	Radhika Reddy 216.344.9441 rr@arielveatures.com
	<b>Cleveland Colectivo</b> Strengthening our community through collective investments that identify and nurture projects.	info@clevelandcolectivo.org
	<b>Inner Visions Giving Circles</b> Dedicated to supporting community improvement projects conceived, initiated, and driven by residents.	Jan Thrope 216.965.4721 jthrope@gmail.com
	<b>Grow Cuyahoga County Fund</b> Providing Cuyahoga County an economic development tool designed to assist eligible small businesses.	Bob Flauto 216.698.2898 bflauto@cuyahogacounty.us
	<b>Growth Capital</b> Providing creative financing solutions to growing businesses.	216.592.2332
	<b>Innovation Fund (LCCC)</b> Accelerating the growth of technology startups through early-stage funding and education.	440.366.4121 info@innovationfundneohio.com
	<b>Sea Change</b> Initiative providing coaching, connections and capital to people who have big ideas to improve their community.	seachangeneo@gmail.com
	<b>ECDI (Economic &amp; Community Development Institute)</b> Business workshops and training classes. Micro-loans and larger lending up to \$350,000.	Alexis Coffey 216.912.5655 acoffey@ecdi.org

## Real Estate Assistance

Community Development Corporations can connect businesses with real estate assistance, office space and/or production space.



Production Space



Office Space



Real Estate Financing

	<b>City of Cleveland Department of Economic Development</b> Providing assistance to businesses expanding within or locating to the city.	216.664.2406 rethinkcleveland@gmail.com
	<b>Buckeye Shaker Square Development Corporation</b> Buckeye-Woodhill, Buckeye Shaker	John Hopkins 216-491-8450
	<b>Burten, Bell, Carr Development, Inc.</b> Central, Kinsman areas	Jason Minter 216.341.1455 jminter@bbcdevelopment.org
	<b>Fairfax Renaissance Development Corporation</b> Fairfax area	Anthony Whitfield 216-361-8400 awhitfield@fairfaxdev.org
	<b>Slavic Village Development Corporation</b> Broadway-Slavic Village area	Marilyn E. Mosinski 216.429.1182, Ext. 105 marilynm@slavicvillage.org
	<b>University Circle Inc.</b> University area	Graig E. Kluge 216.791.3900
	<b>MidTown Cleveland, Incorporated</b> Cleveland's Health-Tech Corridor	Jeff Epstein 216-391-5080 Ext. 108 jepstein@healthtechcorridor.com

## BUSINESS CATEGORY DEFINITIONS



### Business Planning

Describing in detail how a business is going to achieve its goals. A plan lays out a written plan from a marketing, financial and operational viewpoint. Sometimes a business plan is prepared for an established business that is moving in a new direction.



### Product Development

The entire process of designing, creating, and marketing new products or existing products with new features.



### Sales and Marketing

Activities of a company associated with buying and selling a product or service. It includes advertising, selling and delivering products.



### Legal Assistance

Free or inexpensive legal advice, assistance, or representation provided to those who, because to their financial condition, otherwise would not be able to get.



### Financial Management

Managing an organization's financial resources so as to achieve its business objectives and maximize its value.



### Access to Funding Capital

Money that lenders and equity holders provide to a business. A company's capital funding consists of both debt (bonds) and equity (stock). The business uses this money for operating capital.



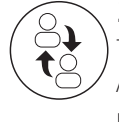
### Networking

A process that fosters the exchange of information and ideas among individuals or groups that share a common interest. One of the implicit objectives is to form professional relationships that may boost one's future business and employment prospects.



### Workshops and Classes

Meetings where people engage in intensive discussion and activities promoting a particular business subject or project.



### 1-to-1 Mentoring

Those that serve as a hub for ideas on elevating your career. Additionally, they can customize their suggestions based on your unique circumstances and professional interests.

— investopedia.com



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