

# BUSINESS GROWTH COLLABORATIVE REGIONAL SERVICE MAP

**COMMISSION**  
on Economic Inclusion  
A program of  
GREATER CLEVELAND PARTNERSHIP  
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Made possible by the  
generous support of the  
Cleveland Foundation,  
Cuyahoga County, Burton  
D. Morgan Foundation,  
and Gund Foundation.



**DESCRIPTION OF SERVICE PROVIDER**

<p><b>The Commission on Economic Inclusion</b> Supports racial inclusion in region's business climate by connecting minority-owned businesses with relevant resource providers, and helps companies of all sizes build supplier diversity programs and diversity and inclusion practices.</p>	<p><b>COSE</b> Cleveland's small business expert organization, offering members networking and educational events, advocacy on legislative and regulatory issues and cost-effective group purchasing programs.</p>	<p><b>ECDI</b> Provides startups and existing businesses with access to capital through microloans. Services also include specialized training programs, 1:1 capital access coaching, and the Women's Business Center.</p>	<p><b>Hispanic Business Center</b> Provides Spanish bilingual one-on-one technical assistance and group-based training to pre-venture, startup and existing businesses. Networking, contracting and business development opportunities through the Northeast Ohio Hispanic Chamber of Commerce.</p>	<p><b>Jumpstart</b> Provides investment capital and/or technical assistance for startup entrepreneurs and high-potential scaleup businesses.</p>	<p><b>MAGNET Incubation Center</b> Offers expertise and consulting in design, engineering, insurance, market validation, and a variety of other fields while providing access to a large network of manufacturers and experts.</p>	<p><b>Ohio Aerospace Institute</b> Enhances small business competitiveness through increased access to capital, technology resources, and business partnerships. Provides coaching for federal funding opportunities.</p>	<p><b>Ohio Minority Supplier Development Council</b> Regional affiliate of National Minority Supplier Development Council. Support for economic development/growth by encouraging procurement of goods and services from local minority-owned businesses.</p>	<p><b>Operation Hope</b> One-on-one financial counseling for individuals to improve credit score to aid financing.</p>	<p><b>The Presidents' Council</b> Provides research and educational programming by developing relationships and resources to support the economic growth of the African-American community in Northeast Ohio.</p>	<p><b>The Urban League of Greater Cleveland</b> Provides technical assistance and back-office support for entrepreneurs. Offers guidance with contracting opportunities, state certification, and access to capital.</p>
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**CONTACT INFORMATION**

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**AREA OF SERVICE**

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**SERVICES**





































































































































Supplier diversity portal to connect with bidding opportunities, networking events, referrals to relevant service providers	Business operations cost reduction through group purchasing programs, networking, advocacy with policy-makers, peer-based support and assistance	Access to capital, general entrepreneurial training, membership network for women entrepreneurs	Business advising and strategic planning, certification, financial budgets and projections, training curriculum for retail, construction, and other specialized industries	Venture capital, business coaching and mentorship for startups and high-potential scaleup businesses, cohort-based entrepreneurial training programs	Design for manufacturing and prototyping, personalized coaching and consulting on value proposition creation, go-to-market strategy, and milestone planning	Coaching for entrepreneurs on federal funding opportunities such as SBIR and STTR grants, nondilutive capital workshops	Access to corporate, government, and institutional procurement opportunities for minority suppliers through certification and exclusive networking events	Coaching for financial preparedness and small business financial literacy	Peer-network of African-American entrepreneurs and business owners, connections with expert consultants in areas of need	Capital access, state certification and government contract procurement, technical assistance for back-office operations for entrepreneurs and small businesses
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In addition to the specific services that all minority business service intermediators and collaborators provide, they all provide the following services in their respective categories:

- Assessments**  Evaluate business risks and opportunities and develop a strategy to address them.
- Capital Access**  Assistance in obtaining loans and credit when necessary to grow a business.
- Opportunity Sourcing**  Making connections with potential clients and business opportunities.
- Tech Assistance**  Hardware, software, training or consulting to help your business leverage available technology.
- Certification**  Obtain official designation of ownership by disadvantaged group.
- Peer Support**  Facilitating peer-based learning and peer connections to help you address your business issues.

SERVICE PROVIDER	The Commission of Economic Inclusion	COSE	ECDI	Hispanic Business Center	Jumpstart	MAGNET Incubation Center	Ohio Aerospace Institute	Ohio Minority Supplier Development Council	Operation Hope	The Presidents' Council	The Urban League of Greater Cleveland
<b>CATEGORY I</b> <b>Type:</b> Startups or lifestyle businesses <b>Revenue:</b> Less than \$100K to \$300K <b>Experience:</b> 1-3 years <b>Status:</b> Under-capitalized <b>Equity:</b> Little or negative	  	  	  	  	  	  	  	  	  	  	  
<b>CATEGORY II</b> <b>Type:</b> Existing businesses <b>Experience:</b> 3-5 years experience <b>Revenue:</b> Between \$100K to \$500K <b>Status:</b> Some financing in place <b>Equity:</b> Minimal	  	  	  	  	  	  	  	  	  	  	  
<b>CATEGORY III</b> <b>Type:</b> Existing businesses <b>Experience:</b> Established customers <b>Revenue:</b> up to \$5-million <b>Status:</b> Growth or stable mode <b>Equity:</b> Banking relationship	  	  	  	  	  	  	  	  	  	  	  
<b>CATEGORY IV</b> <b>Type:</b> Established businesses in growth stage <b>Experience:</b> 5+ years experience <b>Revenue:</b> Above \$5-million <b>Status:</b> Capacity proven with mid-sized clients; High recent growth <b>Equity:</b> Good; strong management team; ability to attract financing	  	  	  	  	  	  	  	  	  	  	  
<b>CATEGORY V</b> <b>Types:</b> Established businesses <b>Experience:</b> 10+ years experience <b>Revenue:</b> Above \$10-million <b>Status:</b> Capabilities proven on local, regional and national scale; stable customer base <b>Equity:</b> High; strong management team; excellent financing relationship; demonstrable growth plan	