

100

Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*



URBAN LEAGUE OF GREATER CLEVELAND
ANNUAL REPORT 2016

Dear Friends of the Urban League of Greater Cleveland

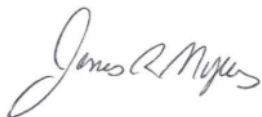
Every day we witness the impact of poverty on our residents living in the Urban Core and disconnected from education, workforce and wealth generating systems designed to lift individuals to the middle class and beyond. Statistically, African Americans and other minorities experience the largest disparities. All too often the pathways to moving forward are unclear, undefined and unfamiliar territory for our clients living on the social and economic margins.

Responding to these challenges is not new for the Urban League of Greater Cleveland (ULGC). We were there 100 years ago when individuals were involved in the Great Migration. We were there during the Civil Rights Era, helping individuals to adapt to their newly won rights. Today, as new economies and the Information Age have changed what work looks like, we are here again to identify/develop opportunities, work with community members to help them get the access and support they need to succeed in education, workforce and economic development systems, while working collaboratively to achieve impactful outcomes.

2016 has been an incredibly pivotal year in the League's history. We made a tough decision this year in favor of legacy over bricks and mortar. Moving from owner to now the position of Lessee has created unimaginable opportunity to shed significant debt and rebuild fiscal strength supported by many community partners and supporters. The League will forever be indebted to Darrell McNair (DLM 2930) for purchasing the building and allowing us to maintain our footprint. Additionally, we would not have gotten here without the support and cooperation of the City of Cleveland's Mayor and Economic Development Director, Tracy Nichols; major financial institutions, creditors who forgave debt unrelated to the building and creditors who continued to provide services while in the midst of payment plans. Finally, we owe additional gratitude to our Senior Advisor, Steven Minter, 2015-16 Board Members, Debt Resolution Committee, led by Earl Williams, and legal counsel and services provided by Chilcote Law Firm.

So, where do we go from here? Onward and upward. December 7, 2017 will hail the centennial year of operation for the ULGC. There are several significant celebration activities scheduled throughout the year. The Centennial Gala is scheduled for Thursday, November 15, 2017. We will be sharing exciting details with you regarding that event very soon. We guarantee that it will be a night to remember where community members can participate at all levels. You will see many new and strategic partnerships formed that will exponentially increase the League's ability to provide quality services informed by world class research and advocacy. Stay tuned for several announcements during the next few months.

Yours in Service,



James R. Myers
Chairman, Board of Trustees



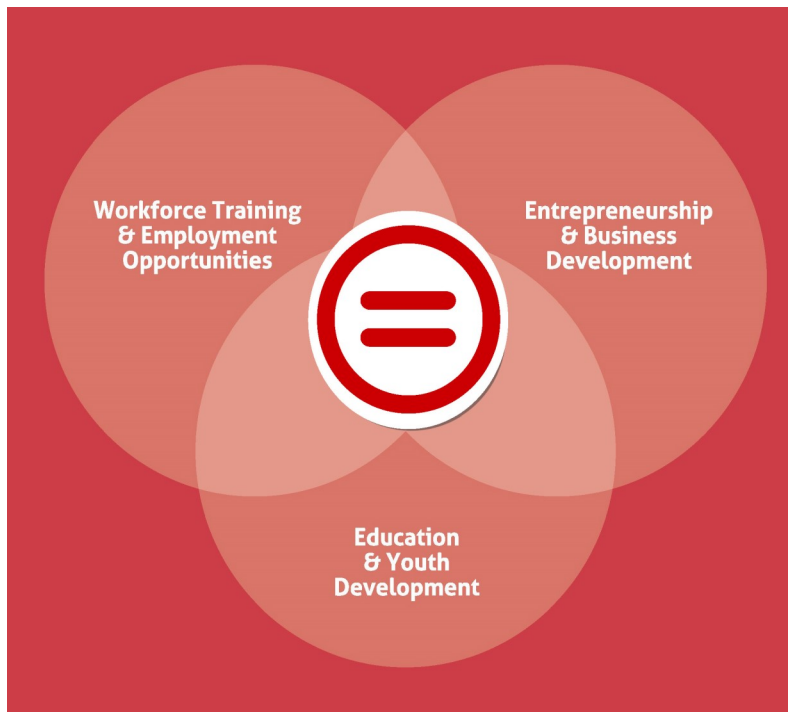
Marsha A. Mockabee
President/CEO

OUR MISSION

The mission of the Urban League of Greater Cleveland is dedicated to providing equal opportunities for African-Americans and other minorities to develop and exercise their potential on par with all other Americans through education, research, advocacy and provision of services.

OUR MODEL

**SYSTEMS DRIVEN –COMMUNITY RESPONSIVE
COLLABORATIVELY POSITIONED**



Strategic Alignment

Services intersect to open doors for everyone.

KIDS COLLEGE

Kids College began at the Marion Sterling Pre-K through 8 School in 2013 to address Ohio's Third Grade Reading Guarantee, a law that impacts third graders' ability to be promoted to fourth grade. The program is designed to provide school-based and after-school literacy instruction. Over the last three years, 76 students have participated in activities including intensive reading and spelling instruction with a literacy coach, exposure opportunities, and parent engagement.



PROGRAM GOALS

- Help students reach grade level reading and beyond;
- Help students stay on track, academically;
- Provide learning opportunities beyond the classroom; and
- Help parents know how to help improve their students' literacy.

PROGRAM HIGHLIGHTS

- The program leveraged other community partners in the school to supplemental literacy.
- Strong and sustained relationship with literacy coach and the teachers created trust and continuity in instruction and learning.
- Significant increase in Fall to Spring proficiency

Students taking the pre- and post-assessments: **26**

Students Proficient in Fall: **3**

Students Proficient in Spring: **24**



93% Students Promoted to the 4th grade



Thank you to United Way of Greater Cleveland for supporting Kids College and for opening the door for the ULGC to leverage support from the Sisters of Charity Foundation and the National Urban League.

WORKFORCE DEVELOPMENT

In the midst of a tough economic climate, the Urban League reaches hundreds of individuals annually through targeted job-skill training, coaching and employment services. We work to raise employment and income levels by assisting individuals to access the skills, knowledge, support and networks they need to enter the workforce and advance in their careers through:

- *Employment Referrals*
- *Employer Career Fairs*
- *Contractors' Construction Inclusion Program*
- *Pre-Apprenticeship Training Program (PAT)*
- *Employer-Driven Workforce Training*
- *Solid Opportunities for Advancement and Retention (S.O.A.R.)*
- *Urban Youth Empowerment NOW (UYEP NOW)*
- *Urban Youth FaceForward*
- *MyCOM*



Nate Crockett
UYEP FaceForward Student

PROGRAM HIGHLIGHTS

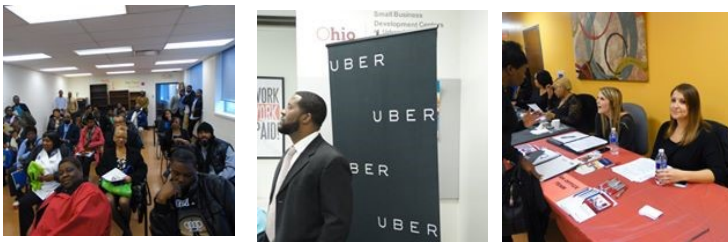
S.O.A.R./PAT Classes: **3**

Total Enrolled in S.O.A.R. Classes: **33**

Total Completing S.O.A.R. Classes: **33**

Total Completing PAT Classes: **6**

200 people attend opportunity fair on November 30th



MyCOM Training Workshops: **19**

MyCOM Workshop Attendees: **210**

**Total clients served include youth and adults*

ECONOMIC EMPOWERMENT

Entrepreneurship & Business Development

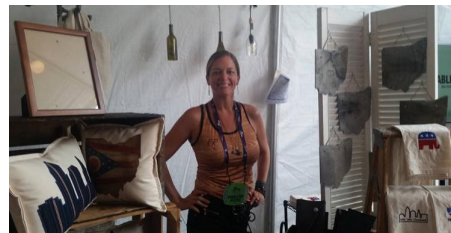
The Entrepreneurship Center (EC) at the Urban League of Greater Cleveland's goal is to help to **START**, **SUSTAIN** and **GROW** small businesses in the Greater Cleveland market and throughout Cuyahoga County.



The Urban League of Greater Cleveland (ULGC) hosted an Outdoor Pop-Up Store during the Republican National Convention the week of July 18-21, 2016. The Pop-Up Store featured Entrepreneurship Center clients who showcased their best products for purchase by the convention visitors. The Store will also provided an avenue to highlight the good works of the Urban League of Greater Cleveland in the Economic and Community Development arenas.



Pop-Up Store created an environment for RNC visitors to engage with minority owned businesses and learn how they leverage their businesses to create economic development and jobs in the Cleveland area



ECONOMIC IMPACT 2016

BUSINESSES CREATED: 63

JOBS CREATED: 189

LOANS, CAPITAL & INVESTMENTS: 82

TOTAL ECONOMIC IMPACT: *\$32.7 MILLION

**LOANS, EQUITY INVESTMENTS, BONDING CAPACITY AND CONTRACTS*

ECONOMIC EMPOWERMENT

CAPITAL ACCESS FUND OF GREATER CLEVELAND (CAF)



\$8 million programmatic initiative that seeks to provide African American and other minority business owners in Greater Cleveland with access to capital and pre- and post-loan counseling to ensure the success of those borrowers. CAF is born out of a unique collaboration of local and national institutions that are leaders in each of their fields, coming together to provide a viable, local solution to the national challenge of lack of access to capital for African American and other minority businesses.



CAF OUTCOMES THUS FAR

Outcomes thus far for CAF are as follows (from the start of the program in July 2016 through December 2016)

- 8 loans totaling \$1.4 million
- 70 jobs created or maintained
(range: \$9/hour to \$50,000 annually)

FOUNDING PARTNERS

Morgan Stanley
National Development Council (NDC)
National Urban League (NUL)
National Urban League's Urban Empowerment Fund (NUL-UEF)
Urban League of Greater Cleveland (ULGC)
Cuyahoga County

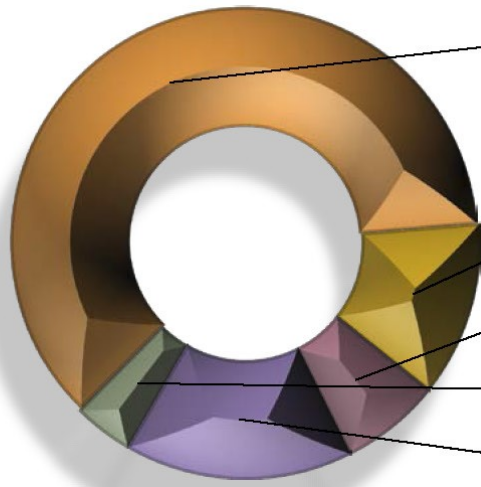
LOCAL PARTNERS

Key Bank
City of Cleveland
Burton D. Morgan Foundation
PNC Bank
Fifth Third Bank
Cleveland Foundation

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FINANCIALS

ULGC REVENUE SOURCES 2016



GOVERNMENT

\$914,662
61%

NUL

\$179,380
12%

FOUNDATIONS

\$102,950
7%

UNITED WAY

\$60,475
4%

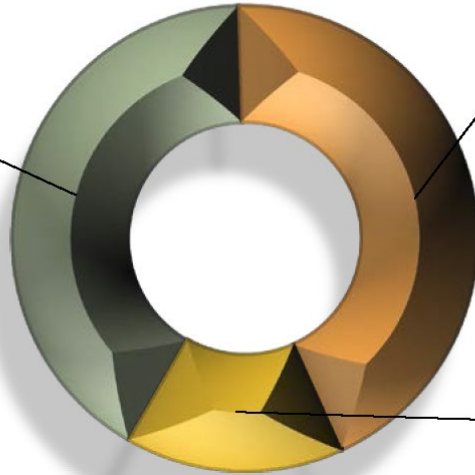
OTHER

\$234,578
16%

TOTAL \$1,492,045

ULGC USAGE 2016

YOUTH AND
WORKFORCE
\$614,832
41%



ENTREPRENEURSHIP

\$652,011
44%

OTHER

\$225,203
15%

TOTAL \$1,492,045

TOTAL CLIENTS SERVED IN 2016:

1,200

*(FY ending 12/31/16)

2016 FUNDERS

City of Cleveland
Cleveland Clinic
Cleveland Municipal School District
Construction Employers Association
Cuyahoga Community College
Cuyahoga County
Cuyahoga Metropolitan Housing Authority
Fifth Third Bank
National Urban League

Ohio Development Services Agencies
PNC
SBA
Sisters of Charity
Starting Point
Third Federal
The Cleveland Foundation
The George Gund Foundation
United Parcel Service
United Way of Greater Cleveland

2016 COMMUNITY PARTNERS

American Family Insurance
AT&T
Call&Post
Case Western Reserve University
Central Cadillac
Cleveland State University
Coleman Spohn
Delta Sigma Theta, Inc.
Dominion East Ohio
Enterprise Holdings
FirstEnergy Corp
First National Bank
Forest City Enterprises
John Carroll University
KeyBank

Medical Mutual
Burton D. Morgan Foundation
National Development Council
New Horizons Baking
Nordson
Northeast Ohio Regional Sewer District
OpenNEO
Optima Lender Services
RPM International
The WORD Church
United Pastors in Mission

All donors listed in the report are from January 1, 2016 to December 31, 2016

2016 HIGHLIGHTS

2016 Cadillac SRX Raffle—April 2016

Congratulations

PAT H.

of Akron, OH
WINNER of

2016 Cadillac SRX 2-year lease!!



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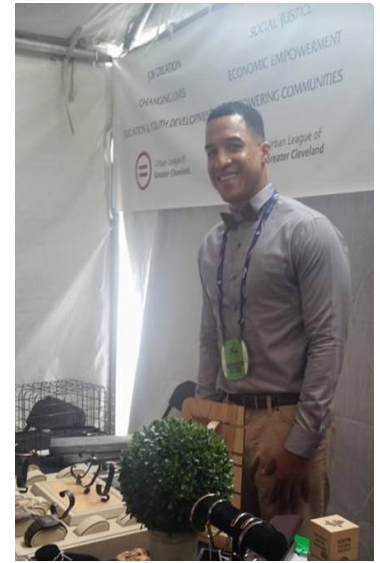
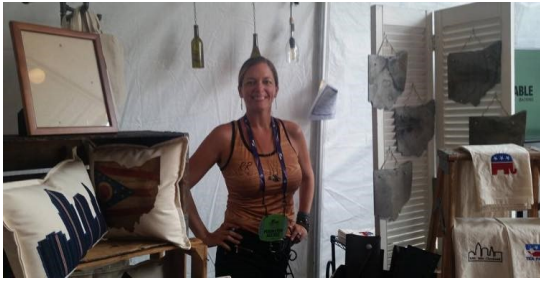
Central Cadillac
All Roads Lead To Central



Annual Fishing with Dad — Father's Day Weekend June 2016



RNC Vendors—July 2016



Doing Business with the City of Cleveland and CMSD—July 2016



Community/Civic Engagement—October/November 2016

The Fifth Third Financial Empowerment Mobile is rolling your way!



Sometimes opportunity knocks. Other times, it rolls. Get on board the Fifth Third eBus for:

- Assistance with requesting your Credit Report
- Financial Education
- Fraud Awareness and Prevention
- Internet Banking and Bill Payment Demonstrations
- Home Ownership Seminars
- How to Avoid Foreclosure

Friday, October 21
 Urban League of Greater Cleveland/Central Cadillac
 2801 Carnegie Ave., Cleveland, OH 44115
 10:00am - 2:00pm

FIFTH THIRD BANK
 www.53.com
 life
 Done. Empowered through Financial Empowerment.
 Tanisha Rush
 216-274-5443
 tanisha.rush@53.com



NORTHEAST OHIO
 OCT. 21-23

OUR VOTE MATTERS
 #OURVOTEMATTERS

BUS TOUR

Partners: National Urban League, NUN, National Hispanic Leadership Conference, National Black Leadership Initiative Institute, SHOW YOUR POWER VOTE



Mix & Mingle with Local & State Candidates
 Learn About Issues and Candidate Platforms

MEET THE CANDIDATES
 INFORMATION SESSION
 SATURDAY, OCTOBER 1, 2016
 8:30 am - 11:30 am
 Margaret W. Wong & Associates
 3150 Chester Avenue
 Cleveland, OH 44114

"Bring Your Youth to the Booth!" Part III
 Breakfast will be served
 RSVP by September 15th to Corlita Hardman 216-291-2603

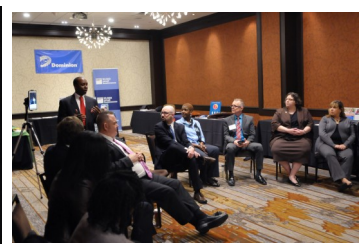
Presented by
 Urban League of Greater Cleveland GUILD
 MARGARET W. WONG & ASSOCIATES LLC
 ATTORNEYS AT LAW

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 www.ulcleveland.org

VoteRiders™
 Contact Us For Free Voter ID Assistance
 www.VoteRiders.org 844-338-8743
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Equal Opportunity Day Luncheon—December 2016



Event Sponsors



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New Community Church

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Cathy Lewis Wright
*Sharon Gibson, Liaison

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Wanda Hill

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Marva White*

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*CONSULTANT

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Urban League of
Greater Cleveland
Celebrating 100 years

*Empowering Communities.
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Agency Partners



**National
Urban League**



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