

The background features large, stylized letters 'GCP' in blue and green. The 'G' is green, the 'C' is blue, and the 'P' is blue. The letters are partially cut off by the edges of the frame.

GCP Equity & Inclusion Division: Minority Business Growth Programs

About the Greater Cleveland Partnership

With more than 12,000 members, the Greater Cleveland Partnership is a membership association of Northeast Ohio companies and organizations and one of the largest metropolitan chambers of commerce in the nation.

GCP initiatives include:

Advocacy, Business Growth Services, Council of Smaller Enterprises, Real Estate, Talent, Tech and Equity & Inclusion.

Greater Cleveland Partnership Equity & Inclusion

For nearly 20 years, Greater Cleveland Partnership's Equity & Inclusion Division has been working to close racial disparities in jobs, income and wealth. In a diverse environment, economic growth and competitiveness cannot be sustained without including its diverse workforce and utilizing firms owned by people of color. Ultimately, our work is fueled by the belief that businesses and the region are stronger with greater racial equity.

MINORITY BUSINESS GROWTH PROGRAMS

- Business Growth Collaborative
- The Inclusion Marketplace
- Boardroom-to-Boardroom
- CommitCle
- Procurement Professionals Group
- Inclusive Innovation Council
- Construction Diversity Initiative

Business Growth Collaborative

The Business Growth Collaborative (BGC) is an alliance of eleven organizations providing services to minority-owned businesses. The BGC recognizes that collaboration is necessary to achieve an inclusive entrepreneurial ecosystem and aims to remove barriers by streamlining services. This has been demonstrated for nearly five years and, most recently, in quick response to the COVID-19 economic disaster.



CLEVELAND NEIGHBORHOOD PROGRESS



The Inclusion Marketplace

The Inclusion MarketPlace is an online portal connecting minority-owned businesses (MBE's) with opportunities for growth. A virtual space that serves as a searchable database of MBE's allowing buyers and suppliers to accelerate each of their respective activities. The portal enables Buyers and MBE suppliers to:


Buyers	Suppliers
Identify and connect with MBE's	Connect to business opportunities
Submit opportunities	Bid on projects
Share upcoming events	Stay informed on relevant events



The Inclusion Marketplace


The Marketplace

Connecting minority-owned companies to opportunity



I'm a Buyer

[Sign Up](#) [Login](#)



I'm a Supplier

[Sign Up](#) [Login](#)



EVENT

Cuyahoga Community College (Tri-C) ...



EVENT

How to go After Federal Grant Funding



EVENT

The Emerging Workforce: Hiring the N...



Greater
Cleveland
Partnership

Boardroom-to-Boardroom

B to B is a means to leverage social capital to scale minority owned businesses. We introduce a minority business owner to a professional services firm that provides pro bono consulting; resulting in a case study that is presented to leaders of major companies. The leaders offer advice and make professional connections to the business owner which in turn can lead to future growth opportunities.

COMMITCLE

A cohort of companies committed to increasing supplier diversity spend targeted at growth-oriented minority firms.

The Commitment

- Identify and Mentor 2-3 MBE firms
- Set a goal for your organization's increased supplier diversity spend
 - Define areas of opportunity to work with MBE's

Goal

- Increase the # of MBE's with revenue > \$1M and employing more than 100

MINORITY-OWNED BUSINESSES IN THE CLEVELAND-ELYRIA MSA

		ALL MINORITY-OWNED	AFRICAN AMERICAN	ASIAN	OTHER MINORITIES
Sole-proprietor	Firms	31,337	➔ 23,796	3,006	2,353
	Sales	\$669M	\$390M	\$149M	\$42M
	Sales/Firm	\$21,362	\$16,404	\$49,440	\$17,986
Firms with Employees	Firms	3,237	➔ 822	1,953	212
	Sales	\$3.4B	\$973M	\$1.9B	\$248M
	Sales/Firm	\$1.1M	\$1.2M	\$1.0M	\$1.2M
	Employed	32,397	10,387	13,116	4,129
	Annual Payroll	\$781M	\$257M	\$347M	\$80M
	Payroll/Employee	\$24,100	\$24,787	\$26,442	\$19,465

- Other Minorities includes: American Indian or Alaska Native, Native Hawaiian or Other Pacific Islander, and Some Other Race.
- Data does not add up to totals consistently due to data suppression and survey response rate.

*Chart from *Examining Inclusive Growth: Minority-Owned Firms in the Cleveland-Elyria MSA* | Cleveland State University, Maxine Goodman Levin College of Urban Affairs Report Sept. 2019

Potential commodity categories with the greatest opportunity for local, diverse sourcing

	<u>Quick wins</u>	<u>Strategic categories</u>	<u>Long-term categories</u>
Description	Commodity categories with potential to immediately increase sourcing with diverse NEO vendors	Categories with potential to increase sourcing with diverse vendors in NEO that will require additional time to pursue (e.g., more networking, supplier development)	Categories with potential to increase sourcing with diverse vendors in NEO that will require long-term strategic planning (e.g., contract with current vendor expires 2021)
Categories	<ul style="list-style-type: none"> • Printing/office supply • Catering • Courier services • Temp labor (including nursing agencies) • Event planning • Laundry services • Florist services • Landscaping/snow removal • Logistics/transport • Other indirect sourcing 	<ul style="list-style-type: none"> • Janitorial/cleaning services • Security • Minor construction • Specialized digital services • Training services • Collections • Cafeteria services • Packaging • Cleaning supplies 	<ul style="list-style-type: none"> • R&D lab services • Office furniture • Maintenance, repair, and operations (MRO) • External manufacturing • Marketing • Software/IT support • Consulting services • Utilities • Specialized HR benefits • Directs (manufacturing – e.g., alloys)



Questions?