Mapping Cincinnati's Manufacturing Support Ecosystem

Urban Manufacturing Alliance

Acknowledgements and Thanks

Thank you to Lee Wellington and Katy Stanton from the Urban Manufacturing Alliance and Laura Wolf-Powers, PhD, from the City University of New York Hunter College for their guidance on this research. We received helpful support with data collection from Matthew Anthony, founder and executive director of Cincinnati Made. Thank you to Tanu Kumar at Pratt Center for Community Development and Case Wyse at Pratt Institute's Spatial Analysis and Visualization Initiative for their additional analysis of manufacturing data at the metropolitan level. Finally, thank you to the survey respondents and focus group participants for their time and insights.

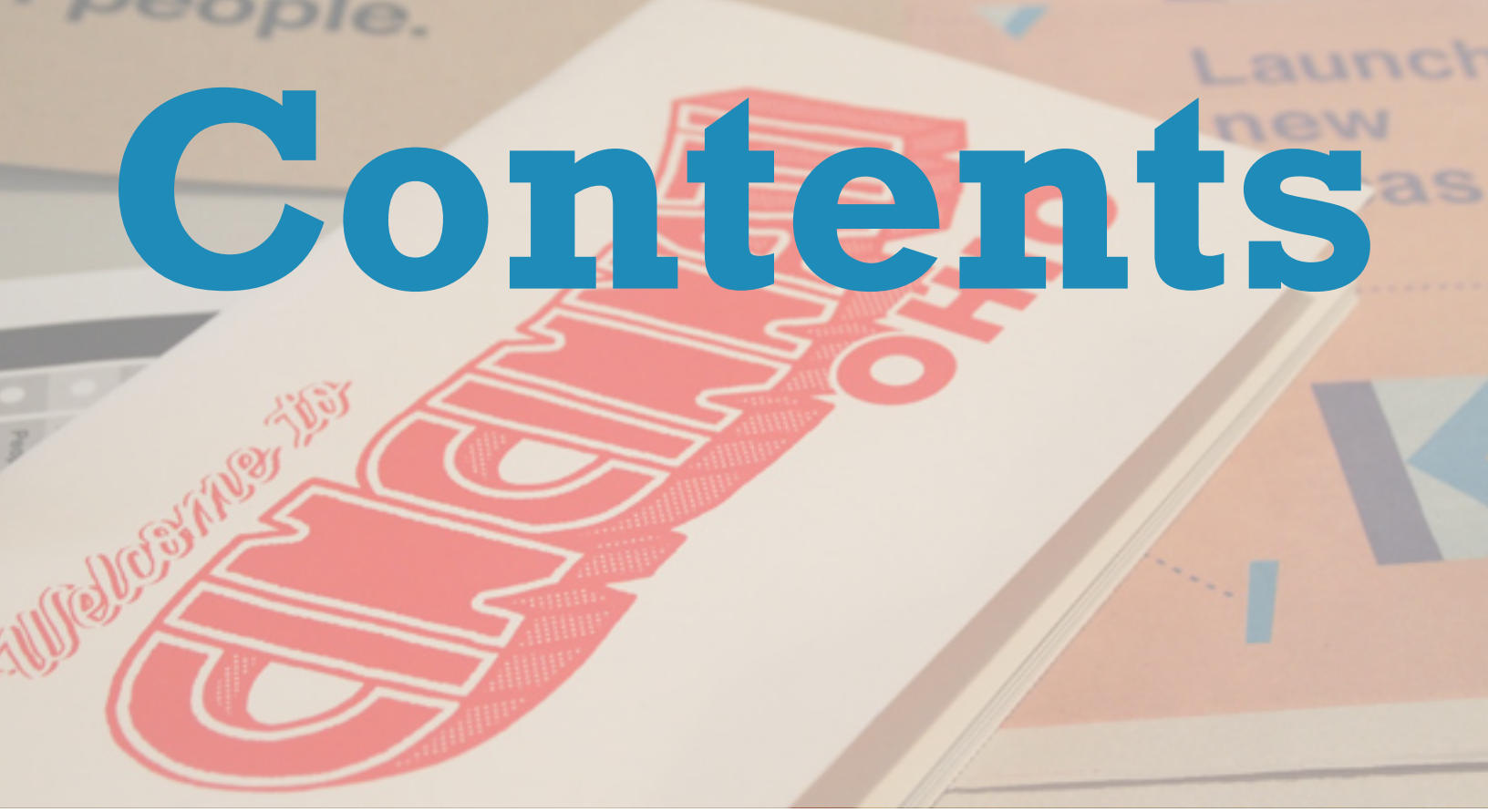
REPORT DESIGN Maria Klushina

All images courtesy of UMA unless otherwise noted.

June 2018

[1] Organizations included in this ecosystem map participated in our *State of Urban Manufacturing* study; UMA does not represent this constitutes a comprehensive list of organizations that serve makers and manufacturers in Cincinnati. Our hope is that this encourages local partners to compile a fuller listing and keep it up-to-date as the support landscape changes over time.

[2] For the purpose of our study, region is geographically larger than a city and smaller than state; however, a region may contain portions of more than one state.



Contents

4 About the *State of Urban Manufacturing* 4

4 About the Urban Manufacturing Alliance 4

5 Methodology for the Ecosystem Mapping Process 5

6 Services Provided 6

- Service Provider Overview 7
- Business Operations 9
- Access to Capital 10
- Product Development 11
- Real Estate 12
- Workforce Development 13
- Community Building/Ombudsman Services 14

15 Manufacturing Subsectors and Geographies Served 15

- Manufacturing Subsectors Served 15
- Subsectors and Geographies Served 16

About the *State of Urban Manufacturing*

The Urban Manufacturing Alliance conceived the *State of Urban Manufacturing* study as a way to give policymakers, economic development practitioners, and workforce training providers information they can use to make strategic decisions to support urban manufacturers. Longer term, this information may serve as a foundation to expand understanding across the economic development field. To inform this national research, UMA collected information directly from hundreds of manufacturers across six pilot cities — including more than 100 in Cincinnati — on the nature of their businesses and the challenges they face; the research team also spoke with a variety of organizations that aim to support these firms. Those support organizations informed the following Ecosystem Map. Its intent is to help producers and the organizations that support them match the right resources to businesses' needs.

About the Urban Manufacturing Alliance

The Urban Manufacturing Alliance is a national coalition of organizations that are building manufacturing economies fit for the 21st century. Our goal is to create pathways to middle-class jobs, spark homegrown innovation, and ensure that cities and towns continue to be the places where we make things. Through our Communities of Practice, in-person Gatherings, and original policy research, UMA showcases current practices, programs, and people that are uplifting manufacturing and creating more equitable communities. Learn more at www.urbanmfg.org.

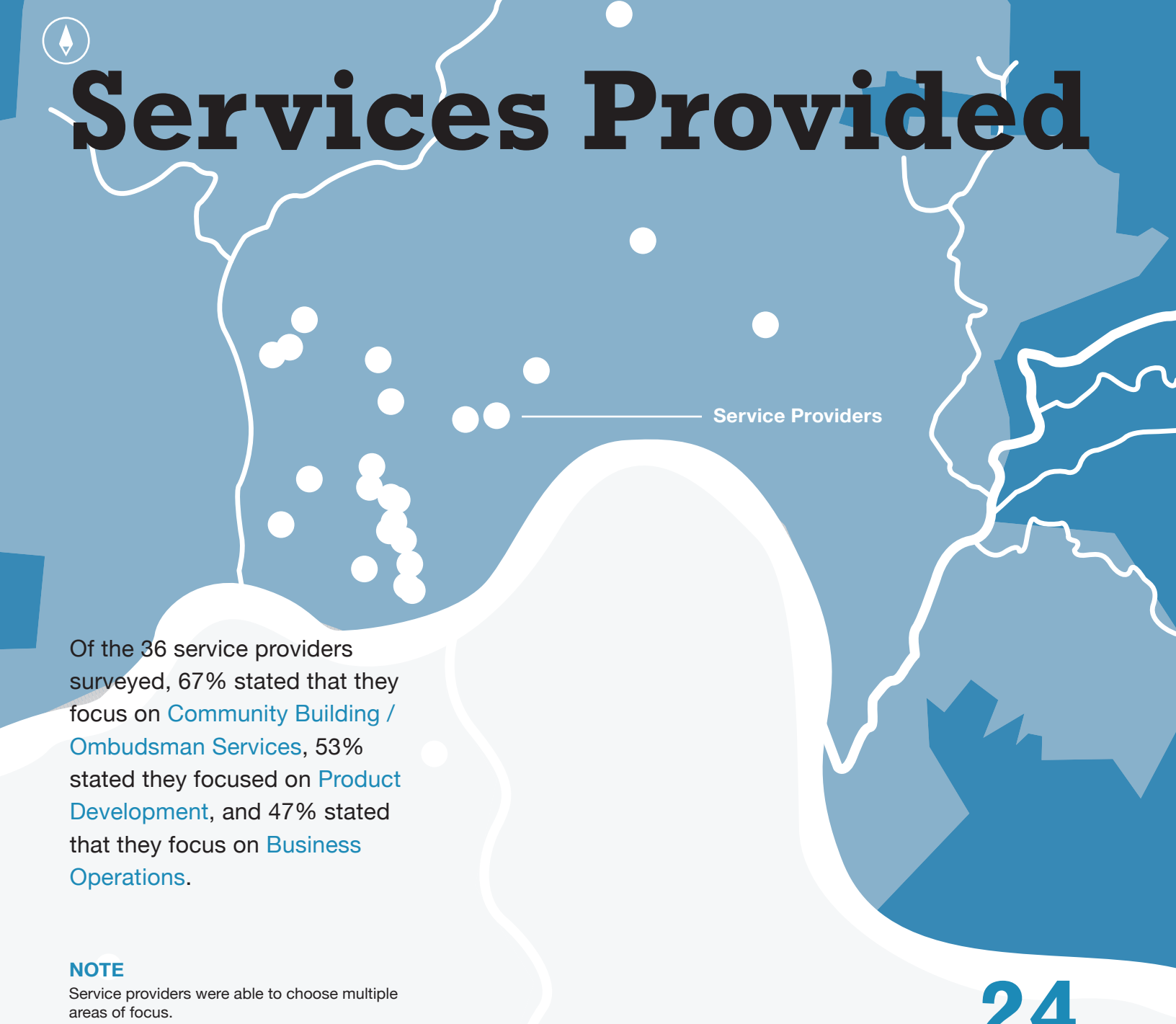
Methodology for the Ecosystem Mapping Process

UMA was able to survey 36 organizations in Cincinnati that support manufacturers. The survey asked about:

- The general types of services offered to manufacturers, from among the following categories: Business Operations, Access to Capital, Product Development, Real Estate, Workforce Development, and Community Building/Ombudsman Services
- Specific programs within each service category
- Specific manufacturing subsectors on which each organization might focus
- Whether organizations served the entire city, specific neighborhoods, or particular types of manufacturers (some providers have a national footprint)

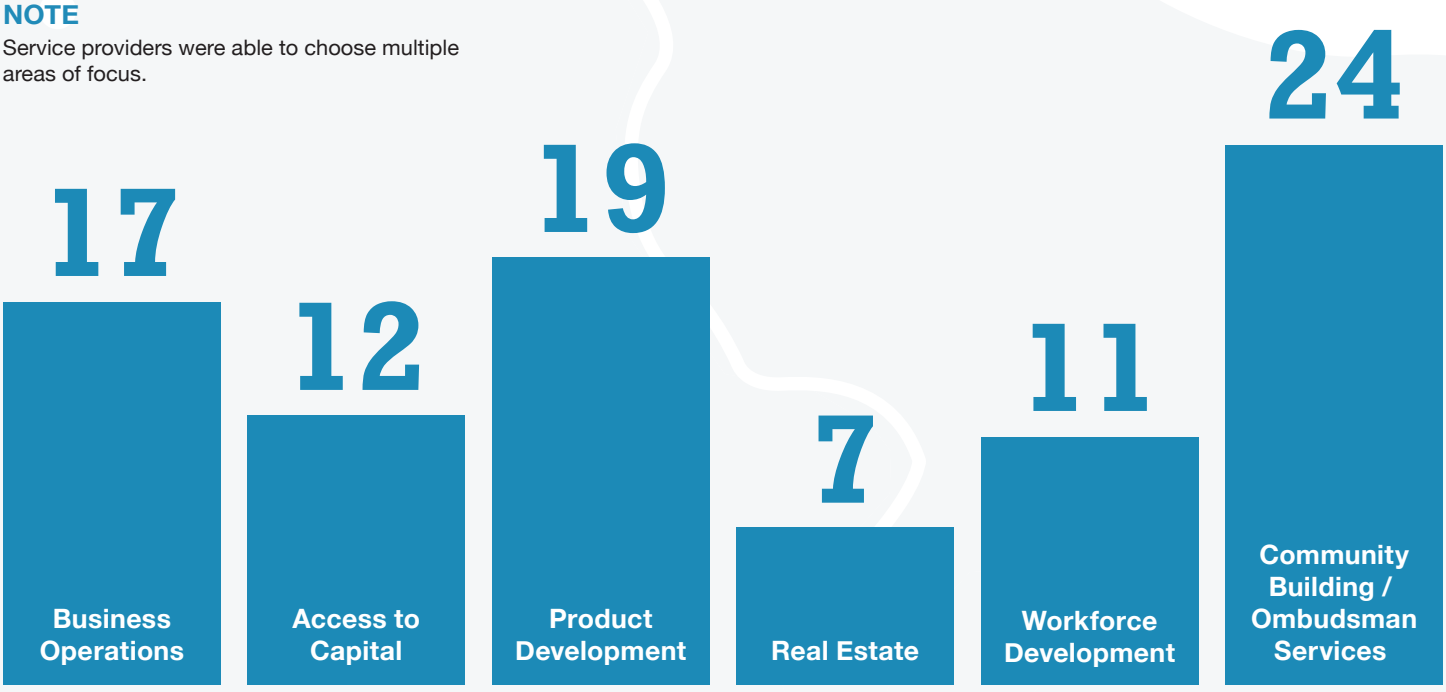
Some of the visualizations may list programmatic categories without any organizations working directly in that area. In addition to enumerating existing programs, an important goal of this process was point to gaps in existing manufacturing services. Our hope is that this information is leveraged for continued—and improved—collaborations across service providers, especially to address unmet needs. We also hope that these services will be periodically re-mapped to reflect changes in this ecosystem.

Services Provided



Of the 36 service providers surveyed, 67% stated that they focus on Community Building / Ombudsman Services, 53% stated they focused on Product Development, and 47% stated that they focus on Business Operations.

NOTE
Service providers were able to choose multiple areas of focus.



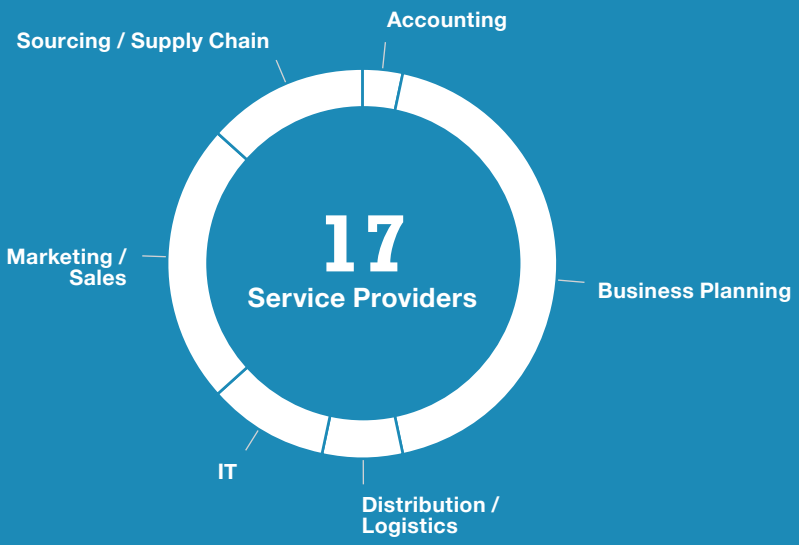
Service Provider Overview

	SERVICES PROVIDED						SUBSECTORS SERVED											
	Business Operations	Access to Capital	Product Development	Real Estate	Workforce Development	Community Building	All Subsectors	Apparel, Textiles, & Leather	Ceramics	Chemical & Material Manufacturing	Computer & Electronics Product Manufacturing	Electrical Equipment, Appliance, & Component Manufacturing	Food & Beverage	Jewelry & Accessories	Medical Product Manufacturing	Metalwork, Machining & Fabrication	Printing & Related Support Activities	Wood Product Manufacturing
Artworks	■	■	■		■	■		■	■				■	■	■	■	■	■
Brewery District Community Urban Redevelopment Corporation						■	■											
Camp Washington Community Board	■			■		■	■											
Cincinnati Development Fund		■					■											
Cincinnati Made	■		■			■	■											
Cincinnati Museum Center			■			■		■	■	■	■	■	■	■		■	■	■
Cincinnati State Technical and Community College					■					■	■	■	■				■	
Cincinnati USA Regional Chamber of Commerce	■		■			■	■											
City of Cincinnati - Department of Community and Economic Development				■		■	■											
Econogy Talent Group	■	■	■		■	■		■		■	■	■	■		■	■	■	
Flywheel Social Enterprise Hub	■		■			■					■		■	■	■		■	
Gateway Community and Technical College					■							■	■			■		■
Glad River Ventures		■					■											
Greater Cincinnati and Northern Kentucky African American Chamber of Commerce	■	■		■	■	■	■											
Greater Cincinnati Redevelopment Authority		■		■		■				■	■	■	■		■	■		
Haile/U.S. Bank Foundation		■				■												
HCDC	■		■	■		■				■	■	■			■	■		
Hispanic Chamber Cincinnati USA	■	■	■			■				■			■				■	
Hive 13			■					■			■	■	■			■		■
Kentucky Career Center	■				■		■											
Local Initiatives Support Corporation (LISC) Greater Cincinnati & Northern Kentucky		■					■											
Minority Business Accelerator - Cincinnati USA Regional Chamber	■	■	■			■		■	■	■	■	■	■		■	■	■	■
MORTAR		■	■			■		■					■	■				
Northern Kentucky Tri-ED	■		■			■	■											
OTR Chamber Commerce		■				■	■											
Partners for a Competitive Workforce	■				■	■				■					■	■		
REDI Cincinnati	■						■											
Sew Valley			■		■	■		■										
Sinclair Community College					■					■	■	■	■		■	■		

Service Provider Overview

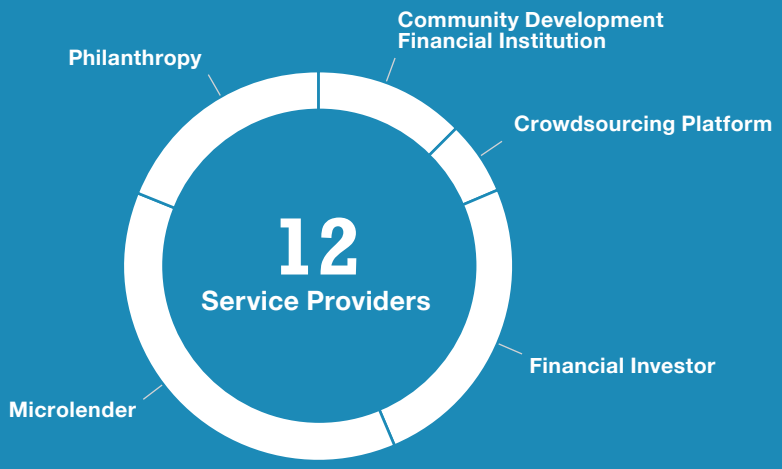
	SERVICES PROVIDED						SUBSECTORS SERVED											
	Business Operations	Access to Capital	Product Development	Real Estate	Workforce Development	Community Building	All Subsectors	Apparel, Textiles, & Leather	Ceramics	Chemical & Material Manufacturing	Computer & Electronics Product Manufacturing	Electrical Equipment, Appliance, & Component Manufacturing	Food & Beverage	Jewelry & Accessories	Medical Product Manufacturing	Metalwork, Machining & Fabrication	Printing &Related Support Activities	Wood Product Manufacturing
TechSolve	■		■	■		■		■				■	■		■	■	■	■
The Manufactory			■			■									■			
U.S. Commercial Service - Cincinnati	■		■						■	■	■	■			■	■		■
University of Cincinnati			■		■			■	■		■	■		■	■	■	■	■
University of Cincinnati Center for Entrepreneurship & Commercialization	■		■		■	■	■											
Upside Innovations			■							■	■	■	■		■	■	■	■
Walnut Hills Redevelopment Foundation				■		■		■	■				■		■	■	■	■

Business Operations



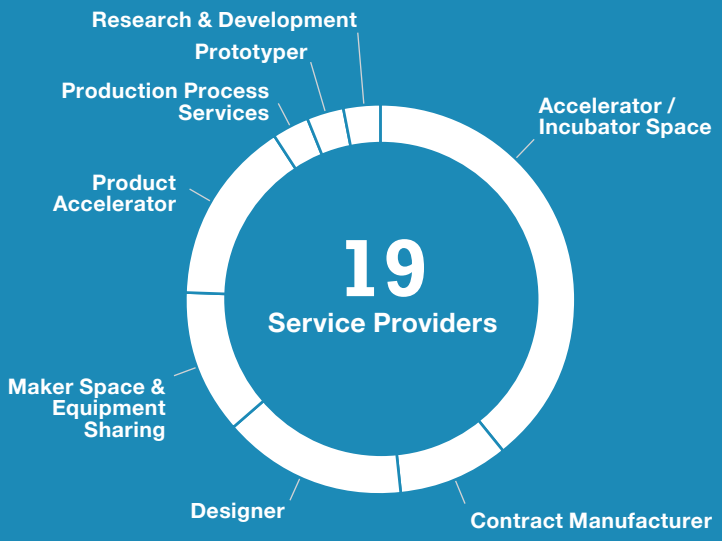
	Accounting	Business Planning	Distribution / Logistics	Information Technology (IT)	Legal	Marketing / Sales	Retail Placement	Sourcing / Supply Chain	Wholesale Support
Artworks		✓							
Camp Washington Community Board		✓							
Cincinnati Made		✓							
Cincinnati USA Regional Chamber of Commerce						✓		✓	
Econogy Talent Group		✓				✓			
Flywheel Social Enterprise Hub		✓							
Greater Cincinnati and Northern Kentucky African American Chamber of Commerce		✓							
HCDC		✓							
Hispanic Chamber Cincinnati USA		✓				✓			
Kentucky Career Center		✓							
Minority Business Accelerator - Cincinnati USA Regional Chamber		✓		✓		✓		✓	
Northern Kentucky Tri-ED						✓			
Partners for a Competitive Workforce			✓	✓				✓	
REDI Cincinnati		✓							
TechSolve		✓						✓	
U.S. Commercial Service - Cincinnati						✓			
University of Cincinnati Center for Entrepreneurship & Commercialization	✓	✓	✓	✓		✓			

Access to Capital



	Community Development Financial Institution	Crowdsourcing Platform	Financial Investor	Microlender	Philanthropy
Artworks				✓	
Cincinnati Development Fund	✓				
Econogy Talent Group				✓	
Glad River Ventures			✓		
Greater Cincinnati and Northern Kentucky African American Chamber of Commerce			✓		
Greater Cincinnati Redevelopment Authority				✓	
Haile/U.S. Bank Foundation					✓
Hispanic Chamber Cincinnati USA				✓	✓
Local Initiatives Support Corporation (LISC) Greater Cincinnati & Northern Kentucky	✓	✓		✓	
Minority Business Accelerator - Cincinnati USA Regional Chamber			✓		
MORTAR			✓	✓	
OTR Chamber Commerce					✓

Product Development



	Accelerator & Incubator Spaces	Contract Manufacturer	Designer	Maker Space & Equipment Sharing	Product Accelerator	Production Process Services	Prototyper	Research & Development
Artworks	✓		✓					
Cincinnati Made	✓				✓			
Cincinnati Museum Center				✓				
Cincinnati USA Regional Chamber of Commerce	✓							
Econogy Talent Group	✓		✓		✓			✓
Flywheel Social Enterprise Hub	✓							
HCDC	✓				✓		✓	
Hispanic Chamber Cincinnati USA	✓							
Hive 13				✓				
Minority Business Accelerator - Cincinnati USA Regional Chamber	✓							
MORTAR	✓							
Northern Kentucky Tri-ED	✓							
Sew Valley	✓	✓	✓	✓				
TechSolve						✓		
The Manufactory	✓	✓		✓				
U.S. Commercial Service - Cincinnati					✓			
University of Cincinnati			✓					
University of Cincinnati Center for Entrepreneurship & Commercialization	✓		✓		✓			
Upside Innovations		✓						

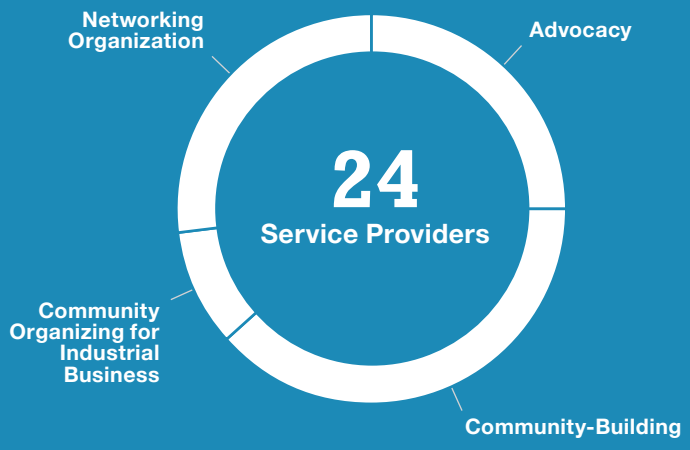
Real Estate

	Business Improvement District	Real Estate Agent	Real Estate Developer (For-Profit)	Real Estate Developer (Non-Profit)
Camp Washington Community Board	✓			
City of Cincinnati - Department of Community and Economic Development	✓			
Greater Cincinnati and Northern Kentucky African American Chamber of Commerce	✓			
Greater Cincinnati Redevelopment Authority				✓
HCDC	✓			
TechSolve	✓			
Walnut Hills Redevelopment Foundation				✓

Workforce Development

	Apprenticeship Organization	Community College	Four-Year University/College	K-12 Institutions	Labor Union	Non-School-Affiliated Training	Staffing Agency	Technical College	Trade Group
Artworks	✓					✓			
Cincinnati State Technical and Community College		✓							
Econogy Talent Group							✓		
Gateway Community and Technical College	✓	✓						✓	
Greater Cincinnati and Northern Kentucky African American Chamber of Commerce									✓
Kentucky Career Center	✓								
Partners for a Competitive Workforce	✓								
Sew Valley	✓					✓			
Sinclair Community College	✓	✓							
University of Cincinnati			✓						
University of Cincinnati Center for Entrepreneurship & Commercialization	✓		✓						

Community Building/ Ombudsman Services



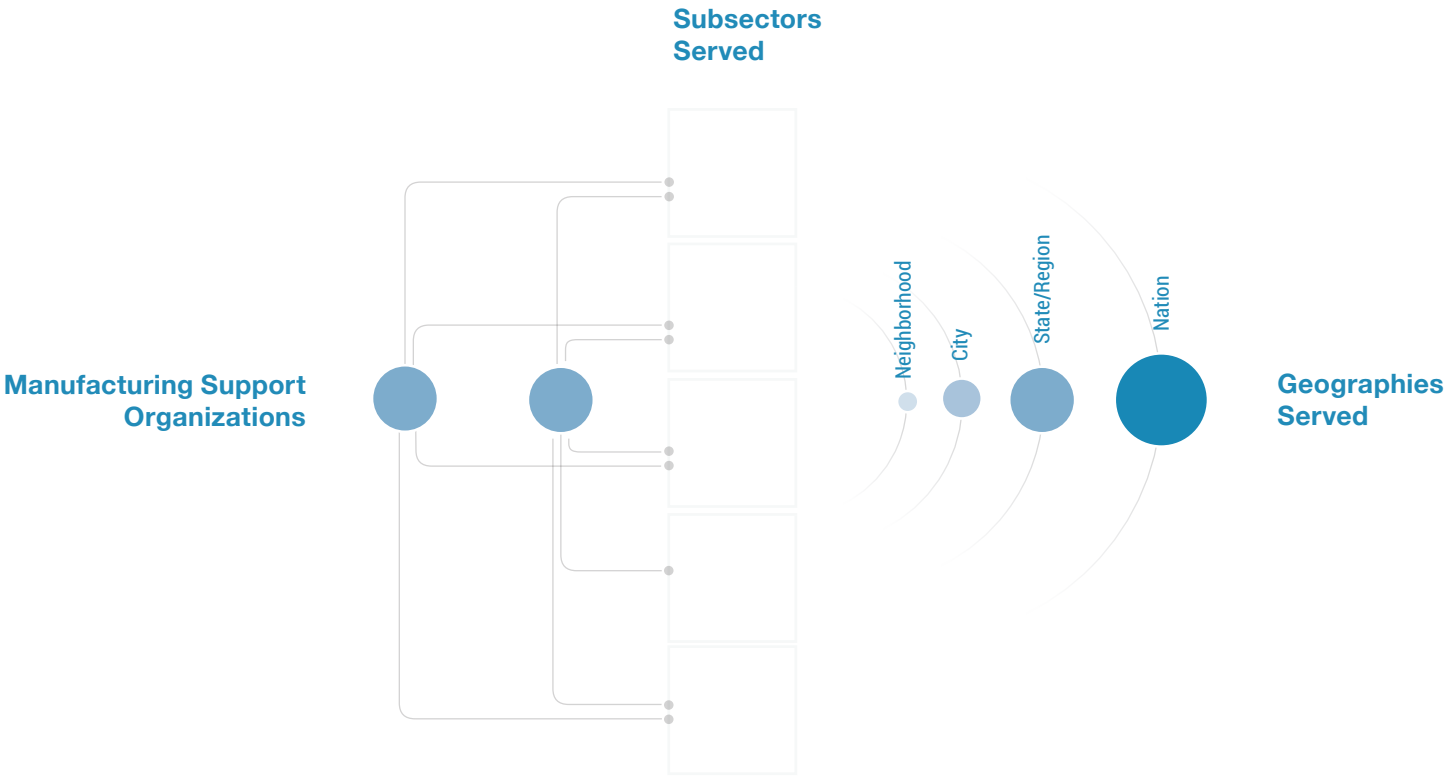
	Advocacy Organization	Community Building	Community Organizing for Industrial Business	Networking Organization	Regulatory Services
Artworks		✓		✓	
Brewery District Community Urban Redevelopment Corporation		✓		✓	
Camp Washington Community Board	✓	✓	✓	✓	
Cincinnati Made	✓				
Cincinnati Museum Center		✓			
Cincinnati USA Regional Chamber of Commerce	✓	✓		✓	
City of Cincinnati - Department of Community and Economic Development	✓	✓	✓		
Econogy Talent Group			✓		
Flywheel Social Enterprise Hub	✓	✓		✓	
Greater Cincinnati and Northern Kentucky African American Chamber of Commerce	✓	✓		✓	
Greater Cincinnati Redevelopment Authority	✓	✓	✓	✓	
Haile/U.S. Bank Foundation		✓			
HCDC			✓	✓	
Hispanic Chamber Cincinnati USA	✓	✓		✓	
Minority Business Accelerator - Cincinnati USA Regional Chamber	✓	✓		✓	
MORTAR	✓	✓			
Northern Kentucky Tri-ED	✓	✓		✓	
OTR Chamber Commerce	✓	✓		✓	
Partners for a Competitive Workforce	✓			✓	
Sew Valley		✓			
TechSolve		✓		✓	
The Manufactory		✓			
University of Cincinnati Center for Entrepreneurship & Commercialization		✓			
Walnut Hills Redevelopment Foundation		✓			

Manufacturing Subsectors Served

NOTE

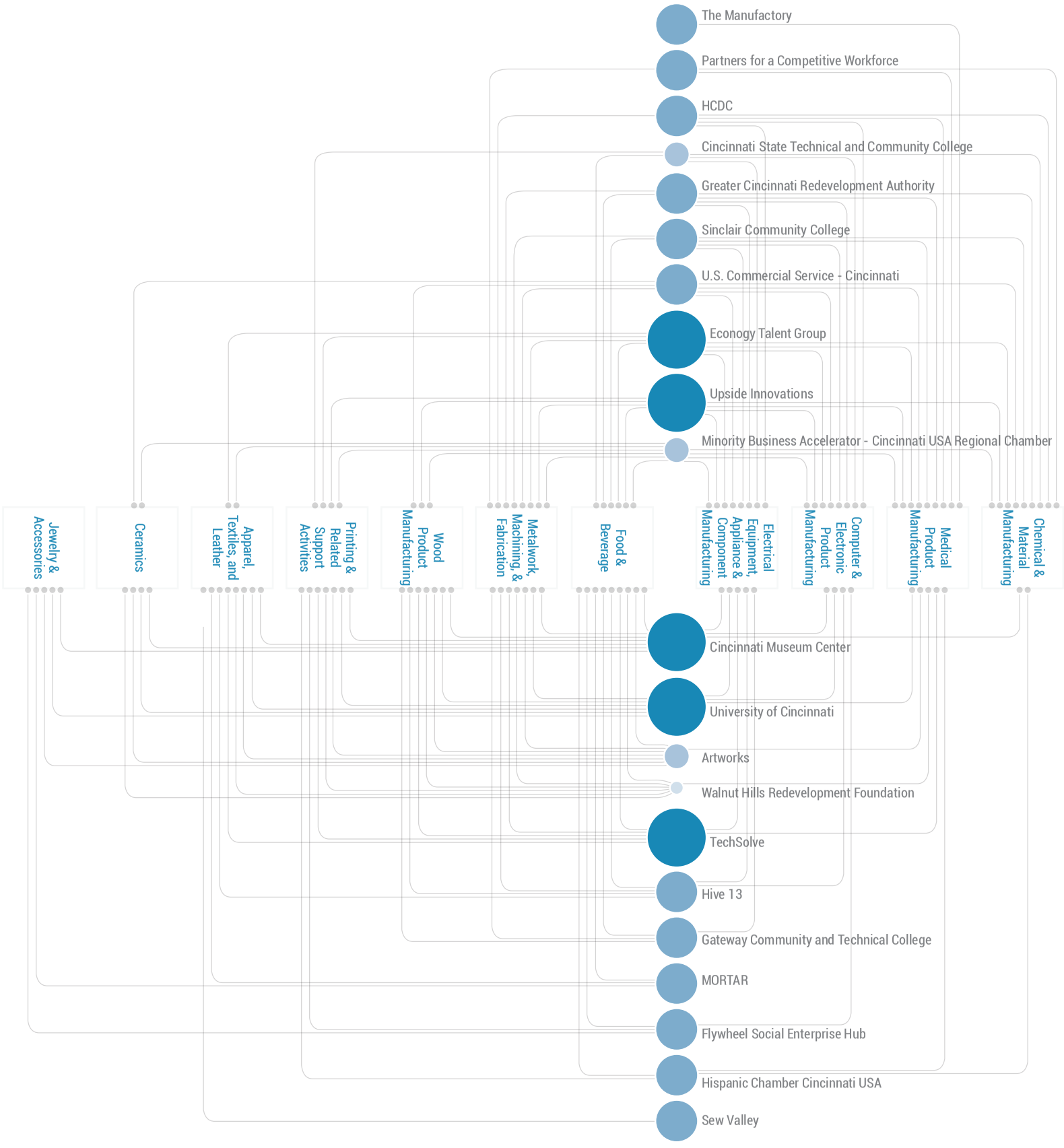
Service providers were able to select more than one subsector.

Subsectors and Geographies Served



KEY

The above key is for the visualization on the following page.


The Manufactory
Partners for a Competitive Workforce
HCDC
Cincinnati State Technical and Community College
Greater Cincinnati Redevelopment Authority
Sinclair Community College
U.S. Commercial Service - Cincinnati
Econogy Talent Group
Upside Innovations
Minority Business Accelerator - Cincinnati USA Regional Chamber
Jewelry & Accessories
Ceramics
Apparel, Textiles, and Leather
Printing & Related Support Activities
Wood Product Manufacturing
Metalwork, Machining, & Fabrication
Food & Beverage
Electrical Equipment, Appliance & Component Manufacturing
Computer & Electronic Product Manufacturing
Medical Product Manufacturing
Chemical & Material Manufacturing
Cincinnati Museum Center
University of Cincinnati
Artworks
Walnut Hills Redevelopment Foundation
TechSolve
Hive 13
Gateway Community and Technical College
MORTAR
Flywheel Social Enterprise Hub
Hispanic Chamber Cincinnati USA
Sew Valley

All Subsectors
Brewery District Community Urban Redevelopment Corporation
Camp Washington Community Board
Cincinnati Development Fund
Cincinnati Made
Cincinnati USA Regional Chamber of Commerce
City of Cincinnati - Department of Community and Economic Development
Glad River Ventures
Greater Cincinnati and Northern Kentucky African American Chamber of Commerce
Haile/U.S. Bank Foundation
Kentucky Career Center
Local Initiatives Support Corporation (LISC) Greater Cincinnati & Northern Kentucky
Northern Kentucky Tri-ED
OTR Chamber Commerce
REDI Cincinnati
University of Cincinnati Center for Entrepreneurship & Commercialization

The Urban Manufacturing Alliance was generously supported by our National Title Sponsors, the Ewing Marion Kauffman Foundation and Bank of America Merrill Lynch, and our National Lead Sponsors, Google and Etsy. UMA would also like to thank Local Title Sponsors The Carol Ann and Ralph V Haile Jr./U.S. Bank Foundation; PNC Bank; and the Port of Greater Cincinnati Development Authority.

EWING MARION KAUFFMAN FOUNDATION

Bank of America Merrill Lynch

Google

Etsy

The Carol Ann and Ralph V. Haile, Jr. U.S. Bank N.A. FOUNDATION
An independent family foundation

Port of Greater Cincinnati DEVELOPMENT AUTHORITY

PNC BANK