



WORKING TOGETHER

LEARNING TOGETHER

SUCCESSING TOGETHER

COMING TOGETHER

BUILDING TOGETHER

COMMUNICATING TOGETHER

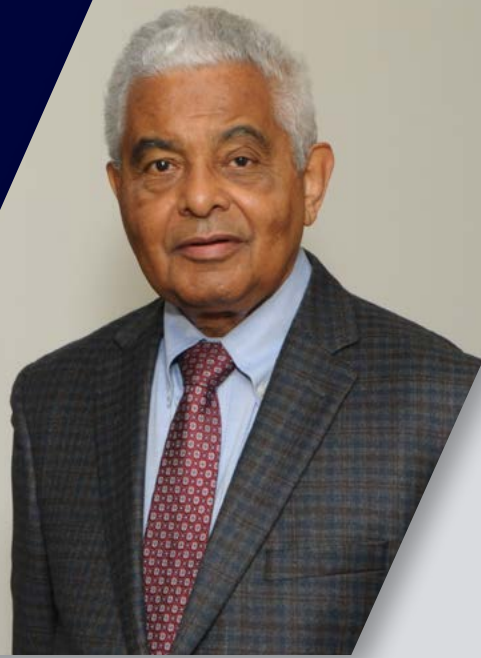
TOGETHER... Power of Partnerships



Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

2019/
2020
ANNUAL
REPORT



In Memoriam

Steven A. Minter

**Senior Advisor to the Board
1938-2019**

As a widely recognized and respected community leader, Steve answered the clarion call to support the Urban League of Greater Cleveland and leverage his immense influence to advance our mission, serving as Senior Advisor from 2011-2019.

He held to the belief that "to whom much is given, much is required." His life and devotion to the cause of human rights and dedication to his fellow man demonstrated that conviction, whether it involved acting on behalf of the disenfranchised in various positions of responsibility or marching across the Edmund Pettus Bridge in March, 1965. Steve never hesitated to act.

We can think of no greater way to honor his memory than to create the Steven A. Minter Legacy Award and to present it annually to an individual whose life exemplified Steve's principles, beginning with an inaugural, posthumous presentation of the Award to Congressman John Lewis in 2020.

Message from the Board Chairman and CEO

Dear Friends,

The world didn't stop. Nor did we.

Certainly, the first half of 2020 was not what we were expecting. We had to make new plans. We had to pivot with speed and agility to continue to deliver services to our constituents. And, we learned from the experience.

What COVID-19 taught us was how to develop new ways of delivering services. What's more, with these new ways has also come more capacity to deliver to greater numbers of individuals.

For example, under the direction of Guild President Billy L. Sharp, the Guild adopted strategies in response to conditions caused by the pandemic. The Guild started regular email check-ins to make sure members were safe, and to provide ongoing factual information about COVID-19. When the Cleveland Metropolitan School District closed and students needed to learn online, the Guild responded to a need for laptops for virtual learning at Wade Park Elementary School, donating 68 laptops and raising \$9,500 for the "Keeping the Promise" program.

While many businesses struggled, we increased our focus on business development. In April and May of 2020, we served 634 clients in the Entrepreneurship Center. We held two virtual Job Fairs attended by 250 individuals, with 38% of our WorkNOW graduates receiving employment. We also laid the groundwork to launch a micro loan fund, to further support the creation and growth of minority businesses. Our goal is to become a one-stop center for people who want to get a job or grow a business.

We continued to work for racial justice and civil rights. We worked with school districts in Ohio to continue our efforts to ensure that the Every Student Succeeds Act (ESSA), in fact, succeeds. To help students in urban neighborhoods succeed in their virtual education, we worked tirelessly to help bring affordable Internet broadband to those neighborhoods.

As we look to the future, which these days can be a risky business, we are confident that the partnerships created over the past two years, the programs that were initiated, and our efforts for youth and education, workforce development, entrepreneurship, and racial justice and civil rights, will continue to thrive and grow.

That's our power. And it remains strong even in the face of all the turmoil we are facing, because we face it together.

Together...the Power of Partnerships.

Yours in Service,



Bennett L. Gaines
Chairman, Board of Trustees



Marsha A. Mockabee
President and CEO

WORKING TOGETHER



The OTW program expanded access to job training and skill building for in demand careers, i.e., Healthcare, Manufacturing and Technology. Most of our program participants initiated their job search journey with some education. The program involved approximately 1,200; 1,092 were referred to virtual career fairs; and 37 were employed to date.

Twenty nine percent of those served during the pilot were between the ages of 37–54, and 14% were 55+. This population is educated, skilled and experienced, while entering a new industry.

WORKFORCE DEVELOPMENT

Workforce Training and Employment Opportunities

In 2019, the Workforce Development division revamped its training programs for adults entering the workforce and individuals looking to access and create options for career pathways. New and emerging partnerships in Workforce Development include working with the Greater Cleveland Partnership (GCP) and the Cleveland Manufacturing Advocacy & Growth Network (MAGNET) as part of the sector partnership working in Advanced Manufacturing.

Ohio To Work (OTW) Pilot Program

Coaching & Case Management

The Urban League works very closely with the Ohio to Work program to help connect our partner with a valuable workforce. The Covid 19 pandemic created a population of unemployed displaced workers, and we discovered an emerging population of under-employed, advanced degree holders who are eligible workforce candidates, age 40+.

It became our niche to help reskill and upskill, while really focusing on creating equitable opportunities and more inclusive work environments. Our goal was two-fold: employment and advancing within their work environment.



SOAR Training Classes

Solid Opportunities for Advancement and Retention (SOAR) is a flagship program of the Urban League of Greater Cleveland (ULGC) Workforce Development division. Soft skills in today's workforce are in high demand and valued by our employer partners. The components of this program include self-exploration, time management, financial literacy, understanding employer expectations, communication, resumé writing skills and online applications.

Throughout the five-week course, participants attend daily workshops; on the job tours and training; develop search strategies; interviewing techniques; and basic computer literacy.

The goal of the program is to prepare members of the community for job readiness and career pathways upon program completion. Successful outcomes are candidates who can be placed in high demand jobs to fill the Northeast Ohio skills gap, and retain these positions with some case management assistance.

SOAR Program Highlights and Expansion

At the end of 2019, 84% of all program participants were placed in permanent employment opportunities among leading companies in the construction and trades industries, increasing their earning potential from \$15/hour to over \$40,000 a year. Prior to beginning the SOAR Program, over 81% of these individuals were unemployed, and while the age range of participants was spread across 18–45 years old, 44% were advance degree holders.

Workforce Development continued to increase partnerships and expand access to SOAR programming with constituents in the Greater Cleveland area. In October, an eight-week pilot program was launched in partnership with Tri-C and the City of Maple Heights. SOAR aligned with Tri-C's access agenda, and two-hour evening training classes were held in the Maple Heights High School Library using a blended SOAR curriculum with 17 adults registered.

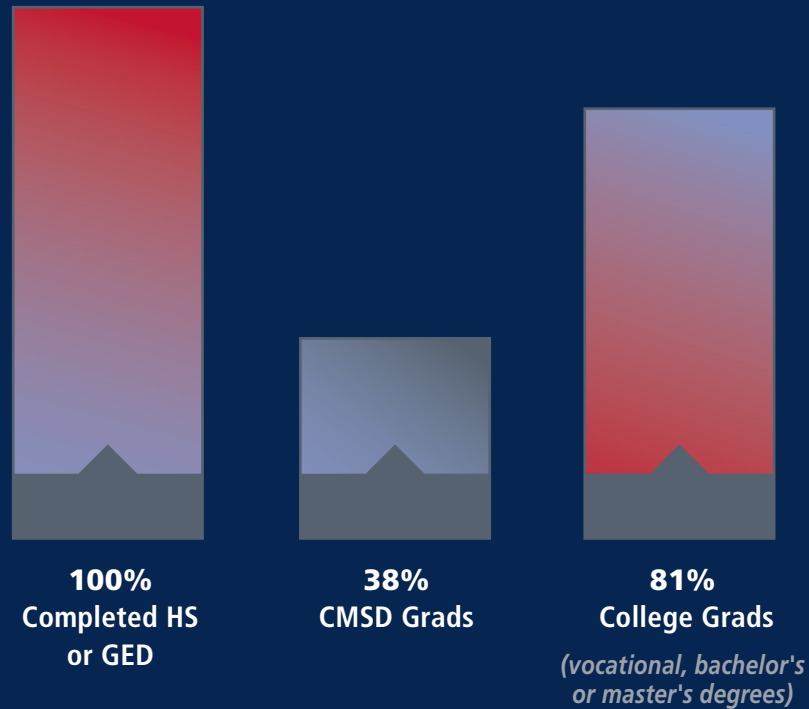


SOAR by the Numbers

Participant Demographics

77 Program Placements

Education



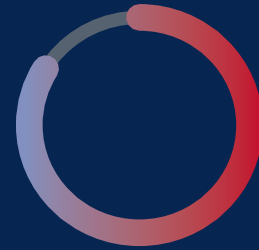
Community Impact—Income

Starting Salary Ranges-\$15/hr-\$24/hr

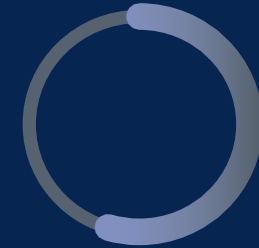
Apprenticeship & Training Position Average \$31,200-\$45,760 per year

Employment Status

End of Program



84% Received Job Offers for Immediate Employment



Reentry Population 56%

Sample of Employers

- Precision Environmental
- Northeast Ohio Regional Sewer District
- ODOT
- Northcoast Construction
- Trenax Construction
- Drury Construction
- OCP Contractors
- ASW Corporation

WorkNOW

Now in its fifth year, WorkNOW is a program in partnership with the Construction Employers Association (CEA) that opens up pathways to employment in the building trades. We provided funding to assist in training individuals, using the SOAR curriculum. Having re-established the Urban League in the adult workforce space, we've continued to expand our career pathways programs in 2020.

Three WorkNOW graduates were selected for the Northeast Ohio Sewer District's (NEORS) Ambassador Program. After the completion of the program, they were employed as highway technicians with the Ohio Department of Transportation.

A WorkNOW Success Story: Marshay Anderson

Marshay Anderson entered the WorkNOW program in 2019 as a single mother raising an eight-year old daughter while working two healthcare jobs. She was eager to start and demonstrated an attitude and commitment to succeed in the building trades by diligently researching work areas of interest, asking intelligent questions during presentations and on project site tours, and participating in every training session.

"The WorkNOW program was almost like a career readiness program," says Marshay. "They helped us with resumés, provided opportunities for us to gain certifications, and placed us in front of many people looking to employ us."

Marshay's career in construction has a promising future. "I'm a Laborer and I love it," says Marshay. "My trade allows me to learn the ins and outs of all the other trades. The apprentice program I'm in has us taking classes so that we can attend and assist the other trades. I'm not stuck with just doing one thing."

Marshay's enthusiasm for her new career has also inspired her daughter. "After watching me, my daughter has become interested in the building trades," says Marshay. "Now she wants to build a real-life barbie Dream House."

Marshay says that the WorkNOW program is definitely worth looking into. "If you are ready to make a change in your life and willing to apply yourself, this is the program for you," she says. "They are willing to help you as long as you are willing to help yourself. They'll put you in front of all the right people and help you get the things you need to be successful."



More WorkNOW Successes

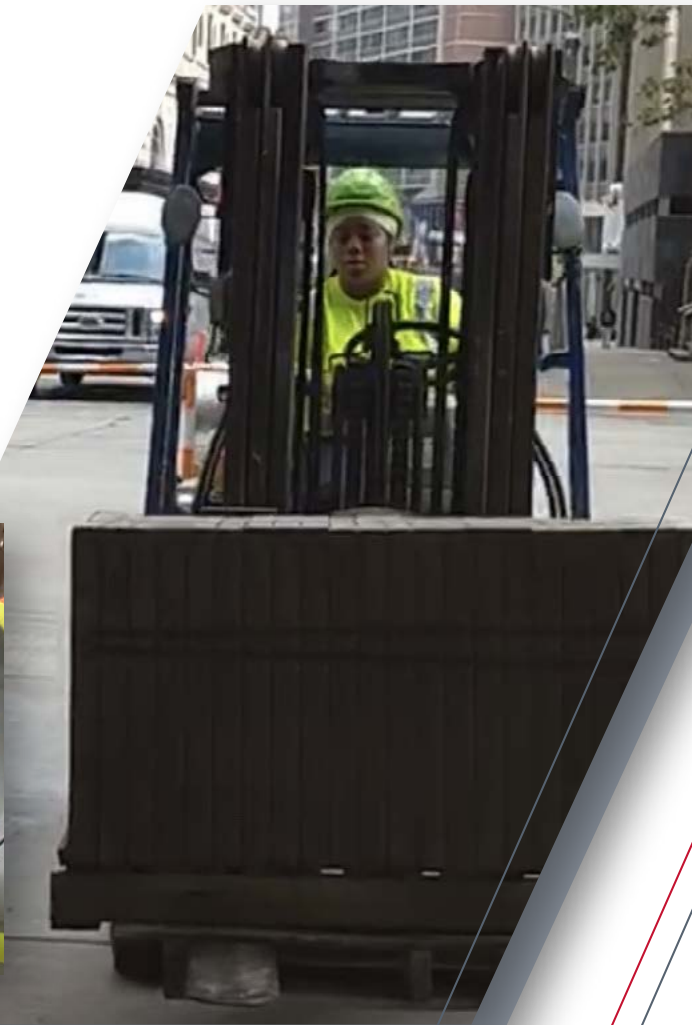
When Jamal Nash needed income to support his one-year-old son, while participating in a WorkNOW program that met every day at 7:00 am, he took a job at Amazon and worked from 8:00 pm to 4:00 am. Despite the long hours, Jamal was consistently on time and actively participated in every training exercise.

“During our industry immersion construction project tours, Jamal asked intelligent questions and listened attentively,” says Goren Dillard, Director, Adult Workforce Development. “During the two-day Dale Carnegie communication workshop, he won the award for best student participation.”

Jamal worked hard and was able to buy a new truck before entering his apprenticeship program. Because of his attitude and work ethic, he was only required to complete two weeks of training before Tri-Mor Corporation, one of the nation’s top concrete contractors, hired him full time as a Cement Mason.

“The Cement Masons Local 404 trade union loves him,” says Dillard. “The contractor loves him, and the Urban League of Greater Cleveland applauds him.”

Charles Wilson, a Warrensville Heights resident and father of three completed the WorkNOW program. He showed that he was good at working with teams and handling tools. Charles has been hired as a Cement Mason and is now completing his apprenticeship training for the union.



Career Pathways

Working in partnership with the Cleveland Foundation, we were able to introduce over 100 students to the four career pathways. Our goal was to have individuals ready to go into internships this Spring, but then the pandemic hit, and plans got delayed.

However, we were able to use the time to bring on more school districts and engage a larger number of students. For example, we have begun working with Maple Heights and Warrensville School Districts, as well as ongoing work with East Cleveland City Schools. “As an aspirational issue, I would love to see the Urban League have a role in bringing about

the revitalization of East Cleveland,” stated Marsha Mockabee in last year’s annual report. That vision is being realized, even in the face of extraordinary obstacles.

Our commitment to our partner schools is to provide career exploration opportunities for students with our project-ready curriculum. For their part, schools provide at least one classroom period, once a week.

The challenge in 2020 is learning how to offer the same curriculum virtually. It’s just one more example of what COVID-19 is teaching us as we develop new ways of delivering services.

LEARNING TOGETHER

Education and Youth Development

Education and Youth Development are hard-linked to Workforce Development. In our experience, you have to make learning relevant for young people. If you don't make the connection, you can't fill the pipeline with qualified applicants for career opportunities. But even more, Youth Development requires us to have a strategic alignment to help families. Part of our mission statement is that "we empower communities and change lives." Providing services for both youth and their families is how we become a transformative power for good.

The Power of Partnerships is making progress through ESSA

In 2018, we worked as a key team member in developing the Every Student Succeeds Act (ESSA) plan for the state of Ohio. We helped assure that equity and inclusion were "baked in."

In 2019 and 2020, we partnered with superintendents of school districts, the Ohio Department of Education, and the Wallace Foundation, who have been our conveners for the work that we've done in Northeast Ohio. We have continued in our role as a thought leader in education reform, policy and advocacy.

We have worked for over two years on equity issues at the state and local levels with the Ohio Department of Education, Cleveland Municipal School District, Warrensville Schools, Maple Heights City Schools, East Cleveland City Schools and other community leaders that the Urban League has brought on board. This work has included other Urban League partners across Northeast Ohio and developing a local stakeholder group of over 30 members.

We also launched partnerships with the City of Maple Heights, Maple Heights City Schools and Tri-C to assist with workforce development and education attainment.

And, we were engaged as the Planning Center for the My Brother's Keeper of Northeast Ohio program.



HBCU College Exposure Southern Tour

Every year, students have the opportunity to visit historically black colleges and universities across the nation. They are able to experience the rich culture and heritage offered by these institutions, as well as talk to current students and present themselves to admissions. Senior students have often been accepted into the school while on the trip. In March 2019, 29 students attended:



Grambling State University
Southern University
and A&M

Jackson State University
Alabama State University
Alcorn State University
Tennessee State University
Xavier University of LA

Starting Point

Starting Point has consistently funded the Urban League for eight years to provide strong technical assistance to Out of School Time organizations. Typically, we do 18-20 MyCom workshops a year for Out of School Time providers and other organizations to help them to develop the same kind of best practices we use in our youth development work. In prior years, class size averaged ten participants per class. Because of the COVID-19 pandemic, we pivoted from in-class training to virtual online classes. That change in delivery resulted in an increase of participants to 25 per session, a growth of approximately 125%.

Equity and Excellence in Education Summit

In September 2019, the Northeast Ohio Equity & Excellence in Education Program (EEP) Coalition of Urban Leagues convened its second regional summit for our communities to share best practices, lessons learned, and invest time in planning for our local communities to move the needle in education for ALL our students. Urban League affiliates included Akron, Warren/Youngstown, Lorain County and Stark County.

The summit is based on the Equity and Excellence in Education Project, initiated by the National Urban League in 2010 to afford students, parents and community leaders the opportunity to be involved in education reform.

Keynote speakers included ULGC President Marsha Mockabee, and Robyn Ince, Vice President Education, Policy and Advocacy of the National Urban League. Following the general session, three moderated breakout sessions provided the opportunity to focus on Equity & Excellence in Education, each from the perspective of educators, students and the community.

SUCCEEDING TOGETHER

Entrepreneurship and Business Development

Entrepreneurship creates an avenue for African Americans and other Minorities to build new wealth on a foundation of their own creation. The ULGC is a vehicle to help nurture and guide entrepreneurship along a proven pathway, and have helped create and grow thousands of businesses through technical advisory services, contracting opportunities, strategic planning and access to capital.

The Capital Access Fund (CAF), a partnership with the National Development Council, Morgan Stanley, the National Urban League, the Urban League of Greater Cleveland and local partners, was active from 2016 through 2019. The National Urban League provided underwriting support while our role was to prepare entrepreneurs for the loan application process through pre-loan counseling. In 2020, the Urban League established our own fund and will be doing our own underwriting.

"CAF was a sort of apprenticeship to get ready to run our own loan fund," says Marsha Mockabee. "Now, thanks to the work of the ULGC, along with Michael Obi's strong fundraising development, UBIZ Venture Capital is a viable, sustainable solution for minority entrepreneurs seeking funding for their ventures."

UBIZ Venture Capital Fund

"The UBIZ Venture Capital Fund has been strategically established with the full support of the ULGC's board of directors to bring tangible solutions to disparities in small business lending for African Americans and other disadvantaged small businesses. It operates as its own 501c3, and stands alone, under the banner of the Urban League," says Marsha Mockabee.

Michael Obi adds, "Because it's under the umbrella of the Urban League, it gives us flexibility in lending based on credit and character, and that's really exciting. UBIZ is an innovative model and we have the infrastructure in place. We have a state-of-the-art online platform where people can apply for the loan, and when approved, we do the underwriting at the Urban League. Our goal and vision is for this to survive another 100 years."

The goal is to raise \$10 million over the next 12 to 18 months. JumpStart, Greater Cleveland Partnership/Cleveland Development Advisors, Fund for Our Economic Future, Cleveland Foundation, Cuyahoga County, City of Cleveland, KeyBank, Fifth Third Bank, JP Morgan Chase and PNC Bank have committed almost \$5 million of support.

UBIZ aspires to directly or collaboratively make business capital readily available to serious African American and other minority led small businesses that have potential for growth and create jobs in the Greater Cleveland area.



In This Case CAF Stands for Chicken and Fish

Sam Sylk has always had a passion for food. And while most Clevelanders know him as the mid-day DJ on rhythm & blues station WZAK—The Sam Sylk Show with Bijou Phillips—he has rapidly gained a following for serving great food at Sam Sylk's Chicken & Fish. He opened his first restaurant in 2015 in Shaker Heights and followed it up with additional restaurants in South Euclid, Euclid, Garfield Heights, Cleveland and recently Maple Heights.

The growth of Sam's restaurant business has been energized through the Paycheck Protection Program loans under the CARES act. "My wife and I stepped out on faith," says Sam. "I couldn't get my first two restaurants financed. Now that we've proven ourselves, that's not a problem, but the loans we've obtained during COVID-19 have helped us keep people employed." Also, we are working to prepare him for the Capital Access Fund Loan through technical advisory services so that he can become more bankable as he grows so he can continue to leverage low cost bank financing.

The goal of Sam Sylk's Chicken & Fish is to hire within the communities where the restaurants are located. In addition, Sam supports these communities in a variety of ways. "Every year we do a coat drive, and we feed people at the Bishop Cosgrove Center," says Sam. "We were part of feeding the 4th and 5th district police stations during COVID-19, and a food drive for the Food Bank in Cleveland Heights."

"We've expanded where we saw demand and met it," says Sam. "Our loans will help us grow, get better and provide jobs. I believe in our brand. I believe in what we have. If McDonald's can do it, if KFC can do it, then so can we."

In addition to UBIZ Venture Capital, the Urban League assists minority business owners with a range of programs and services including:

The Small Business Development Center (SBDC) provides business counseling and assistance to individuals who are either starting or growing their business.

Minority Business Assistance Centers (MBACs) 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 to businesses located throughout Ohio.

UBIZ Connect is a revenue and jobs accelerator that provides small businesses room to grow and technical assistance to speed their development.



2020 Program Impacts

31 New Businesses Created	257 New Jobs Created	2,637 Clients Served	101 Certifications Obtained (i.e., MBE, EDGE, etc.)	\$88,826,644 Total Economic Impact
125 Loans Obtained	\$15,892,475 Dollar Value of Loans Obtained	53 New Equity Investments	\$3,208,289 Equity Investments	
132 New Grants	\$1,275,000 Dollar Value of Grants	80 New Contracts Received	\$68,450,880 Dollar Value of New Contracts	

For comparison of past years, please visit <http://ulcleveland.org/annual-reports/>.

Annual Growth Plan Pitch Winners

The Entrepreneurship Center hosted our 5th Annual Excellence in Entrepreneurship Awards and Growth Plan Pitch Competition. Four business owners were selected to compete in the final competition. The purpose of the Pitch is to provide seed money and mentoring to businesses with growth potential that could have a positive impact on the Greater Cleveland community.

The business owners faced off to compete for cash and resources worth over \$5,000. Prizes also included intensive coaching, professional services, and an opportunity for a one-year membership to the Urban League's Entrepreneurship Center UBIZ (Business Accelerator) program.



Existing Business Winner & Grand Prize Winner

Miesha Wilson | NuLife Personal Fitness, LLC

Miesha Wilson is owner of NuLife Fitness Camp, one of the fastest growing fitness camps in Ohio. Wilson holds a Master's in Business Administration and is a Certified Personal and Group Fitness Trainer. Clients of NuLife have collectively lost over 100,000 pounds to date. The company has plans to reach a nationwide audience through their newly launched online streaming platform, "NuLife TV." The service will allow subscribers to workout with NuLife from the comfort of their homes. Wilson is currently a finalist in the Cleveland Chain Reaction competition.

Existing Business Finalist

Michael and Maria Solomon | EOS Studios

Michael and Maria Solomon are the owners of EOS Studios, a 3D animation studio based in Mayfield Heights, Ohio. They create video animations and marketing graphics for small businesses and municipalities. Their moto speaks volumes; Motion Moves Your Message!



Early Stage Business Winner & 2nd Place Winner

Victor Searcy | Sauce the City

Victor Searcy, owner of Sauce the City, has a mission to "Sauce the City of Cleveland," by providing cutting-edge culinary recipes. Victor is a huge advocate of supporting local vendors and businesses to improve the local economy. Sauce the City is a venture of multiple culinary experts combining taste experiences from all around the nation. Sauce the City is a culture of taste experiences shared through unique menu items to provide the perfect blend of flavors to produce optimal taste experiences.

Early Stage Business Finalist

Denisha Anderson | Cleveland Flower Walls

Denisha Anderson is the owner of Cleveland Flower Walls, the first flower wall company in Ohio! The company's team designs luxurious floral structures to be used as jaw-dropping backdrop pieces at weddings, corporate events, and special occasions. Cleveland Flower Walls is known for their "Greenery Wall," installed at The Metropolitan at the 9, and has been chosen as one of Cleveland Magazine's Best of Cleveland 2019 honorees.

The Annual Growth Plan Pitch program is successful because of the generous sponsorship and support listed on page 21.

COMING TOGETHER

Civil Rights and Racial Justice



Our people need to be represented. Our voices need to be heard.

Our incredibly successful Get Out the Vote effort in 2018, in partnership with the National Urban League and many other civil rights organizations, produced record turnouts of minority voters in the mid-term elections.

We continued to engage the minority communities in 2019 and 2020 with our National Census effort. Members of the Guild participated in the 2020 Complete Count Committee Training at the American Red Cross in preparation for the 2020 Census. Throughout the year we provided information about the Census at events including the 15th Annual Cuyahoga County Fatherhood Conference, and the Mastering Generosity Unlimited Food Bank Program, among others.

Led by the Guild, we initiated a Census Safe Place Program. This Program is a list of locations where people can get information about the Census or drop off their completed Census forms. The Guild met people where they were, creating Census Safe locations in food banks and grocery stores around the city. We have worked diligently to make sure our people are counted and represented in this important Census.

The Women of Color Foundation, a tax-exempt foundation, developed a new vehicle to further enhance our outreach and engagement of women of color across the State of Ohio and throughout the country. The stories of the Urban League, as well as the Guild, appeared in the April issue of their publication.

And, we have re-doubled our efforts for voter registration and Get Out the Vote drive to make sure our voices are heard. We participated in the Cleveland Voting Rights People's Hearing. The Guild walked in the 48th Annual 11th Congressional District Community Caucus Labor Day Parade and Festival, and participated in the National Voter Registration Day in September. The Guild hosted the Urban League's Meet the Candidates Session in October.

2020 was a year of change. We contributed to that change.



Strategic Alignment

We are systems driven, community responsive and collaboratively positioned.



Services intersect to open doors for **everyone.**

Our Mission

The Urban League of Greater Cleveland is a community-based organization whose mission is to enable African Americans and other Minorities to develop and realize their potential through education, research, advocacy and provision of services. We deliver services in three strategically aligned areas: Economic Empowerment, Education and Youth, and Workforce Development. Everything we do is encompassed by Civil Rights and Racial Justice.

Our Vision

Our aspirational vision is for funders, civic/corporate leaders and the broad community to recognize the Urban League of Greater Cleveland as the preeminent empowerment organization in Greater Cleveland for African Americans and other Minorities. This will be evidenced by providing services to an increasing number of individuals annually, increased funding levels, board representation, increased staffing capacity and the organization's ability to serve as thought leader, convener, facilitator and advocate on major issues facing constituents.

COMMUNICATING TOGETHER

Raising Public Awareness

The League and Guild Community Brunch

The Urban League and Guild joined forces with sponsors to create a new tradition: The League and Guild Community Brunch. The event blended traditions from the historic Equal Opportunity Day Luncheon and the Guild's Spring In Bloom Luncheon in a fusion to support the League's HBCU Tour, core operations for the League and the Guild.

News 5 Reporter Homa Bash served as our celebrity Mistress of Ceremonies with Randell McShepard, RPM International, delivering the keynote address. Another highlight was our introduction of the newly established Career Beginnings Hall of Fame inductions with Dawn Glasco, June E. Taylor, Charles and Keisha Dorsey and Judge Gayle Williams-Byer.

This event was generously supported by sponsors, vendors and friends who are committed to making a difference in the lives of residents in Greater Cleveland.

In the News and On the Air

Marsha Mockabee and other members of the League staff spent a lot of time presenting the ULGC story through traditional and online news sources. Below is just a snapshot of the activity and honors received.

- Photo Shoot with CL Magazine Publisher
- Black History Program, Brush High School
- Meeting Social Justice Book to Film Project
- Interview with Olivera Perkins, Plain Dealer
- Presentation at Cory Methodist—Fighting Oppression and Discrimination
- Honey Bell Bey's Radio Show
- Alexandria Johnson Boone's Radio Show
- Equity & Excellence in Education Stakeholder Meetings
- Meeting Social Justice Book to Film Project
- Attended City Club—Conservancy National Parks
- Hosted Equity and Excellence in Education Summit



In addition, Marsha Mockabee, as well as ULGC as an organization, received national honors and recognition including:

- ULGC Entrepreneurship recognized at 2019 National Urban League Conference; 1ST EC in the Movement – launched in 2004
- One of many women honored by the St. Louis Urban League at the Annual Salute to Women in Leadership Gala in St. Louis, MO
- Dedication of Steven A. Minter Conference Room at the Urban League of Greater Cleveland
- Black Professionals Association Charitable Foundation Lifetime Achievement Award Recipient

BUILDING TOGETHER

Collaborations & Partnerships

We continued to expand our network of committed partnerships, to better leverage our impact on our communities. By building together, we create a foundation that is stronger and broader than any one organization could achieve on its own.

Music is a Partnership

We kicked it up a notch in 2019, partnering with the Cleveland Cavaliers and Rocket Mortgage Fieldhouse to produce our Gala Benefit Concert starring The Miracles and Russell Thompkins, Jr. and The New Stylistics. The fact that we were able to accomplish this while they were in the midst of major renovations, demonstrates the tremendous support we received from our partners.

As a result, the Urban League was the first nonprofit organization to host a fundraising event at Rocket Mortgage Fieldhouse. We see this as both a learning experience, as well as an inspiration to continue to reach ever higher.



Benefit Concert Sponsors

Presenting Sponsor:

Rocket Mortgage Fieldhouse

Platinum Sponsor:

KeyBank

Gold Sponsor:

First Energy

Bronze Sponsor:

AT&T

Community Sponsors:

MetroHealth

Cuyahoga Community College

Media Partners:

3 WKYC Studios

News 5 Cleveland

93.1 FM

Call & Post

Community Partners:

CEOGC

DigitalC

Dollar Bank

Fifth Third Bank

Nordson Foundation

Third Federal Bank

Y.O.U.



Funding Partners (Programs & General)

AT&T
Chase Bank
City of Cleveland
Cleveland Browns
Cleveland Cavaliers
Cleveland Citywide Development Corporation
Cleveland Clinic
Cleveland Foundation
Construction Employers Association
Council for Economic Opportunities in Greater Cleveland
Cuyahoga Community College
Cuyahoga County Family & Children First Council
DigitalC
Dollar Bank
Dominion East Ohio
Fifth Third Bank
FirstEnergy Corp
GAP Communications Group
Huntington Bank
KeyBank
JumpStart
Magnet OTW
McKinsey Research
MetroHealth Systems
National Urban League
Nordson Foundation
National Development Council
Northeast Ohio Regional Sewer District
Ohio Development Services Agencies
PNC Bank
REA Foundation
Red Stone Equity Partners
RPM International, Inc.
Senator Sherrod Brown—My Brother's Keeper Initiative
Small Business Association (SBA)
Spin
The JM Smucker Company
Third Federal Bank
Union Home Mortgage
United Way of Greater Cleveland
U.S. Bank
Wallace Foundation
Wells Fargo Bank
Youth Opportunities Unlimited
Chan Zuckerberg Foundation

Community Partners

Asia Inc.
Call & Post
Central Cadillac
City of Cleveland/Cuyahoga County Workforce Development Board
City of Maple Heights
Cleveland Metropolitan School District
Cleveland State University
Council of Northeast Ohio Urban League CEO's
Cuyahoga County Board of Elections
Delta Sigma Theta, Inc.
East Cleveland City Schools
FAITH IN ACTION COALITION
Greater Cleveland Partnership
HOLA Ohio
Jewish Federation
Lorain County Urban League
Maple Heights City Schools
Mt. Gillion Baptist Church
NAACP—Cleveland Branch
National Action Network—Cleveland Chapter
National Development Council
News 5 Cleveland

Pitch Competition Partners

Northeast Ohio Education Leadership Learning Community
Ohio Black Women's Roundtable
Ohio Department of Education
Ohio Secretary of State
OpenNEO
OPTIMA Lender Services
Starting Point
UNIDOS
United Pastors in Mission
Urban Action Collaborative
Warrensville Heights City School District

AT&T
Chase Bank
Huntington Bank
JumpStart
KeyBank
National Development Council
PNC Bank

Community Brunch Partners

Dominion East Ohio
Ohio Development Services Agency
RPM International, Inc.
U.S. Bank

Legacies and Bequests

Steven and Dolly Minter Trust

All donors listed in the report are from January 1, 2019 to December 31, 2020

Friends of the Urban League

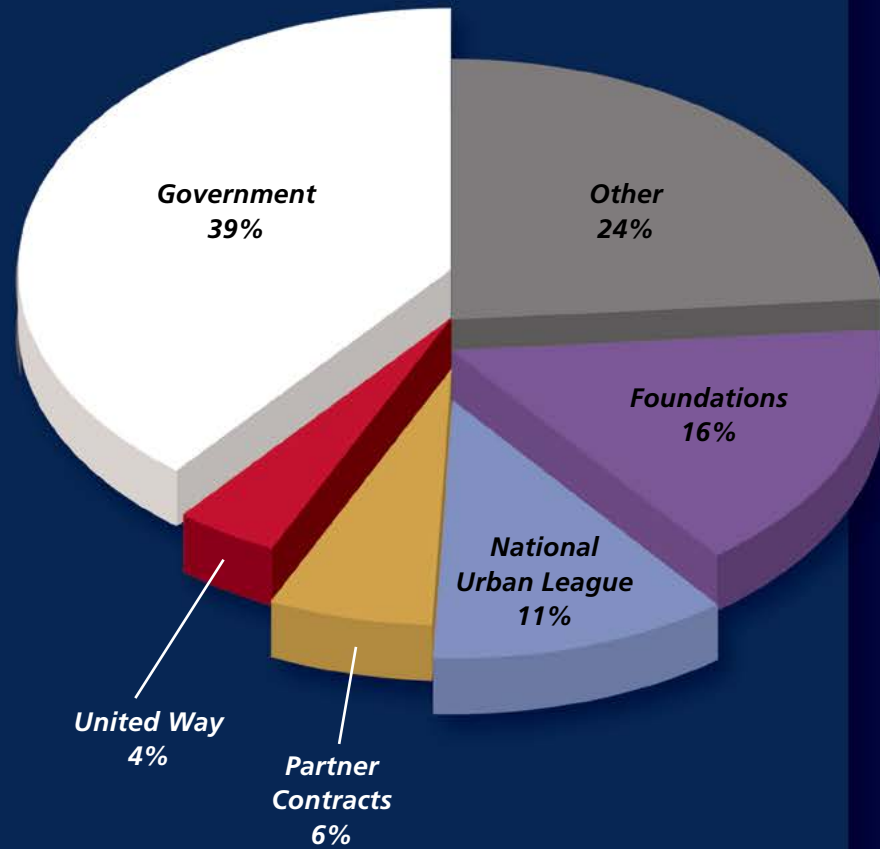
Alexandra Aiello	Philip Cohen	Sarah Jenkins	Nadrea Miller	Robert Sapp	Christina Tizzano
Juan Carlos Ahedo	Laurel Cline	Leslie Johns	Stanley Miller	Danny Schirmer	Elizabeth Todia
Darla Alexander	Philip Compton	Kevin Johnson	Morgan Mittler	Hannah Blossom-Schuster	Alyssa Tramontana
Samuel Allen	CTOWN	Loralyn Jones	Mykaela Moller	Paul Serriane	Brianna Treleven
Genevieve Ambrose	Connor Daugherty	Michael Judge	Kathleen Moran	Whitney Silva	Steven Trolio
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		Andrew Medvedev	Rebecca Robertson		
		Ashton Meggitt	Michael Rochon		
		Mason Milani	Megan Roessler		

All donors listed in the report are from January 1, 2019 to December 31, 2020

2019 Financials

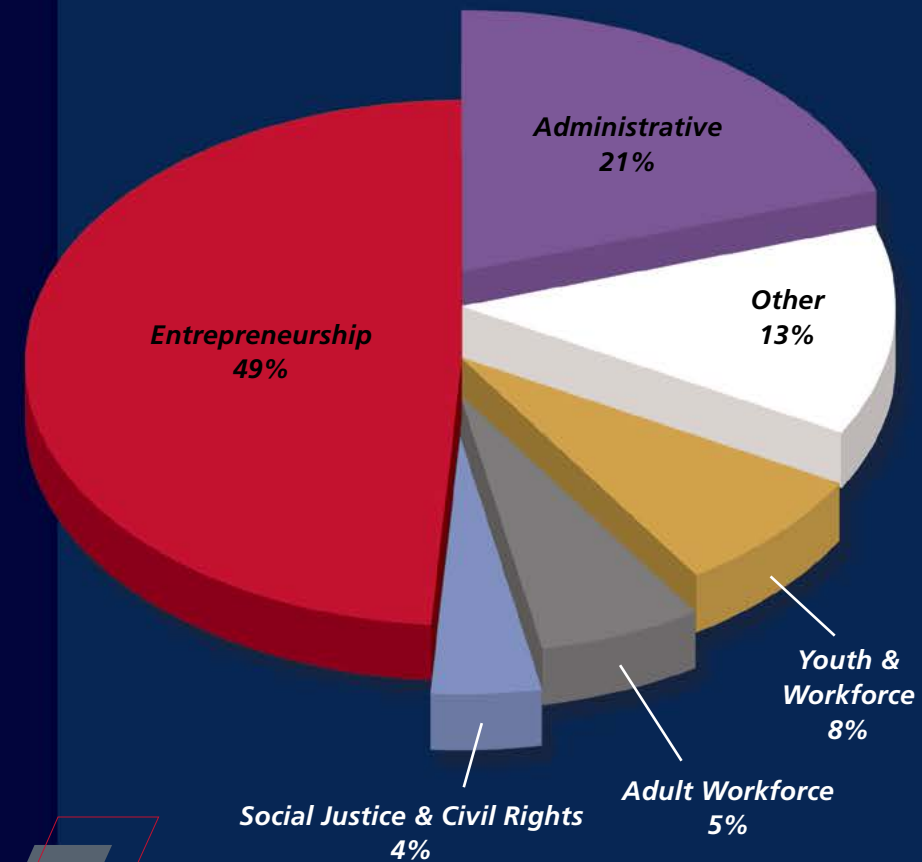
ULGC Revenue Sources 2019

Revenue Sources	Amount
Government	\$702,435
Other	\$428,428
Foundations	\$290,000
National Urban League	\$194,886
Partner Contracts	\$107,000
United Way	\$70,002
TOTAL:	\$1,792,751



ULGC Usage 2019

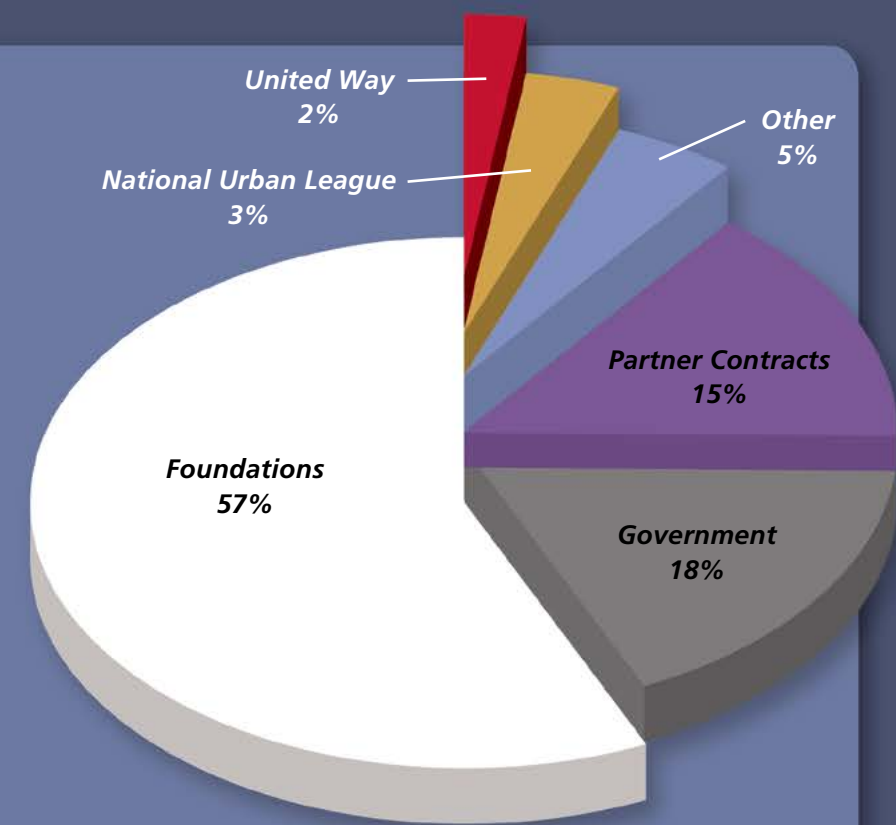
Department Usage	Amount
Entrepreneurship	\$869,780
Administrative	\$382,941
Other	\$225,596
Youth & Workforce	\$142,934
Adult Workforce	\$95,000
Social Justice & Civil Rights	\$76,500
TOTAL:	\$1,792,751



2020 Financials

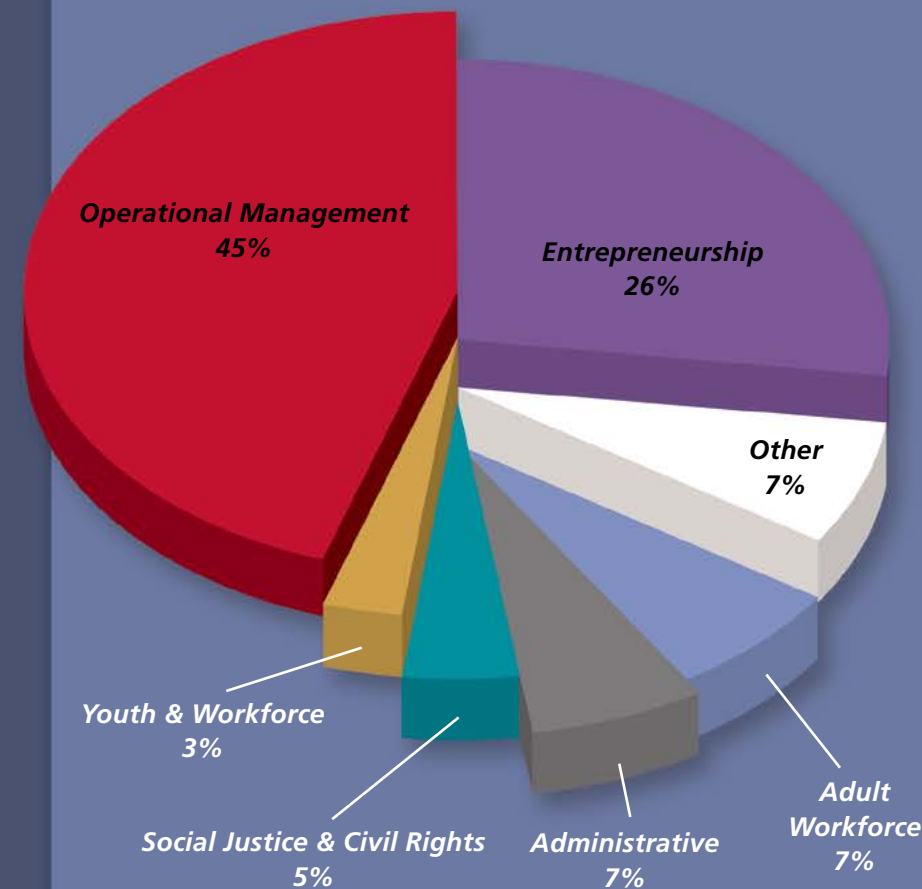
ULGC Revenue Sources 2020

Revenue Sources	Amount
Foundations	\$1,839,000
Government	\$ 600,389
Partner Contracts	\$ 475,273
Other	\$ 150,940
National Urban League	\$ 113,946
United Way	\$ 52,023
TOTAL:	\$3,231,571



ULGC Usage 2020

Department Usage	Amount
Operational Management	\$1,470,000
Entrepreneurship	\$ 844,750
Other	\$ 237,205
Adult Workforce	\$ 222,440
Administrative	\$ 216,293
Social Justice & Civil Rights	\$ 143,750
Youth & Workforce	\$ 97,133
TOTAL:	\$3,231,571



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** Partial Year