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CONTENTS

6-18 **Finance** Category Page Banks in Northeast Ohio 8-9 Largest Savings Institutions 10 Largest Investment Advisers 11 Largest Money Managers 12-13 Private Equity & Venture Capital Firms 14-15 SBA Lenders 16 Largest Acquisitions 17-18

Payroll Data	19-26
Highest-Paid CEOs	20-22
Highest-Paid Non-CEOs	24-25
Highest-Paid CFOs	25-26

FROM THE DATA DESK

Dig deeper: Get the digital Book of Lists

re you one of those people who keeps the Book of Lists at their desks all year long, dog-earing pages and wearing out the binding?

You already know it's packed with information on hundreds of Northeast Ohio companies — data you often can't get anywhere else.

But you may not know how deep the rabbit hole truly goes.

Crain's Data Members do. With a few clicks, they can download the entire 2019 Book of Lists in Excel format. That file contains even more companies than you'll find in the printed Book of Lists.

The digital version also contains the names and titles of thousands of local executives, the vast majority of whom do not show up in the print edition. So if you want to know who's who in the Northeast Ohio business community, and maybe add them to your contacts list, that's a great place to start.

But it really is just the start. Data Members can download as many lists as they want for an entire year. *Crain's* also offers similar memberships at publications in New York, Chicago and Detroit.

Plus, all four publications will be adding historical company data to the Excel versions of our lists throughout 2019, when appropriate. *Crain's Cleveland* has already gotten started: If you download the 2019 Book of Lists, you'll get 10 years of data for two banking-related lists in the Finance section, which starts on page 6. Same goes for our Privately Held Companies list on page 38 and our Nonprofits list on page 60.

To learn more about the Data Membership, visit CrainsCleveland.com/Data-Lists. Of course, Data Members still get the print edition of *Crain's*, including the Book of interprint that the print that the print that the print of the Data Members still get the print edition of *Crain's*, including the Book of interprint that the print the

Lists. Enjoy it, but go easy on it. The binding won't last forever.

— Chuck Soder, senior data editor, Crain's Cleveland/Crain City Books

Have questions? Should your organization be included on a list? Email Chuck Soder: coder@crain.com.

Company Data 28-45 Category Page

Category	Page
100 Top Employers	30-34
Largest Summit County Employers	34
Largest Cuyahoga County Employers	35
Weatherhead 100	36-37
Largest Private Companies	38-39
Largest Public Companies in Northeast Ohio	40-41
Largest Public Companies in Ohio	42
Patents	43
Largest Family Owned Businesses	44-45

Health Care Largest Hospitals Continuing Care Retirement Communities Health Care Directory 51-57

Civic Engagement Nonprofits	58-71
Largest Philanthropic Gifts of 2017	64-66
Grantmaking Foundations	67-68
Colleges and Universities	68-69
Private and Parochial Schools	70-71

Real Estate	72-83				
Wealthiest Suburbs	74-76				
Commercial Property Sales	76-77				
Commercial Contractors	78				
Coworking Spaces	79				
Residential Properties Sales	80-81				
Downtown Cleveland Apartments	82-83				

Professional Services 84-117

Category	Page
Law Firms	85-89
Largest Architectural Firms	89-90
Largest Engineering Firms	91
Largest Accounting Firms	92-93
Employee Benefits	94-95
Software Developers	96-97
Largest Manufacturing Companies	98-99
Executive Search	100
Marketing Firms Service Providers and Printers	101
Marketing Services Directory	102-106
Women Owned Businesses	107
Women Owned Business Directory	108-113
Minority Owned Businesses	114
Minority Owned Business Directory	115-117

Misc. 118-126

Category	Page
Breweries	118-119
Wineries	119-120
Caterers	121-122
Credit Unions	122-123
Data Centers	123
Classified	113
Index	124-126

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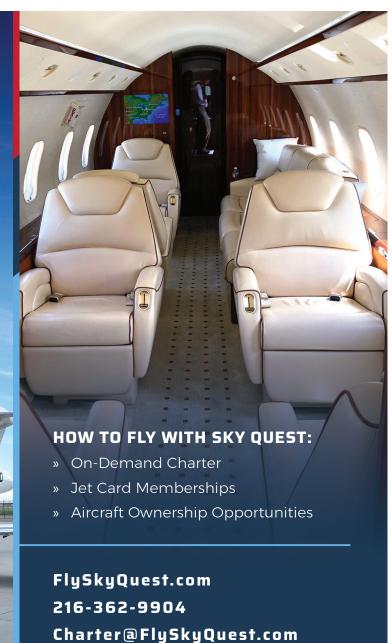














eyBank is back on top of the Banks list. Key saw its local deposit total rise 10.7% in the 12 months ending June 30, 2018.

That increase was just barely enough to retake the No. 1 spot from Columbus-based Huntington National Bank, which acquired FirstMerit Bank of Akron in 2016 and jumped into the top spot on the list in 2017.

Key's local deposit total: \$19.17 billion. Huntington's total: \$19.15 billion.

The increase at Key boosted the region's deposit total: The 38 banks on the list held \$90.1 billion in deposits in

the 15-county Northeast Ohio area as of June 30, 2018, up 3.8% from the previous year. That dollar total doesn't include the 13 thrifts on the full digital version of our Savings Institutions list. They held \$14.3 billion as of June 30, 2018, up 2.2% year over year.

Key also posted an enormous 164% increase in northern Ohio loans backed by the U.S. Small Business Administration in 2017, according

The Finance lists	6-18

Category	Page
Banks in Northeast Ohio	8-9
Largest Savings Institutions	10
Largest Investment Advisers	11
Largest Money Managers	12-13
Private Equity & Venture Capital Firms	14-15
SBA Lenders	16
Largest Acquisitions	17-18

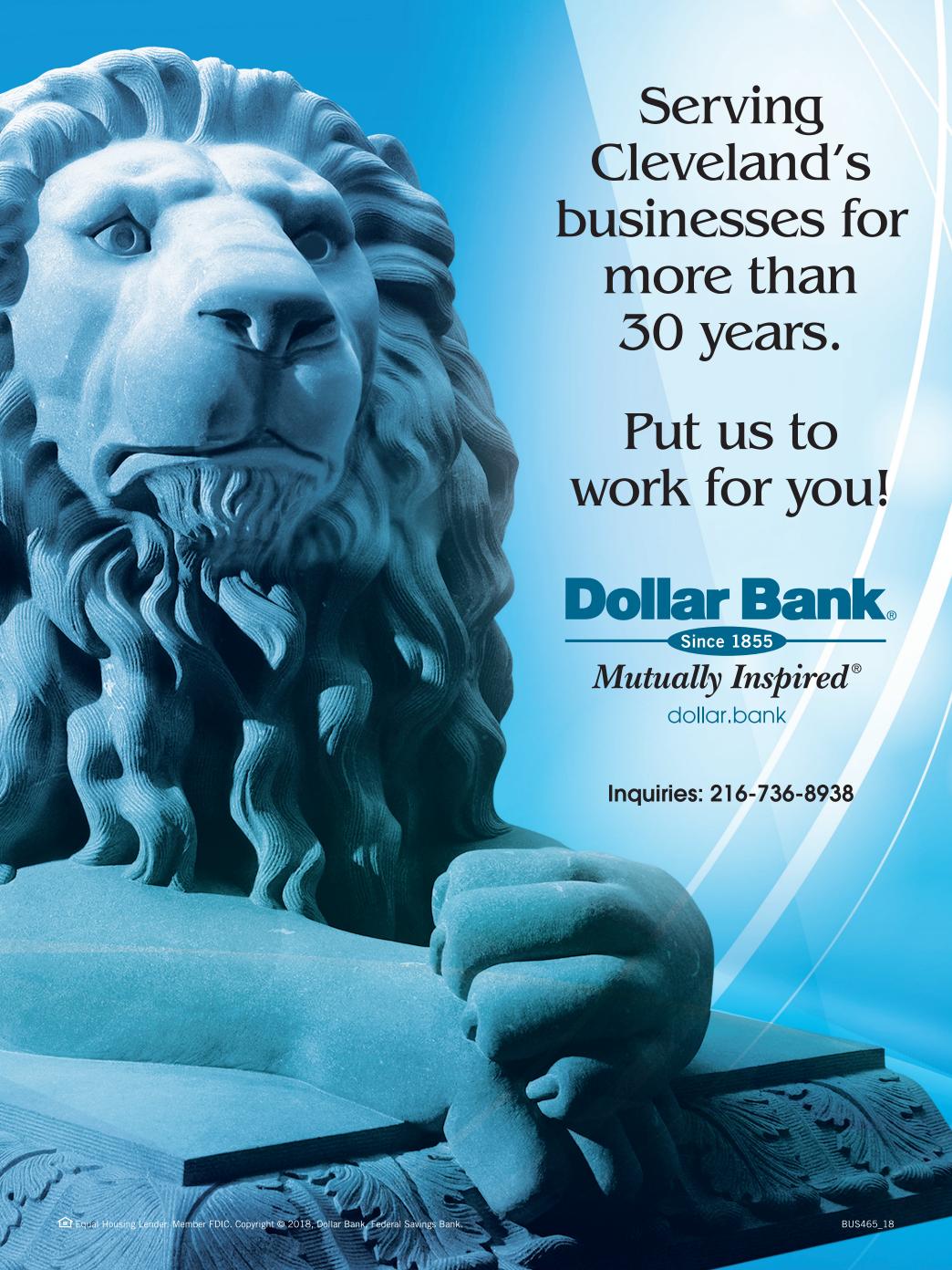
to our SBA Lenders list. But it could multiply its \$38.8 million loan total by 10 and still not catch Huntington, which was No. 1 on the list a decade ago — and has increased its lead tenfold since then.

The finance section also includes two closely related lists: Money Managers and Investment Advisers.

What's the difference? They're all classified as registered investment advisers. But in short, pure money managers make direct investments in individual stocks and bonds. Pure investment advisers recommend prod-

ucts like mutual funds and only sometimes make final investment decisions. So if most of the assets a firm manages locally fit one category, that's the list they're on.

Correction: Sequoia Financial Advisors LLC appeared on the Money Managers list when it was first published in May 2018. It was moved to the Investment Advisers list after the company corrected its survey.



Largest Banks in Northeast Ohio Ranked by local deposits



		NORTHEAST OHIO DEPOSITS (MILLIONS)			EMPLOYEES			
THIS YEAR	MAIN LOCAL OFFICE	6-30-2018	6-30-2017	% CHANGE	OFFICES IN NE OHIO	WORLDWIDE 6-30-2018	HOLDING COMPANY	TOP LOCAL EXECUTIVE
1	KeyBank NA 127 Public Square, Cleveland 44114 (216) 689-3000/keybank.com	\$19,173.0	\$17,322.4	10.7%	119	18,494	KeyCorp Cleveland	Beth E. Mooney, chair, CEO, KeyCorp
2	Huntington National Bank 200 Public Square, Cleveland 44114 (800) 480-2265/huntington.com	\$19,152.9	\$18,580.0	3.1%	250	15,056	Huntington Bancshares Inc. Columbus	Sean P. Richardson, Cleveland regional president
3	PNC Bank 1900 E. 9th St., Cleveland 44114 (888) 762-2265/pnc.com	\$13,537.2	\$13,237.8	2.3%	123	53,044	PNC Financial Services Group Inc. Pittsburgh	Paul G. Clark, regional president
4	Citizens Bank 1215 Superior Ave., Cleveland 44114 (216) 589-0900/citizensbank.com	\$9,548.8	\$10,459.6	-8.7%	84	14,851	Citizens Financial Group Inc. Providence, R.I.	Ralph M. Della Ratta, president
5	JPMorgan Chase Bank NA 1300 E. 9th St., Cleveland 44114 (800) 935-9935/chase.com	\$8,562.3	\$8,158.5	5.0%	88	192,802	JPMorgan Chase & Co. New York	Rudy Bentlage, executive director, commercial banking; market executive, Northeast Ohio
6	Fifth Third Bank 600 Superior Ave. E, Cleveland 44114 (216) 274-5533/53.com	\$5,290.8	\$5,121.2	3.3%	77	18,125	Fifth Third Bancorp Cincinnati	Joseph D. DiRocco, regional president, Northeast Ohio
7	U.S. Bank 1350 Euclid Ave., Cleveland 44115 (216) 623-9300/usbank.com	\$2,707.6	\$2,577.4	5.1%	73	72,389	U.S. Bancorp Minneapolis	Alan Zang, president, Northeast Ohio market
8	Home Savings Bank 275 W. Federal St., Youngstown 44503 (330) 742-0500/homesavings.com	\$1,802.5	\$1,597.7	12.8%	26	500	United Community Financial Corp. Youngstown	Gary M. Small, president, CEO
9	Chemical Bank 23240 Chagrin Blvd., Suite 600, Beachwood 44122 (216) 706-3709/ChemicalBank.com	\$1,404.2	\$1,386.9	1.2%	24	3,187	Chemical Financial Corp. Midland, Mich.	James R. Lynch Jr., regional president, Northeast Ohio
10	Farmers National Bank of Canfield 20 S. Broad St., Canfield 44406 (888) 988-3276/farmersbankgroup.com	\$1,378.1	\$1,301.8	5.9%	31	420	Farmers National Banc Corp. Canfield	Kevin J. Helmick, president, CEO
11	First National Bank of Pennsylvania 55 Public Square, Cleveland 16125 (800) 555-5455/fnb-online.com	\$1,281.9	\$1,103.7	16.1%	28	4,284	F.N.B. Corp. Pittsburgh	Jeffrey S. Bechtel, regional market executive; president, Cleveland region
12	Middlefield Banking Co. 15985 E. High St., Middlefield 44062 (440) 632-1666/middlefieldbank.com	\$865.1	\$786.7	10.0%	11	198	Middlefield Banc Corp. Middlefield	Thomas G. Caldwell, president, CEO
13	Civista Bank 100 E. Water St., Sandusky 44870 (419) 625-4121/civistabank.com	\$730.0	\$775.2	-5.8%	12	347	Civista Bancshares Inc. Sandusky	Dennis G. Shaffer, president, CEO
14	First Commonwealth Bank NA 1100 Superior Ave., Suite 1365, Cleveland 44114 (800) 711-2265/fcbanking.com	\$646.0	\$581.1	11.2%	13	1,438	First Commonwealth Financial Corp. Indiana, Pa.	Jane Grebenc, president George Moy, senior vice president, regional president for northern Ohio
15	Cortland Savings and Banking Co. 194 W. Main St., Cortland 44410 (330) 637-8040/cortlandbank.com	\$558.0	\$531.5	5.0%	13	159	Cortland Bancorp Cortland	James M. Gasior, president, CEO
16	Wayne Savings Community Bank 151 N. Market St., Wooster 44691 (330) 264-5767/waynesavings.com	\$351.3	\$350.2	0.3%	10	102	Wayne Savings Bancshares Inc. Wooster	James "Jay" R. VanSickle II, CEO
17	Andover Bank 600 E. Main St., Andover 44003 (440) 293-7256/andoverbankohio.com	\$285.2	\$286.8	-0.5%	7	86	Andover Bancorp Inc. Andover	Stephen E. Varckette, president, CEO
18	Portage Community Bank 1311 E. Main St., Ravenna 44266 (330) 296-8090/pcbbank.com	\$273.8	\$272.3	0.5%	2	61	Portage Bancshares Inc. Ravenna	Richard J. Coe, CEO
19	Consumers National Bank 614 E. Lincoln Way, Minerva 44657 (330) 341-8741/consumersbank.com	\$230.3	\$201.8	14.2%	7	127	Consumers Bancorp Inc. Minerva	Ralph J. Lober, president, CEO
20	Farmers Savings Bank 111 W. Main St., Spencer 44275 (330) 648-2441/fsb-spencer.com	\$208.7	\$210.1	-0.7%	2	28	None	Thomas W. Lee, president, CEO
21	Peoples Bank NA 24400 Chagrin Blvd., Suite 200, Beachwood 44122 (216) 910-0550/peoplesbancorp.com	\$203.4	\$189.1	7.5%	5	862	Peoples Bancorp Inc. Marietta	Cindy Crotty, executive vice president, north region president
22	CFBank NA 28879 Chagrin Blvd., Woodmere 44122 (216) 468-6113/cfbankonline.com	\$190.8	\$119.6	59.5%	1	88	Central Federal Corp. Worthington	Mark Nykaza, Northeast Ohio market president Timothy T. O'Dell, president, CEO
23	Independence Bank 4401 Rockside Road, Independence 44131 (216) 447-1444/theindebank.com	\$171.2	\$176.6	-3.1%	1	23	Independence Banccorp Independence	Christopher W. Mack, CEO, chairman
24	Sutton Bank 1 S. Main St., Attica 44807 (419) 426-3641/suttonbank.com	\$163.8	\$164.5	-0.4%	4	94	Sutton Bancshares Inc. Attica	Eric A. Gillett, vice chairman, CEO
25	Hometown Bank 142 N. Water St., Kent 44240 (330) 673-9827/htbnk.com	\$162.3	\$159.2	2.0%	4	58	Hometown Bancorp Inc. Kent	Howard T. Boyle II, CEO, chairman
26	CNB Bank (dba ERIEBANK) 7402 Center St., Mentor 44060 (440) 205-8100/eriebank.bank	\$155.9	\$150.4	3.6%	3	508	CNB Financial Corp. Clearfield, Pa.	Wesley Gillespie, regional president, Northeast Ohio

		NORTHEAST OHIO DEPOSITS (MILLIONS)			_	EMPLOYEES			
THIS YEAR	MAIN LOCAL OFFICE	6-30-2018	6-30-2017	% CHANGE	OFFICES IN NE OHIO	WORLDWIDE 6-30-2018	HOLDING COMPANY	TOP LOCAL EXECUTIVE	
27	Buckeye Community Bank 105 Sheffield Center, Lorain 44055 (440) 233-8800/buckeyebank.com	\$148.9	\$148.2	0.5%	1	32	Buckeye Bancshares Inc. Lorain	Bruce E. Stevens, president, CEO	
28	Commercial & Savings Bank 91 N. Clay St., Millersburg 44654 (330) 674-9015/csb1.com	\$148.6	\$135.2	9.9%	5	174	CSB Bancorp Inc. Millersburg	Eddie Steiner, chairman, president, CEO	
29	The Park National Bank 50 N. Third St., Newark 43058 (740) 349-8633/parknationalbank.com	\$134.1	\$109.0	23.1%	4	1,695	Park National Corp. Newark	David L. Trautman, president, CEO	
30	Apple Creek Banking Co. 3 W. Main St., Apple Creek 44606 (330) 698-5003/applecreekbank.com	\$121.0	\$116.1	4.2%	6	43	Apple Creek Banc Corp. Apple Creek	Leo J. Miller, president, CEO	
31	The First National Bank of Bellevue 120 North St., Bellevue 44811 (419) 483-7340/fnblifetime.com	\$114.8	\$110.0	4.4%	2	55	First Bancshares Inc. Bellevue	Dean J. Miller, president, CEO	
32	Croghan Colonial Bank 323 Croghan St., Fremont 43420 (419) 332-7301/croghan.com	\$113.1	\$113.0	0.2%	3	204	Croghan Bancshares Inc. Fremont	Rick M. Robertson, president, CEO	
33	Farmers State Bank 11 S. Main St., West Salem 44287 (419) 853-4631/farmersstate-oh.com	\$106.5	\$101.7	4.7%	5	38	Community Independent Bancorp Inc. West Salem	Marlene K. Barkheimer, president, CEO	
34	The Bank of Magnolia Co. 122 N. Main St., Magnolia 44643 (330) 866-9392/bankofmagnolia.com	\$72.1	\$70.4	2.4%	3	23	Magnolia Bancorp Inc. Magnolia	Kevin Greer, president, CEO	
35	S&T Bank 491 N. Cleveland Massillon Road, Akron 44333 (330) 664-2911/stbank.com	\$54.1	\$31.6	71.3%	1	1,041	S&T Bancorp Inc. Indiana, Pa.	Stephen Hendricks, market president, Northeast Ohio region	
36	Woodforest National Bank 1330 Lake Robbins Drive, The Woodlands, Texas 77380 (1) (877) 968-7962/woodforest.com	\$30.9	\$33.5	-7.6%	18	4,792	Woodforest Financial Group Inc. The Woodlands, Texas	NA	
37	Northern Trust Co. 200 Public Square, Suite 3200, Cleveland 44114 (216) 357-2400/northerntrust.com	\$18.6	\$17.7	5.0%	1	18,030	Northern Trust Corp. Chicago	Michael A. Cogan, president, Ohio	
38	Killbuck Savings Bank Co. 165 N. Main St., Killbuck 44637 (330) 276-4881/killbuckbank.com	\$7.9	\$3.9	100.4%	1	127	Killbuck Bancshares Inc. Killbuck	Craig A. Lawhead, president, CEO	

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Get 10 years of local deposit data for all 38 banks on the list. Become a Data Member: CrainsCleveland.com/data

Financial data comes from fdic.gov. This list excludes banks registered as savings institutions. It includes deposits in 15 counties: Ashland, Ashtabula, Cuyahoga, Erie, Geauga, Huron, Lake, Lorain, Mahoning, Medina, Portage, Stark, Summit, Trumbull and Wayne. Send feedback to Chuck Soder: csoder@crain.com. Originally published Nov. 26, 2018. (1) All Northeast Ohio branches are located inside Walmart stores.

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25201 Chagrin Blvd., Suite 120 Tim Dixon, SBA/USDA Program Manager 216.359.5553 TDixon@middlefieldbank.com



25201 Chagrin Blvd., Suite 120 **Jack Gregorin** VP, Commercial Lending 216.359.5527 JGregorin@middlefieldbank.com



Chardon 348 Center St John Solich, VP, Commercial Banker 440.632.8142 JSolich@middlefieldbank.com



FDIC

Cortland 3450 Niles-Cortland Rd. Matt Bellin, Sr. VP, Commercial Lender 440 632 8153 MBellin@middlefieldbank.com



Garrettsville/Twinsburg 2351 Edison Blvd. Ashley Rispinto, VP, Commercial Banker 440.632.8166 ARispinto@middlefieldbank.com



Lake County Loan Office 8373 Mentor Ave., Mentor, OH Bob Dawson, Sr. VP. Commercial Lender 440.632.8140 BDawson@middlefieldbank.com



Lake County Loan Office 8373 Mentor Ave., Mentor, OH Bob Naegele, Sr. VP, Commercial Lender 440.632.8147 BNaegele@middlefieldbank.com



Middlefield - Main 15985 East High St. **Tom Neikirk,** VP, Commercial Lender 440.632.3257 TNeikirk@middlefieldbank.com



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THE LIST Savings Institutions Ranked by Northeast Ohio deposits



					2018 LOCAL	TOTAL DEPOSITS/	FULL-TIME EQUIVALENT	
THIS YEAR	BANK NAME MAIN LOCAL OFFICE	6-30-2018	6-30-2017	% CHANGE	MARKET SHARE %	ASSETS (MILLIONS)	STAFF COMPANYWIDE 6-30-2018	TOP LOCAL EXECUTIVE
1	Third Federal Savings & Loan 7007 Broadway Ave., Cleveland 44105 (800) 844-7333/thirdfederal.com	\$6,118.4	\$5,970.1	2.5%	5.9%	\$8,497.3 \$13,900.2	1,040	Marc A. Stefanski chairman, president, CEO
2	Ohio Savings Bank, a division of New York Community Bank 1801 E. 9th St., Cleveland 44114 (216) 588-4100/mynycb.com	\$2,190.3	\$2,182.6	0.4%	2.1%	\$26,911.6 \$47,095.9	1,617	Anthony Donatelli executive vice president
3	Dollar Bank FSB (1) 1301 E. 9th St., Cleveland 44114 (216) 736-8934/dollar.bank	\$1,943.8	\$1,921.2	1.2%	1.9%	\$6,671.9 \$8,391.4	1,345	William M. Elliott Jr. executive vice president
4	First Federal Lakewood 14806 Detroit Ave., Lakewood 44107 (216) 529-2700/ffl.net	\$1,480.3	\$1,328.0	11.5%	1.4%	\$1,480.3 \$1,907.0	372	Timothy E. Phillips president, CEO
5	Westfield Bank FSB Two Park Circle, Westfield Center 44251 (800) 368-8930/westfield-bank.com	\$1,039.2	\$1,028.0	1.1%	1.0%	\$1,039.2 \$1,396.1	181	Jon W. Park chairman, CEO
6	Northwest Bank 457 Broadway Ave., Lorain 44052 (440) 244-8014/northwest.bank	\$896.8	\$909.9	-1.4%	0.9%	\$8,198.0 \$9,641.1	2,118	Kevin Nelson president, Ohio region
7	First Federal Savings and Loan Association of Lorain 3721 Oberlin Ave., Lorain 44053 (440) 282-6188/fflorain.bank	\$319.1	\$327.9	-2.7%	0.3%	\$343.3 \$423.1	96	Michael E. Brosky president
8	Geauga Savings Bank 10800 Kinsman Road, Newbury 44065 (440) 564-9441/geaugasavings.com	\$181.7	\$198.3	-8.4%	0.2%	\$181.7 \$264.2	47	James E. Kleinfelter president, CEO
9	Conneaut Savings Bank 305 Main St., Conneaut 44030 (440) 599-8121 /conneautsavings.com	\$59.1	\$60.4	-2.1%	0.1%	\$62.1 \$77.2	20	Jim Greenfield president, CEO
10	Home Federal Savings & Loan Association of Niles 55 N. Main St., Niles 44446 (330) 652-2539/homefedniles.com	\$58.7	\$59.2	-0.7%	0.1%	\$58.7 \$100.4	12	Daniel E. Csontos president

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Get 10 years of local deposit data for the thrifts on this list. Become a Data Member: CrainsCleveland.com/data

Source for financial data: FDIC. Numbers are as of June 30, 2018 unless otherwise noted. Includes deposits in Ashland, Ashtabula, Cuyahoga, Erie, Geauga, Huron, Lake, Lorain, Mahoning, Medina, Portage, Stark, Summit, Trumbull and Wayne counties. Send feedback to Chuck Soder: csoder@crain.com. Originally published Nov. 12, 2018. (1) Dollar Bank is highlighted because it is a premium Book of Lists sponsor.

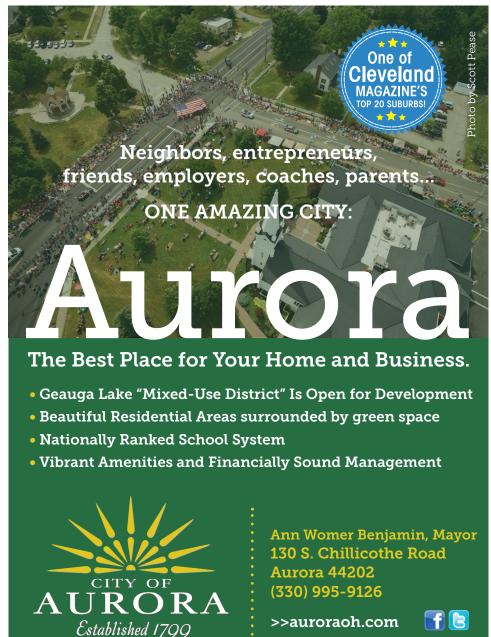


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Registered Investment Advisers Ranked by regulatory assets under local management



		ASSETS UNDER LOCAL MGMT. AS OF DEC. 31 (MILLIONS)										
	COMPANY LOCAL ADDRESS	2017/ 2016	% CHANGE	WITH DISCRETION	ASSETS (MILLIONS) (1)	MINIMUM ACCOUNT (THOUSANDS)	COMPENSATION (2)	PRIMARY LOCAL ADVISORY SERVICES	CIO/ HEAD OF INVESTING	TOP LOCAL EXECUTIVE		
1	CBIZ Retirement Plan Advisory Services 6050 Oak Tree Blvd. S., Suite 500, Independence (216) 447-9000/www.cbiz.com/retirement	\$10,518.0 \$8,977.9	17%	\$942.5	\$17,034.6	\$1,000	Fixed fees, percent of AUM; hourly	Portfolio management for business/ institutional clients, pension consulting, periodicals, third party administration	Brian Dean	Brian Dean president		
2	CAPTRUST 222 S. Main St., Suite 220, Akron (330) 535-4550/www.captrustadvisors.com	\$8,199.5 \$6,849.3	20%	\$658.5	\$273,979.4	\$1,000	Fee only, percent of AUM	Portfolio management for business/ institutional clients, pension consulting, seminars/workshops, financial planning	Kevin Barry	Steve Wilt senior vice president		
3	CM Wealth Advisors Inc. 30195 Chagrin Blvd., Suite 250, Pepper Pike (216) 831-9667/www.cmwealthadvisors.com	\$3,120.9 \$2,638.4	18%	\$2,864.1	\$3,120.9	\$5,000	Percent of AUM, fixed fees	Financial planning, portfolio management for individuals, businesses and institutional clients	Cynthia Koury	James Wert president, CEO		
4	Lincoln Financial Advisors/Sagemark Consulting 28601 Chagrin Blvd., Suite 300, Woodmere (216) 765-7400/www.lfa-sagemarkcleveland.com	\$2,845.5 \$2,374.0	20%	\$0.0	\$20,366.1	\$100	Flat fee, commission, percent of AUM	NA	David Downing	Brian Deal managing director, Ohio		
5	Sequoia Financial Advisors LLC (3) 3500 Embassy Parkway, Akron (330) 375-9480/www.sequoia-financial.com	\$2,551.7 NA	NA	\$2,537.8	\$3,210.9	\$0	Percentage of AUM, hourly rates, fixed fees	Financial planning, portfolio management for individuals, businesses and institutional clients	Russell Moenich	Thomas Haught president		
6	HPM Partners LLC 50 Public Square, Suite 2700, Cleveland (216) 464-6266/www.hpmpartners.com	\$2,095.2 \$1,999.9	5%	\$2,095.2	\$7,433.4	\$2,000	Fee only	Portfolio management, financial planning and tax planning and compliance	Benjamin Pace	Robert Smith partner, Cleveland market leader		
7	Fairport Asset Management 1350 Euclid Ave., Suite 400, Cleveland (216) 431-3000/www.fairportasset.com	\$1,774.5 \$1,565.4	13%	\$1,346.9	\$1,774.5	\$1,000	Fee only	Financial planning (wealth management), portfolio management for individuals/small businesses, seminars/workshops	John Silvis	Kenneth Coleman Heather Ettinger managing partners		
8	Fairway Wealth Management LLC 6055 Rockside Woods Blvd., Suite 330, Independence (216) 573-7200/www.fairwaywealth.com	\$1,334.2 \$1,151.0	16%	\$0.0	\$1,334.2	\$2,000	Fee based on assets and/or services	Wealth management, investment management, retirement planning, family office services	Mark Weiskind	Daniel Gaugler CEO, managing director		
9	NCA Financial Planners 6095 Parkland Blvd., Suite 210, Mayfield Heights (440) 473-1115/www.ncafinancial.com	\$899.8 \$802.6	12%	\$882.6	\$899.8	\$0	NA	Portolio management for individuals and small businesses	Leslie Globits	Kevin Myeroff president, CEO		
10	Aurum Wealth Management 6685 Beta Drive, Mayfield Village (440) 605-1900/www.aurumwealth.com	\$860.0 (4) \$504.6	70% (4)	\$697.1	\$860.0	\$0	Fee only	Financial planning, portfolio management for businesses, institutional clients and individuals, pension consulting	Michael McKeown	Eric Wulff Christopher Bart managing directors		
11	McDonald Partners LLC 1301 E. 9th St., Suite 3700, Cleveland (216) 912-0567/www.mcdonald-partners.com	\$760.6 (5) \$423.1	80% (5)	\$459.7	\$1,365.6	\$0	Fee and commission	Portfolio management for individuals, businesses and institutional clients, financial planning, pension consulting	Bill Hegarty	Thomas McDonald president, CEO		
12	MGO Investment Advisors Inc. 24400 Chagrin Blvd., Suite 310, Beachwood (216) 771-4242/www.mgo-inc.com	\$733.1 \$654.1	12%	\$375.0	\$733.1	\$0	Percent of AUM	Portfolio management for individuals/small businesses	Michael Moskal	Ronald Gross CEO, Moskal Gross Orchosky		
13	St. Clair Advisors LLC 6120 Parkland Blvd., Suite 306, Mayfield Heights (216) 925-5670/www.saintclairllc.com	\$570.6 \$526.0	8%	\$570.6	\$570.6	\$2,500	Fee only, fixed or based on AUM	Wealth planning, investment advisory, tax planning and compliance services	David Sommer	Ronald Bates CEO		
14	Landing Point Financial Group 36350 Detroit Road, Avon (440) 934-7100/landingpointfinancialgroup.com	\$523.0 \$478.0	9%	\$86.0	\$523.0	\$0	Percent of AUM	Portfolio management for individuals/ businesses, financial planning, pension consulting	Matt O'Bryon	Joe Flinner president, CEO		
15	Cornerstone Capital Advisors 1640 Corporate Woods Circle, Uniontown (330) 896-6250/www.ccadvisors.com	\$522.1 \$472.5	11%	\$522.1	\$522.1	\$0	Fee only	Investment management for individuals/small businesses, financial planning, pension consulting	Mario Giganti	Mario Giganti Mark Fearigo principals		
16	Vantage Financial Group Inc. 6200 Rockside Road, Independence (216) 642-7878/www.vanfin.com	\$508.9 \$427.0	19%	\$345.3	\$508.9	\$0	Fee and commission	Portfolio management for individuals/small businesses, pension consulting, financial planning	NA	Autumn Taylor senior vice president		
17	Demming Financial Services Corp. 13 New Hudson Road , Aurora (330) 562-2122/www.demmingfinancial.com	\$423.3 \$366.7	15%	\$423.3	\$423.3	\$0	Fee based on AUM	Financial planning	David Demming Jr.	David Demming president		
18	Scott Snow (financial advisors) LLC 1991 Crocker Road, Suite 210, Westlake (440) 871-7669/www.s2fa.com	\$422.1 \$360.2	17%	\$0.0	\$422.1	\$2,000	Fee only	Porfolio management for individuals	Scott Snow	Scott Snow managing director		
19	Jentner Wealth Management 3677 Embassy Parkway, Akron (330) 668-1000/www.jentner.com	\$370.3 \$319.5	16%	\$370.3	\$370.3	\$1,000	Percent of AUM	Financial planning and investment management	Martin Weisberg	Bruce Jentner president		
20	Lineweaver Wealth Advisors 9035 Sweet Valley Drive, Valley View (216) 520-1711/http://lineweaver.net	\$292.1 \$232.5	26%	\$292.1	\$310.1	\$20	Fees, percent of AUM	Portfolio management for individuals/small businesses	Jim Lineweaver	Jim Lineweaver president, founder		
21	Reed Financial Services Inc. 5885 Landerbrook Drive, Suite 110, Mayfield Heights (216) 464-2090/www.reed-financial.com	\$232.6 \$207.4	12%	\$232.6	\$232.6	\$250	Percent of AUM	Financial advice, investment management	James Reed	James Reed president		
22	Cornerstone Wealth Management 835 Sharon Drive, Suite 280, Westlake (440) 899-4000/www.cornerstonewealthmgmt.com	\$205.3 \$171.9	19%	\$205.3	\$205.3	\$0	Percent of AUM	Financial planning, portfolio management for individuals/small businesses	Nick Dionisos	David Gomersall president		
23	Advance Capital Management 5005 Rockside Road, Suite 215, Independence (216) 520-1437/www.acadviser.com	\$193.8 (6) \$138.0	40% (6)	\$188.9 (6)	\$2,605.9	\$0	Percent of AUM	Financial planning, portfolio management for individuals/small businesses, pension consulting, seminars/workshops	Christopher Kostiz	Todd Schmidt financial adviser		
24	Paradigm Wealth Management LLC 159 Crocker Park Blvd., Suite 400, Westlake (440) 892-5900/www.investpwm.com	\$165.4 \$142.5	16%	\$148.6	\$185.4	\$500	Percent of AUM	Financial planning and portfolio management for individuals/small businesses	Marnie Randel	Douglas Kuhlman managing partner		
25	Walden Wealth Partners LLC 34305 Solon Road, Suite 75, Solon (440) 248-1632/www.waldenwealth.com	\$150.5 \$136.5	10%	\$142.6	\$150.5	\$3,000	Fee only	Financial planning, portfolio management for individuals, pension consulting	Sarah Hannibal	Karin Stifler Sarah Hannibal partners		
26	True Wealth Design 700 Ghent Road, Suite 100, Akron (330) 777-0688/www.TrueWealthDesign.com	\$122.4 \$93.6	31%	\$122.4	\$122.4	\$0	Percent of AUM	Retirement planning, portfolio management, tax planning	Kevin Kroskey	Kevin Kroskey CEO, senior wealth advisor		

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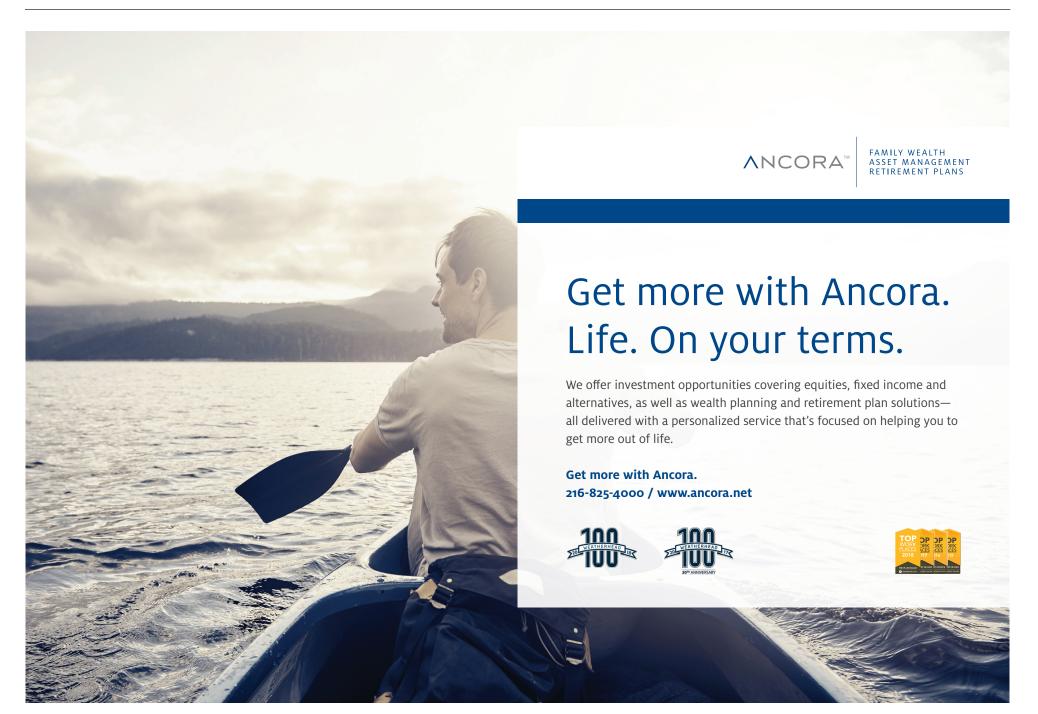




ASSETS UNDER LOCAL MGMT AS OF DEC. 31 (MILLIONS)

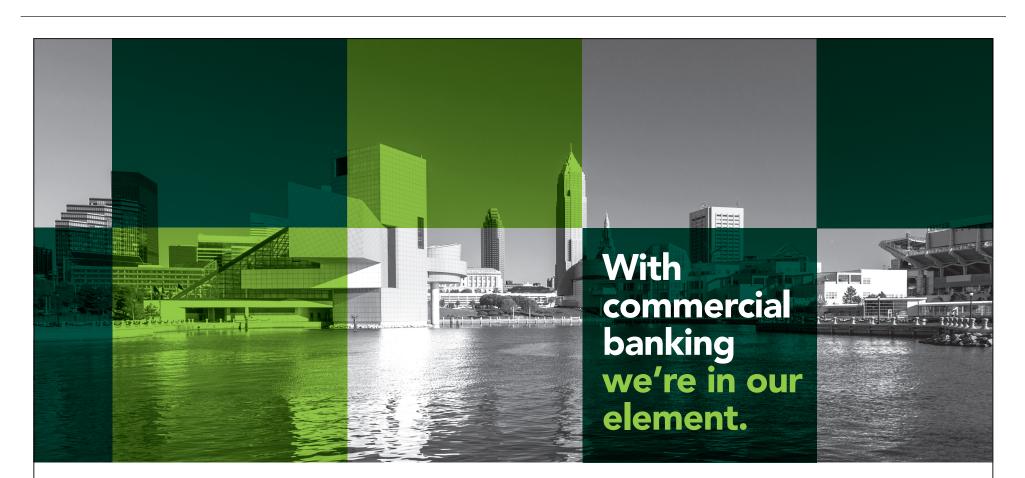
		OF DEC. 31 (MILLIONS)								
THIS YEAR	COMPANY LOCAL ADDRESS	2017/ 2016	% CHANGE	WITH DISCRETION	ADV ASSETS (MILLIONS) (1)	MINIMUM ACCOUNT SIZE	COMPENSATION STRUCTURE (2)	PRIMARY LOCAL ADVISORY SERVICES	CIO/ HEAD OF INVESTING	TOP LOCAL EXECUTIVE
1	Victory Capital Management Inc. 4900 Tiedeman Road, 4th Floor, Brooklyn (216) 898-2400/www.vcm.com	\$11,540.1 \$10,179.3	13.4%	\$11,424	\$61,817	\$10,000,000	Percentage of AUM	Portfolio management	CIO at franchise level	David C. Brown, chairman, CEO
2	Boyd Watterson Asset Management LLC 1801 E. 9th St., Suite 1400, Cleveland (216) 771-3450/www.boydwatterson.com	\$7,992.8 \$7,500.5	6.6%	\$7,302	\$7,993	\$1,000,000	Fee only, percentage of AUM	Portfolio management	Brian L. Gevry	Brian Gevry, CEO, CIO; Timothy Hyland, Michael Bee, managing partners
3	AB Bernstein 127 Public Square, 50th floor, Cleveland (216) 263-8090/www.bernstein.com	\$6,827.2 \$6,076.9	12.3%	\$4,755	\$518,660	\$1,000,000	Performance based or percentage of AUM	Portfolio management for individuals, businesses and institutional clients; financial planning; investments in unlisted securities	Kathleen Fisher	Kara H. Lewis, director, Cleveland practice
4	Ancora (3) 6060 Parkland Blvd., Suite 200, Mayfield Heights (216) 825-4000/www.ancora.net	\$6,293.7 \$4,759.5	32.2%	\$4,194	\$6,294	\$500,000	Percentage of AUM	Portfolio management, financial planning, retirement plans	John P. Micklitsch	Frederick D. DiSanto, chairman, CEO
5	MAI Capital Management LLC 1360 E. 9th St., Suite 1100, Cleveland (216) 920-4800/www.mai.capital	\$4,724.4 \$3,913.5	20.7%	\$4,054	\$4,724	\$500,000	Fee based on AUM; set fee for non-investment services	Financial planning, portfolio management for individuals, selection of other advisors	John D. Zaller	Richard J. Buoncore, managing partner
6	Wasmer, Schroeder & Company LLC 1111 Superior Ave., Suite 1100, Cleveland (216) 622-0000/www.wasmerschroeder.com	\$3,046.7 \$2,927.7	4.1%	\$3,011	\$8,311	\$500,000	Percentage of AUM	Portfolio management for individuals, businesses, investment companies and institutional clients	Thomas N. Richmond Jr.	John S. Majoros III, director of Taxable Portfolio Management
7	Carnegie Investment Counsel 30300 Chagrin Blvd., Pepper Pike (216) 367-4114/www.carnegieinvest.com	\$1,581.9 (4) \$1,271.0	24.5% (4)	\$1,582	\$1,688	\$500,000	Fee only, percentage of AUM	Investment research, portfolio management, wealth management	Richard Alt	Gary P. Wagner, Richard Alt, Arthur G. Merriman III, principals
8	Oak Associates Ltd. 3875 Embassy Pkwy., Suite 250, Akron (330) 668-1234/www.oakfunds.com	\$1,559.0 (5) \$1,100.0	41.7% (5)	\$1,559	\$1,559	\$1,000,000	Percentage of AUM	Portfolio management for business/ institional clients and investment companies	Mark W. Oelschlager James D. Oelschlager	Mark W. Oelschlager James D. Oelschlager, co- chief investment officers
9	Prosperity Capital Advisors 30400 Detroit Road, Suite 201, Westlake (888) 240-0064/prosperitycapitaladvisors.com	\$884.9 \$665.4	33.0%	\$533	\$885	\$5,000	Fee only, percentage of AUM	Financial planning; portfolio management for individuals, businesses and institutional clients; seminars/workshops	Clint Pelfrey Jerry Herman	Douglas S. King, president, CEO

Continued on next page



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This list consists of registered investment advisors that manage assets locally and invest at least half of those assets directly into stocks and bonds. Advisors that fall below that threshold appear on our Investment Advisors list. Information is provided by the companies. Send feedback to Chuck Soder: csoder@crain.com. Originally published April 16, 2018. (1) Total regulatory assets as of Dec. 31, 2017 (2) AUM stands for assets under management (3) Ancora is highlighted because the company is a premium Book of Lists sponsor. (4) Includes assets Carnegie acquired when it purchased Midwest Investment Management of Cleveland. (5) Oak Associates said this increase was caused mostly by organic growth in its mutual fund business. (6) Winfield directly invests roughly half of the assets they manage locally, narrowly qualifying them for this list.



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Private Equity and Venture Capital Firms



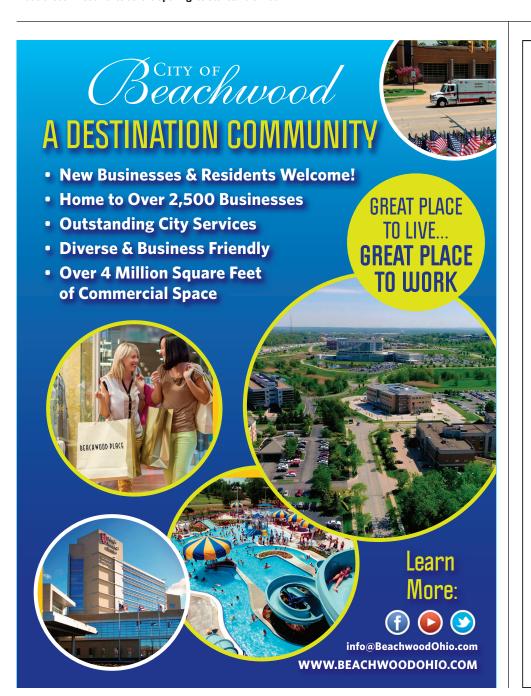
	INVESTMENT:	CAPITAL			# 201	17 DEALS		
FIRM NAME	MINIMUM/ PREFERRED (THOUSANDS)	UNDER MGMT (MILLIONS)	GEOGRAPHY PREFERENCES	INDUSTRY PREFERENCES		OUT OF AREA	PORTFOLIO COMPANIES	TOP EXECUTIVE
Align Capital Partners 3201 Enterprise Parkway, Suite 205, Beachwood (216) 505-6463/www.aligncp.com	\$10,000 \$25,000	\$325.0	U.S., Canada	B2B manufacturing, distribution, business services	0	4	Alliance Source Testing, International Systems of America, Barrow-Agee Laboratories, Lewellyn Technology	Steve Dyke Chris Jones, managing partners
Allos Ventures (1) 1100 Sycamore St., fourth floor, Cincinnati (513) 723-2309/www.allosventures.com	\$100 \$1,000	\$61.0	Midwest: Detroit to Nashville; St. Louis to Pittsburgh	B2B software, technology- enabled business services	0	5	OneCause, 7signal, enosiX, Scale	John McIlwraith Don Aquilano, managing directors
Blue Point Capital Partners 127 Public Square, Suite 5100, Cleveland (216) 535-4700/www.bluepointcapital.com	\$10,000 \$40,000	\$1,500.0	U.S., Canada	Manufacturing, business services, distribution	0	3	Alco, AWP, PNA, Selmet	Chip Chaikin John LeMay Sean Ward, partners
Canal Holdings LLC 8840 Commons Blvd., Suite 130, Twinsburg (330) 425-1225/www.canalcapital.com	\$2,000 \$2,000-7,000	\$50.0	Ohio, eastern half of U.S.	Services (business/health care), manufacturing, distribution	0	0	American Heritage, VSI Global, Speedgrip Chuck, Micorp Custom Auto & Truck	Kevin Coyne, founder, CEO
CapitalWorks LLC 1100 Superior Ave., Suite 1725, Cleveland (216) 781-3233/www.capitalworks.net	\$3,000 \$5,000-9,000	NA	East of the Rocky Mountains	Manufacturing, business services, value added distribution	0	1	CWindows, Bancsource, Chemtron, GEM	Richard Hollington III, managing director, CEO
Chase Properties 3333 Richmond Road, Suite 320, Beachwood (216) 464-6626/www.chaseprop.com	\$5,000 \$15,000-25,000	\$104.0	Midwest, Southeast	Real estate (shopping centers)	0	3	Various real estate properties	Andy Kline Yoel Mayerfeld, co-CEOs
Cleveland International Fund Ltd. 1240 Huron Road E., Suite 420, Cleveland (216) 245-0606/clevelandinternationalfund.com	\$3,000 \$10,000	\$144.5	Ohio, western Pennsylvania	Real estate (commercial, health care, education)	1	0	Westin Hotel, Crocker Park, The Edison at Gordon Square, One University Circle	Stephen Strnisha, CEO
CoreNetwork Fund (1) 425 Jefferson Ave. Suite 700, Toledo (419) 697-9696/www.corenetworkfund.com	\$100 \$250-400	\$3.5	Multi-state area	None	0	0	7signal, enosiX, Cycle, Astronomer	Robert Savage, managing partner
Coventry League Capital Partners Larchmere Business District, Cleveland (415) 570-2057/www.coventryleague.com	\$250 \$1,500	NA	U.S., Canada	Tech-enabled businesses, niche manufacturing, food/beverages	0	2	NA	Joseph Kane, principal
Cyprium Investment Partners LLC 200 Public Square, Suite 2020, Cleveland (216) 453-4500/www.cyprium.com	\$10,000 \$10,000-40,000	\$960.0	U.S., Canada	Manufacturing, service, distribution, food and beverage	0	2	NA	John Sinnenberg, chairman
Draper Triangle Ventures 21 E. State St., Suite 2200, Columbus (614) 450-2888/www.drapertriangle.com	\$500 \$2,000	\$205.0	Ohio, Pennsylvania, Michigan	Information technology, health care IT	1	3	OnShift, Wiretap, Mezu	Michael Stubler, managing director
Drummond Road Capital 3601 Green Road, Suite 308, Beachwood (216) 910-1702/None	\$25 \$250	\$20.0	National	Software (analytics, SaaS, B2B, finance)	1	9	Scout, Astronomer, Lob, CompanionLabs	Morris Wheeler, founder, president
Early Stage Partners LP (1) 1801 E. 9th St., Cleveland (216) 781-4600/www.esplp.com	\$500 \$1,000	\$42.0	Ohio, Michigan	IT, medical devices, health IT, electronics	0	0	OnShift, Blue Spark Technologies, Juventas Therapeutics, Arisdyne	James Petras, managing director
Edgewater Capital Partners 5005 Rockside Road, Suite 840, Independence (216) 292-3838/www.edgewatercapital.com	\$1,000 \$6,000	\$91.0	U.S.	Specialty chemicals, pharmaceuticals, materials	0	1	Tri-Tec Seal, Far Chemical, Callery, DanChem	Christopher Childres Ryan Meany, managing partners
Evolution Capital Partners LLC 3333 Richmond Road, Suite 480, Beachwood (216) 593-0402/www.evolutioncp.com	\$3,000 \$4,000-8,000	NA	U.S., Canada	Small businesses; training, techenabled business services	1	1	Heavy Equipment Training, Renascent Salvage, Federos Software, Budco Financial	Brendan Anderson Jeffrey Kadlic, managing partners
Flashstarts 50 Public Square, Suite 200, Cleveland (216) 220-0200/www.flashstarts.com	\$25 \$25-50	\$10.0	Ohio, Midwest, U.S., international	IT, sensors, electronics, advanced manufacturing, medical devices	2	0	Complion, Remesh, We Can Code IT, Vlipsy	Charles Stack, cofounder, CEO Jennifer Neundorfer, cofounder, CFO, COO
JumpStart Inc. (2) 6701 Carnegie Ave., Suite 100, Cleveland (216) 363-3400/jumpstartinc.org	\$250 \$250-500	NA	NE Ohio, Ohio	Information technology, health care tech	5	6	Complion, Revenue Conduit, BioMendics, StreamLink	Raymond Leach, CEO
JWI Capital LLC P.O. Box 1171, Twinsburg (440) 823-5109/www.jwicapital.com	\$2,000 \$5,000	NA	Great Lakes region	B2B, process and manufacturing sectors	1	0	WH Smith Company, EnviroScience Inc., Allegheny Performance Plastics	Marc Walinsky, managing director
Kirtland Capital Partners 3201 Enterprise Parkway, Suite 200, Beachwood (216) 593-0100/www.kirtlandcapital.com	\$1,000 \$2,000-10,000	\$100.0	U.S., Canada	Manufacturing, business services, distribution	1	1	SmartSource, Form Tech	Thomas Littman, CEO
LaunchPoint BDF 1800 Triplett Blvd., Akron (330) 733-7600 x633/None	No minimum \$250-1,000	NA	No preference	Medical devices/IT, advanced materials, 3D printing	NA	NA	NA	Randy Theken, founder Jeffrey Lietzke, president, CEO
Legacy Capital Partners 25333 Cedar Road, Suite 300, Lyndhurst (216) 381-2303/www.LCP1.com	\$2,500 \$5,000-9,000	\$107.0	United States	Income-producing real estate (multifamily focus)	0	4	Various real estate properties	David St. Pierre, managing director
Linsalata Capital Partners 5900 Landerbrook Drive, Suite 280, Mayfield Heights (440) 684-1400/www.linsalatacapital.com	\$15,000 \$20,000-35,000	\$500.0	North America	Industrial, business services, consumer products, health care	0	0	Happy Floors, Home Helpers, Glynlyon, RANDYS	Frank Linsalata, chairman; Stephen Perry, Eric Bacon, co- presidents
MavenHill Capital 100 N. Main St., Suite 430, Chagrin Falls (440) 490-6170/https://mavenhillcapital.com	\$2,000 \$3,000-15,000	NA	North America	Manufacturing, business services, distribution, health care	0	1	Connecticut Coining	Rhodes McKee Jay Studdard, managing partners
Max-Ventures LLC 30799 Pinetree Road, Suite 428, Pepper Pike (440) 729-1345/None	\$1,000 \$3,000-10,000	NA	United States	Retail, consumer products, service providers to retail, online concepts	1	1	Did not disclose	Michael Feuer, CEO, senior managing director
MCM Capital Partners 25201 Chagrin Blvd., Suite 360, Beachwood (216) 514-1840/www.mcmcapital.com	\$4,000 \$5,000-8,000	\$125.0	North America	Manufacturers selling to OEMs; distribution	0	1	Torsion Group, Performance Plastics, RMB Products, American Home Products	Mark Mansour, senior managing partner
Morgenthaler Private Equity 600 Superior Ave. E., Suite 2500, Cleveland (216) 416-7500/www.mpepartners.com	\$10,000 \$10,000-50,000	NA	North America	High-value manufacturing, industrial services	1	3	dlhBOWLES Inc., Polytek Development Inc., DreamLine, Bettcher Industries	Peter Taft, partner
Mutual Capital Partners 1290 Bassett Road, Westlake (216) 577-4408/mutualcapitalpartners.com	\$1,000 \$3,000-10,000	\$85.0	U.S., except NYC/ Silicon Valley north	Technology, health care	0	0	7signal, OrthAlign, RevLocal, enosiX	Bill Trainor Wayne Wallace, general partners
North Coast Angel Fund 5875 Landerbrook Drive, Suite 220, Mayfield Heights (216) 555-1212/northcoastangelfund.com	\$250 \$250	\$22.0	Ohio	SaaS, life sciences, instruments, controls	4	1	OnShift, Ahalogy, StreamLink, Remesh	Todd Federman Clay Rankin, managing directors
North Coast Venture Fund 5875 Landerbrook Drive, Suite 220, Mayfield Heights (216) 262-0478/northcoastventurefund.com	\$250 \$500	\$20.0	Ohio	Software, life sciences	3	2	OnShift, StreamLink, Neuros Medical	Todd Federman, managing director
Peppertree Capital Management 86 West St., Chagrin Falls (440) 528-0333/www.peppertreecapital.com	\$2,000 \$20,000	\$1,000.0	None	Communication and other infrastructure	1	5	Horvath Towers, Omega Wireless	F. Howard Mandel Ryan Lepene, co-presidents

	INVESTMENT:	CAPITAL			# 20	17 DEALS		
FIRM NAME	MINIMUM/ PREFERRED (THOUSANDS)	UNDER MGMT (MILLIONS)	GEOGRAPHY PREFERENCES	INDUSTRY PREFERENCES		OUT OF AREA	PORTFOLIO COMPANIES	TOP EXECUTIVE
Plug and Play Cleveland 1 St. Clair Ave., Cleveland (216) 534-8771/plugandplaytechcenter.com	\$100 \$100	NA	NA	Tech	0	260 (3)	Remesh, OWKIN, Gyant	Saeed Amidi, CEO Chantel Moody, platform director, Cleveland
PNC Erieview Capital 1900 E. 9th St., 17th floor, Cleveland (216) 222-2491/www.pncerieview.com	\$5,000 \$5,000-40,000	\$1,000.0	United States	None	0	7	Listing on website	Edward Pentecost, managing director, president
Primus Capital Partners 5900 Landerbrook Drive, Suite 200, Mayfield Heights (440) 684-7300/www.primuscapital.com	\$15,000 \$25,000-50,000	\$1,049.0	U.S., Canada	Tech-enabled services, software, health care	0	4	Hyperwallet, SkillSurvey, Payspan, EnableComp	Phillip Molner II, managing partner
Resilience Capital Partners 25101 Chagrin Blvd., Suite 350, Beachwood (216) 292-0200/www.resiliencecapital.com	\$5,000 \$15,000	\$685.0	Eastern half of U.S. and Canada	Special situations, divestitures, industrial, aerospace	1	7	Flight Options/Flex Jet, Hallmark Lighting, Trialon	Bassem Mansour Steven Rosen, co-CEOs
River Cities Capital Funds 221 E. Fourth St., Suite 2400, Cincinnati (513) 621-9700/www.rccf.com	\$5,000 \$5,000-15,000	\$500.0	National	Software as a service, techenabled business services, health care	0	2	NineSigma Inc.	Daniel Fleming, president, managing director; Edward McCarthy, J. Carter McNabb, managing directors
The Riverside Co. 50 Public Square, 29th floor, Cleveland (216) 344-1040/www.riversidecompany.com	\$1,000 \$1,000-400,000	\$7,300.0	N. America, Europe, Australasia region	Generalists with seven formal industry specializations	1	43	Shaker, Parker Products, Area Wide Protective	Stewart Kohl Bela Szigethy, co-CEOs
Rockwood Equity Partners LLC 3201 Enterprise Parkway, Suite 370, Beachwood (216) 342-1790/www.rockwoodequity.com	\$2,000 \$3,000-10,000	NA	North America	Aerospace, defense, health care, process control	0	1	BJG Electronics, Altimate Medical, AMACS	Brett Keith, managing partner
Signet LLC 19 N. High St., Akron (330) 762-9102/www.signetllc.com	\$2,500 \$5,000-50,000	\$375.0	Midwest, Southeast, global	Commercial real estate, new technologies, manufacturing	1	5	Signet Accel, Creative Polymer Solutions, Blue Grass Chemicals, IWP	Anthony Manna, chairman
Squire Ridge Company LLC 2000 Auburn Drive, Suite 300, Beachwood (216) 839-5123 /squireridgecompany.com	\$500 \$1,500	NA	Midwest	High performance plastics, specialty materials	1	0	Allegheny Performance Plastics, EnviroScience Inc	Steven Ross, president
Triathlon Medical Ventures (2) 300 E. Business Way, Suite 200, Cincinnati (513) 247-6122/www.tmvp.com	\$250 \$3,000-5,000	NA	Midwest, all stages; U.S., later stage	Life sciences, medical devices	0	0	Akebia, Aerpio, Juventas, Mitralign	Suzette Dutch Carrie Bates, managing partners
Valley Growth Ventures 241 W. Federal St., Youngstown (708) 557-2113/valleygrowthventures.com	\$200 \$250	\$6.1	Mahoning Valley, NE Ohio, Ohio	Software, energy, materials, health care, additive manufacturing	0	0	None	Ernie Knight, managing director
Watervale Equity Partners 29525 Chagrin Blvd., Beachwood (216) 233-8855/www.watervalepartners.com	\$5,000 \$20,000	NA	North America	Manufacturers/distributors of industrial/consumer products	0	0	None	Mike Faremouth, Jim Guddy, Eric Bacon, managing directors
Zapis Capital Group LLC 26202 Detroit Road, Suite 300, Westlake (440) 871-1300/www.zapiscapital.com	\$50 \$100-500	NA	NE Ohio, Midwest, East Coast	Tech (SaaS, media, elder care, sales/marketing)	0	1	Futuri, GenomOncology, Groupmatics, Ads in Motion	Lee Zapis, president Rich Bongorno, CFO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Information is supplied by the companies. Deal numbers exclude follow-on investments in existing portfolio companies. Originally published April 30, 2018.

(1) These firms were not making new investments as of spring 2018, when this data was collected. (2) JumpStart is highlighted because the organization is a premium Book of Lists sponsor. (3) Silicon Valley-based Plug and Play made these investments before opening its Cleveland office.



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Northeast Ohio's Top SBA Lenders Ranked by dollar value of 7(a) loans in fiscal 2017





THIS YEAR	COMPANY NAME HEADQUARTERS	VALUE OF APPROVED LOANS FISCAL 2017	VALUE OF APPROVED LOANS FISCAL 2016	% CHANGE	NUMBER OF LOANS FISCAL 2017	NUMBER OF LOANS FISCAL 2016	% CHANGE
1	Huntington National Bank Columbus	\$149,537,300	\$134,278,100	11.4%	1,145	1,091	4.9%
2	KeyBank NA Cleveland	\$38,795,400	\$14,693,900	164.0%	82	54	51.9%
3	Byline Bank	\$10,282,000			8		
4	Chicago Live Oak Banking Co. Wilmington, N.C.	\$9,244,000	\$12,219,000	-24.3%	11	14	-21.4%
5	United Midwest Savings Bank De Graff	\$8,099,000	\$9,077,000	-10.8%	4	6	-33.3%
6	Citizens Bank Providence, R.I.	\$8,038,300	\$4,493,100	78.9%	60	54	11.1%
7	Newtek Small Business Finance Inc. \$7,240,000 Lake Success, N.Y.		\$13,855,000	-47.7%	6	12	-50.0%
8	Fifth Third Bank	\$7,056,700	\$8,293,100	-14.9%	34	40	-15.0%
9	Cincinnati Consumers National Bank Minerva \$6,959,400		\$4,569,700	52.3%	25	19	31.6%
10	Chemical Bank Midland, Mich.	\$6,521,800	\$347,500 (1)	1,776.8%	11	2 (1)	450.0%
11	U.S. Bank Minneapolis, Minn.	\$6,443,000	\$21,068,600	-69.4%	41	87	-52.9%
 12	Minneapolis, Minn. First Utah Bank Salt Lake City	\$5,935,000			2		
13	Celtic Bank Corp. Salt Lake City	\$5,236,000	\$2,886,800	81.4%	12	14	-14.3%
14	First Western SBLC Inc. Dallas	\$5,115,000	\$6,958,000	-26.5%	3	4	-25.0%
15	NOA Bank Duluth, Ga.	\$5,110,000	\$1,400,000	265.0%	3	2	50.0%
16	Middlefield Banking Co. Middlefield	\$4,415,000			10		
17	First Bank Southern Pines, N.C.	\$4,308,800			2		
18	Paragon Bank Memphis, Tenn.	\$4,229,000			1		
19	Customers Bank Phoenixville, Pa.	\$3,848,600			1		
20	Grow America Fund Inc. New York	\$3,739,000	\$1,572,000	137.8%	4	3	33.3%
21	First Home Bank Seminole, Fla.	\$3,455,000	\$1,950,000	77.2%	14	9	55.6%
22	CNB Bank (dba ERIEBANK) Clearfield, Pa.	\$3,118,000	\$514,100	506.5%	3	2	50.0%
23	PNC Bank Pittsburgh	\$3,040,000	\$3,369,000	-9.8%	33	24	37.5%
24	State Bank and Trust Co. Defiance	\$3,025,000	\$3,858,900	-21.6%	5	10	-50.0%
25	First Commonwealth Bank NA (2) Indiana, Pa.	\$3,000,000			2		
26	West Town Bank & Trust North Riverside, Ill.	\$2,678,300	\$4,731,000	-43.4%	3	5	-40.0%
27	Stearns Bank NA St. Cloud, Minn.	\$2,561,600	\$3,740,200	-31.5%	9	17	-47.1%
28	Radius Bank Boston	\$2,547,000			3		
29	JPMorgan Chase & Co. New York	\$2,490,300	\$3,702,600	-32.7%	26	25	4.0%
30	BankUnited N.A. Miami Lakes, Fla.	\$2,402,700	\$1,645,800	46.0%	3	1	200.0%
31	Growth Capital Corp. Cleveland	\$2,311,700	\$4,273,000	-45.9%	34	49	-30.6%
32	Hantz Bank Southfield, Mich.	\$2,300,000			1		
33	Independence Bank East Greenwich, R.I.	\$2,220,000	\$300,000	640.0%	20	2	900.0%
34	First IC Bank Doraville, Ga.	\$2,200,000			1		
35	Wells Fargo Bank NA (3) Sioux Falls, S.D.	\$2,064,200	\$2,730,400	-24.4%	6	8	-25.0%
	JIOUX Falls, J.U.						

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Get the Excel version of the list, which contains 83 SBA lenders. Become a Data Member: CrainsCleveland.com/data Source: Cleveland District office of the U.S. Small Business Administration. Numbers are for fiscal years ended 9/30/2017 and 9/30/2016. The Cleveland District covers 28 northern Ohio counties. Send questions, suggestion and corrections to Chuck Soder: csoder@crain.com. Originally published Jan. 8, 2018.

(1) These loans were made by Talmer Bank and Trust, which was acquired by Chemical Bank in August 2016. (2) First Commonwealth entered the Northeast Ohio market in December 2016 when it acquired 13 branches from FirstMerit Bank. (3) Wells Fargo is highlighted because it is a premium Book of Lists sponsor.

Largest Ohio Mergers & Acquisitions Announced in 2017 Ranked by deal size



		COMPANY/ASSET SOLD; LOCATION	BUYER; LOCATION	SELLER; LOCATION	DATE ANNOUNCED	DESCRIPTION OF COMPANY/ASSET SOLD
1	\$11,991.8 Closed	Worldpay Group plc London	Vantiv Inc. (now Worldpay Inc.) Symmes Township, Ohio	Various shareholders	7/5/2017	Worldpay Group provides payment processing technology and solutions that enable merchants to accept various forms of payment.
2	\$8,100.0 Closed	MPLX Refining Logistics LLC, MPLX Fuels Distribution LLC United States	MPLX LP Findlay	MPLX GP LLC, MPLX Logistics Holdings LLC, MPLX Holdings Inc. Findlay	11/13/2017	MPLX Refining Logistics LLC engages in petroleum refining operations. MPLX Fuels Distribution LLC offers petroleum products scheduling and marketing services.
3	\$6,059.1 Closed	Medtronic's Deep Vein Thrombosis and Nutritional Insufficiency business United States	Cardinal Health Inc. Dublin, Ohio	Medtronic plc Dublin, Ireland	4/18/2017	The acquired business makes compression systems and anti- embolism stockings to reduce the incidence of deep vein thrombosis and pulmonary embolism.
4	\$4,463.9 Closed	AdvancePierre Foods Holdings Inc. Blue Ash, Ohio	Tyson Foods Inc. Springdale, Ark.	Oaktree Capital Management L.P. Los Angeles	4/25/2017	AdvancePierre produces and distributes ready-to-eat sandwiches, sandwich components, and other entrées and snacks.
5	\$2,750.0 Closed	70-plus medical office buildings, including eight in Ohio United States	Healthcare Trust of America Inc. Scottsdale, Ariz.	Duke Realty L.P., Duke Construction L.P. and subsidiaries Indianapolis	4/29/2017	The medical office portfolio consists of 6.6 million square feet of medical office buildings.
6	\$2,362.7 Closed	Straight Path Communications Inc. Glen Allen, Va.	Verizon Communications Inc. New York	IDT, Archer Capital, Ancora, Solus, Clutterbuck Capital Newark, N.J.; New York; Mayfield Heights; New York; Cleveland	4/25/2017	Straight Path Communications holds, leases and markets commercial fixed and mobile wireless spectrum licenses in the United States.
7	\$1,756.6 Closed	Bob Evans Farms Inc. New Albany, Ohio	Post Holdings Inc. St. Louis	Sandell Asset Management Corp. New York	8/8/2017	Bob Evans Farms Inc. produces and distributes food products for grocery retailers in the United States.
8	\$1,550.0 Announced (2)	10 regional shopping malls (48% stake) United States	QIC Ltd. Brisbane, Australia	Forest City Realty Trust Inc. Cleveland	10/2/2017	10 regional shopping malls in the United States.
9	\$1,460.0 Closed	CoverMyMeds LLC Columbus	McKesson Corp. San Francisco	Various shareholders, including JumpStart Inc. of Cleveland	1/24/2017	CoverMyMeds LLC provides electronic prior authorization solutions for hospitals, prescribers and pharmacists.
10	\$1,353.3 Closed	Calgon Carbon Corp. Moon Township, Pa.	Kuraray Holdings U.S.A. Inc. Houston	Various shareholders, including Victory Capital Management of Cleveland	9/21/2017	Calgon Carbon provides products and services to protect human health and the environment from harmful contaminants in water and air.
11	\$1,341.3 Closed	Constantia Labels Gmbh Heilbad Heiligenstadt, Germany	Multi-Color Corp. Batavia, Ohio	Constantia Flexibles Group GmbH Vienna, Austria	7/16/2017	Constantia Labels Gmbh produces plastic labels for drinks manufacturers.
12	\$1,250.0 Closed	ASCO Power Technologies L.P. Florham Park, N.J.	Schneider Electric S.E. Rueil Malmaison, France	Vertiv Group Corp. Columbus	7/27/2017	ASCO Power Technologies provides emergency and standby power transfer solutions.
13	\$1,237.3 Closed	GCA Services Group Inc. Cleveland	ABM Industries Inc. New York	Goldman Sachs Group, Merchant Banking Division; Thomas H. Lee Partners L.P. New York, Boston	7/11/2017	GCA Services Group provides cleaning services, facility operations and other services in the United States and Puerto Rico.
14	\$1,139.4 Closed	Phillips Edison L.P. Cincinnati	Phillips Edison Grocery Center REIT I Cincinnati	NA	5/18/2017	Phillips Edison LP owns real estate assets and a third party asset management business.
15	\$1,088.1 Closed	Paroc Group Oy Helsinki, Finland	Owens Corning Toledo	CVC Capital Partners Ltd. London	10/27/2017	Paroc Group Oy manufactures and sells mineral wool insulation products.
16	\$1,050.0 Closed	Four subsidiaries of Marathon Petroleum United States	MPLX LP Findlay	Marathon Petroleum Corp. Findlay	9/1/2017	The subsidiaries contain the operations of Explorer Pipeline Inc., Lincoln Pipeline LLC, LOCAP LLC and MPL Louisiana Holdings.
17	\$1,005.3 Closed	MainSource Financial Group Inc. Greensburg, Ind.	First Financial Bancorp Cincinnati	NA	7/25/2017	MainSource Financial Group Inc. is the bank holding company for MainSource Bank.
18	\$1,000.0 Closed	Sterling Jewelers Inc., \$1 billion prime- only credit quality portion Bermuda	Comenity Bank Columbus	Sterling Jewelers Inc. Akron	5/25/2017	This asset consists of a credit card portfolio totaling about $\$1$ billion in receivables.
18	\$1,000.0 Closed	12 asset specialty retail portfolio New York and New Jersey	Madison International Realty LLC New York	Forest City Realty Trust Inc. Cleveland	2/27/2017	The portfolio consists of 12 properties totaling 2.1 million square feet of space.
20	\$961.2 Closed	CoLucid Pharmaceuticals Inc. Cambridge, Mass.	Eli Lilly and Co. Indianapolis	Various investors, including Triathlon Medical Ventures of Cincinnati	1/17/2017	CoLucid develops small molecules for the acute treatment of migraines. Its lead product candidate is Lasmiditan, an oral tablet in a Phase III clinical trial.
21	\$716.5 Closed	Vention's Advanced Technologies business United States	Nordson Corp. Westlake	Vention Medical Inc. Denver	2/20/2017	This business makes minimally invasive delivery devices, catheters and advanced components for the medical technology market.
22	\$688.0 Closed	Hawaiian Telcom Holdco Inc. Honolulu	Cincinnati Bell Inc. Cincinnati	Black Diamond Capital Management LLC, Twin Haven Capital Partners LLC Greenwich and Westport, Conn.	7/9/2017	Hawaiian Telcom provides communications services and products to residential and business customers in Hawaii.
23	\$565.0 Closed	Bob Evans Farms LLC New Albany, Ohio	Golden Gate Capital San Francisco	Bob Evans Farms Inc. New Albany, Ohio	1/24/2017	Bob Evans Farms LLC consists of Bob Evans' restaurant business.
24	\$560.0 Closed	Pittsburgh Corning Corp. Pittsburgh	Owens Corning Toledo	NA	5/15/2017	Pittsburgh Corning develops, manufactures and supplies building materials in the United States and internationally.
25	\$557.0 Closed	Cardinal Health (L) Co. Ltd. Labuan, Malaysia	Shanghai Pharma Century Global Ltd. Hong Kong	Cardinal Health Inc. Dublin, Ohio	11/14/2017	Cardinal Health (L) Co. Ltd. distributes pharmaceutical products, medical devices and specialty pharmaceuticals to pharmacies and hospitals.
26	\$541.0 Closed	PPG Industries Fiber Glass Products and related IP, licenses and assets United States	Nippon Electric Glass America Inc. United States	PPG Industries Inc., PPG Industries Ohio Inc., PPG Industries Securities LLC Pittsburgh, Cleveland, Dover, Delaware	5/26/2017	The acquired business makes fiberglass reinforcements for manufacturing processes and resin systems. The I.P.and licenses pertain to manufacturing glass fiber.
27	\$525.0 Closed	Corsair Components Inc. Fremont, Calif.	Various investors, including Hauser Private Equity of Cincinnati	Francisco Partners Management LLC San Francisco	7/26/2017	Corsair Components manufactures high-performance PC components and peripherals.
28	\$500.0 Closed	Affordable housing business United States	Jonathan Rose Companies LLC New York	Forest City Realty Trust Inc. Cleveland	3/1/2017	This business unit consists of 48 housing communities.
29	\$475.4 Closed	44 Montgomery St. office building San Francisco	Beacon Capital Partners LLC Boston	State Teachers Retirement System of Ohio Columbus	3/27/2017	This is an office building that contains a regional office for the State Teachers Retirement System of Ohio and other tenants.
30	\$475.0 Closed	Clopay Plastic Products Company Inc. Mason, Ohio	Berry Global Group Inc. Evansville, Ind.	Clopay Ames True Temper Holding Co. Mason, Ohio	11/15/2017	Clopay Plastic Products Co. manufactures specialty films, extrusion coatings and custom-printing and engineered laminations.
30	\$475.0 Closed	The Townsend Group LLC Cleveland	Aon plc London	Colony NorthStar Inc. Los Angeles	9/1/2017	The Townsend Group provides real estate investment solutions and advisory services to institutional investors worldwide.
32	\$440.0 Closed	Nelson Fastener Systems Elyria	Stanley Black & Decker Inc. New Britain, Conn.	Doncasters Group Ltd. Burton-upon-Trent, England	12/22/2017	Nelson Fastener Systems manufactures and distributes fastening system components worldwide.

Largest Ohio Mergers & Acquisitions Announced in 2017 Ranked by deal size



	DEAL VALUE (MILLIONS) (1)	COMPANY/ASSET SOLD; LOCATION	BUYER; LOCATION	SELLER; LOCATION	DATE ANNOUNCED	DESCRIPTION OF COMPANY/ASSET SOLD
33	\$430.0 Closed	Gilman Cos. St. Marys, Ga.	West Fraser Timber Co. Ltd. Vancouver, British Columbia	Various shareholders, including The Wilds (International Center for the Preservation of Wild Animals) in Columbus	7/26/2017	Gilman Cos. owns and operates six sawmills and a finger joint mill in Florida and Georgia.
34	\$360.0 Closed	Precision Partners Holding Co. Windsor, Ontario	AK Steel Corp. West Chester, Ohio	Milestone Partners Radnor, Pa.	6/30/2017	Precision Partners is a supplier of precision machined metal parts, as well as tooling and assemblies for original equipment manufacturers.
35	\$330.9 Closed	9 industrial properties United States	GPT Operating Partnership L.P. Dublin, Ohio	NA	8/22/2017	A portfolio of nine Class A industrial buildings.
36	\$328.0 Closed	R2Net Inc. New York	Sterling Jewelers Inc. Akron	Francisco Partners Management LLC San Francisco	8/23/2017	R2Net provides services to brick and mortar jewelry stores.
37	\$292.0 Closed	Katz Broadcasting LLC Atlanta	The E.W. Scripps Co. Cincinnati	NA	8/1/2017	Katz Broadcasting owns and operates television broadcasting networks.
38	\$280.0 Closed	Groeneveld Groep B.V. Gorinchem, Netherlands	The Timken Co. North Canton	NA	6/27/2017	Groeneveld Groep makes and sells automatic greasing systems and safety systems for large vehicles and other heavy equipment.
39	\$251.9 Closed	Kyocera Senco Industrial Tools Inc. Cincinnati	Kyocera Corp. Kyoto, Japan	Wynnchurch Capital LLC Rosemont, Ill.	6/29/2017	Kyocera Senco Industrial Tools manufactures tools, fasteners, compressors, and parts and accessories.
40	\$250.0 Closed	Scotts Miracle-Gro's international consumer businesses United States	Exponent Private Equity LLP London	Scotts Miracle-Gro Co. Marysville	5/2/2017	The sale included most of Scotts' international consumer lawn and garden products operations, which excludes its North America consumer business.
41	\$241.0 Closed	Certain generation and related assets United States	Kimura Power LLC Wilmington, Del.	AES Ohio Generation LLC Dayton	12/15/2017	The acquired assets are used in the production of energy.
42	\$210.3 Closed	Stonegate Mortgage Corp. Indianapolis	Home Point Financial Corp. Ann Arbor, Mich.	Various shareholders, including American Money Management Corp. of Cincinnati	1/26/2017	Stonegate Mortgage, a non-bank mortgage company, focuses on originating, financing, and serving residential mortgage loans.
43	\$209.6 Closed	Rocket Fuel Inc. Redwood City, Calif.	Sizmek Inc. Austin, Texas	Various shareholders, including Blue Chip Venture Co. of Cincinnati	7/17/2017	Rocket Fuel Inc., a technology company, provides digital advertising solutions.
44	\$199.0 Closed	OnX Enterprise Solutions Ltd. Thornhill, Ontario	Cincinnati Bell Inc. Cincinnati	Marlin Equity Partners LLC Hermosa Beach, Calif.	7/9/2017	OnX provides data center and technology services to companies in North America and the United Kingdom.

Want the full Excel version of this list — and every Crain's list? Become a Data Member: CrainsCleveland.com/data

Crain's does not independently verify the information and there is no guarantee these listings are complete or accurate. Send questions, suggestions and corrections to Chuck Soder: csoder@crain.com. Source: S&P Global Market Intelligence, Marketintelligence.spglobal.com. The data excludes deals that were announced in 2016 but closed in 2017. Originally published March 19, 2018.

[1] Includes earn outs and other payments that occur only when certain conditions are met. (2) Six of these mall sales had closed as of Dec. 3, 2018.



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The Payroll Data lists

19-26

Highest-Paid CEOs	20-22
Highest-Paid Non-CEOs	24-25
Highest-Paid CFOs	25-26



ake a good look at the names on our three "Highest-Paid" public company executives lists.

Many of them won't be on these lists next year.

Nearly 30% of the 155 executives who appear in the print version of the three lists won't be eligible for these lists next year, unless they grab a top position at another Northeast Ohio public company.

If you scan the Highest-Paid CEOs and CFOs lists, looking just below the name of each executive, you'll see that, this year, we've added information about how long each executive has held their title. The vast majority of those who left their position in 2017 and 2018 are no longer with their companies, although a few remain in other roles. And the Highest-Paid Non-CEOs list (which excludes CFOs) specifically denotes whether each executive remains with the firm or has changed positions.

Why are these executives leaving? One common reason: retirement.

We're not claiming there's a wave of retirements going on in the corporate community. But by the time executives at public companies are ready to retire, they often have years of experience under their belts — plenty of time to accumulate raises and climb to the top of our Highest-Paid lists. The act of retirement also can trigger one-time payments, giving executives another pay boost just as they head out the door.

On the whole, executives on the lists got decent raises in 2017. Looking at executives on the full digital versions of these lists who held the same title through both 2016 and 2017, the median total compensation increase for CEOs was 21.4%, CFOs got an 11% boost and so did those on the Non-CEOs list.

By that standard, executives on all three lists made more money in 2017 compared to the previous year.

— Chuck Soder

Highest-Paid CEOs Ranked by 2017 Total Compensation

		TOTAL COM	APENSATION	-				NONEQUITY	PENSION VALUE		COMPANY NET INCOME	
THIS YEAR	EXECUTIVE TENURE AS CEO	2017 2016	% CHANGE	SALARY	BONUS	STOCK AWARDS	OPTION AWARDS	INCENTIVE PLAN	CHANGE (1)	OTHER	2017 (MILLIONS)	% CHANGE FROM 2016
1	W. Nicholas Howley /TransDigm Group Inc. December 2001 - April 30, 2018	\$61,023,102 \$18,650,700	227.2%	\$7,000	\$0	\$0	\$9,772,881	\$0	\$0	\$51,243,220	\$596.9	1.79%
2	Lourenco Goncalves /Cleveland-Cliffs Inc. August 2014 - present	\$23,561,505 \$9,536,481	147.1%	\$1,300,000	\$4,650,000	\$11,858,417	\$0	\$4,565,940	\$650,202	\$536,946	\$367.0	110.8%
3	Thomas L. Williams /Parker Hannifin Corp. February 2015 - present	\$15,328,101 \$10,786,328	42.1%	\$1,125,000	\$0	\$5,303,474	\$2,935,010	\$2,418,118	\$3,372,639	\$173,860	\$983.4	21.88%
4	Charles E. Jones Jr. /FirstEnergy Corp. January 2012 - present	\$15,281,885 \$14,117,391	8.2%	\$1,136,113	\$0	\$6,208,144	\$0	\$1,383,655	\$6,530,282	\$23,691	(\$1,724.0)	NM
5	Craig Arnold/Eaton June 2016 - present	\$15,178,141 \$13,037,109	16.4%	\$943,752	\$0	\$5,956,210	\$1,948,435	\$2,293,117	\$3,815,514	\$39,863	\$2,985.0	55.79%
6	John G. Morikis/Sherwin-Williams Co. January 2016 - present	\$13,513,194 \$9,647,808	40.1%	\$1,142,313	\$0	\$5,042,504	\$4,109,591	\$2,730,000	\$0	\$488,786	\$1,772.3	56.46%
7	Andreas W. Mattes /Diebold Nixdorf June 2013 - December 2017	\$12,243,836 \$5,966,752	105.2%	\$963,382	\$0	\$4,217,980	\$908,000	\$249,555	\$0	\$5,904,919	(\$233.1)	NM
8	Richard J. Kramer /Goodyear Tire & Rubber Co. April 2010 - present	\$10,845,759 \$19,798,104	(45.2)%	\$1,300,000	\$0	\$2,221,806	\$3,194,991	\$1,305,598	\$2,678,203	\$145,161	\$346.0	-72.63%
9	S. Tricia Griffith/Progressive Corp. July 2016 - present	\$9,274,439 \$6,864,146	35.1%	\$721,154	\$0	\$6,525,051	\$0	\$1,936,298	\$0	\$91,936	\$1,592.2	54.43%
10	Richard G. Kyle/The Timken Co. May 2014 - present	\$8,603,973 \$6,644,743	29.5%	\$900,000	\$0	\$2,912,604	\$1,248,150	\$1,477,656	\$1,706,000	\$359,563	\$203.4	44.46%
11	Matthew E. Monaghan/Invacare Corp. April 2015 - present	\$8,190,175 \$4,091,621	100.2%	\$780,778	\$0	\$4,532,327	\$2,151,724	\$710,508	NA	\$14,838	(\$76.5)	NM
12	Beth E. Mooney/KeyCorp May 2011 - present	\$8,146,470 \$8,167,203	(0.3)%	\$1,000,000	\$0	\$3,959,986	\$439,999	\$2,675,000	\$3,932	\$67,553	\$1,296.0	63.84%
13	David C. Brown/Victory Capital Holdings Inc. August 2013 - present	\$7,858,881 NA	NA%	\$600,000	\$3,684,135	\$3,000,000	\$113,970	\$0	\$0	\$460,776	\$25.8	NM
14	Christopher L. Mapes/Lincoln Electric Holdings Inc. December 2012 - present	\$7,692,463 \$6,696,609	14.9%	\$935,000	\$0	\$2,408,020	\$1,199,989	\$2,928,906	\$33,446	\$187,102	\$247.5	24.75%
15	David R. Lukes/SITE Centers Corp. (formerly DDR Corp.) March 2017 - present	\$7,541,235 NA	NA%	\$705,064	\$1,154,195	\$5,624,143	\$0	\$0	\$0	\$57,833	(\$241.7)	NM
16	Mark T. Smucker/The J.M. Smucker Co. May 2016 - present	\$6,949,627 NA	NA%	\$900,000	\$18,000	\$3,600,000	\$0	\$1,089,000	\$1,295,376	\$47,251	\$592.3	-14%
17	Edward F. Crawford/Park-Ohio Holdings Corp. 1992 - May 2018	\$6,807,526 \$5,051,904	34.8%	\$750,000	\$0	\$3,143,250	\$0	\$2,823,600	\$0	\$90,676	\$28.6	-9.78%
18	Michael F. Hilton/Nordson Corp. January 2010 - present	\$6,748,315 \$6,428,849	5.0%	\$875,000	\$0	\$2,347,868	\$1,829,045	\$1,103,375	\$505,485	\$87,542	\$295.8	8.81%
19	Joseph M. Gingo/A. Schulman Inc. (now part of LyondellBasell) (2) August 2016 - August 2018; January 2008 - December 2014	\$6,604,281 \$526,574	1,154.2%	\$909,835	\$0	\$5,205,896	\$455,438	\$0	\$0	\$33,562	\$33.0	NM
20	Tim J. Timken Jr./TimkenSteel Corp. June 2014 - present	\$6,107,905 \$4,467,849	36.7%	\$865,200	\$0	\$1,882,824	\$1,455,360	\$358,395	\$1,441,000	\$105,126	(\$43.8)	NM
21	Robert M. Patterson/PolyOne Corp. May 2014 - present	\$5,686,905 \$3,805,171	49.5%	\$959,231	\$0	\$1,331,605	\$1,419,188	\$1,862,317	\$0	\$114,564	(\$57.7)	NM
22	Alfred M. Rankin Jr./Nacco Industries Inc. May 1991 - September 2017	\$5,654,763 \$6,388,646	(11.5)%	\$474,627	\$0	\$1,651,936	\$0	\$1,196,884	\$1,824,567	\$440,837	\$30.3	2.47%
23	Peter T. Thomas/Ferro Corp.	\$5,472,401	1.5%	\$913,200	\$0	\$2,067,723	\$895,158	\$1,298,600	\$18,796	\$278,924	\$57.1	NM
24	April 2013 - present David J. LaRue/Forest City Realty Trust Inc. (now part of Brookfield) (3)	\$5,393,938 \$5,354,489 \$3,681,296	45.5%	\$750,000	\$0	\$1,906,599	\$0	\$2,631,096	\$10,718	\$56,076	\$206.0	NM
	June 2011 - December 2018 Richard J. Hipple/Materion Corp.	\$4,917,783	22.6%	\$867,096	\$0	\$1,080,836	\$361,267	\$1,861,196	\$741,776	\$5,612	\$11.5	
25	May 2006 - March 2017 Frank C. Sullivan/RPM International Inc.	\$4,010,629 \$4,657,891	(62.8)%	\$970,000	\$0		\$2,580,000	\$730,000	\$17,248	\$146,485	\$11.5	-55.51%
26	October 2002 - present	\$12,537,773				\$214,158						-48.74%
27	Neil A. Schrimsher/Applied Industrial Technologies Inc. October 2011 - present Matthew A. Quimen (Codes Fair I.D.)	\$4,468,809 \$3,354,939	33.2%	\$845,000	NA ¢0	\$1,597,463	\$619,894	\$1,240,376	\$0	\$166,076	\$133.9	352.75
28	Matthew A. Ouimet/Cedar Fair LP January 2012 - January 2018	\$4,439,657 \$5,856,993	(24.2)%	\$1,063,462		\$1,999,979	\$0	\$1,303,667	\$0	\$72,549	\$215.5	21.27%
29	Alfred M. Rankin Jr./Hyster-Yale Materials Handling Inc. September 2012 - present	\$4,366,594 \$2,808,832	55.5%	\$902,674	\$0	\$1,746,675	\$0	\$1,400,875	\$34,473	\$281,897	\$48.6	13.55%
30	Marc A. Stefanski/TFS Financial Corp. 1998 - present	\$4,298,601 \$4,464,105	(3.7)%	\$1,386,923		\$569,645	\$0	\$2,062,500	\$24,748	\$254,785	\$88.9	10.33%
31	Walter M. Rosebrough Jr./Steris October 2007 - present	\$4,220,360 \$9,056,964	(53.4)%	\$840,000	\$0	\$1,305,437	\$1,477,664	\$464,005	NA	\$133,254	\$110.0	-0.72
32	Robert G. Ruhlman /Preformed Line Products Co. July 2000 - present	\$4,143,450 \$3,185,852	30.1%	\$810,000	NA	\$2,074,855	NA	\$810,000	NA	\$451,596	\$12.7	-17.05%
33	Thomas F. August /SITE Centers Corp. (formerly DDR Corp.) July 2016 - March 2017	\$3,841,369 \$4,132,296	(7.0)%	\$130,289	\$0	\$0	\$0	\$0	\$0	\$3,711,080	(\$241.7)	NM

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FRITZ KOHMANN, CFO Shearer's Snacks

Featured team (left to right)

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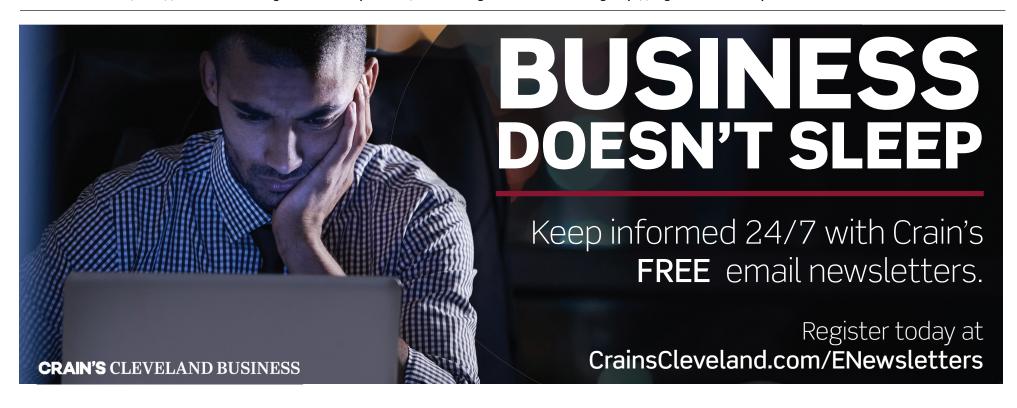
Ranked by 2017 Total Compensation

		TOTAL COM	PENSATION	_							COMPANY	NET INCOME
THIS YEAR	EXECUTIVE TENURE AS CEO	2017 2016	% CHANGE	SALARY	BONUS	STOCK AWARDS	OPTION AWARDS	NONEQUITY INCENTIVE PLAN		OTHER	2017 (MILLIONS)	% CHANGE FROM 2016
34	John C. Butler Jr./Nacco Industries Inc. October 2017 - present	\$3,620,722 \$3,470,650	4.3%	\$617,048	\$0	\$1,604,506	\$0	\$1,175,742	\$25,245	\$198,181	\$30.3	2.47%
35	R. David Banyard/Myers Industries Inc. December 2015 - present	\$3,279,164 \$2,438,631	34.5%	\$708,067	\$0	\$1,238,823	\$692,323	\$593,210	\$0	\$46,741	(\$9.9)	NM
36	Jenniffer D. Deckard /Covia Holdings Corp. (formerly Fairmount Santrol/Unimin) (4) May 2013 - present	\$3,226,504 \$1,044,405	208.9%	\$500,000	\$0	\$566,695	\$384,306	\$1,700,865	\$56,561	\$18,077	\$53.8	NM
37	Jugal K. Vijayvargiya /Materion Corp. March 2017 - present	\$3,130,165 NA	NA%	\$544,615	\$0	\$1,024,623	\$350,678	\$1,149,687	NA	\$60,562	\$11.5	-55.51%
38	Joel L. Hawthorne /GrafTech International Ltd. January 2014 - January 2017	\$3,111,738 \$714,443	335.5%	\$138,204	\$0	NA	NA	NA	NA	\$2,973,534	\$8.0	NM
39	Jerome P. Grisko Jr. /CBIZ Inc. March 2016 - present	\$2,918,938 \$2,502,847	16.6%	\$714,625	\$0	\$746,400	\$628,200	\$600,000	\$0	\$229,713	\$50.4	25.74
40	Anne P. Noonan /Omnova Solutions Inc. December 2016 - present	\$2,887,842 \$979,357	194.9%	\$637,358	\$0	\$1,531,660	\$0	\$640,000	\$0	\$78,824	(\$87.8)	NM
41	Thomas M. O'Brien /TravelCenters of America LLC February 2007 - December 2017	\$2,874,900 \$3,700,300	(22.3)%	\$300,000	\$2,060,400	\$39,500	\$0	\$0	\$0	\$475,000	\$9.3	NM
42	Ramzi Y. Hermiz /Shiloh Industries Inc. September 2012 - present	\$2,459,429 \$1,294,698	90.0%	\$853,846	\$250,000	\$425,883	\$0	\$910,000	\$0	\$19,700	(\$0.7)	NM
43	Chris A. Raanes /ViewRay Inc. February 2013 - July 2018	\$2,027,301 \$622,500	225.7%	\$475,000	\$0	NA	\$1,552,301	\$0	NA	\$0	(\$72.2)	NM
44	Gil Van Bokkelen /Athersys Inc. 1995 - present	\$1,458,435 \$1,847,012	(21.0)%	\$525,000	\$110,250	\$328,512	\$474,000	NA	NA	\$20,673	(\$32.2)	NM
45	Michael D. Siegal /Olympic Steel Inc. 1984 - present (5)	\$1,372,043 \$953,984	43.8%	\$750,000	\$156,522	\$0	\$0	\$273,091	\$0	\$192,430	\$19.0	NA
46	Kevin J. Helmick /Farmers National Banc Corp. November 2013 - present	\$998,653 \$961,866	3.8%	\$422,956	\$0	\$187,728	\$0	\$318,710	\$13,149	\$56,110	\$22.7	10.48%
47	Gary M. Small /United Community Financial Corp. April 2014 - present	\$933,003 \$776,765	20.1%	\$450,000	\$0	\$186,438	\$0	\$275,175	\$0	\$21,390	\$21.8	15.71%
48	Theodore L. Tewksbury III /Energy Focus Inc. February 2017 - present	\$861,599 NA	NA%	\$407,692	\$0	\$262,178	\$191,160	\$0	NA	\$569	(\$11.3)	NM
49	James O. Miller /Civista Bancshares Inc. December 2007 - December 2017	\$848,265 \$676,151	25.5%	\$457,693	\$0	\$50,746	\$0	\$142,481	\$142,515	\$54,830	\$15.9	-7.81
50	Peter W. Knapper /Sifco Industries Inc. June 2016 - present	\$704,443 \$390,223	80.5%	\$350,000	\$60,000	\$243,615	\$0	\$0	\$0	\$50,828	(\$14.2)	NM
51	Thomas G. Caldwell /Middlefield Banc Corp. October 2000 - present	\$517,261 \$444,468	16.4%	\$320,000	\$0	\$13,990	\$0	\$96,000	\$0	\$59,121	\$9.5	47.37%
52	Jeffrey C. Dutton /GrafTech International Ltd. January 2017 - March 2018	\$469,680 \$451,574	4.0%	\$425,000	\$0	NA	NA	NA	NA	\$44,680	\$8.0	NM
53	James M. Gasior /Cortland Bancorp November 2009 - present	\$466,467 \$424,094	10.0%	\$270,000	\$0	\$40,497	\$0	\$33,282	\$0	\$122,688	\$4.4	-10.7%
54	James Tu/Energy Focus Inc. March 2013 - February 2017	\$436,990 \$973,197	(55.1)%	\$53,846	\$0	\$0	\$0	\$0	NA	\$383,144	(\$11.3)	NM
55	Ralph J. Lober II/Consumers Bancorp Inc. May 2007 - present	\$327,398 \$301,259	8.7%	\$229,501	\$250	\$20,756	\$0	\$0	\$67,387	\$9,504	\$3.0	39.45%
56	Steven Tsengas /OurPet's Co. 1998 - present	\$282,149 \$284,482	(0.8)%	\$255,659	\$24,000	NA	\$0	NA	NA	\$2,490	\$1.7	-18.46%

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Data provided by S&P Global Market Intelligence (Marketintelligence.spglobal.com). NM = not meaningful. Send all feedback to Chuck Soder: csoder@crain.com. Originally published June 4, 2018.

(1) Includes change in pension value and nonqualified deferred compensation (2) A. Schulman was acquired by LyondellBasell Industries N.V. on Aug. 21, 2018. (3) Forest City was acquired by a Brookfield Asset Management Inc. investment fund on Dec. 7, 2018. (4) Fairmount Santrol merged with Unimin Corp. on June 1, 2018 and changed its name to Covia Holdings Corp. (5) Siegal is scheduled to step down as CEO at the end of 2018.







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Highest-Paid Non-CEOs Ranked by 2017 Compensation

		TOTAL COMPE	NSATION						PENSION		COMPANY	NET INCOME
THIS YEAR	EXECUTIVE	2017 2016	% CHANGE	SALARY	BONUS	STOCK AWARDS	OPTION AWARDS	NONEQUITY INCENTIVE PLAN		OTHER	2017 (MILLIONS)	% CHANGE FROM 2016
1	Robert S. Henderson/TransDigm Group Inc. vice chairman	\$17,719,539 (2) \$2,773,400	538.9 (2)	\$162,500	\$0	\$0	\$4,147,189	\$0	\$0	\$13,409,850 (2)	\$596.9	1.79%
2	Bernt G. Iversen, II/TransDigm Group Inc. executive vice president of business development and M&A	\$14,059,770 (2) \$2,400,900	485.6 (2)	\$492,500	\$1,000	\$0	\$3,318,770	\$424,000	\$0	\$9,823,500 (2)	\$596.9	1.79%
3	Kevin M. Stein /TransDigm Group Inc. president, CEO; former COO (became CEO in April 2018)	\$11,730,630 (2) \$1,187,150	888.1 (2)	\$680,000	\$3,000	\$0	\$4,808,830	\$742,000	\$0	\$5,496,800 (2)	\$596.9	1.79%
4	Lee C. Banks/Parker Hannifin Corp. president, COO	\$7,614,992 \$7,049,754	8.0	\$900,000	\$0	\$2,571,744	\$1,422,993	\$1,622,363	\$931,306	\$166,586	\$983.4	21.88%
5	Eckard Heidloff/Diebold Nixdorf former president and executive officer (resigned in March 2017) (3)	\$5,846,056 \$1,760,660	232.0	\$194,953	\$0	\$0	\$0	\$0	\$207,576	\$5,443,527	(\$233.1)	NM
6	Christopher M. Gorman/KeyCorp vice chairman; president of banking	\$5,136,301 \$5,398,519	(4.9)	\$678,846	\$0	\$2,159,980	\$239,996	\$2,000,000	\$22,079	\$35,400	\$1,296.0	63.84%
7	Leila L. Vespoli /FirstEnergy Corp. executive VP, corporate strategy, regulatory affairs; chief legal officer (4)	\$5,117,611 \$4,868,785	5.1	\$761,286	\$0	\$1,946,403	\$0	\$719,783	\$1,681,039	\$9,100	(\$1,724.0)	NM
8	Revathi Advaithi/Eaton president and COO, Electrical Sector	\$5,050,398 \$5,979,142	(15.5)	\$742,560	\$0	\$1,672,536	\$546,982	\$1,046,425	\$1,016,226	\$25,669	\$2,985.0	55.79%
9	Uday Yadav/Eaton COO, Industrial Sector	\$4,792,783 \$4,785,041	0.2	\$642,600	\$0	\$1,504,715	\$492,586	\$854,461	\$1,276,569	\$21,852	\$2,985.0	55.79%
10	Richard K. Smucker /The J.M. Smucker Co. executive chairman	\$4,529,676 \$7,241,597	(37.4)	\$767,308	\$15,000	\$1,500,000	\$0	\$825,000	\$1,328,450	\$93,918	\$592.3	-14%
11	Matthew V. Crawford/Park-Ohio Holdings Corp. chairman, CEO; former president, COO (became CEO in May 2018)	\$4,354,180 \$3,913,139	11.3	\$550,000	\$600,000	\$3,143,250	\$0	\$0	\$8,108	\$52,822	\$28.6	-9.78%
12	P. Kelly Tompkins/Cleveland-Cliffs Inc. former COO, executive vice president (retired in December 2017)	\$4,316,009 \$2,174,187	98.5	\$565,000	\$899,500	\$1,535,479	\$0	\$1,093,682	\$111,967	\$110,381	\$367.0	110.8%
13	Andrew J. Paine III/KeyCorp president, KeyBanc Capital Markets; co-head of Key Corporate Bank	\$4,052,340 \$4,279,625	(5.3)	\$500,000	\$0	\$1,619,980	\$179,998	\$1,700,000	\$16,962	\$35,400	\$1,296.0	63.84%
14	Kelly S. Cliff /Victory Capital Holdings Inc. president, Investment Franchises	\$4,017,569 NA	NA	\$425,000	\$914,978	\$1,850,000	\$615,439	\$0	\$0	\$212,152	\$25.8	NM
15	Sean P. Hennessy /Sherwin-Williams Co. former senior VP of corporate planning, development, administration (retired in March 2018)	\$3,949,234 \$3,486,882	13.3	\$684,658	\$0	\$1,249,061	\$804,565	\$969,000	\$0	\$241,950	\$1,772.3	56.46%
16	Steven T. Oakland /The J.M. Smucker Co. former vice chair; president, U.S. Food & Beverage (left company in March 2018)	\$3,882,056 \$3,931,865	(1.3)	\$691,875	\$13,500	\$1,350,000	\$0	\$742,500	\$1,050,207	\$33,974	\$592.3	-14%
17	Michael D. Policarpo II/Victory Capital Holdings Inc. COO	\$3,588,884 NA	NA	\$375,000	\$830,979	\$1,700,000	\$410,293	\$0	\$0	\$272,612	\$25.8	NM
18	Christopher A. Coughlin /The Timken Co. executive vice president, group president	\$3,397,229 \$2,501,037	35.8	\$515,041	\$0	\$911,535	\$390,345	\$528,510	\$833,000	\$218,798	\$203.4	44.46%
19	Richard A. Zimmerman /Cedar Fair LP president, CEO	\$3,354,867 \$2,772,329	21.0	\$646,154	\$0	\$2,062,490	\$0	\$607,770	\$0	\$38,453	\$215.5	21.27%
20	Robert J. Davisson /Sherwin-Williams Co. former president, Americas Group (retired in February 2018)	\$3,342,883 \$2,920,984	14.4	\$630,296	\$0	\$971,492	\$757,237	\$789,000	\$0	\$194,858	\$1,772.3	56.46%
21	Amy G. Brady /KeyCorp chief information officer	\$3,331,719 NA	NA	\$633,846	\$0	\$1,597,475	\$64,998	\$1,000,000	\$0	\$35,400	\$1,296.0 \$772.4	63.84%
22	Curtis J. Hutchins /Eaton president, Hydraulics Group	\$3,322,199 NA	NA	\$574,669	\$0	\$1,045,295	\$342,242	\$619,632	\$715,741	\$24,620	\$2,985.0	55.79%
23	James H. Lash /FirstEnergy Corp. former executive VP, president, FirstEnergy Generation (retired in August 2017)	\$3,227,396 \$2,876,218	12.2	\$336,846	\$0	\$1,078,787	\$0	\$857,055	\$856,061	\$98,647	(\$1,724.0)	NM
24	Juergen Wunram/Diebold Nixdorf former senior vice president, COO (retired in May 2018) (3)	\$3,051,193 \$1,272,043	139.9	\$598,446	\$0	\$1,583,750	\$342,116	\$267,089	\$105,588	\$154,204	(\$233.1)	NM
25	Stephen R. McClellan /Goodyear Tire & Rubber Co. president, Americas	\$2,995,940 \$5,117,054	(41.5)	\$623,333	\$0	\$448,532	\$645,000	\$260,672	\$973,956	\$44,447	\$346.0	-72.63%
26	Ronald A. Rice/RPM International Inc. former president, COO (retired in July 2018)	\$2,940,216 \$6,572,165 (5)	(55.3) (5)	\$730,000	\$0	\$223,795	\$1,290,000	\$550,000	\$19,412	\$127,009	\$181.8	-48.74%
27	Colin Wilson Jr. /Hyster-Yale Materials Handling Inc. president, CEO, Hyster-Yale Group	\$2,895,646 \$1,866,016	55.2	\$701,500	\$0	\$999,989	\$0	\$921,725	\$78,232	\$194,200	\$48.6	13.55%
28	Donald R. Schneider /FirstEnergy Corp. president, FirstEnergy Solutions	\$2,841,822 \$3,031,292	(6.3)	\$536,470	\$0	\$0	\$0	\$1,214,304	\$1,081,398	\$9,650	(\$1,724.0)	NM
29	Richard N. Altice /PolyOne Corp. former senior VP, president of Designed Structures & Solutions (left company in July 2017)	\$2,829,635 NA	NA	\$244,615	\$0	\$614,436	\$611,943	\$0	\$0	\$1,358,641	(\$57.7)	NM
30	William T. Ross /SITE Centers Corp. (formerly DDR Corp.) former COO (hired in January 2017; left company in May 2017)	\$2,802,702 NA	NA	\$187,500	\$0	\$1,027,014	\$0	\$0	\$0	\$1,588,188	(\$241.7)	NM
31	Barry C. Dunaway /The J.M. Smucker Co. president, Pet Food and Snacks	\$2,718,832 NA	NA	\$597,596	\$11,000	\$990,000	\$0	\$374,000	\$518,781	\$227,455	\$592.3	-14%
32	William M. Cody /Progressive Corp. chief investment officer	\$2,713,833 \$2,603,778	4.2	\$477,692	\$0	\$1,080,068	\$0	\$1,144,073	\$0	\$12,000	\$1,592.2	54.43%
33	Robert W. Malone /Parker Hannifin Corp. vice president and president, Filtration Group	\$2,712,416 NA	NA	\$467,575	\$0	\$892,289	\$275,696	\$433,069	\$0	\$643,788	\$983.4	21.88%
34	Joseph R. Leonti /Parker Hannifin Corp. vice president, general counsel and secretary	\$2,660,863 \$2,112,324	26.0	\$490,900	\$0	\$707,230	\$391,427	\$561,994	\$0	\$509,312	\$983.4	21.88%
35	Clifford T. Smith/Cleveland-Cliffs Inc. executive vice president, business development (6)	\$2,658,552 \$1,665,583	59.6	\$414,000	\$673,350	\$787,575	\$0	\$588,939	\$157,800	\$36,888	\$367.0	110.8%
36	Terry G. Fedor /Cleveland-Cliffs Inc. executive vice president, United States Iron Ore	\$2,627,922 \$1,621,074	62.1	\$414,000	\$673,350	\$787,575	\$0	\$588,939	\$139,800	\$24,258	\$367.0	110.8%

		TOTAL COMPEN	SATION								COMPANY	NET INCOME
THIS YEAR	EXECUTIVE	2017 2016	% CHANGE	SALARY	BONUS	STOCK AWARDS	OPTION AWARDS	NONEQUITY INCENTIVE PLAN		OTHER	2017 (MILLIONS)	% CHANGE FROM 2016
37	William R. Burkhart /The Timken Co. former executive VP, general counsel and secretary (left company in August 2017)	\$2,622,577 \$1,583,808	65.6	\$280,990	\$0	\$416,086	\$178,345	\$269,115	\$1,410,000	\$68,041	\$203.4	44.46%
38	Joel D. Baxter/Sherwin-Williams Co. president and GM, global supply chain division of consumer brands group	\$2,547,301 NA	NA	\$543,571	\$0	\$647,661	\$512,713	\$674,000	\$0	\$169,356	\$1,772.3	56.46%
39	Christopher R. Delaney /Goodyear Tire & Rubber Co. president, Europe, Middle East and Africa Business Unit	\$2,522,383 NA	NA	\$555,000	\$0	\$889,126	\$548,989	\$214,854	\$289,281	\$25,133	\$346.0	-72.63%
40	Ronald A. Ratner /Forest City Realty Trust Inc. (now part of Brookfield) (6) former executive VP, development (left company in September 2018)	\$2,503,981 \$1,796,351	39.4	\$500,000	\$0	\$677,901	\$0	\$1,249,075	\$23,865	\$53,140	\$206.0	NM
41	John P. Auer /Progressive Corp. chairman, former president, CEO, ARX Holding Corp. (retired in April 2018) (7)	\$2,459,964 \$486,981	405.1	\$537,885	\$0	\$962,505	\$0	\$934,574	\$0	\$25,000	\$1,592.2	54.43%
42	John A. Barbagallo /Progressive Corp. Commercial Lines president	\$2,378,034 \$2,271,943	4.7	\$473,462	\$0	\$1,045,076	\$0	\$847,496	\$0	\$12,000	\$1,592.2	54.43%
43	George D. Blankenship /Lincoln Electric Holdings Inc. executive vice president; president, Americas Welding	\$2,335,701 \$3,294,903	(29.1)	\$500,000	\$0	\$451,238	\$225,009	\$869,759	\$147,410	\$142,285	\$247.5	24.75%
44	Gregory H. Trepp /Nacco Industries Inc. president, CEO, Hamilton Beach Brands (left NACCO with spinoff in September 2017)	\$2,294,442 \$2,483,810	(7.6)	\$519,938	\$0	\$0	\$0	\$1,419,666	\$163,420	\$191,418	\$30.3	2.47%
45	Michael A. Makinen /SITE Centers Corp. (formerly DDR Corp.) executive vice president, COO	\$2,273,087 NA	NA	\$414,744	\$522,260	\$1,325,789	\$0	\$0	\$0	\$10,294	(\$241.7)	NM
46	David L. Bialosky /Goodyear Tire & Rubber Co. senior vice president, general counsel, secretary	\$2,258,903 \$3,805,554	(40.6)	\$577,667	\$0	\$339,001	\$487,488	\$193,392	\$635,619	\$25,736	\$346.0	-72.63%
47	Gerald L. Clancey /Fairmount Santrol (merged to form Covia Holdings) (8) chief commercial officer	\$2,152,091 \$1,008,077	113.5	\$353,100	\$0	\$329,987	\$169,792	\$1,254,723	\$24,432	\$20,057	\$53.8	NM
48	Duane F. Bishop Jr. /Forest City Realty Trust Inc. (now part of Brookfield) (6) former COO, executive vice president (left company in December 2018)	\$2,148,312 \$1,718,313	25.0	\$500,000	\$0	\$677,901	NA	\$922,075	\$771	\$47,565	\$206.0	NM
49	Olaf Heyden /Diebold Nixdorf senior vice president, services (3)	\$2,139,680 NA	NA	\$460,411	\$0	\$1,017,990	\$225,411	\$234,639	\$71,992	\$129,237	(\$233.1)	NM
50	Jonathan B. Leiken/Diebold Nixdorf senior vice president, chief legal officer, secretary	\$2,139,534 \$1,472,378	45.3	\$472,849	\$0	\$1,227,054	\$212,813	\$190,000	\$0	\$36,818	(\$233.1)	NM

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Get the Excel version of the list, which contains 62 executives. Become a Data Member: CrainsCleveland.com/data

Data provided by S&P Global Market Intelligence (Marketintelligence.spglobal.com). This list excludes CFOs because Crain's also publishes Highest-Paid CFOs list. NM = not meaningful. Send all feedback to Chuck Soder: csoder@crain.com. Originally published June 18, 2018.

(1) Includes change in pension value and nonqualified deferred compensation (2) These TransDigm executives received stock options through a compensation plan that awards options to most executives every two years; they also received large "dividend equivalent payments" (in the "other" category) in conjunction with dividends issued in 2017. (3) These Diebold executives joined the company when it merged with Wincor Nixdorf in August 2016. Wunram served as interim CEO for a three month period starting in December 2017. (4) Vespoli is planning to retire April 1, 2019. (5) RPM granted performance-based stock awards to several top executives in 2016. (6) Smith will become executive vice president, chief operating officer, on Jan. 1, 2019. (7) Forest City was acquired by a Brookfield Asset Management Inc. investment fund on Dec. 7, 2018. (8) ARX is majority owned by Progressive. (9)

THE LIST

Highest-Paid CFOs Ranked by 2017 Compensation

THIS YEAR	CFO TENURE IN POSITION	TOTAL COMPENSATION 2017 2016	% CHANGE	SALARY	BONUS	STOCK AWARDS	OPTION AWARDS	NONEQUITY INCENTIVE PLAN	PENSION VALUE CHANGE	OTHER
1	Richard H. Fearon /Eaton April 2002 - present	\$8,602,980 (1) \$8,673,939	(8.0)	\$764,850	\$0	\$2,508,244	\$820,473	\$1,347,288	\$2,983,382	\$37,493
2	Terrance M. Paradie /TransDigm Group Inc. April 2015 - January 2018	\$7,122,400 (2) \$871,439	717.3 (2)	\$520,000	\$2,300	\$0	\$3,047,850	\$445,200	\$0	\$3,107,050
3	James F. Pearson /FirstEnergy Corp. 2013 - March 2018	\$5,977,966 \$5,670,945	5.4	\$662,214	\$0	\$2,124,671	\$0	\$662,943	\$2,512,687	\$15,451
4	Jon P. Marten /Parker Hannifin Corp. November 2010 - April 2017	\$3,812,399 \$4,394,354	(13.2)	\$688,615	\$0	\$1,350,166	\$746,967	\$905,085	\$0	\$121,566
5	John P. Sauerland /Progressive Corp. April 2015 - present	\$3,701,176 \$3,349,554	10.5	\$571,154	\$0	\$1,840,065	\$0	\$1,277,957	\$0	\$12,000
6	Donald R. Kimble /KeyCorp June 2013 - present	\$3,585,368 \$3,125,076	14.7	\$650,000	\$0	\$1,349,971	\$149,997	\$1,400,000	\$0	\$35,400
7	Catherine A. Suever /Parker Hannifin Corp. April 2017 - present	\$3,550,813 NA	NA	\$570,747	\$0	\$1,849,646	\$153,010	\$538,377	\$343,023	\$96,011
8	Laura K. Thompson /Goodyear Tire & Rubber Co. December 2013 - September 2018	\$3,547,080 \$5,105,271	(30.5)	\$650,000	\$0	\$495,463	\$712,490	\$298,192	\$1,350,719	\$40,216
9	Mark R. Belgya/The J.M. Smucker Co. January 2005 - present	\$3,241,202 \$3,801,050	(14.7)	\$618,125	\$11,500	\$1,150,000	\$0	\$569,250	\$861,358	\$30,969
10	Allen J. Mistysyn /Sherwin-Williams Co. January 2017 - present	\$3,201,662 NA	NA	\$600,002	\$0	\$878,969	\$757,237	\$849,000	\$0	\$116,454
11	Vincent K. Petrella /Lincoln Electric Holdings Inc. February 2004 - present	\$3,129,746 \$3,230,903	(3.1)	\$485,000	\$0	\$1,053,455	\$275,030	\$952,004	\$169,120	\$195,137
12	Christopher A. Chapman /Diebold Nixdorf June 2014 - October 2018	\$2,978,218 (3) \$1,919,629	55.1 (3)	\$574,178	\$0	\$1,710,187	\$343,487	\$230,000	\$80,875	\$39,491
13	Robert G. O'Brien /Forest City Realty Trust Inc. (now part of Brookfield) (4) April 2008 - December 2018	\$2,865,741 \$2,079,242	37.8	\$583,000	\$0	\$790,418	\$0	\$1,425,133	\$9,732	\$57,458
14	Michael F. Biehl /Fairmount Santrol (merged to form Covia Holdings Corp.) (5) April 2016 - June 2018	\$2,777,382 \$1,910,446	45.4	\$453,200	\$0	\$435,302	\$261,510	\$1,610,168	\$0	\$17,202
15	Philip D. Fracassa /The Timken Co. February 2014 - present	\$2,771,845 \$2,035,672	36.2	\$512,500	\$0	\$645,104	\$275,865	\$525,902	\$670,000	\$142,474
16	John W. Richardson /A. Schulman Inc. (now part of LyondellBasell) (6) November 2016 - August 2018	\$2,694,386 NA	NA	\$432,692	\$0	\$2,025,300	\$199,976	\$0	\$0	\$36,418

Highest-Paid CFOs

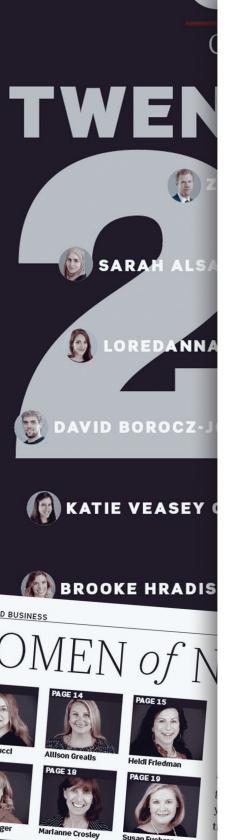
Ranked by 2017 Compensation

	CFO TENURE IN POSITION	TOTAL COMPENSATION 2017 2016	% CHANGE	SALARY	BONUS	STOCK AWARDS	OPTION AWARDS	NONEQUITY INCENTIVE PLAN	PENSION VALUE CHANGE	OTHER
17	Gregory A. Thaxton/Nordson Corp. January 2008 - present	\$2,288,063 \$2,419,339	(5.4)	\$450,000	\$0	\$567,270	\$423,951	\$397,215	\$407,504	\$42,123
18	Matthew L. Ostrower/SITE Centers Corp. (formerly DDR Corp.) March 2017 - present	\$2,281,443 NA	NA	\$414,744	\$522,260	\$1,325,789	\$0	\$0	\$0	\$18,850
19	Timothy K. Flanagan /Cleveland-Cliffs Inc. January 2017 - present	\$2,194,333 NA	NA	\$400,000	\$318,000	\$760,951	\$0	\$540,829	\$144,000	\$30,553
20	Robert Kenneth Gudbranson /Invacare Corp. April 2008 - November 2017	\$1,974,545 \$1,488,883	32.6	\$445,668	\$0	\$939,602	\$576,452	NA	NA	\$12,823
21	Brian C. Witherow /Cedar Fair LP January 2012 - present	\$1,949,060 \$1,942,116	0.4	\$525,838	\$0	\$907,187	\$0	\$495,636	\$0	\$20,399
22	Bradley C. Richardson /PolyOne Corp. November 2013 - present	\$1,775,275 \$1,577,332	12.5	\$569,615	\$0	\$277,915	\$295,964	\$576,063	\$0	\$55,718
23	Michael J. Tokich/Steris March 2008 - present	\$1,713,052 \$4,452,251 (7)	(61.5) (7)	\$456,250	\$0	\$606,564	\$394,605	\$180,244	NA	\$75,389
24	Russell L. Gordon /RPM International Inc. April 2012 - present	\$1,583,008 \$3,066,097 (8)	(48.4) (8)	\$475,000	\$0	\$213,546	\$387,000	\$450,000	\$16,671	\$40,791
25	Andrew J. Rebholz /TravelCenters of America LLC November 2007 - December 2017	\$1,572,500 \$1,655,000	(5.0)	\$300,000	\$750,000	\$522,500	\$0	\$0	\$0	\$0
26	Mark O. Eisele /Applied Industrial Technologies Inc. January 2004 - August 2017	\$1,475,726 \$1,161,767	27.0	\$451,500	\$0	\$350,187	\$135,844	\$404,409	\$85,974	\$47,812
27	Ware H. Grove /CBIZ Inc. December 2000 - present	\$1,448,731 \$1,282,525	13.0	\$428,500	\$0	\$466,500	\$261,750	\$262,242	\$0	\$29,739
28	David S. Huffman /TFS Financial Corp. 2000 - present	\$1,390,284 \$1,319,790	5.3	\$481,166	\$0	\$94,619	\$217,728	\$534,821	\$2,796	\$59,154
29	Benjamin J. Schlater /Ferro Corp. September 2016 - present	\$1,334,386 \$1,091,181	22.3	\$412,000	\$0	\$345,334	\$149,556	\$380,800	\$0	\$46,696
30	Joseph P. Kelley /Materion Corp. January 2015 - present	\$1,301,833 \$1,062,448	22.5	\$406,615	\$0	\$295,568	\$72,225	\$485,743	\$30,587	\$11,095
31	Matteo Anversa /Myers Industries Inc. December 2016 - December 2018	\$1,275,393 \$277,784	359.1	\$425,000	\$0	\$362,062	\$202,339	\$275,193	\$0	\$10,800
32	Patrick W. Fogarty /Park-Ohio Holdings Corp. June 2015 - present	\$1,228,732 \$1,089,281	12.8	\$345,000	\$400,000	\$457,200	\$0	\$0	\$7,506	\$19,026
33	Paul F. DeSantis /Omnova Solutions Inc. July 2014 - present	\$1,219,526 \$998,987	22.1	\$448,818	\$0	\$450,640	\$0	\$269,400	\$0	\$50,668
34	Christopher J. Holding /TimkenSteel Corp. June 2014 - September 2018	\$1,147,118 \$864,197	32.7	\$376,688	\$0	\$450,468	\$188,928	\$91,021	\$0	\$40,013
35	Richard T. Marabito /Olympic Steel Inc. March 2000 - present (9)	\$1,080,965 (10) \$608,717	77.6 (10)	\$500,000	\$156,522	\$0	\$0	\$273,091	\$0	\$151,352
36	Kenneth C. Schilling /Hyster-Yale Materials Handling Inc. October 2008 - present	\$984,567 \$741,394	32.8	\$413,428	\$0	\$213,953	\$0	\$262,861	\$9,239	\$85,086
37	Ajay Bansal /ViewRay Inc. June 2016 - present	\$953,682 \$1,865,491	(48.9)	\$335,000	\$50,000	NA	\$465,284	\$103,398	NA	\$0
38	Joseph J. Levanduski /A. Schulman Inc. (now part of LyondellBasell) (6) June 2011 - October 2016	\$851,028 \$1,088,987	(21.9)	\$99,034	\$0	\$0	\$0	\$0	\$0	\$751,994
39	Quinn J. Coburn /GrafTech International Ltd. September 2015 - present	\$778,931 \$448,258	73.8	\$360,000	\$402,480	NA	NA	NA	NA	\$16,451
40	Warren "Jay" Potter /Shiloh Industries Inc. December 2015 - June 2018	\$762,566 \$648,831	17.5	\$387,980	\$64,400	\$96,767	\$0	\$193,125	\$0	\$20,294
41	Christa A. Vesy /SITE Centers Corp. (formerly DDR Corp.) July 2016 - March 2017 (interim)	\$758,970 \$1,103,423	(31.2)	\$340,000	\$68,000	\$204,026	\$0	\$136,000	\$0	\$10,944
42	Laura K. Campbell /Athersys Inc. March 2016 - present	\$635,641 \$771,073	(17.6)	\$278,500	\$40,000	\$119,720	\$183,912	NA	NA	\$13,509
43	Elizabeth I. Loveman /Nacco Industries Inc. March 2014 - present	\$544,765 \$536,976	1.5	\$227,816	\$0	\$120,419	\$0	\$144,187	\$2,660	\$49,683
44	Kathleen P. Leneghan /Invacare Corp. November 2017 - present	\$532,626 NA	NA	\$274,197	\$18,000	\$120,600	NA	\$99,808	NA	\$20,021
45	Eric R. Graef /Preformed Line Products Co. December 1999 - May 2017	\$514,698 \$989,388	(48.0)	\$146,090	NA	\$61,256	NA	\$124,177	NA	\$183,175
46	Carl D. Culp /Farmers National Banc Corp. March 1996 - present	\$441,596 \$437,249	1.0	\$205,104	\$0	\$73,693	\$0	\$136,199	\$4,656	\$21,944
47	Michael A. Weisbarth /Preformed Line Products Co. June 2017 - present	\$421,260 NA	NA	\$223,335	NA	NA	NA	\$144,001	NA	\$53,925

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Get the Excel version of the list, which contains 60 executives. Become a Data Member: CrainsCleveland.com/data

Data provided by S&P Global Market Intelligence (Marketintelligence.spglobal.com), with additional information researched by Crain's. Send feedback to Chuck Soder: csoder@crain.com. Originalty published Aug. 20, 2018.(1)
Fearon's total compensation was higher than normal in 2016 and 2017 because it includes payouts from a discontinued incentive plan and stock awards from a new plan. (2) TranDigm awards stock options to most of its executives every two years, which causes their compensation to vary widely from year to year. (3) Multiple Diebold Nixdorf executives received additional compensation in 2017 for work related to the company's merger with Wincor Nixdorf. (4) Forest City was acquired by a Brookfield Asset Management Inc. investment fund on Dec. 7, 2018. (5) Fairmount Santrol merged with Unimin Corp. on June 1, 2018 and changed its name to Covia Holdings Corp. (6) A. Schulman was acquired by LyondellBasell Industries N.V. on Aug. 21, 2018. (7) Certain Steris executives received large one-time stock awards in fiscal 2016 as compensation for work related to Steris' acquisition of Synergy Health. (8) RPM granted performance-based stock awards to several top executives in 2016. (9) Marabito is scheduled to become CEO of Olympic Steel when Michael Siegal steps down from the position at the end of 2018. (10) Several Olympic Steel executives in 2017 received cash incentives and bonuses that they did not receive in 2016 oue to improved company performance.



BE ON THE LOCKOUT

FOR THESE UPCOMING

NOMINATION **PROGRAMS**



Notable Women in STEM

Crain's Cleveland Business will name the 2019 Notable Women in STEM in a special report on Feb. 25. In that report, we'll profile women in STEM who are considered leaders in their workplaces and in the community. This is the first program in the 2019 Notable Women series.



EIGHT OVER 80

Crain's honors eight individuals in their 80s who are still working tirelessly to advance Northeast Ohio and its residents.



WOMEN OF NOTE AWARDS

Crain's honors the dedication and achievements of Northeast Ohio's top female business leaders who enrich our region with their professional talents and unique perspectives.



TWENTY IN THEIR 20s

Crain's will single out 20 up-and-coming professionals who haven't turned 30 yet but are already making a mark on Northeast Ohio.



ARCHER AWARDS

A tribute to Northeast Ohio's leading human resources professionals who are building companies with the best people, talent, development and culture.



FORTY UNDER 40

A tribute to the next generation of rising stars who have taken a leading role in our business community.



NOMINATE TODAY:

crainscleveland.com/nominations





CRAIN'S

This year, Crain's Cleveland Business is

This year's class was selected by a pane

not only their contributions to their pa

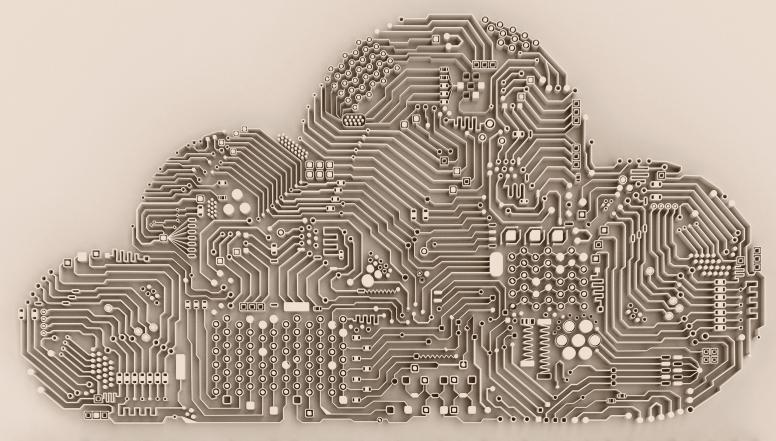
east Ohio at large. ¶ Winners will be hor Downtown. Tickets can be purchased o

AWARDS









COMPANYDATA

ortheast Ohio's largest employers didn't get much larger in the year ending June 30, 2018.

Employment rose by 2.4% among the 93 employers that submitted data for our 100 Largest Northeast Ohio Employers ¹⁷ list in both 2017 and 2018.

But if you remove the two organizations that posted the biggest increases—the Cleveland Clinic, No. 1 on the list, and staffing and employment services firm Group Management Services, No. 3—total employment decreased very slightly.

But don't go assuming that most local companies were hiring during that period. Unemployment in the Cleveland met-

ro area fell by nearly one percentage point between May 2017 and May 2018, according to a study by the Federal Reserve Bank of Cleveland.

Plus, other cross-industry lists in this section showed significant employment growth. Employment on our Privately Held Companies list grew by 4.9% if you look at the 42 companies that submitted employ-

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The Company	y Data lists	28-4

100 Largest Employers	**	30-34
Largest Summit County Employers	f	34
Largest Cuyahoga County Employers		35
Weatherhead 100		36-37
Largest Private Companies		38-39
Largest Public Companies in Northeast Ohio		40-41
Largest Public Companies in Ohio		42
Patents Recipients		43
Largest Family-Owned Businesses		44-45

meht figures in both 2017 and 2018. And employment on our Family-Owned Businesses list grew by 1.4% — growth that was spread out among 44 of the 69 companies on that list.

A few companies — Forest City Realty Trust and A. Schulman — will disappear from our Largest Northeast Ohio Public Companies list next year. Both were acquired in the second half of 2018.

Progressive Corp. ranked No. 1 on that list. The insurance company's total market value climbed 52.2% during the 12-month period ending April 30, 2018.

Granted, if we had compiled this list a few weeks later, Sherwin-Williams

would've been ranked No. 1. The paintmaker's stock price rose 30% from April 30 to Sept. 20, but it has come back down to earth since then (so has the S&P 500 index). As of Dec. 14, 2018, Sherwin-Williams' total market value stood at \$35.95 billion, and Progressive's was \$36.15 billion — so Progressive would be back in the No. 1 spot. — *Chuck Soder*

Imagine new possibilities. And bring them to life.

Your future starts at KPMG Ignition.



100 Largest Northeast Ohio Employers Ranked by full-time equivalent local employees





		FULL-TIME EQUIVALENT LOCAL EMPLOYEES								
THIS YEAR	ORGANIZATION	6/30/2018	6/30/2017	% CHANGE	STAFF IN OHIO	TYPE OF BUSINESS	TOP LOCAL EXECUTIVE			
1	Cleveland Clinic , Cleveland (216) 444-2200/clevelandclinic.org	44,843	41,622	7.7%	44,940	Health care provider	Tomislav "Tom" Mihaljevic, president, CEO			
2	University Hospitals, Cleveland (216) 844-1000/uhhospitals.org	21,714	21,751	(0.2%)	NA	Health care provider	Thomas F. Zenty III, CEO			
3	Group Management Services Inc. , Richfield (330) 659-0100/groupmgmt.com	15,942 (1)	11,341 (1)	40.6%	22,136	Staffing and employment services firm	Michael Kahoe, president			
4	U.S. Office of Personnel Management , Washington, D.C. (202) 606-1800/opm.gov	14,957	14,894	0.4%	51,130	Federal government	Jeff Pon, director			
5	Progressive Corp., Mayfield Village (440) 461-5000/progressive.com	10,370	10,045	3.2%	NA	Insurance company	S. Tricia Griffith, president, CEO			
6	Giant Eagle Inc. , Bedford Heights 412-967-4551/gianteagle.com	8,300	8,641	(3.9%)	10,736	Multi-format food, fuel and pharmacy retailer	Bill Artman, senior VP, retail operations			
7	State of Ohio , Columbus (614) 466-2000/ohio.gov	8,096	8,159	(0.8%)	47,035	State government	John R. Kasich, governor			
8	Cuyahoga County, Cleveland (216) 443-7220/cuyahogacounty.us	7,414	7,397	0.2%	7,414	County government	Armond Budish, county executive			
9	City of Cleveland , Cleveland (216) 664-2406/city.cleveland.oh.us	6,828	6,561	4.1%	NA	Municipal government	Frank G. Jackson, mayor			
10	The MetroHealth System , Cleveland (216) 778-7800/metrohealth.org	6,547	6,469	1.2%	6,547	Health care provider	Akram Boutros, president, CEO			
11	Cleveland Metropolitan School District , Cleveland (216) 838-0000/clevelandmetroschools.org	6,517	6,392	2.0%	6,517	Public school district	Eric S. Gordon, CEO			
12	Summa Health, Akron (330) 375-3000/summahealth.org	5,788	6,058	(4.5%)	5,788	Health care provider	Cliff Deveny, president, CEO			
13	KeyCorp , Cleveland (216) 689-6300/key.com	5,498	5,369	2.4%	6,419	Banking and financial services company	Beth E. Mooney, chairman, CEO			
14	FirstEnergy Corp. , Akron (800) 736-3402/firstenergycorp.com	5,066	5,073	(0.1%)	7,022	Electric utility holding company	Charles E. Jones Jr., president, CEO			
15	Kent State University , Kent (330) 672-3000/kent.edu	4,956	5,012	(1.1%)	5,270	Public university	Beverly J. Warren (2), president			
16	Sherwin-Williams Co., Cleveland (216) 566-2000/sherwin.com	4,940	4,325	14.2%	6,081	Manufacturer of paint, coatings and related products	John G. Morikis, president, CEO, chairman			
17	Akron Children's Hospital , Akron (330) 543-1000/akronchildrens.org	4,880	4,876	0.1%	4,965	Pediatric health care provider	Grace Wakulchik, president, CEO			
18	Swagelok Co., Solon (440) 248-4600/swagelok.com	4,671	4,140	12.8%	4,692	Manufacturer of industrial fluid system components	Arthur F. Anton, chairman, CEO			
19	Case Western Reserve University, Cleveland (216) 368-2000/case.edu	4,534	4,501	0.7%	4,534	Private university	Barbara R. Snyder, president			
20	Aultman Health Foundation, Canton (330) 452-9911/www.aultman.org	4,134	4,366	(5.3%)	4,133	Health care provider	Edward J. Roth III, president, CEO			
21	Akron Public Schools , Akron (330) 761-1661/akronschools.com	3,576	3,602	(0.7%)	3,576	Public school district	David W. James, superintendent			
22	Huntington National Bank , Cleveland (800) 480-2265/huntington.com	3,481	3,288	5.9%	10,613	Banking and financial services company	Sean P. Richardson, Cleveland regional president			
23	Ford Motor Co., Dearborn (800) 392-3673/ford.com	3,377	3,381	(0.1%)	5,388	Automobile manufacturer	Kevin Heck, plant manager, Cleveland Engine Plant Jason Moore, plant manager, Ohio Assembly Plant			
24	Goodyear Tire & Rubber Co. , Akron (330) 796-2121/goodyear.com	3,000	3,000	0.0%	NA	Tire manufacturer	Richard J. Kramer, chairman, CEO, president			
25	Lincoln Electric , Euclid (216) 481-8100/lincolnelectric.com	2,975	2,680	11.0%	3,015	Designer, developer and manufacturer of arc welding products	Christopher L. Mapes, chairman, president, CEO			
26	Summit County, Akron (330) 643-2893/co.summit.oh.us	2,816	2,848	(1.1%)	2,816	County government	llene Shapiro, county executive			
27	General Motors Co. , Detroit (313) 556-5000/gm.com	2,700 (3)	4,500	(40.0%) (3)	2,700	Automobile manufacturer	Rick Demuynck, plant manager, Lordstown Complex Lamar Rucker, plant manager, Parma Metal Center			
28	TimkenSteel Corp. , Canton (330) 471-7000/timkensteel.com	2,648	2,503	5.8%	2,754	Customized alloy steel products and services provider	Tim J. Timken Jr., chairman, CEO, president			
29	Howard Hanna Real Estate Services (4) , Mayfield Heights (216) 447-4477/howardhanna.com	2,602	2,692	(3.3%)	2,544	Residential and commercial real estate company	Howard W. "Hoby" Hanna IV, president			
30	Nestle , Solon (440) 349-5757/nestleusa.com	2,510	2,438	3.0%	3,600	Food and beverage company	Steve Presley, market head and CEO of Nestle USA			
31	Signet Jewelers , Akron (330) 668-5000/signetjewelers.com	2,501 (5)	3,239	(22.8%) (5)	3,091	Jewelry retailer	Virginia C. Drosos, CEO			
32	Discount Drug Mart Inc. , Medina (330) 725-2340/discount-drugmart.com	2,369	2,242	5.7%	3,023	Regional drug store chain	Don Boodjeh, CEO			
33	The Lubrizol Corp. , Wickliffe (440) 943-4200/lubrizol.com	2,330	2,309	0.9%	2,330	Specialty chemical company	Eric R. Schnur, chairman, president, CEO			
34	ArcelorMittal , Cleveland (216) 429-6000/usa.arcelormittal.com	2,121	2,165	(2.0%)	3,114	Steel manufacturer	Mike Madar, vice president, general manager			
35	Lake Health , Concord Township (440) 375-8100/www.lakehealth.org	2,111	2,150	(1.8%)	2,111	Health care provider	Cynthia Moore-Hardy, president, CEO			



100 Largest Northeast Ohio Employers Ranked by full-time equivalent local employees



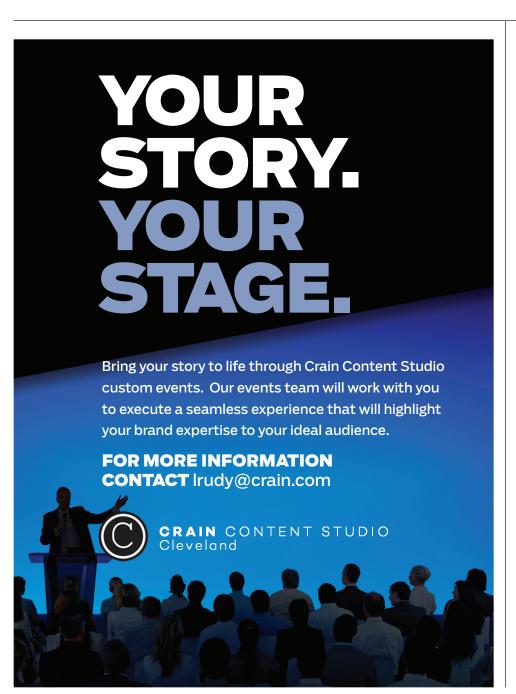


			EQUIVALENT MPLOYEES				
THIS YEAR	ORGANIZATION	6/30/2018	6/30/2017	% CHANGE	STAFF IN OHIO	TYPE OF BUSINESS	TOP LOCAL EXECUTIVE
36	Mercy Medical Center (4), Canton (330) 489-1000/cantonmercy.org	2,086	2,057	1.4%	2,086	Health care provider	Paul C. Hiltz, president, CEO
37	Medical Mutual of Ohio, Cleveland (216) 687-7000/medmutual.com	2,019	1,908	5.8%	2,430	Health insurance company	Rick A. Chiricosta, chairman, president, CEO
38	Greater Cleveland Regional Transit Authority , Cleveland (216) 621-9500/riderta.com	1,981 (6)	2,300	(13.9%) (6)	1,981	Public transit agency	Floun'say R. Caver, interim CEO, general manager
39	The J.M. Smucker Co. , Orrville (330) 682-3000/jmsmucker.com	1,941	1,985	(2.2%)	2,430	Food products company providing fruit spreads, coffee, peanut butter, shortening and oils	Mark T. Smucker, president, CEO
40	University of Akron, Akron (330) 972-7111/uakron.edu	1,937	2,057	(5.8%)	1,937	Public university	John C. Green, interim president
41	Southwest General , Middleburg Heights (440) 816-8000/swgeneral.com	1,914	1,802	6.2%	1,914	Health care provider	William A. Young Jr., president, CEO
42	Westfield , Westfield Center (330) 887-0101/www.westfieldinsurance.com	1,823	1,848	(1.4%)	2,069	Insurance, banking and financial services company	Edward Largent, president, CEO, board chair
43	City of Akron , Akron (330) 375-2316/akronohio.gov	1,814	1,815	(0.1%)	NA	Municipal government	Daniel Horrigan, mayor
44	Parker Hannifin Corp., Mayfield Heights (216) 896-3000/parker.com	1,800	1,800	0.0%	2,800	Provider of fluid power systems and electromechanical controls	Thomas L. Williams, chairman, CEO
45	Rockwell Automation Inc. , Mayfield Heights (440) 646-5000/rockwellautomation.com	1,792	1,759	1.9%	1,881	Provider of industrial automation control and information solutions	Frank Kulaszewicz, senior VP, architecture and software
46	Steris, Mentor (440) 354-2600/www.steris.com	1,780	1,715	3.8%	1,923	Provider of sterilization and procedural products/services to the health care industry	Walter M. Rosebrough Jr., president, CEO
47	Hyland , Westlake (440) 788-4988/hyland.com	1,777	1,697	4.7%	1,817	Information management software	Bill Priemer, president, CEO
48	JACK Entertainment, Cleveland (216) 297-4777, (216) 662-8600/JACKEntertainment.com	1,775	1,945	(8.7%)	2,808	Operator of JACK Cleveland Casino and JACK Thistledown Racino	Mark Tricano, senior VP, Northeast Ohio operations
49	Ganley Auto Group , Brecksville (440) 584-8202/ganleyauto.com	1,764	1,616	9.2%	1,764	Auto dealer	Kenneth G. Ganley, president, CEO
50	Mercy Health - Lorain Hospital, Lorain (440) 960-4000/mercy.com	1,628	1,581	3.0%	NA	Health care provider	Edwin M. Oley, senior vice president Mercy Health; CEO Mercy Health - Lorain
51	Dominion Energy Ohio , Cleveland (800) 362-7557/dominionenergy.com	1,562	1,510	3.4%	1,705	Natural gas distributor	Jim E. Eck, vice president, general manager
52	Avery Dennison , Mentor (440) 534-6000/averydennison.com	1,549	1,509	2.7%	2,066	Manufacturer of pressure sensitive paper, film and foil, graphic materials and specialty tapes	Nick Tucci, vice president and general manager, Label and Graphic Materials North America
53	Cleveland State University , Cleveland (216) 687-2000/csuohio.edu	1,542	1,572	(1.9%)	1,542	Public university	Harlan M. Sands, president
54	Fred W. Albrecht Grocery Co., Akron (330) 733-2263/acmestores.com	1,539	1,589	(3.1%)	1,539	Grocery and pharmacy store operator	Jim Trout, president
55	Parma City School District, Parma (440) 842-5300/parmacityschools.org	1,505	1,546	(2.7%)	1,505	Public school district	Charles Smialek, superintendent
56	Cuyahoga Community College , Cleveland (216) 987-6000/tri-c.edu	1,439	1,439	0.0%	1,439	Community college	Alex Johnson, president
57	Eaton , Beachwood (440) 523-5000/eaton.com	1,377	1,322	4.2%	NA	Manufacturer of electrical, hydraulic, aerospace, truck and automotive products	Craig Arnold, chairman, CEO
58	JPMorgan Chase & Co., Cleveland (800) 935-9935/chase.com	1,355	1,400	(3.2%)	NA	Banking and financial services company	Rudy Bentlage, executive director, commercial banking and market executive, Northeast Ohio
59	Ernst & Young LLP, Cleveland (216) 861-5000/ey.com	1,340	1,328	0.9%	2,052	Assurance, advisory, tax and transaction advisory services company	Monte Repasky, Cleveland office managing partner Whitt Butler, Akron office managing partner
60	Diebold Nixdorf , North Canton (330) 490-4000/dieboldnixdorf.com	1,325	1,340	(1.1%)	1,330	Self-service technology, software and security systems provider	Gerrard Schmid, president, CEO
61	Scott Fetzer Co. , Westlake (440) 892-3000/scottfetzer.com	1,318	1,324	(0.5%)	1,820	Diversified manufacturer	Bob McBride, president, CEO
62	YRC Worldwide Inc., Overland Park (913) 696-6100/yrcw.com	1,285	1,330	(3.4%)	2,890	Freight transportation	Scott McCormick, distribution center manager, YRC Freight
63	Shearer's Foods LLC , Massillon (330) 834-4030/shearers.com	1,197	1,253	(4.5%)	NA	Manufacturer of snack foods	Bill Nictakis, chairman, CEO
64	Bridgestone Americas Inc. , Akron (330) 379-7000/bridgestoneamericas.com	1,140	1,196	(4.7%)	1,941	Tire manufacturer	Nizar Trigui, chief technology officer
65	BWX Technologies Inc., Euclid (216) 912-3000/bwxt.com	1,100	1,080	1.9%	1,130	Pressure vessels, steam generators, electro- mechanical parts provider	Jim Bittner, GM, BWXT Nuclear Operations Group Barberton; Chris Rhodes, GM, BWXT Nuclear Operations Group Euclid
66	The Timken Co. , North Canton (234) 262-3000/timken.com	1,088	1,079	0.8%	1,848	Manufacturer of engineered bearings and mechanical power transmission products	Richard G. Kyle, president, CEO
67	Oberlin College , Oberlin (440) 775-8460/oberlin.edu	1,085	1,096	(1.0%)	NA	Private college	Carmen Ambar, president
68	Associated Materials Inc. , Cuyahoga Falls (330) 929-1811/associatedmaterials.com	1,083	930	16.5%	2,010	Manufacturer of professionally installed exterior building products	Brian C. Strauss, president, CEO
69	PPG , Cleveland (412) 434-3131/ppg.com	1,079	945	14.2%	1,474	Paint, coatings and specialty materials company	James Priddy, plant manager
70	Youngstown State University , Youngstown (330) 941-3000/ysu.edu	1,075	1,067	0.7%	1,075	State university	James Tressel, president

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		LOCAL E	MPLOYEES				
THIS YEAR	ORGANIZATION	6/30/2018	6/30/2017	% CHANGE	STAFF IN OHIO	TYPE OF BUSINESS	TOP LOCAL EXECUTIVE
71	Third Federal Savings & Loan , Cleveland (800) 844-7333/thirdfederal.com	1,070	NA	NA	1,118	Savings and loan	Marc A. Stefanski, chairman, president, CEO
72	Medina County , Medina (330) 723-3641/www.co.medina.oh.us	1,039	1,041	(0.2%)	1,041	County government	Adam Friedrick, Patricia G. Geissman William Hutson, commissioners
73	RPM International Inc., Medina (330) 273-5090/rpminc.com	1,032	1,013	1.9%	1,263	Provider of specialty coatings, sealants and building materials	Frank C. Sullivan, chairman, CEO
74	United , Cleveland (216) 501-5170/www.united.com	1,003	NA	NA	1,006	Airline	Drew Domitrovits, general manager
75	Covelli Enterprises Inc. , Warren (330) 856-3176/covelli.com	1,000	NA	NA	NA	Franchisee of bakery-cafe fast casual restaurants	Sam Covelli, CEO
75	Jo-Ann Stores LLC , Hudson (330) 656-2600/joann.com	1,000	NA	NA	1,200	Craft and fabric retailer	Jill Soltau, president, CEO
77	Hard Rock Rocksino Northfield Park , Northfield (220) 908-7771/hrrnp.com	992	978	1.4%	992	Gaming, dining and entertainment destination	Mark Birtha, president
78	Saint-Gobain Corp. , Solon (440) 836-6900/saint-gobain-northamerica.com	966	918	5.2%	1,030	Building materials company	Tom Kinisky, president, CEO
79	Nordson Corp., Westlake (440) 892-1580/nordson.com	947 (7)	716	32.3% (7)	947	Industrial technology company	Michael F. Hilton, president, CEO
80	St. Vincent Charity Medical Center (4) , Cleveland (216) 861-6200/stvincentcharity.com	924	977	(5.4%)	924	Health care provider	David F. Perse, president, CEO
81	Cleveland Heights-University Heights City School District, University Heights (216) 371-7171/www.chuh.org	918	NA	NA	918	Public school district	Talisa L. Dixon, superintendent
81	Menorah Park, Beachwood (216) 831-6500/MenorahPark.org	918	951	(3.5%)	918	Senior community providing a continuum of care	Jim Newbrough, CEO
83	The Reserves Network Inc., Fairview Park (866) 876-2020/www.trnstaffing.com	905 (1)	NA	NA	1,460	Office, industrial, professional and technical staffing services	Neil Stallard, CEO
84	Federal Reserve Bank of Cleveland , Cleveland (216) 579-2000/www.clevelandfed.org	861	850	1.3%	994	U.S. central bank	Loretta J. Mester, president, CEO
85	Charles River Laboratories, Ashland (419) 289-8700/www.criver.com	850	748	13.6%	1,093	Contract research organization	Andy Vick, corporate vice president, Safety Assessment Ohio
86	Shaker Heights City School District , Shaker Heights (216) 295-1400/www.shaker.org	846	841	0.6%	846	Public school district	Stephen M. Wilkins, interim superintendent
87	Dave's Supermarkets , Bedford Heights (216) 763-3200/www.davesmarkets.com	839	921	(8.9%)	839	Supermarket operator	Daniel Saltzman, president

Continued on next page





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100 Largest Northeast Ohio Employers

699

702

Ranked by full-time equivalent local employees



FULL-TIME EQUIVALENT LOCAL EMPLOYEES THIS YEAR 6/30/2018 6/30/2017 % CHANGE OHIO STAFF IN TYPE OF BUSINESS **ORGANIZATION TOP LOCAL EXECUTIVE** Willoughby-Eastlake City Schools, Willoughby Hills (440) 946-5000 www.weschools.org 795 3.3% NA Public school district Stephen Thompson, superintendent 88 **PolyOne Corp.**, Avon Lake (440) 930-1000/polyone.com 799 Provider of specialized polymer materials, services and solutions Robert M. Patterson, chairman, president, CEO 89 Inspects and maintains defaulted and foreclosed properties nationally **Safeguard Properties Management LLC**, Valley View (216) 739-2900/safeguardproperties.com 1,022 (20.1%)822 89 NA NA Engineering, manufacturing and construction services firm 91 **Lakewood City School District**, Lakewood (216) 529-4092/lakewoodcityschools.org 843 (5.1%) 800 Public school district Michael J. Barnes, superintendent 91 **Western Reserve Hospital**, Cuyahoga Falls (330) 971-7000/westernreservehospital.org 781 1.3% Health care provider Robert A. Kent Jr., president, CEO 791 791 93 Wastewater and stormwater management utility serving 62 communities Northeast Ohio Regional Sewer District, Cleveland (216) 881-6600/www.neorsd.org NA 786 755 4.1% Kyle Dreyfuss-Wells, CEO 94 Hospice and palliative care organization William E. Finn, president, CEO **Hospice of the Western Reserve**, Cleveland (800) 707-8922/hospicewr.org 778 839 (7.3%)778 95 758 873 (13.2%) NA Telemarketing firm **InfoCision Management Corp.**, Akron (330) 668-1400/infocision.com Craig Taylor, CEO Karen Taylor, board chair 96 **Automated Packaging Systems Inc.**, Streetsboro (330) 342-2000/autobag.com 5.7% Packaging products manufacturer Hershey Lerner, chairman; Bernie Lerner, CEO; Cliff Brehm, president, CMO 728 689 NA 97 John Leskiw, president **Quadax Inc.**, Middleburg Heights (440) 777-6300/www.quadax.com 719 767 (6.3%)727 Health care revenue cycle software and services provider 98 Manufacturer of refrigerated salads, soups and side dishes Sandridge Food Corp., Medina (330) 725-2348/sandridge.com 700 678 3.2% NA Mark D. Sandridge, chairman, CEO 99

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Jodi L. Berg, president, CEO

Get the full list in Excel format and additional executive names. Become a Data Member: CrainsCleveland.com/data

699

Manufacturer of blending equipment for home and commercial use

(0.4%)

Information is supplied by the employers. Send all feedback to Chuck Soder: csoder@crain.com. Originally published Aug. 13, 2018. (1) These are staffing firms; the vast majority of these employees work on behalf of other companies. (2) Warren is scheduled to step down when her contract ends on July 1, 2019. (3) GM's Lordstown plant eliminated its second shift in June 2018; all production at the plant is scheduled to end on March 1, 2019. (4) These organizations are highlighted because they are premium Book of Lists sponsors. (5) Signet's 2018 employment number fell significantly because the company sold its in-house credit portfolio, causing more than 700 credit operations employees to move to other companies. (6) RTA reduced staff through layoffs and attrition in order to address a projected budget shortfall. (7) Nordson's headcount increased because the company consolidated work from four facilities acquired through acquisition into a new facility in Austintown.

THE LIST

100

Vitamix, Olmsted Township (800) 848-2649/vitamix.com

Summit County Employers

Ranked by full-time equivalent employees in county



THIS YEAF	COMPANY	STAFF IN COUNTY	TYPE OF BUSINESS	TOP LOCAL EXECUTIVE	THIS YEAR	COMPANY	STAFF IN COUNTY	TYPE OF BUSINESS	TOP LOCAL EXECUTIVE
1	Summa Health 1077 Gorge Blvd., Akron (330) 375-3000/summahealth.org	5,524	Health care provider	Cliff Deveny, president, CEO	14	Fred W. Albrecht Grocery Co. 2700 Gilchrist Road, Akron (330) 733-2263/acmestores.com	1,293	Grocery and pharmacy store operator	Jim Trout, president
2	Cleveland Clinic 9500 Euclid Ave., Cleveland (216) 444-2200/clevelandclinic.org	5,502	Health care provider	Tomislav "Tom" Mihaljevic, president, CEO	15	Diebold Nixdorf 5995 Mayfair Road, North Canton (330) 490-4000/dieboldnixdorf.com	1,275	Self-service technology, software and security systems provider	Gerrard Schmid, president, CEO
3	Akron Children's Hospital One Perkins Square, Akron (330) 543-1000/akronchildrens.org	4,019	Pediatric health care provider	Grace Wakulchik, president, CEO	16	Giant Eagle Inc. 5300 Richmond Road, Bedford Heights 412-967-4551/gianteagle.com	1,222	Multi-format food, fuel and pharmacy retailer	Bill Artman, senior VP, retail operations
4	Akron Public Schools 70 N. Broadway, Akron (330) 761-1661/akronschools.com	3,576	Public school district	David W. James, superintendent	17	YRC Worldwide Inc. 10990 Roe Ave., Overland Park (913) 696-6100/yrcw.com	1,020	Freight transportation	Scott McCormick, distribution center manager, YRC Freight
5	Goodyear Tire & Rubber Co. 200 Innovation Way, Akron (330) 796-2121/goodyear.com	3,000	Tire manufacturer	Richard J. Kramer, chairman, CEO, president	18	Jo-Ann Stores LLC 5555 Darrow Road, Hudson (330) 656-2600/joann.com	1,000	Craft and fabric retailer	Jill Soltau, president, CEO
6	Group Management Services Inc. 3750 Timberlake Drive, Richfield (330) 659-0100/groupmgmt.com	2,846	Staffing and employment services firm	Michael Kahoe, president	19	Hard Rock Rocksino Northfield Park 10777 Northfield Road, Northfield (220) 908-7771/hrrnp.com	992	Gaming, dining and entertainment destination	Mark Birtha, president
7	Summit County 175 S. Main St., 8th floor, Akron (330) 643-2893/co.summit.oh.us	2,816	County government	llene Shapiro, county executive	20	Babcock & Wilcox 20 S. Van Buren Ave., Barberton (330) 753-4511/babcock.com	800	Engineering, manufacturing and construction services firm	Kenny Young, CEO
8	FirstEnergy Corp. 76 S. Main St., Akron (800) 736-3402/firstenergycorp.com	2,566	Electric utility holding company	Charles E. Jones Jr., president, CEO	21	Western Reserve Hospital 1900 23rd St., Cuyahoga Falls (330) 971-7000/westernreservehospital.org	791	Health care provider	Robert A. Kent Jr., president, CEO
9	Signet Jewelers 375 Ghent Road, Akron (330) 668-5000/signetjewelers.com	2,120	Jewelry retailer	Virginia C. Drosos, CEO	22	BWX Technologies Inc. 24703 Euclid Ave., Euclid (216) 912-3000/bwxt.com	770	Pressure vessels, steam generators, electro- mechanical parts provider	Jim Bittner, GM, Nuclear Operations Group Barberton
10	University of Akron 302 Buchtel Common, Akron (330) 972-7111/uakron.edu	1,873	Public university	John C. Green, interim president	23	InfoCision Management Corp. 325 Springside Drive, Akron (330) 668-1400/infocision.com	758	Telemarketing firm	Craig Taylor, CEO Karen Taylor, board chair
11	City of Akron 166 S. High St., Room 502, Akron (330) 375-2316/akronohio.gov	1,811	Municipal government	Daniel Horrigan, mayor	24	Bridgestone Americas Inc. 10 E. Firestone Blvd., Akron (330) 379-7000/bridgestoneamericas.com	705	Tire manufacturer	Nizar Trigui, chief technology officer
12	Huntington National Bank 200 Public Square, Cleveland (800) 480-2265/huntington.com	1,338	Banking and financial services company	Sean P. Richardson, Cleveland regional president	25	U.S. Office of Personnel Management 1900 E St., N.W., Washington, D.C. (202) 606-1800/opm.gov	684	Federal government	Jeff Pon, director
13	State of Ohio 30 E. Broad St., Columbus (614) 466-2000/ohio.gov	1,334	State government	John R. Kasich, governor	26	FedEx Custom Critical Inc. 1475 Boettler Road, Uniontown (800) 762-3787/customcritical.fedex.com	667	Expedited, temperature- control and brokerage transportation solutions	Virginia Addicott, president, CEO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Cuyahoga County Employers Ranked by full-time equivalent employees in county



THIS YEAR	COMPANY	STAFF IN COUNTY	TYPE OF BUSINESS	TOP LOCAL EXECUTIVE	THIS YEAR	COMPANY	STAFF IN COUNTY	TYPE OF BUSINESS	TOP LOCAL EXECUTIVE
1	Cleveland Clinic 9500 Euclid Ave., Cleveland (216) 444-2200/clevelandclinic.org	35,326	Health care provider	Tomislav "Tom" Mihaljevic, president, CEO	29	Scott Fetzer Co. 28800 Clemens Road, Westlake (440) 892-3000/scottfetzer.com	1,318	Diversified manufacturer	Bob McBride, president, CEO
2	University Hospitals 11100 Euclid Ave., Cleveland (216) 844-1000/uhhospitals.org	17,711	Health care provider	Thomas F. Zenty III, CEO	30	Howard Hanna Real Estate Services (1) 6000 Parkland Blvd., Mayfield Heights (216) 447-4477/howardhanna.com	1,251	Residential and commercial real estate company	Howard W. "Hoby" Hanna IV, president
3	U.S. Office of Personnel Management 1900 E St., N.W., Washington, D.C. (202) 606-1800/opm.gov	12,125	Federal government	Jeff Pon, director	31	Ernst & Young LLP 950 Main Ave., Cleveland (216) 861-5000/ey.com	1,245	Assurance, advisory, tax and transaction advisory services company	Monte Repasky, Cleveland office managing partner
4	Progressive Corp. 6300 Wilson Mills Road, Mayfield Village (440) 461-5000/progressive.com	9,554	Insurance company	S. Tricia Griffith, president, CEO	32	General Motors Co. P.O. Box 33170, Detroit (313) 556-5000/gm.com	1,200	Automobile manufacturer	Lamar Rucker, plant manager, Parma Metal Center
5	Group Management Services Inc. 3750 Timberlake Drive, Richfield (330) 659-0100/groupmgmt.com	7,641	Staffing and employment services firm	Michael Kahoe, president	33	Ganley Auto Group 8748 Brecksville Road, Suite 210, Brecksville (440) 584-8202/ganleyauto.com	1,172	Auto dealer	Kenneth G. Ganley, president, CEO
6	Cuyahoga County 2079 E. 9th St., Cleveland (216) 443-7220/cuyahogacounty.us	7,414	County government	Armond Budish, county executive	34	United 5300 Riverside Drive, Cleveland (216) 501-5170/www.united.com	1,003	Airline	Drew Domitrovits, general manager
7	City of Cleveland 601 Lakeside Ave., Cleveland (216) 664-2406/city.cleveland.oh.us	6,828	Municipal government	Frank G. Jackson, mayor	35	FirstEnergy Corp. 76 S. Main St., Akron (800) 736-3402/firstenergycorp.com	985	Electric utility holding company	Charles E. Jones Jr., president, CEO
8	The MetroHealth System 2500 MetroHealth Drive, Cleveland (216) 778-7800/metrohealth.org	6,538	Health care provider	Akram Boutros, president, CEO	36	Third Federal Savings & Loan 7007 Broadway Ave., Cleveland (800) 844-7333/thirdfederal.com	973	Savings and loan	Marc A. Stefanski, chairman, president, CEO
9	Cleveland Metropolitan School District 1111 Superior Ave., Cleveland (216) 838-0000/clevelandmetroschools.org	6,517	Public school district	Eric S. Gordon, CEO	37	St. Vincent Charity Medical Center (1) 2351 E. 22nd St., Cleveland (216) 861-6200/stvincentcharity.com	924	Health care provider	David F. Perse, president, CEO
10	KeyCorp 127 Public Square, Cleveland (216) 689-6300/key.com	4,959	Banking and financial services company	Beth E. Mooney, chairman, CEO	38	Cleveland Heights-University Heights City School District 2155 Miramar Blvd., University Heights	918	Public school district	Talisa L. Dixon, superintendent
11	Case Western Reserve University 10900 Euclid Ave., Cleveland (216) 368-2000/case.edu	4,534	Private university	Barbara R. Snyder, president	38	(216) 371-7171/www.chuh.org PPG 3800 W. 143rd St., Cleveland	918	Paint, coatings and specialty materials	James Priddy, plant manager
12	Sherwin-Williams Co. 101 W. Prospect Ave., Cleveland (216) 566-2000/sherwin.com	4,421	Manufacturer of paint, coatings and related products	John G. Morikis, president, CEO, chairman	40	(412) 434-3131/ppg.com Menorah Park 27100 Cedar Road, Beachwood	866	company Senior community providing a continuum of care	Jim Newbrough,
13	Swagelok Co. 29500 Solon Road, Solon (440) 248-4600/swagelok.com	4,412	Manufacturer of industrial fluid system components	Arthur F. Anton, chairman, CEO	41	(216) 831-6500/MenorahPark.org Federal Reserve Bank of Cleveland	861	U.S. central bank	Loretta J. Mester,
14	Giant Eagle Inc. 5300 Richmond Road, Bedford Heights 412-967-4551/gianteagle.com	3,127	Multi-format food, fuel and pharmacy retailer	Bill Artman, senior VP, retail operations		1455 E. 6th St., Cleveland (216) 579-2000/www.clevelandfed.org	846	Public school district	stephen M. Wilkins,
15	Lincoln Electric 22801 St. Clair Ave., Euclid (216) 481-8100/lincolnelectric.com	2,975	Designer, developer and manufacturer of arc welding products	Christopher L. Mapes, chairman, president, CEO	42	15600 Parkland Drive, Shaker Heights (216) 295-1400/www.shaker.org Safeguard Properties Management LLC	817	Inspects and maintains	interim superintendent Alan Jaffa, CEO
16	State of Ohio 30 E. Broad St., Columbus (614) 466-2000/ohio.gov	2,132	State government	John R. Kasich, governor	43	7887 Safeguard Circle, Valley View (216) 739-2900/safeguardproperties.com Lakewood City School District	800	defaulted and foreclosed properties nationally Public school district	Michael J. Barnes,
17	Greater Cleveland Regional Transit Authority 1240 W. 6th St., Cleveland	1,981	Public transit agency	Floun'say R. Caver, interim CEO, general manager	44	1470 Warren Road, Lakewood (216) 529-4092/lakewoodcityschools.org Dave's Supermarkets	794	Supermarket operator	Daniel Saltzman,
18	(216) 621-9500/riderta.com ArcelorMittal 3060 Eggers Ave., Cleveland	1,922	Steel manufacturer	Mike Madar, vice president, general	45	5300 Richmond Road, Bedford Heights (216) 763-3200/www.davesmarkets.com Northeast Ohio Regional Sewer District	786	Wastewater and	president Kyle Dreyfuss-
19	(216) 429-6000/usa.arcelormittal.com Medical Mutual of Ohio 2060 E. 9th St., Cleveland	1,916	Health insurance company	manager Rick A. Chiricosta, chairman,	46	3900 Euclid Ave., Cleveland (216) 881-6600/www.neorsd.org		stormwater management utility serving 62 communities	Wells, CÉO
20	(216) 687-7000/medmutual.com Southwest General 18697 Bagley Road, Middleburg Heights	1,859	Health care provider	president, CEO William A. Young Jr., president, CEO	47	Huntington National Bank 200 Public Square, Cleveland (800) 480-2265/huntington.com	767	Banking and financial services company	Sean P. Richardson, Cleveland regional president
	(440) 816-8000/swgeneral.com JACK Entertainment	1,775	Operator of JACK Cleveland	Mark Tricano, senior	48	JPMorgan Chase & Co. 1300 E. 9th St., Cleveland (800) 935-9935/chase.com	718	Banking and financial services company	Rudy Bentlage, market executive, Northeast Ohio
21	100 Public Square, Cleveland (216) 297-4777, (216) 662-8600/ JACKEntertainment.com	1.554	Casino and JACK Thistledown Racino	VP, Northeast Ohio operations	49	Vitamix 8615 Usher Road, Olmsted Township (800) 848-2649/vitamix.com	699	Manufacturer of blending equipment for home and commercial use	Jodi L. Berg, president, CEO
22	Hyland 28500 Clemens Road, Westlake (440) 788-4988/hyland.com	1,774	Information management software	Bill Priemer, president, CEO	50	Covelli Enterprises Inc. 3900 E. Market St., Warren (330) 856-3176/covelli.com	650	Franchisee of bakery-cafe fast casual restaurants	Sam Covelli, CEO
23	Ford Motor Co. 1 American Road, Dearborn (800) 392-3673/ford.com	1,643	Automobile manufacturer	Kevin Heck, plant manager, Cleveland Engine Plant	50	Parker Hannifin Corp. 6035 Parkland Blvd., Mayfield Heights (216) 896-3000/parker.com	650	Provider of fluid power systems and electromechanical controls	Thomas L. Williams, chairman, CEO
24	Cleveland State University 2121 Euclid Ave., Cleveland (216) 687-2000/csuohio.edu	1,542	Public university	Harlan M. Sands, president	52	Discount Drug Mart Inc. 211 Commerce Drive, Medina (330) 725-2340/discount-drugmart.com	643	Regional drug store chain	Don Boodjeh, CEO
25	Parma City School District 5311 Longwood Ave., Parma (440) 842-5300/parmacityschools.org	1,505	Public school district	Charles Smialek, superintendent	53	Jones Day 901 Lakeside Ave., Cleveland (216) 586-3939/www.jonesday.com	631	Legal services	Heather Lennox, Cleveland partner- in-charge
26	Cuyahoga Community College 700 Carnegie Ave., Cleveland (216) 987-6000/tri-c.edu	1,439	Community college	Alex Johnson, president	54	Quadax Inc. 7500 Old Oak Blvd., Middleburg Heights (440) 777-6300/www.quadax.com	600	Health care revenue cycle software and services provider	John Leskiw, president
27	Eaton 1000 Eaton Blvd., Beachwood (440) 523-5000/eaton.com	1,377	Manufacturer of electrical, hydraulic, aerospace, truck and automotive products	Craig Arnold, chairman, CEO	55	Cuyahoga County Public Library 2111 Snow Road, Parma (800) 749-5560/www.cuyahogalibrary.org	569	Public library	Sari Feldman, executive director
28	Rockwell Automation Inc. 1 Allen-Bradley Drive, Mayfield Heights (440) 646-5000/rockwellautomation.com	1,371	Provider of industrial automation control and information solutions	Frank Kulaszewicz, senior VP, architecture and software	56	Euclid City School District 651 E. 222nd St., Euclid (216) 261-2900/www.euclidschools.org	553	Public school district	Marvin Jones, superintendent
				SULWAIE		(210) 201-2300/ www.eucliuschools.org	RESEARC	HED BY CHUCK SODER (CSC	DDER@CRAIN.COM)

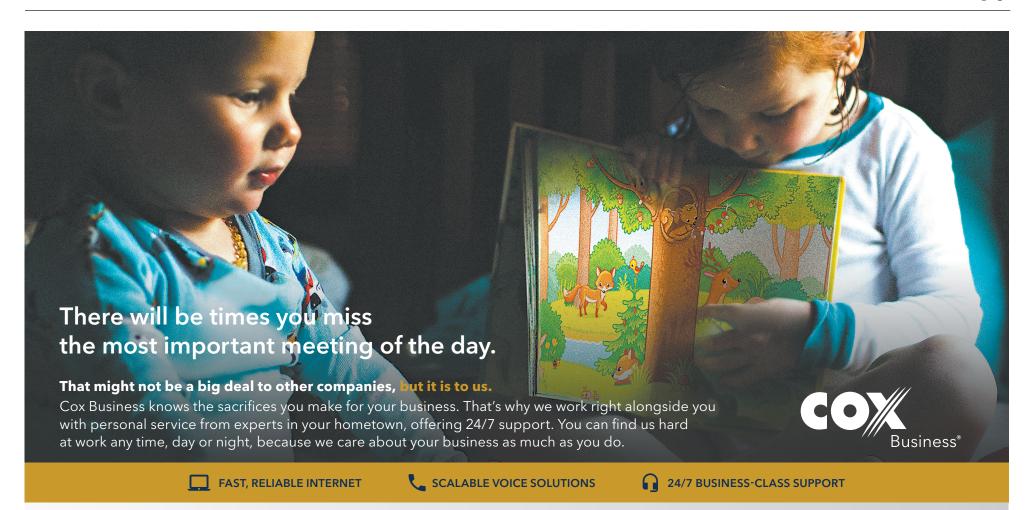
Weatherhead 100

Ranked by revenue from 2013 through 2017



THIS YEAR	COMPANY	% GROWTH	2017 EMPLOYEES	FOUNDED	THIS YEAR	COMPANY	% GROWTH	2017 EMPLOYEES	FOUNDED
1	TPI Efficiency, Cleveland	3,281.57%	39	2009	25	PureButtons.com, Medina	192.30%	31	2005
2	The VMI Group Inc., Macedonia	2,056.66%	73	2012	26	Color 3 Embroidery Inc., Warren	191.67%	26	1995
3	Event Source, Cleveland	1,975.26%	192	1979	27	Bellwether Enterprise Real Estate Capital LLC, Cleveland	186.29%	251	2008
4	Five Lakes Professional Services, Mayfield Heights	1,527.01%	38	2010	28	Greenspace Construction Services (GCS), Warrensville Heights	185.53%	32	2011
5	Cleveland Bricks, Cleveland	1,512.81%	30	2008	29	Osborn Engineering, Cleveland	185.08%	153	1892
6	Sgt. Clean's Car Wash, Westlake	911.32%	38	2013	30	Ancora (1), Mayfield Heights	181.84%	67	2003
7	Technical Assurance Inc., Willoughby	887.95%	54	1993	31	Sanctuary Marketing Group, North Canton	175.38%	17	2006
8	Metisentry, Akron	786.72%	21	2006	32	Compass Self Storage, Cleveland	168.91%	181	2008
9	Budget Dumpster, Westlake	431.53%	103	2009	33	ArtWall, Strongsville	159.84%	25	2011
10	WHS Engineering Inc., Cleveland	361.07%	30	2005	34	Koehler Fitzgerald LLC, Cleveland	154.69%	17	2011
11	Northeast Factory Direct, Cleveland	342.59%	100	1999	35	Great Lakes Cold Storage, Solon	154.06%	215	1999
12	Universal Windows Direct, Oakwood Village	341.99%	195	2002	36	Re/Max Haven Realty Property Management, Solon	152.13%	24	2010
13	OnShift, Cleveland	327.03%	195	2008	37	Premier Protective Services, Euclid	146.83%	145	2008
14	Global Transport Inc., Brook Park	291.49%	20	2007	38	QualityIP, Kent	144.21%	36	2004
15	CleanLife Energy, Cleveland	270.21%	20	2012	39	ASMGi , Cleveland	143.81%	25	2002
16	Legacy Roofing Services, Akron	261.16%	112	2012	40	Allegro Real Estate Brokers & Advisors, Cleveland	143.39%	20	2001
17	Payroll4Construction.com, Strongsville	251.67%	34	2006	41	MediQuant, Brecksville	136.45%	81	1999
18	PS Lifestyle, Cleveland	231.74%	1,240	2008	42	Avantia Inc., Valley View	136.00%	54	2000
19	Futuri Media, Seven Hills	229.81%	50	2009	43	FrameCo, Valley View	135.38%	63	2007
20	YellowLite, Cleveland	217.39%	32	2008	44	Hileman Group, Cleveland	135.10%	42	2002
21	Risk International Holdings, Fairlawn	216.24%	77	1986	45	Banyan Technology, Westlake	130.43%	54	2001
22	Speedeon Data , Mayfield Heights	213.53%	33	2008	46	Crescendo Commercial Realty, Cleveland	128.36%	20	2008
23	Exscape Designs, Novelty	202.97%	78	2004	47	Jarrett Logistics Systems, Orrville	128.01%	104	1999
24	KHM Travel Group, Brunswick	198.03%	58	2005	48	Evergreen Industrial Batteries , Valley View	126.12%	17	2010

Continued on next page



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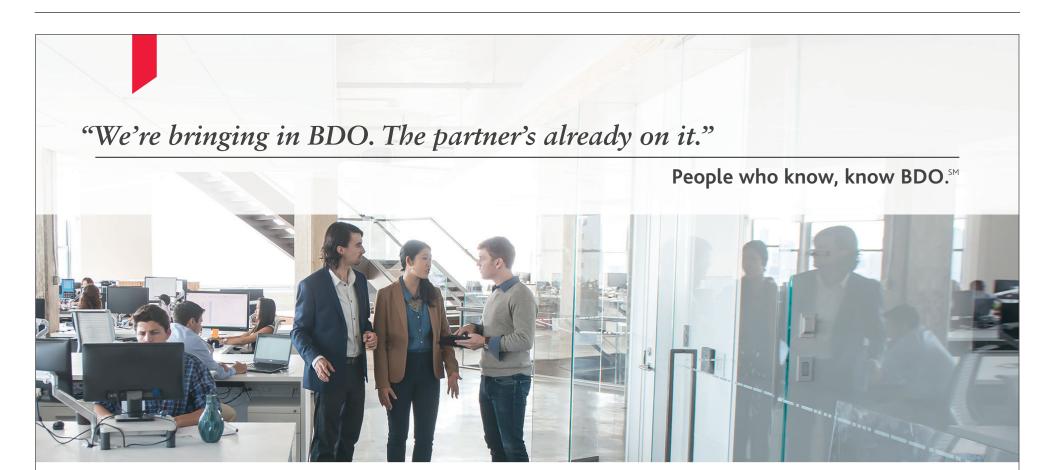
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THIS			2017 EMPLOYEES		THIS YEAR			2017 EMPLOYEES	
YEAR	COMPANY	% GROWTH				COMPANY			
49	Carnegie Investment Counsel, Pepper Pike	126.00%	42	1974	75	North American Coating Laboratories, Mentor	89.73%	28	1974
50	Selman & Co., Cleveland	123.06%	179	1980	76	Pure Water Technology, Bedford Heights	88.99%	55	2005
51	The SpyGlass Group, Westlake	120.73%	132	2001	77	Blackburn OEM Wheel Solutions, Macedonia	88.48%	71	1983
52	ThenDesign Architecture, Willoughby	116.09%	50	1989	78	Avalution Consulting LLC, Cleveland	85.55%	34	2005
53	Digital Print Solutions, Richfield	116.04%	49	2009	79	Channel Products, Solon	84.36%	194	1972
54	National Safety Apparel, Cleveland	115.81%	284	1935	80	Rock The House, Oakwood Village	81.92%	24	1999
55	WTWH Media LLC, Cleveland	115.79%	50	2006	81	RDL Architects, Shaker Heights	80.38%	45	1996
56	True Hire, Uniontown	113.13%	20	1995	82	Neptune Plumbing & Heating Co., Bedford Heights	79.25%	80	1957
57	ON Partners , Hudson	111.18%	39	2006	83	Bialosky Cleveland, Cleveland	78.78%	56	1951
58	Kaufman & Co., Cleveland	110.94%	19	2011	84	Aqua Doc, Chardon	76.79%	118	1983
59	Keene Building Products, Mayfield Heights	110.11%	50	2002	85	Geauga Mechanical Co., Chardon	73.21%	70	1950
60	Alliance Solutions Group, Independence	109.87%	172	2001	86	K2M Design, Cleveland	72.07%	80	2001
61	MarshBerry, Woodmere	109.10%	85	1981	87	Lake City Plating, Ashtabula	67.50%	95	1949
62	Sky Quest (1), Cleveland	109.10%	52	2001	88	Laketec, North Olmsted	67.12%	32	1989
63	Crimcheck, Brunswick	107.10%	31	1991	89	Hartland & Co., Cleveland	67.02%	74	1989
64	Perspectus Architecture, Cleveland	104.00%	48	2003	90	Suresite Consulting Group, Beachwood	66.68%	84	1999
65	SecureData 365, Canton	101.78%	22	2009	91	Daniel's Amish Collection, Dundee	65.87%	175	1996
66	Insight2Profit, Cleveland	100.45%	79	2006	92	Panel Master, LaGrange	64.37%	48	1985
67	NOMS Healthcare, Sandusky	97.58%	804	2001	93	Carver Financial Services Inc., Mentor	63.46%	21	1990
68	Infinium Wall Systems, Strongsville	94.70%	36	2003	94	The Portaro Group, Parma	61.61%	48	2000
69	US Freight LLC, Rocky River	94.08%	21	2009	95	Testoil, Strongsville	60.41%	67	1988
70	Razorleaf Corp., Stow	92.49%	41	2000	96	Cohen & Co., Cleveland	59.68%	380	1977
71	A+ Solutions, Beachwood	92.48%	38	2005	97	FIT Technologies, Cleveland	59.03%	62	1999
72	Foundation Software Inc., Strongsville	92.39%	198	1985	98	Direct Recruiters Inc., Solon	58.24%	42	1983
73	Echo Health, Westlake	91.32%	60	1997	99	World Synergy, Beachwood	56.23%	25	1998
74	Group Management Services, Richfield	90.70%	247	1996	100	Laudan Properties, Twinsburg	54.51%	30	2008

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Source: Case Western Reserve University. Companies on the list must have had sales of at least \$100,000 in 2013, plus at least 16 full-time employees and more than \$1 million in sales in 2017.

(1) These companies are highlighted because they are premium Book of Lists sponsors.



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Largest Privately Held Companies Ranked by 2017 revenue



		REV	ENUE (MIL	LIONS)				
THIS YEAR	COMPANY	2017	2016	% CHANGE	LOCAL STAFF (1)	YEAR FOUNDED	TYPE OF BUSINESS	TOP EXECUTIVE
1	Medical Mutual of Ohio 2060 E. 9th St., Cleveland (216) 687-7000/medmutual.com	\$3,137.0	\$3,000.0	5%	1,933	1934	Health insurance company	Rick A. Chiricosta, chairman, president, CEO
2	Aleris 25825 Science Park Drive, Suite 400, Beachwood (216) 910-3400/aleris.com	\$2,857.0	\$2,664.0	7%	200	2004	Aluminum rolled products manufacturer serving industries including automotive, aerospace and construction	Sean M. Stack, chairman, CEO
3	Swagelok Co. 29500 Solon Road, Solon (440) 248-4600/swagelok.com	\$2,000.0	\$2,000.0	0%	4,535	1947	Provider of fluid system products, assemblies, services and training	Arthur F. Anton, chairman, CEO
4	Jones Day 901 Lakeside Ave., Cleveland (216) 586-3939/www.jonesday.com	\$1,959.4 (2)	\$1,977.0 (2)	-1%	635	1893	Law firm	Heather Lennox, Cleveland partner-in-charge
5	Westfield One Park Circle, Westfield Center (330) 887-0101/www.westfieldinsurance.com	\$1,857.2	\$1,809.5	3%	1,782	1848	Insurance, banking and financial services provider	Edward Largent, president, CEO, board chair
6	Ganley Auto Group 8748 Brecksville Road, Suite 210, Brecksville (440) 584-8202/ganleyauto.com	\$1,620.8	\$1,473.6	10%	1,785	1968	Auto dealer	Kenneth G. Ganley, president, CEO
7	Directional Aviation 355 Richmond Road, Richmond Heights (216) 261-3000/www.directionalaviation.com	\$1,378.0	\$1,236.0	11%	825	2003	Private aviation firm: Fractional, JetCard, charter management, maintenance services and leasing	Kenneth C. Ricci Michael A. Rossi, principals
8	The Carter Lumber Co. 601 Tallmadge Road, Kent (330) 673-6100/www.carterlumber.com	\$1,365.0	\$1,241.8	10%	584	1932	Building materials retailer	Neil Sackett, chairman, CEO
9	Associated Materials Inc. 3773 State Road, Cuyahoga Falls (330) 929-1811/associatedmaterials.com	\$1,285.0	\$1,250.0	3%	775	1947	Manufacturer of exterior residential building products	Brian C. Strauss, president, CEO
10	Shearer's Foods LLC 100 Lincoln Way, Massillon (330) 834-4030/shearers.com	\$1,230.9	\$1,178.4	4%	1,274	1974	Manufacturer of snack foods	Bill Nictakis, chairman, CEO
11	Bendix Commercial Vehicle Systems LLC 901 Cleveland St., Elyria (440) 329-9000/www.bendix.com	\$1,066.0	\$886.0	20%	600	1930	Developer of active-vehicle safety technologies, air brake charging and control systems, and components	Michael J. Hawthorne Joseph J. McAleese, chairman Carlos Hungria, COO
12	Squire Patton Boggs 127 Public Square, Suite 4900, Cleveland (216) 479-8500/www.squirepb.com	\$1,000.0	\$983.0	2%	303	1890	Law firm	Frederick R. Nance, global managing partner Michele L. Connell, managing partner, Cleveland
13	The Davey Tree Expert Co. 1500 N. Mantua St., Kent (330) 673-9511/www.davey.com	\$915.0	\$845.7	8%	738	1880	Tree services, grounds maintenance and consulting services firm	Patrick M. Covey, president, CEO
14	Ohio CAT 3993 E. Royalton Road, Broadview Heights (440) 526-6200/www.ohiocat.com	\$816.0	\$719.0	13%	565	1945	Caterpillar engine and equipment distributor serving Ohio, Northern Kentucky and Southeastern Indiana	Kenneth E. Taylor, president
15	BDI Worldwide 8000 Hub Parkway, Cleveland (216) 642-9100/www.bdiworldwide.com	\$729.6	\$662.0	10%	195	1935	Global distributor of industrial products and supply chain services	Carl G. James, chairman, CEO
16	Discount Drug Mart Inc. 211 Commerce Drive, Medina (330) 725-2340/discount-drugmart.com	\$700.0	\$684.0	2%	2,293	1968	Regional drug store chain	Don Boodjeh, CEO
17	Baker & Hostetler LLP 127 Public Square, Suite 2000, Cleveland (216) 621-0200/www.bakerlaw.com	\$663.8	\$642.5	3%	376	1916	Law firm	Hewitt B. Shaw, Cleveland office managing partner R. Steven Kestner, firmwide chairman
18	The Garland Co. 3800 E. 91st St., Cleveland (800) 641-7500/www.garlandco.com	\$587.0	\$479.2	23%	121	1895	Manufacturer of roofing, flooring, coatings, sealants and maintenance systems for commercial buildings	David M. Sokol, president
19	Hyland 28500 Clemens Road, Westlake (440) 788-4988/hyland.com	\$550.0	\$430.0	28%	1,775	1991	Developer of OnBase enterprise information management software	Bill Priemer, president, CEO
20	The Anderson-DuBose Co. 5300 Tod Ave. SW, Lordstown (440) 248-8800/www.anderson-dubose.com	\$543.8	\$518.2	5%	206	1991	Distributor of food, paper and beverage products	Warren E. Anderson, chairman, CEO
21	Majestic Steel USA Inc. 31099 Chagrin Blvd., Suite 150, Pepper Pike (800) 321-5590/www.majesticsteel.com	\$475.0	\$415.0	14%	298	1979	National distributor of prime flat rolled steel	Todd M. Leebow, CEO
22	Fred W. Albrecht Grocery Co. 2700 Gilchrist Road, Akron (330) 733-2263/acmestores.com	\$450.0	\$450.0	0%	1,494	1891	Retail grocery and pharmacy stores	Jim Trout, president
23	Cleveland Browns 76 Lou Groza Blvd., Berea (440) 891-5000/www.clevelandbrowns.com	\$365.0 (3)	\$347.0 (3)	5%	NA	1946	Professional football team	Jimmy Haslam Dee Haslam, owners
24	DiGeronimo Companies 5720 E. Schaaf Road, Independence (216) 446-3500/www.digeronimocompanies.com	\$356.7	\$322.4	11%	618	1956	Family of construction service and development companies	Victor DiGeronimo Jr., CEO Anthony DiGeronimo, president, Precision Environmental, Precision ProCut
25	Millwood Inc. 3708 International Boulevard, Vienna (330) 393-4400/millwoodinc.com	\$325.0	\$325.0	0%	140	1993	Provider of pallets, packaging systems and unit load technology	Lionel W. Trebilcock, co-president, partner Steve Miller, co-president, partner Ron Ringness, executive vice president, partner
26	Famous Enterprises Inc. 2620 Ridgewood Road, Akron (330) 762-9621/www.famous-supply.com	\$316.0	\$301.0	5%	310	1933	Distributor of HVAC, plumbing, PVF, industrial, building products	Marc Blaushild, president, CEO

		REVENUE (MILLIONS)								
THIS YEAR	COMPANY	2017	2016	% CHANGE	LOCAL STAFF (1)	YEAR FOUNDED	TYPE OF BUSINESS	TOP EXECUTIVE		
27	Cleveland Indians Baseball Co. 2401 Ontario St., Cleveland (216) 420-4487/www.indians.com	\$284.0 (3)	\$271.0 (3)	5%	NA	1901	Professional baseball team	Lawrence J. Dolan, owner Paul J. Dolan, chairman, CEO		
28	Cleveland Cavaliers One Center Court, Cleveland (216) 420-2000/www.cavs.com	\$280.0 (3)	\$233.0 (3)	20%	330	1970	Professional basketball team; manager of Quicken Loans Arena	Dan Gilbert, chairman, majority owner		
29	Automated Packaging Systems Inc. 10175 Philipp Parkway, Streetsboro (330) 342-2000/autobag.com	\$275.0	\$250.0	10%	713	1962	Manufacturer of packaging machinery and pre-formed custom plastic bags	Hershey Lerner, chairman Bernie Lerner, CEO Cliff Brehm, president, CMO		
30	The Millcraft Paper Co. 6800 Grant Ave., Cleveland (216) 441-5500/www.millcraft.com	\$251.3	\$265.4	-5%	69	1920	Distributor of commercial printing papers, forms, envelopes, packaging and graphic design products	Travis M. Mlakar, president		
31	Donley's Inc. 5430 Warner Road, Cleveland (216) 524-6800/www.donleyinc.com	\$250.0	\$269.0	-7%	223	1941	Construction manager, design builder and concrete contractor	Malcolm M. Donley, president, CEO		
32	MRI Software LLC 28925 Fountain Parkway, Solon (800) 321-8770/www.mrisoftware.com	\$206.2 (4)	\$134.1	54% (4)	419	1971	Real estate software company	Patrick Ghilani, CEO		
33	Thompson Hine LLP (5) 127 Public Square, Suite 3900, Cleveland (216) 566-5500/www.thompsonhine.com	\$205.9	\$198.0	4%	295	1911	Law firm	Deborah Z. Read, managing partner Kip Bollin, Cleveland office partner-in-charge		
34	Motorcars Cleveland 29503 Mayfield Road, Cleveland Heights (216) 932-2400/www.motorcarscleveland.com	\$190.0	\$183.0	4%	276	1972	Auto dealer	Chuck Gile, president		
35	Valley Ford Truck Inc. 5715 Canal Road, Valley View (216) 524-2400/valleyfordtruck.com	\$183.8	\$163.5	12%	102	1964	New and used truck sales, leasing commercial vehicle service, truck parts	Brian E. O'Donnell, president		
36	Shook Construction Co. 6860 W. Snowville Road, Brecksville (440) 838-5400/shookconstruction.com	\$178.9	\$166.4	8%	67	1926	Construction manager, general contractor, design-builder	Chris Halapy, executive vice president		
37	Cornwell Quality Tools Co. 667 Seville Road, Wadsworth (330) 336-3506/www.cornwelltools.com	\$161.0	\$141.0	14%	200	1919	Franchise wholesale distributor and manufacturer serving the mobile automotive tool market	Robert Studenic, president, CEO		
38	Panzica Construction Co. 739 Beta Drive, Mayfield Village (440) 442-4300/www.panzica.com	\$148.5	NA	NA	140 (6)	1956	Construction firm providing management, design/build and general contracting services	Anthony M. Panzica, owner, president, CEO		
39	The Albert M. Higley Co. 2926 Chester Ave., Cleveland (216) 861-2050/www.amhigley.com	\$140.1	NA	NA	NA	1925	Construction firm providing management and general contracting for commercial and institutional facilities	Gareth D. Vaughan, president, CEO		
40	The Ruhlin Co. 6931 Ridge Road, Sharon Center (330) 239-2800/ruhlin.com	\$139.9	\$145.5	-4%	125	1915	Building, industrial and heavy civil construction and construction management services provider	James L. Ruhlin, president, CEO		
41	K&D Group Inc. 4420 Sherwin Road, Willoughby (440) 946-3600/www.kandd.com	\$135.0	\$125.0	8%	345	1984	Owner and manager of 11,000 apartments throughout Greater Cleveland, Akron and Canton	Karen M. Paganini, president, COO Douglas E. Price, CEO		
42	The Austin Co. 6095 Parkland Blvd., Mayfield Heights (440) 544-2600/theaustin.com	\$134.3	\$152.7	-12%	91	1878	Consulting, architecture, engineering and construction solutions provider	Michael G. Pierce, president		
43	Wheeling & Lake Erie Railway 100 E. First St., Brewster (330) 767-3401/www.wlerwy.com	\$130.0	\$130.0	0%	420	1990	Regional freight railroad serving Ohio, Pennsylvania and West Virginia	Larry R. Parsons, chairman, CEO Jonathan M. Chastek, executive vice president		
44	Wolff Bros. Supply Inc. 6078 Wolff Road, Medina (330) 725-3451/www.wolffbros.com	\$129.8	\$121.7	7%	265	1965	Wholesale electrical, plumbing, HVAC, lighting and cabinetry products supplier	Howard E. Wolff, president, CEO		
45	State Industrial Products Corp. 5915 Landerbrook Drive, Mayfield Heights (866) 747-2229/www.stateindustrial.com	\$126.0	\$126.9	-1%	128	1911	Specialty chemicals and services provider for facility and process maintenance	Seth Uhrman, CEO		
46	Benesch (5) 200 Public Square, Suite 2300, Cleveland (216) 363-4500/www.beneschlaw.com	\$118.8 (2)	NA	NA	NA	1938	Law firm	Gregg A. Eisenberg, managing partner		
47	Sprenger Health Care Systems 3885 Oberlin Ave., Lorain (440) 989-5200/www.sprengerhealthcare.com	\$114.0	\$102.5	11%	1,108	1959	Senior housing and continuum of care services provider	Nicole Sprenger, CEO Michael Sprenger, COO		
48	The Reserves Network Inc. 22021 Brookpark Road, Fairview Park (866) 876-2020/www.trnstaffing.com	\$111.0	\$104.0	7%	997	1984	Provider of staffing solutions to office, industrial, technical and professional markets	Neil Stallard, CEO		
49	Car Parts Warehouse 5200 W. 130th St., Brook Park (216) 676-9304/www.carpartswarehouse.net	\$95.0	\$90.0	6%	525	1975	Automotive parts distributor	Tony G. Di Fiore, owner		
50	New Horizons Acquisition Corp. 211 Woodlawn Ave., Norwalk (419) 660-4000/newhorizonsbaking.com	\$90.0	\$93.0	-3%	265	1967	Commercial bakers	Tilmon (Tim) F. Brown, CEO		
51	Jarrett Logistics Systems 1347 N. Main St., Orrville (330) 682-0099/www.jarrettlogistics.com	\$87.4	\$69.4	26%	107	1999	Transportation management firm serving manufacturers, wholesalers and distributors	W. Michael Jarrett, president, founder		
52	Fortney & Weygandt Inc. 31269 Bradley Road, North Olmsted (440) 716-4000/fortneyweygandt.com	\$76.0	\$84.1	-10%	106	1978	National account general contractor, serving commercial, retail, hospitality, institutional and multifamily markets	Greg Freeh, president		
53	Great Day Improvements LLC (dba Patio Enclosures and Stanek Windows) 700 E. Highland Road, Macedonia (888) 468-0700/patioenclosures.com	\$55.5	\$51.4	8%	130	2010	Sunroom, window and door manufacturer and installer	Michael Hoy, president, COO		

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Largest Public Companies in Northeast Ohio Ranked by market value as of April 30, 2018



				T VALUE IONS)			NCOME .IONS)				
	LAST YEAR	COMPANY/TICKER SYMBOL HEADQUARTERS	4-30-2018	4-28-2017	% CHANGE	FY 2017	FY 2016	% CHANGE	RETURN ON EQUITY (1)	TYPE OF BUSINESS	TOP EXECUTIVE
1	3	Progressive Corp./PGR 6300 Wilson Mills Road, Mayfield Village 44143 (440) 461-5000/progressive.com	\$35,112.9	\$23,073.3	52.2%	\$1,592.2	\$1,031.0	54.43%	17.53%	Insurance company	S. Tricia Griffith, president, CEO
2	2	Sherwin-Williams Co./SHW 101 W. Prospect Ave., Cleveland 44115 (216) 566-2000/sherwin.com	\$34,214.7	\$31,168.2	9.8%	\$1,772.3	\$1,132.7	56.46%	65.12%	Manufacturer of paint, coatings and related products	John G. Morikis, president, CEO, chairman
3	1	Eaton/ETN 1000 Eaton Blvd., Beachwood 44122 (440) 523-5000/eaton.com	\$32,870.9	\$33,928.8	-3.1%	\$2,985.0	\$1,916.0	55.79%	18.50%	Manufacturer of electrical, hydraulic, aerospace, truck and automotive products	Craig Arnold, chairman, CEO
4	4	Parker Hannifin Corp./PH 6035 Parkland Blvd., Mayfield Heights 44124 (216) 896-3000/parker.com	\$21,902.5	\$21,433.6	2.2%	\$983.4	\$806.8	21.88%	19.98%	Provider of fluid power systems and electromechanical controls	Thomas L. Williams, chairman, CEO
5	5	KeyCorp/KEY 127 Public Square, Cleveland 44114 (216) 689-6300/key.com	\$21,213.6	\$20,018.0	6.0%	\$1,296.0	\$791.0	63.84%	8.53%	Bank holding company	Beth E. Mooney, chairman, CEO
6	8	TransDigm Group Inc./TDG 1301 E. 9th St., Suite 3000, Cleveland 44114 (216) 706-2939/www.transdigm.com	\$16,732.6	\$13,038.3	28.3%	\$596.9	\$586.4	1.79%	NM	Designer and producer of highly engineered aircraft components	Kevin Stein, president, CEO W. Nicholas Howley, executive chairman
7	7	FirstEnergy Corp./FE 76 S. Main St., Akron 44308 (800) 736-3402/firstenergycorp.com	\$16,405.7	\$13,285.6	23.5%	(\$1,724.0)	(\$6,177.0)	NM	-33.92%	Electric utility holding company	Charles E. Jones Jr., president, CEO
8	6	The J.M. Smucker Co./SJM One Strawberry Lane, Orrville 44667 (330) 682-3000/jmsmucker.com	\$12,959.4	\$14,755.3	-12.2%	\$592.3	\$688.7	-14%	8.55%	Manufacturer of branded food products	Mark T. Smucker, president, CEO
9	12	Steris/STE 5960 Heisley Road, Mentor 44060 (440) 354-2600/www.steris.com	\$8,019.8	\$6,268.1	27.9%	\$110.0	\$110.8	-0.72	3.78%	Maker of sterile processing and infection prevention systems	Walter M. Rosebrough Jr., president, CEO
10	10	Nordson Corp./NDSN 28601 Clemens Road, Westlake 44145 (440) 892-1580/nordson.com	\$7,455.3	\$7,204.7	3.5%	\$295.8	\$271.8	8.81%	29.48%	Manufacturer of systems used to dispense, apply and control adhesives, coatings and other fluids	Michael F. Hilton, president, CEO
11	11	RPM International Inc./RPM 2628 Pearl Road, Medina 44258 (330) 273-5090/rpminc.com	\$6,459.1	\$7,021.1	-8.0%	\$181.8	\$354.7	-48.74%	13.13%	Provider of specialty coatings, sealants and building materials	Frank C. Sullivan, chairman, CEO
12	9	Goodyear Tire & Rubber Co./GT 200 Innovation Way, Akron 44316 (330) 796-2121/goodyear.com	\$6,022.1	\$9,122.5	-34.0%	\$346.0	\$1,264.0	-72.63%	7.62%	Tire manufacturer	Richard J. Kramer, chairman, CEO, president
13	14	Lincoln Electric Holdings Inc./LECO 22801 St. Clair Ave., Euclid 44117 (216) 481-8100/www.lincolnelectric.com	\$5,437.8	\$5,858.2	-7.2%	\$247.5	\$198.4	24.75%	30.09%	Manufacturer of arc welding products	Christopher L. Mapes, chairman, president, CEO
14	13	Forest City Realty Trust Inc. (now part of Brookfield) (2)/BAM 127 Public Square, Suite 3100, Cleveland 44114 (216) 621-6060/www.brookfield.com	\$5,350.6	\$6,010.7	-11.0%	\$206.0	(\$158.4)	NM	5.64%	Owner and developer of real estate	NA
15	NA	GrafTech International Ltd./EAF 982 Keynote Circle, Brooklyn Heights 44131 (216) 676-2000/www.graftech.com	\$4,829.6	NA	NA	\$8.0	(\$235.8)	NM	2.39%	Manufacturer of graphite electrodes and cathodes	David J. Rintoul, president, CEO
16	15	TFS Financial Corp./TFSL 7007 Broadway Ave., Cleveland 44105 (800) 844-7333/www.thirdfederal.com	\$4,109.0	\$4,596.1	-10.6%	\$88.9	\$80.6	10.33%	5.31%	Bank holding company	Marc A. Stefanski, chairman, president, CEO
17	16	Cedar Fair LP/FUN One Cedar Point Drive, Sandusky 44870 (419) 627-2233/www.cedarfair.com	\$3,821.6	\$4,030.4	-5.2%	\$215.5	\$177.7	21.27%	300.39%	Operator of amusement and water parks	Richard A. Zimmerman, president, CEO
18	19	PolyOne Corp./POL 33587 Walker Road, Avon Lake 44012 (440) 930-1000/polyone.com	\$3,346.8	\$3,205.7	4.4%	(\$57.7)	\$165.2	NM	26.21%	Provider of specialized polymer materials and services	Robert M. Patterson, chairman, president, CEO
19	18	The Timken Co./TKR 4500 Mount Pleasant St. N.W., North Canton 44720 (234) 262-3000/timken.com	\$3,333.8	\$3,763.2	-11.4%	\$203.4	\$140.8	44.46%	14.52%	Manufacturer of engineered bearings and mechanical power transmission products	Richard G. Kyle, president, CEO
20	17	SITE Centers Corp. (formerly DDR Corp.)/SITC 3300 Enterprise Parkway, Beachwood 44122 (216) 755-5500/www.sitecenters.com	\$2,659.2 (3)	\$3,932.6 (3)	-32.4% (3)	(\$241.7) (3)	\$60.0 (3)	NM	-7.92%	Real estate investment trust	David R. Lukes, president, CEO
21	20	Applied Industrial Technologies Inc./AIT 1 Applied Plaza, Cleveland 44115 (216) 426-4000/www.applied.com	\$2,474.6	\$2,498.0	-0.9%	\$133.9	\$29.6	352.75	19.09%	Distributor and provider of industrial parts and service	Neil A. Schrimsher, president, CEO
22	22	Cleveland-Cliffs Inc./CLF 200 Public Square, Suite 3300, Cleveland 44114 (216) 694-5700/www.clevelandcliffs.com	\$2,209.2	\$1,991.8	10.9%	\$367.0	\$174.1	110.8%	NM	Iron ore mining company	Lourenco Goncalves, chairman, president, CEO
23	23	Ferro Corp./FOE 6060 Parkland Blvd., Mayfield Heights 44124 (216) 875-5600/www.ferro.com	\$1,857.5	\$1,498.7	23.9%	\$57.1	(\$20.8)	NM	18.89%	Manufacturer of specialty performance materials	Peter T. Thomas, chairman, president, CEO
24	27	A. Schulman Inc. (now part of LyondellBasell) (4)/LYB 3637 Ridgewood Road, Fairlawn 44333 (330) 666-3751/www.lyondellbasell.com	\$1,265.6	\$928.6	36.3%	\$33.0	(\$357.1)	NM	18.21%	Supplier of high-performance plastic compounds, resins and powders	Bob Patel, CEO, LyondellBassell
25	24	Fairmount Santrol (merged to form Covia Holdings Corp.) (5)/CVIA 3 Summit Park Drive, Suite 700, Independence 44131 (800) 255-7263/www.coviacorp.com	\$1,235.5	\$1,155.3	6.9%	\$53.8	(\$140.2)	NM	18.93%	Provider of high-performance sand and sand-based products	Jenniffer D. Deckard, president, CEO
26	26	Hyster-Yale Materials Handling Inc./HY 5875 Landerbrook Drive, Suite 300, Mayfield Heights 44124 (440) 449-9600/www.hyster-yale.com	\$1,178.2	\$988.8	19.2%	\$48.6	\$42.8	13.55%	9.38%	Manufacturer of lift trucks, provider of aftermarket parts	Alfred M. Rankin Jr., chairman, president, CEO
27	21	Diebold Nixdorf/DBD 5995 Mayfair Road, North Canton 44720 (330) 490-4000/dieboldnixdorf.com	\$1,165.7	\$2,127.5	-45.2%	(\$233.1)	(\$33.0)	NM	-19.88%	Self-service technology, software and security systems provider	Gerrard Schmid, president, CEO

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	LAST YEAR	COMPANY/TICKER SYMBOL HEADQUARTERS	4-30-2018	4-28-2017	% CHANGE	FY 2017	FY 2016	% CHANGE	RETURN ON EQUITY (1)	TYPE OF BUSINESS	TOP EXECUTIVE
28	29	Materion Corp./MTRN 6070 Parkland Blvd., Mayfield Heights 44124 (216) 486-4200/www.materion.com	\$1,024.7	\$760.5	34.7%	\$11.5	\$25.7	-55.51%	2.32%	High-performance engineered materials supplier	Jugal K. Vijayvargiya, president, CEO
29	28	CBIZ Inc./CBZ 6050 Oak Tree Blvd. S., Suite 500, Independence 44131 (216) 447-9000/cbiz.com	\$1,022.8	\$855.5	19.6%	\$50.4	\$40.1	25.74	10.10%	Provider of outsourced business services	Jerome P. Grisko Jr., president, CEO
30	NA	Victory Capital Holdings Inc./VCTR 4900 Tiedeman Road, 4th Floor, Brooklyn 44114 (216) 898-2400/www.vcm.com	\$751.5	NA	NA	\$25.8	(\$6.1)	NM	9.19	Investment management firm	David C. Brown, CEO, chairman
31	30	TimkenSteel Corp./TMST 1835 Dueber Ave. SW, Canton 44706 (330) 471-7000/timkensteel.com	\$747.6	\$669.2	11.7%	(\$43.8)	(\$105.5)	NM	-7.56%	Customized alloy steel products and services provider	Tim J. Timken Jr., chairman, CEO, president
32	33	Myers Industries Inc./MYE 1293 S. Main St., Akron 44301 (330) 253-5592/myersindustries.com	\$710.9	\$489.7	45.2%	(\$9.9)	\$1.1	NM	11.61%	Polymer products manufacturer and distributor of equipment for tire service	R. David Banyard, president, CEO
33	34	Invacare Corp./IVC One Invacare Way, Elyria 44035 (440) 329-6000/invacare.com	\$602.9	\$481.7	25.2%	(\$76.5)	(\$42.9)	NM	-18.10%	Home health care equipment manufacturer	Matthew E. Monaghan, chairman, president, CEO
34	38	ViewRay Inc./VRAY 2 Thermo Fisher Way, Oakwood Village 44146 (440) 703-3210 /www.viewray.com	\$554.1	\$382.9	44.7%	(\$72.2)	(\$50.6)	NM	NM	Manufacturer of the MRIdian radiation therapy system	Scott Drake, president, CEO
35	36	United Community Financial Corp./UCFC 275 Federal Plaza West, Youngstown 44503 (330) 742-0500/www.ucfconline.com	\$505.3	\$424.4	19.1%	\$21.8	\$18.8	15.71%	8.01%	Bank holding company	Gary M. Small, president, CEO
36	35	Omnova Solutions Inc./OMN 25435 Harvard Road, Beachwood 44122 (216) 682-7000/www.omnova.com	\$488.3	\$426.9	14.4%	(\$87.8)	(\$0.4)	NM	-118.65%	Producer of emulsion polymers, specialty chemicals, and functional and decorative surfaces	Anne P. Noonan, president, CEO
37	32	Park-Ohio Holdings Corp./PKOH 6065 Parkland Blvd., Mayfield Heights 44124 (440) 947-2000/www.pkoh.com	\$467.6	\$494.2	-5.4%	\$28.6	\$31.7	-9.78%	11.26%	Diversified manufacturer	Matthew V. Crawford, chairman, CEO
38	37	Farmers National Banc Corp./FMNB 20 S. Broad St., Canfield 44406 (330) 533-3341/www.farmersbankgroup.com	\$407.7	\$387.1	5.3%	\$22.7	\$20.6	10.48%	9.98%	Bank holding company	Kevin J. Helmick, president, CEO
39	39	Preformed Line Products Co./PLPC 660 Beta Drive, Mayfield Village 44143 (440) 461-5200/www.preformed.com	\$339.7	\$270.9	25.4%	\$12.7	\$15.3	-17.05%	5.48%	Wire and cable products manufacturer	Robert G. Ruhlman, chairman, president, CEO
40	44	Athersys Inc./ATHX 3201 Carnegie Ave., Cleveland 44115 (216) 431-9900/www.athersys.com	\$277.3	\$162.2	71.0%	(\$32.2)	(\$15.3)	NM	-186.60%	Biopharmaceutical company	Gil Van Bokkelen, chairman, CEO
41	40	Olympic Steel Inc./ZEUS 5096 Richmond Road, Bedford Heights 44146 (216) 292-3800/www.olysteel.com	\$257.9	\$247.2	4.3%	\$19.0	(\$1.1)	NA	7.21%	Steel service center	Michael D. Siegal, chairman, CEO Richard T. Marabito, CFO (6)
42	31	Nacco Industries Inc./NC 5875 Landerbrook Drive, Suite 220, Mayfield Heights 44124 (440) 229-5151/www.nacco.com	\$255.5	\$578.2	-55.8%	\$30.3	\$29.6	2.47%	12.95%	Coal mining company	John C. Butler Jr., president, CEO
43	42	Civista Bancshares Inc./CIVB 100 E. Water St., Sandusky 44870 (419) 625-4121/www.civb.com	\$235.0	\$219.0	7.3%	\$15.9	\$17.2	-7.81	9.86%	Bank holding company	Dennis G. Shaffer, CEO
44	43	Shiloh Industries Inc./SHLO 880 Steel Drive, Valley City 44280 (330) 558-2600/shiloh.com	\$194.0	\$213.9	-9.3%	(\$0.7)	\$3.7	NM	-0.43%	Supplier of lightweighting, noise and vibration products for the transportation industry	Ramzi Y. Hermiz, president, CEO
45	46	Middlefield Banc Corp./MBCN 15985 E. High St., Middlefield 44062 (440) 632-1666/www.middlefieldbank.com	\$165.3	\$128.3	28.8%	\$9.5	\$6.4	47.37%	9.61%	Bank holding company	Thomas G. Caldwell, president, CEO
46	41	TravelCenters of America LLC/TA 24601 Center Ridge Road, Suite 200, Westlake 44145 (440) 808-9100/www.ta-petro.com	\$145.9	\$241.1	-39.5%	\$9.3	(\$2.0)	NM	1.68%	Interstate travel plazas operator	Andrew J. Rebholz, managing director, CEO
47	47	Cortland Bancorp/CLDB 194 W. Main St., Cortland 44410 (330) 637-8040/www.cortland-banks.com	\$98.1	\$82.0	19.6%	\$4.4	\$4.9	-10.7%	7.29%	Bank holding company	James M. Gasior, president, CEO
48	NA	Andover Bancorp Inc./ANDC (7) 600 E. Main St., Andover 44003 (844) 259-5473/andoverbancorp.com	\$58.7	NA	NA	\$3.8	\$3.8	2.05%	9.49%	Bank holding company	Stephen E. Varckette, president, CEO
49	49	Consumers Bancorp Inc./CBKM (7) 61.4 E. Lincoln Way, Minerva 44657 (330) 868-7701/www.consumersbancorp.com	\$57.3	\$48.5	18.1%	\$3.0	\$2.1	39.45%	6.86%	Bank holding company	Ralph J. Lober, president, CEO
50	48	Wayne Savings Bancshares Inc./WAYN (8) 151 N. Market St., Wooster 44691 (330) 264-5767/www.waynesavings.com	\$52.1	\$50.7	2.8%	\$3.1	\$2.2	38.42%	7.53%	Bank holding company	James "Jay" R. VanSickle II, president, CEO
51	55	U.S. Lighting Group Inc./USLG (7) 34099 Melinz Pkwy. Unit E, Eastlake 44095 (216) 896-7000/uslightinggroup.com	\$33.7	\$11.0	206.4%	(\$0.2)	(\$1.3)	NM	NA	Manufacturer of transformerless LED lighting tubes for the commercial and industrial sectors	Paul Spivak, founder, CEO
52	51	Energy Focus Inc./EFOI 32000 Aurora Road, Solon 44139 (440) 715-1300 /www.energyfocusinc.com	\$32.0	\$36.2	-11.6%	(\$11.3)	(\$16.9)	NM	-45.77%	LED lighting products company	Theodore L. Tewksbury III, chairman, president, CEO
53	50	Sifco Industries Inc./SIF 970 E. 64th St., Cleveland 44103 (216) 881-8600/sifco.com	\$30.8	\$44.8	-31.3%	(\$14.2)	(\$11.3)	NM	-25.72%	Provider of highly engineered forged components to the aerospace and energy markets	Peter W. Knapper, president, CEO
54	58	Hickok Inc./HICKA (7) 10514 Dupont Ave., Cleveland 44108 (216) 541-8060/www.hickok-inc.com	\$28.0	\$8.6	224.1%	\$1.4	\$4.6	-69.6%	15.44%	Test and measurement, industrial hose and commercial air handling equipment provider	Brian E. Powers, chairman, president, CEO
55	53	Mace Security International Inc./MACE (8) 4400 Carnegie Ave., Cleveland 44103 (440) 424-5321 /www.mace.com	\$24.2	\$23.0	5.2%	(\$0.1)	\$0.3	NM	-0.47%	Manufacturer of defense, safety and security products	John J. McCann, president, CEO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Want the full Excel version of this list — and every Crain's list? Become a Data Member: CrainsCleveland.com/data Source: S&P Global Market Intelligence (Marketintelligence.spglobal.com) and Crain's research. Net income figures represent income attributable to ordinary shareholders. NM=Not meaningful. Send all feedback to Chuck Soder: csoder@crain.com. Originally published May 21, 2018. (1) Return on equity is designed to show how efficiently a company is producing profits. The figures were calculated using this formula: 2017 earnings from continuing operations / ((2017 total equity + 2016 total equity)/ 2) (2) Forest City was acquired by a Brookfield Asset Management Inc. investment fund on Dec. 7, 2018. (3) Figures for SITE Centers Corp. predate the company's spinoff of 48 shopping centers into a separate public company called Retail Value Inc. (4) A. Schulman was acquired by LyondellBasell Industries N.V. on Aug. 21, 2018. (5) Fairmount Santrol merged with Unimin Corp. on June 1, 2018. The combined company changed its name to Covia Holdings Corp. The company is highlighted because it is a premium Book of Lists sponsor. (6) Marabito is scheduled to become CEO of Olympic Steel when Siegal steps down from the position at the end of 2018. (7) Listed on OTC Pink (8) Listed on OTCQX

THE LIST

Largest Public Companies - Ohio Ranked by market capitalization as of Aug. 1, 2018



		MARKET					MARKET		
THIS YEAR	COMPANY	MARKET CAP 8-1-2018 (MILLIONS)	BUSINESS CATEGORY	TOP EXECUTIVE	THIS YEAR	COMPANY	MARKET CAP 8-1-2018 (MILLIONS)	BUSINESS CATEGORY	TOP EXECUTIVE
1	Procter & Gamble Co./PG One Procter & Gamble Plaza, Cincinnati (513) 983-1100/www.pg.com	\$201,471.8	Manufacturer	David S. Taylor, chairman, president, CEO	29	GrafTech International Ltd./EAF 982 Keynote Circle, Brooklyn Heights (216) 676-2000/www.graftech.com	\$6,760.8	Manufacturer	David J. Rintoul, president, CEO
2	Sherwin-Williams Co./SHW 101 W. Prospect Ave., Cleveland (216) 566-2000/sherwin.com	\$40,709.4	Manufacturer	John G. Morikis, president, CEO, chairman	30	Forest City Realty Trust Inc. (now part of Brookfield) (2)/BAM 127 Public Square, Suite 3100, Cleveland (216) 621-6060/www.brookfield.com	\$6,694.4	Real estate	NA
3	Marathon Petroleum Corp./MPC 539 S. Main St., Findlay (419) 422-2121/marathonpetroleum.com	\$36,826.6	Energy	Gary R. Heminger, chairman, CEO	31	Lincoln Electric Holdings Inc./LECO 22801 St. Clair Ave., Euclid (216) 481-8100/www.lincolnelectric.com	\$5,994.5	Manufacturer	Christopher L. Mapes, chairman, president, CEO
4	Eaton/ETN 1000 Eaton Blvd., Beachwood (440) 523-5000/eaton.com	\$35,690.9	Manufacturer	Craig Arnold, chairman, CEO	32	Goodyear Tire & Rubber Co./GT 200 Innovation Way, Akron (330) 796-2121/goodyear.com	\$5,664.7	Manufacturer	Richard J. Kramer, chairman, CEO, president
5	Progressive Corp./PGR 6300 Wilson Mills Road, Mayfield Village (440) 461-5000/progressive.com	\$35,253.6	Insurance	S. Tricia Griffith, president, CEO	33	Chemed Corp./CHE 255 E. Fifth St., Suite 2600, Cincinnati (513) 762-6690/www.chemed.com	\$5,083.8	Health care; repair and maintenance	Kevin J. McNamara, president, CEO
6	American Electric Power Co./AEP 1 Riverside Plaza, Columbus (614) 716-1000/www.aep.com	\$34,653.3	Utility	Nicholas K. Akins, chairman, president, CEO	34	Teradata Corp./TDC 10000 Innovation Drive, Dayton (866) 548-8348/www.teradata.com	\$4,610.6	Technology	Victor Lund, president, CEO
7	MPLX LP/MPLX 200 E. Hardin St., Findlay (419) 421-2414/www.mplx.com	\$28,995.9	Energy	Gary R. Heminger, chairman, CEO	35	TFS Financial Corp./TFSL 7007 Broadway Ave., Cleveland (800) 844-7333/www.thirdfederal.com	\$4,254.5	Financial services	Marc A. Stefanski, chairman, president, CEO
8	Worldpay Inc./WP 8500 Governors Hill Drive, Symmes Township (513) 900-5250/www.worldpay.com	\$24,310.7	Financial services	Charles Drucker, co-CEO, executive chairman Philip Jansen, co-CEO (1)	36	Scotts Miracle-Gro Co./SMG 14111 Scottslawn Road, Marysville (937) 644-0011/www.scottsmiraclegro.com	\$4,244.3	Manufacturer	Jim Hagedorn, chairman, CEO
9	Welltower Inc./WELL 4500 Dorr St., Toledo (419) 247-2800/http://welltower.com	\$23,420.0	Real estate	Thomas J. DeRosa, CEO	37	Wendy's Co./WEN One Dave Thomas Blvd., Dublin (614) 764-3100/www.aboutwendys.com	\$3,992.5	Restaurants	Todd A. Penegor, president, CEO
10	The Kroger Co./KR 1014 Vine St., Cincinnati (513) 762-4000/www.thekrogerco.com	\$22,856.6	Retail	W. Rodney McMullen, chairman, CEO	38	Lancaster Colony Corp./LANC 380 Polaris Parkway, Suite 400, Westerville (614) 224-7141/www.lancastercolony.com	\$3,949.2	Manufacturer	David A. Ciesinski, president, CEO
11	KeyCorp/KEY 127 Public Square, Cleveland (216) 689-6300/key.com	\$22,333.1	Financial services	Beth E. Mooney, chairman, CEO	39	The Timken Co./TKR 4500 Mount Pleasant St. N.W., North Canton (234) 262-3000/timken.com	\$3,589.3	Manufacturer	Richard G. Kyle, president, CEO
12	Parker Hannifin Corp./PH 6035 Parkland Blvd., Mayfield Heights (216) 896-3000/parker.com	\$22,026.1	Manufacturer	Thomas L. Williams, chairman, CEO	40	PolyOne Corp./POL 33587 Walker Road, Avon Lake (440) 930-1000/polyone.com	\$3,551.0	Manufacturer	Robert M. Patterson, chairman, president, CEO
13	Cintas Corp./CTAS 6800 Cintas Blvd., Cincinnati (513) 459-1200/www.cintas.com	\$21,890.3	Uniforms; business services	Scott D. Farmer, CEO, chairman	41	Cleveland-Cliffs Inc./CLF 200 Public Square, Suite 3300, Cleveland (216) 694-5700/www.clevelandcliffs.com	\$3,170.2	Natural resources	Lourenco Goncalves, chairman, president, CEO
14	Fifth Third Bancorp/FITB 38 Fountain Square Plaza, Cincinnati (800) 972-3030/www.53.com	\$20,195.7	Financial services	Greg D. Carmichael, chairman, president, CEO	42	First Financial Bancorp/FFBC 255 E. Fifth St., Suite 700, Cincinnati (877) 322-9530/www.bankatfirst.com	\$3,039.9	Financial services	Archie M. Brown Jr., president, CEO
15	TransDigm Group Inc./TDG 1301 E. 9th St., Suite 3000, Cleveland (216) 706-2939/www.transdigm.com	\$19,330.0	Manufacturer	Kevin Stein, president, CEO; W. Nicholas Howley, executive chairman	43	Dana Inc./DAN 3939 Technology Drive, Maumee (419) 887-3000/www.dana.com	\$3,002.2	Manufacturer	James K. Kamsickas, president, CEO
16	FirstEnergy Corp./FE 76 S. Main St., Akron (800) 736-3402/firstenergycorp.com	\$17,720.3	Utility	Charles E. Jones Jr., president, CEO	44	Owens-Illinois Inc./OI One Michael Owens Way, Perrysburg (567) 336-5000/www.o-i.com	\$2,974.7	Manufacturer	Andres A. Lopez, CEO
17	Huntington Bancshares Inc./HBAN 41 S. High St., Columbus (614) 480-2265/www.huntington.com	\$17,104.5	Financial services	Stephen D. Steinour, chairman, president, CEO	45	Cedar Fair LP/FUN One Cedar Point Drive, Sandusky (419) 627-2233/www.cedarfair.com	\$2,914.0	Amusement parks	Richard A. Zimmerman, president, CEO
18	Cardinal Health Inc./CAH 7000 Cardinal Place, Dublin (614) 757-5000/www.cardinalhealth.com	\$15,546.7	Health care	Mike Kaufmann, CEO	46	Worthington Industries/WOR 200 Old Wilson Bridge Road, Columbus (614) 438-3210/worthingtonindustries.com	\$2,795.1	Manufacturer	John P. McConnell, chairman, CEO
19	Mettler-Toledo International Inc./MTD 1900 Polaris Parkway, Columbus (614) 438-4511/www.mt.com	\$14,813.6	Manufacturer	Olivier A. Filliol, president, CEO	47	Applied Industrial Technologies Inc./AIT 1 Applied Plaza, Cleveland (216) 426-4000/www.applied.com	\$2,793.9	Distributor	Neil A. Schrimsher, president, CEO
20	The J.M. Smucker Co./SJM One Strawberry Lane, Orrville (330) 682-3000/jmsmucker.com	\$12,420.7	Manufacturer	Mark T. Smucker, president, CEO	48	Greif Inc./GEF 425 Winter Road, Delaware (740) 549-6000/www.greif.com	\$2,669.4	Manufacturer	Peter G. Watson, president, CEO
21	Cincinnati Financial Corp./CINF 6200 S. Gilmore Road, Fairfield (513) 870-2000/www.cinfin.com	\$12,239.6	Insurance	Steven J. Johnston, president, CEO	49	SITE Centers Corp. (formerly DDR Corp.)/SITC 3300 Enterprise Parkway, Beachwood (216) 755-5500/www.sitecenters.com	\$2,510.2	Real estate	David R. Lukes, president, CEO
22	Macy's Inc./M 7 W. Seventh St., Cincinnati (513) 579-7000/www.macysinc.com	\$11,623.7	Retail	Jeff Gennette, chairman, CEO	50	Covia Holdings Corp. (formerly Fairmount Santrol/Unimin) (3)/CVIA	\$2,361.3	Natural resources	Jenniffer D. Deckard, president, CEO
23	American Financial Group Inc./AFG 301 E. Fourth St., Cincinnati (513) 369-5000/www.afginc.com	\$10,023.9	Insurance	Carl H. Lindner III S. Craig Lindner, co-CEO, co-presidents	50	3 Summit Park Drive, Suite 700, Independence (800) 255-7263/www.coviacorp.com Convergys Corp. (now part of Synnex	\$2,236.1	Customer	NA NA
24	Steris/STE 5960 Heisley Road, Mentor (440) 354-2600/www.steris.com	\$9,732.1	Manufacturer	Walter M. Rosebrough Jr., president, CEO	51	Corp.) (4)/CVG 201 E. Fourth St., Cincinnati (513) 723-7000/www.convergys.com	,_00.1	management services	
25	L Brands Inc./LB Three Limited Parkway, Columbus (614) 415-7000/www.lb.com	\$8,684.8	Retail	Leslie H. Wexner, chairman, CEO	52	DSW Inc./DSW 810 DSW Drive, Columbus (614) 237-7100 /www.dsw.com	\$2,200.0	Retail	Roger L. Rawlins, CEO
26	RPM International Inc./RPM 2628 Pearl Road, Medina (330) 273-5090/rpminc.com	\$8,521.5	Manufacturer	Frank C. Sullivan, chairman, CEO	53	Medpace Holdings Inc./MEDP 5375 Medpace Way, Cincinnai (513) 579-9911/www.medpace.com	\$2,125.3	Contract research organization	August Troendle, president, CEO
27	Nordson Corp./NDSN 28601 Clemens Road, Westlake (440) 892-1580/nordson.com	\$7,703.0	Manufacturer	Michael F. Hilton, president, CEO	54	Ferro Corp./FOE 6060 Parkland Blvd., Mayfield Heights (216) 875-5600/www.ferro.com	\$1,910.8	Manufacturer	Peter T. Thomas, chairman, president, CEO
28	Owens Corning/OC One Owens Corning Parkway, Toledo (419) 248-8000/www.owenscorning.com	\$6,793.5	Manufacturer	Michael H. Thaman, chairman, CEO	55	Big Lots Inc./BIG 4900 E. Dublin-Granville Road, Columbus (614) 278-6800/www.biglots.com	\$1,752.8	Retail	Bruce K. Thorn, president, CEO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Top Patent Recipients in Ohio Ranked by total patents issued from 2015-2017



			PATENTS	ISSUED				F	ATENTS	ISSUED	
THIS YEAR	ORGANIZATION/BUSINESS UNIT (1)	TOTAL 2015-2017	2017	2016	2015	THIS YEAR	ORGANIZATION/BUSINESS UNIT (1)	TOTAL 2015-2017	2017	2016	2015
1	Procter & Gamble Co., Cincinnati www.pg.com	1,287	481	407	399	36	MTD Products Inc., Valley City www.mtdproducts.com	39	16	14	9
2	Eaton, Beachwood www.eaton.com	643	259	215	169	37	Diamond Innovations Inc. , Worthington www.hyperion.sandvik.com	38	11	11	16
3	Rockwell Automation Technologies Inc., Mayfield Heights www.rockwellautomation.com	469	172	137	160	38	Promerus LLC, Brecksville www.promerus.com	36	15	16	5
4	Ethicon Endo-Surgery Inc., Cincinnati www.ethicon.com	278	23	56	199	39	Bendix Spicer Foundation Brake LLC, Elyria www.foundationbrakes.com	35	11	10	14
5	Goodyear Tire & Rubber Co., Akron www.goodyear.com	247	76	75	96	40	PolyOne Corp., Avon Lake www.polyone.com	33	13	12	8
6	Cleveland Clinic, Cleveland www.clevelandclinic.org	206	71	59	76	41	Vertiv , Columbus www.vertivco.com	32	10	15	7
7	PPG Industries Ohio Inc. , Cleveland www.ppg.com	175	57	54	64	42	Ohio University, Athens www.ohio.edu	31	9	8	14
8	Case Western Reserve University, Cleveland www.case.edu	167	55	59	53	43	Ferro Corp., Mayfield Heights www.ferro.com	29	14	8	7
9	Parker Hannifin Corp., Mayfield Heights www.parker.com	165	60	51	54	44	Invacare Corp., Elyria www.invacare.com	29	7	9	13
10	The Lubrizol Corp., Wickliffe www.lubrizol.com	162	57	52	53	45	Kent State University, Kent www.kent.edu	28	8	11	9
11	Nordson Corp., Westlake www.nordson.com	153	49	57	47	46	AtriCure Inc., Mason www.atricure.com	28	7	13	8
12	Ohio State University, Columbus www.osu.edu	143	53	50	40	47	Babcock & Wilcox, Barberton www.babcock.com	27	4	14	9
13	Emerson Climate Technologies Inc., Sidney www.emersonclimate.com	111	37	36	38	48	Sirrus Inc., Loveland www.sirruschemistry.com	26	11	11	4
14	Diebold Nixdorf , North Canton www.dieboldnixdorf.com	104	32	32	40	49	Rambus Delaware LLC, Brecksville www.rambus.com	25	11	7	7
15	Teradata Corp., Dayton www.teradata.com	104	29	36	39	50	LexisNexis , Miamisburg www.lexisnexis.com	25	9	5	11
16	Dana Inc. , Maumee www.dana.com	97	41	38	18	51	Sherwin-Williams Co., Cleveland www.sherwin.com	25	7	9	9
17	Gojo Industries Inc. , Akron www.gojo.com	95	35	25	35	52	Molten Metal Equipment Innovations LLC, Middlefield www.mmei-inc.com	25	5	13	7
18	University of Akron, Akron www.uakron.edu	94	49	25	20	52	The Timken Co., North Canton www.timken.com	25	5	4	16
19	GE Lighting , East Cleveland www.gelighting.com	87	42	27	18	54	Unverferth Manufacturing Company Inc., Kalida www.unverferth.com	24	11	5	8
20	Nanotek Instruments Inc., Dayton http://nanotekinstruments.com	82	36	23	23	55	Swagelok Co., Solon www.swagelok.com	24	10	5	9
21	Owens Corning, Toledo www.owenscorning.com	82	33	26	23	56	Velocys Inc., Plain City www.velocys.com	24	4	11	9
22	First Solar Inc., Perrysburg www.firstsolar.com	76	12	34	30	57	GrafTech International Ltd. , Brooklyn Heights www.graftech.com	23	5	11	7
23	Devicor Medical Products Inc. , Cincinnati www.mammotome.com	68	23	28	17	58	The Hillman Group Inc., Cincinnati www.hillmangroup.com	22	10	7	5
24	Owens-Illinois Inc., Perrysburg www.o-i.com	66	23	20	23	59	CardioInsight Technologies Inc., Independence www.medtronic.com	22	8	10	4
25	University of Toledo, Toledo www.utoledo.edu	61	25	23	13	60	Ferno Washington Inc., Wilmington www.fernointernational.com	22	7	10	5
26	Saint-Gobain Performance Plastics Corp., Solon www.plastics.saint-gobain.com	60	25	18	17	60	LG Fuel Cell Systems, North Canton http://lgcorp.com	22	7	7	8
27	Battelle Memorial Institute, Columbus www.battelle.org	59	25	20	14	62	Orbital Research Inc., Cleveland www.orbitalresearch.com	21	13	4	4
28	Bendix Commercial Vehicle Systems LLC, Elyria www.bendix.com	58	21	18	19	63	Moen Inc., North Olmsted www.moen.com	20	12	NA	8
29	Crown Equipment Corp., New Bremen www.crown.com	56	22	13	21	64	Hunter's Manufacturing Co., Mogadore www.tenpointcrossbows.com	20	4	10	6
30	Cincinnati Children's Hospital Medical Center, Cincinnati www.cincinnatichildrens.org	52	19	20	13	65	Materion Corp., Mayfield Heights www.materion.com	19	9	7	3
31	American Greetings, Westlake www.americangreetings.com	49	16	11	22	66	University of Dayton, Dayton https://udayton.edu/	19	3	5	11
32	University of Cincinnati, Cincinnati www.uc.edu	43	21	11	11	67	Illinois Tool Works Inc., Troy www.itw.com	18	9	2	7
33	Steris, Mentor www.steris.com	43	16	12	15	68	Mac Trailer Manufacturing Inc., Alliance www.mactrailer.com	18	4	7	7
34	Intelligrated, Mason www.intelligrated.com	41	11	18	12	69	Arisdyne Systems Inc., Cleveland www.arisdyne.com	17	9	7	1
35	Hexion Inc., Columbus www.hexion.com	40	13	16	11	70	Bertec Corp., Columbus https://bertec.com	17	7	5	5

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

THE LIST

Family-Owned Businesses Ranked by Local Full-Time Equivalent Employees





THIS YEAR	COMPANY	LOCAL FTE STAFF (1)	% FAMILY OWNED	FIRST-GENERATION OWNER		BUSINESS DESCRIPTION	TOP LOCAL EXECUTIVE	
1	Minute Men Cos., Cleveland (216) 426-9675/http://minutemenhr.com	38,825 (2)	100%	Sam Lucarelli	1967	Human resource company specializing in staffing, PEO, workers' compensation	Jay Lucarelli, CEO	
2	Area Temps Inc., Independence (866) 995-5627/www.areatemps.com	8,000 (2)	100%	Raymond A. Castelluccio	1987	Staffing firm specializing in manufacturing and clerical placement	Kent J. Castelluccio, president, CEO	
3	Discount Drug Mart Inc., Medina (330) 725-2340/discount-drugmart.com	2,159	96%	Parviz Boodjeh	1968	Regional drug store chain	Don Boodjeh, CEO	
4	Ganley Auto Group, Brecksville (440) 584-8202/ganleyauto.com	1,773	100%	Thomas D. Ganley	1968	Auto dealership group offering sales, service, repair, insurance and financing	Kenneth G. Ganley, president, CEO	
5	Fred W. Albrecht Grocery Co., Akron (330) 733-2263/acmestores.com	1,465	98%	Frederick Wilhelm Albrecht	1891	Retail grocery and pharmacy stores	Jim Trout, president	
6	Sprenger Health Care Systems, Lorain (440) 989-5200/www.sprengerhealthcare.com	1,108	100%	Grace Sprenger	1959	Developer, owner and operator of senior living communities providing a full continuum of care	Nicole Sprenger, CEO Michael Sprenger, COO	
7	Covelli Enterprises Inc., Warren (330) 856-3176/covelli.com	1,000	100%	Albert Covelli	1978	Panera Bread, O'Charley's and Dairy Queen franchisee	Sam Covelli, CEO	
8	The Reserves Network Inc., Fairview Park (866) 876-2020/www.trnstaffing.com	997 (2)	100%	Don Stallard	1984	Provider of staffing services to the office, industrial, professional and technical markets	Neil Stallard, CEO	
9	Safeguard Properties Management LLC, Valley View (216) 739-2900/www.safeguardproperties.com	905	100%	Robert Klein	1990	Mortgage field services company; inspects and maintains vacant properties across the United States	Alan Jaffa, CEO	
10	Dave's Supermarkets, Bedford Heights (216) 763-3200/www.davesmarkets.com	870	100%	Alex Saltzman	1935	Grocery Grocery	Daniel Saltzman, president	
11	Vitamix, Olmsted Township	697	100%	William G. "Papa"	1921	Manufacturer of high-performance blending equipment for	Jodi L. Berg, president, CEO	
12	(800) 848-2649/vitamix.com Sandridge Food Corp., Medina	667	100%	Barnard Vincent R. Sandridge	1960	home and commercial use Fresh food manufacturer offering deli salads, soups and	Mark D. Sandridge, chairman, CEO	
13	(330) 725-2348/sandridge.com DiGeronimo Companies, Independence (216) 446-3500/www.digeronimocompanies.com	618	100%	Sam DiGeronimo	1956	Group of construction companies offering site development, demolition, environmental solutions and concrete recycling	Victor DiGeronimo Jr., CEO; Anthony DiGeronimo, president, Precision Environmental, Precision ProCut	
14	East Manufacturing Corp., Randolph (330) 325-9921/eastmfg.com	573	100%	Howard Booher	1968	Manufacturer of all-aluminum semi-highway truck trailers, including dump, platform and refuse	David J. de Poincy, president, COO	
15	Car Parts Warehouse, Brook Park (216) 676-9304/www.carpartswarehouse.net	525	100%	Tonino and Carmelina Di Fiore	1975	Warehouse distributor and retailer of auto parts	Tony G. Di Fiore, owner	
16	Famous Enterprises Inc., Akron (330) 762-9621/www.famous-supply.com	420	100%	Hyman Blaushild	1933	Wholesale distributor of plumbing, HVAC, building and industrial products	Marc Blaushild, president, CEO	
17	Orlando Baking Co., Cleveland (216) 361-1872 /www.orlandobaking.com	372	100%	Guistino Orlando	1872	Baker serving breads and rolls throughout Northeast Ohio and across the country	Chester "Sonny" C. Orlando John C. Orlando Sr., co-CEOs	
18	King Nut Cos., Solon (440) 248-8484/www.kingnut.com	360	100%	Michael Kanan	1927	Purveyor of nuts and snacks	Martin Kanan, president, CEO	
19	K&D Group Inc. , Willoughby (440) 946-3600/www.kandd.com	345	100%	Douglas E. Price III and Karen Paganini	1984	Owns and manages 11,000 apartment units throughout Northeast Ohio	Karen M. Paganini, president, COO Douglas E. Price, CEO	
20	The Cafaro Co. , Niles (330) 747-2661/www.cafarocompany.com	300	100%	William M. Cafaro	1949	Real estate development firm and shopping center owner and operator	William A. Cafaro Anthony Cafaro Jr., co-presidents	
21	Majestic Steel USA Inc., Pepper Pike (800) 321-5590/www.majesticsteel.com	298	100%	Dennis H. Leebow	1979	Steel service center, distributor and processor of flat rolled and cold rolled steel in North American steel market	Todd M. Leebow, CEO	
21	Sirna & Sons Produce, Ravenna (330) 298-2222/www.sirnaandsonsproduce.com	298	100%	Gaetano Sirna	1979	Food distributor	Tom Sirna, president Vince Sirna, vice president	
23	New Horizons Acquisition Corp., Norwalk (419) 660-4000/newhorizonsbaking.com	265	100%	Tilmon F. Brown	1967	Commercial bakers	Tilmon (Tim) F. Brown, CEO	
24	Ross Environmental Services Inc. and affiliates, Elyria (440) 366-2000/www.rossenvironmental.com	249	100%	Bob and Ada May Ross	1949	Hazardous and industrial waste management firm	William E. Cromling III Jon Cromling, co-owners	
25	Foundation Software , Strongsville (800) 246-0800/www.foundationsoft.com	241	100%	Fred J. Ode	1985	Provider of business software and services to the construction industry	Fred J. Ode, CEO, chairman, founder Mike Ode, president	
26	Motorcars Cleveland, Cleveland Heights (216) 932-2400/www.motorcarscleveland.com	240	100%	Chuck Gile	1972	Auto dealer (Honda and Toyota); offers sales and service, including collision, parts and accessories	Chuck Gile, president	
27	Angstrom Graphics , Cleveland (216) 271-5300/www.angstromgraphics.com	224	100%	Wayne Angstrom	1917	Provider of print, direct mail, fulfillment, omnichannel and marketing solutions	Wayne Angstrom, chairman; David Neumann, CEO, Angstrom Graphics MW; Kristina Neumann, managing director	
28	Donley's Inc. , Cleveland (216) 524-6800/www.donleyinc.com	223	66%	Terry Donley	1941	Construction and concrete solutions provider	Malcolm M. Donley, president, CEO	
29	E&H Hardware Group , Wooster (330) 464-0017/www.ehhardware.com	202	100%	Ed Buehler	1929	Retail hardware	Scott Buehler, president, COO	
30	Great Lakes Brewing Co. , Cleveland (216) 771-4404/www.greatlakesbrewing.com	175	100%	Patrick and Daniel Conway	1988	Craft brewery serving the Great Lakes region	Patrick Conway, Daniel Conway, co- owners Bill Boor, CEO	
31	Frank Novak & Sons Cos. , Bedford Heights (216) 475-5440/www.franknovak.com	170	100%	Allen Pinchot	1912	Commercial finish contractor and manufactrurer of custom lighting, acoustic panels and OEM parts	Gayle F. Pinchot, president Pamela Pinchot Bozsvai, vice president	
32	Jarrett Cos. , Orrville (330) 682-0099/www.jarrettlogistics.com	162	100%	W. Michael and Diane Jarrett	1999	Holding company for Jarrett Logistics Systems, PackShip, Jarrett Fleet Services, Zephyrs Fitness and Fortis Group LLC	W. Michael Jarrett, president, founder	
33	Cres Cor, Mentor (440) 350-1100/www.crescor.com	160	100%	George T. Baggott	1936	Manufacturer of commercial foodservice equipment	Cliff Baggott, president, CEO Greg Baggott, VP of operations	
34	Mars Electric, Mayfield Village (440) 946-2250/www.mars-electric.com	155	100%	Sam and Rebecca Doris	1952	Wholesale distributor of electrical supplies	Fran Doris, CEO	
35	Beverage Distributors Inc. , Cleveland (216) 431-1600/www.beveragedist.com	152	100%	James Conway	1933	Beverage distributor	James V. Conway, CEO Michael D. Conway, president	
36	Atlantic Food Distributors, Canton (330) 454-1307/www.atlanticfoods.biz	150	100%	Steve Manolakis	1960	Full line food distributor	Stan Manolakis, president	

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)



Health care Directory

HEALTH CARE

es, the patient revenue pie grew in 2017, but most smaller hospitals didn't get a bigger piece of it. The 46 local hospitals on the full digital version of our Hospitals list brought in a total of \$17.38 billion in net patient revenue in 2017, according to the list.

That total has been rising steadily for years. It's up 3.28% over the 2016 total even after you exclude three new hospitals, including Avon Hospital, No. 32 on the list, which didn't open until late 2016.

But that increase for the most part went to the 20 largest hospitals. Their net patient revenue grew by 4.25% in 2017 — a growth rate that's a little on the low side for that group of hospitals, compared to past years.

But net patient revenue fell by 2.7% for the other 23 hospitals on the list, excluding the new ones.

That group saw its revenue grow by 0.62% the previous year. They've had more up years than down years over the past decade, but their growth has been much less consistent than their larger counterparts, judging by



data from the list, which relies mainly on data submitted by hospitals but for some hospitals uses Medicare Cost Report data from the American Hospital Directory.

The health care section also includes the Continuing Care Retirement Communities list. Such communities let seniors rent independent living units when they're relatively healthy and receive higher levels of care as they get older.

51-57

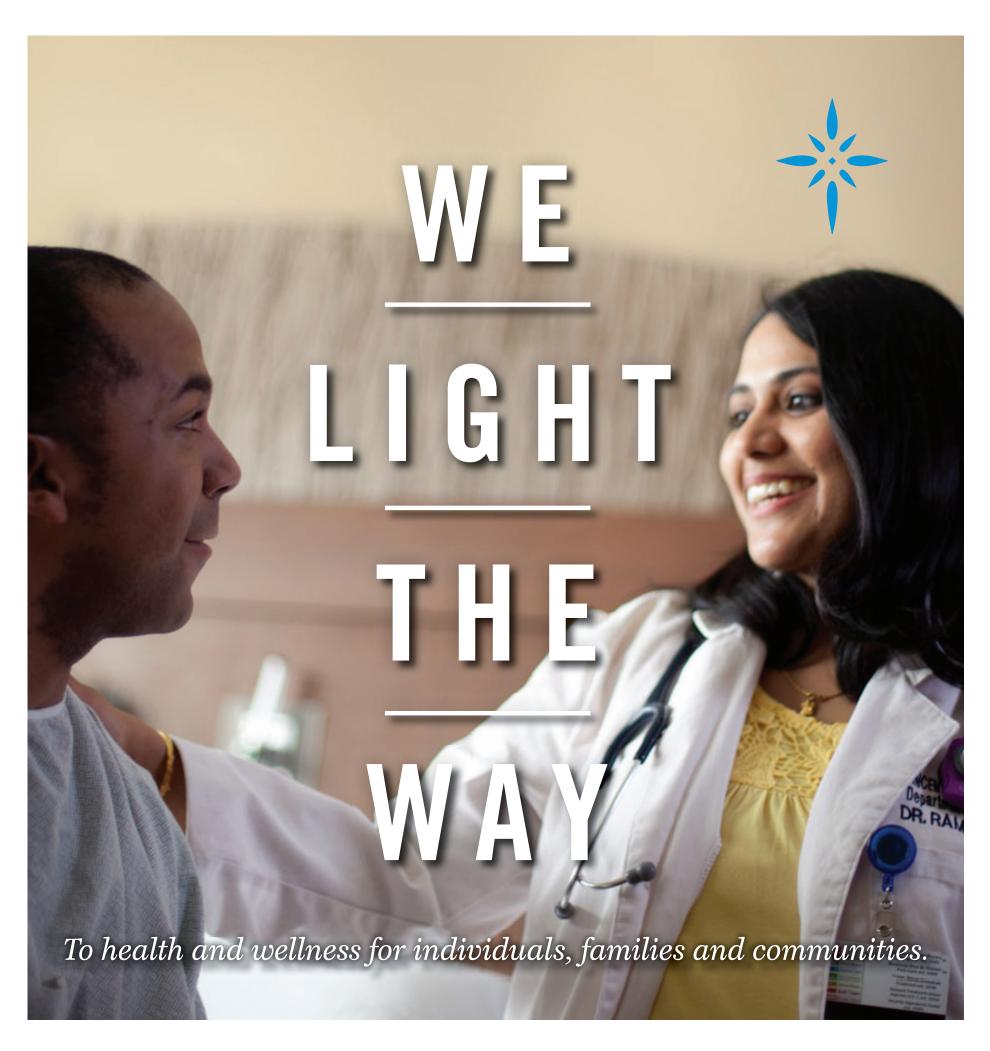
The 19 communities that submitted data in both 2018 and 2016 reported a drop of 121 residents over that period, or 2.1%. Of course, they don't represent

every local retirement community.

It's common for so-called
"CCRCs" to charge upfront entrance fees, but 13 communities on the full digital list don't.

Among those that do, there's a ton of variation. The fee is \$2,500 at Anna Maria of Aurora and Brookdale Westlake Village Retirement Community, while the lowest entrance fee at both Breckenridge Village and Kendal at Oberlin is about \$100,000. — Chuck Soder





HEALTH CARE MINISTRIES

Mercy Medical Center St. Vincent Charity Medical Center Light of Hearts Villa Regina Health Center

FOUNDATION MINISTRIES

Sisters of Charity Foundation of Canton Sisters of Charity Foundation of Cleveland Sisters of Charity Foundation of South Carolina

OUTREACH MINISTRIES

Building Healthy Communities Catholic Community Connection* Early Childhood Resource Center Healthy Learners Joseph's Home

South Carolina Center for Fathers and Families

 $*Joint\ venture\ with\ partners$

SISTERS of CHARITY HEALTH SYSTEM

A Ministry of the Sisters of Charity of St. Augustine

Largest Hospitals Ranked by 2017 net patient revenue



		NET PAT	IENT REVENUE	(MILLIONS)						
HIS EAR	HOSPITAL (1)	2017	2016	% CHANGE	STAFFED BEDS	FTE STAFF 9-1-2018	YEAR FOUNDED	PARENT ORGANIZATION	TOP EXECUTIVE	
1	Cleveland Clinic 9500 Euclid Ave., Cleveland 44195 (216) 444-2200/clevelandclinic.org	\$4,858.7	\$4,688.9	3.6	1,265	30,815	1921	Cleveland Clinic Health System	Tomislav "Tom" Mihaljevic president, CEO	
2	University Hospitals Cleveland Medical Center 11100 Euclid Ave., Cleveland 44106 (216) 844-1000/uhhospitals.org	\$2,383.8	\$2,226.1	7.1	971	16,365	1866	University Hospitals	Daniel I. Simon president	
3	VA Northeast Ohio Healthcare System 10701 East Blvd., Cleveland 44106 (216) 791-3800/cleveland.va.gov	\$1,074.5 (2)	\$1,029.7 (2)	4.3	674	4,801	1946	Department of Veterans Affairs	Susan M. Fuehrer healthcare system director, CE	
4	The MetroHealth System 2500 MetroHealth Drive, Cleveland 44109 (216) 778-7800/metrohealth.org	\$963.8	\$895.4	7.6	424	6,833	1837	The MetroHealth System	Akram Boutros president, CEO	
5	Akron Children's Hospital (3) One Perkins Square, Akron 44308 (330) 543-1000/akronchildrens.org	\$774.2	\$714.9	8.3	434	4,998	1890	Children's Hospital Medical Center of Akron	Grace Wakulchik president, CEO	
6	Summa Health System — Akron and St. Thomas Campuses 525 E. Market St., Akron 44309 (330) 375-3000/summahealth.org	\$661.1	\$670.5	(1.4)	509	3,926	1892 and 1922	Summa Health System	Cliff Deveny president, CEO	
7	Cleveland Clinic Akron General Hospital One Akron General Ave., Akron 44307 (330) 344-6000/akrongeneral.org	\$590.4	\$589.1	0.2	391	4,477	1914	Cleveland Clinic Health System	Brian Harte president	
8	Fairview Hospital 18101 Lorain Ave., Cleveland 44111 (216) 476-7000/fairviewhospital.org	\$474.6	\$476.3	(0.4)	426	2,343	1892	Cleveland Clinic Health System	Neil P. Smith president	
9	Hillcrest Hospital 6780 Mayfield Road, Mayfield Heights 44124 (440) 312-4500/hillcresthospital.org	\$445.7	\$427.1	4.4	444	2,155	1968	Cleveland Clinic Health System	Richard Parker president	
10	Aultman Hospital 2600 Sixth St. S.W., Canton 44710 (330) 452-9911/aultman.org	\$407.5	\$386.9	5.3	554	5,757	1892	Aultman Health Foundation	Christopher E. Remark CEO	
11	Mercy Health — St. Elizabeth Youngstown Hospital 1044 Belmont Ave., Youngstown 44501 (330) 746-7211/mercy.com/youngstown	\$367.6	\$325.2	13.0	382	1,827	1911	Mercy Health	John Luellen chief operating officer	
12	Southwest General 18697 Bagley Road, Middleburg Heights 44130 (440) 816-8000/swgeneral.com	\$355.8	\$333.4	6.7	287	1,912	1920	Southwest General, partnering with University Hospitals	William A. Young Jr. president, CEO	
13	Firelands Regional Medical Center 1111 Hayes Ave., Sandusky 44870 (419) 557-7400/firelands.com	\$239.2	\$232.7	2.8	236	2,700	1876	Firelands Regional Health System	Jeremy Normington-Slay president, CEO	
14	University Hospitals Elyria Medical Center 630 E. River St., Elyria 44035 (440) 329-7500/UHElyria.com	\$221.4	\$229.4	(3.5)	234	1,122	1908	University Hospitals	Kristi M. Sink president	
15	University Hospitals Ahuja Medical Center 3999 Richmond Road, Beachwood 44122 (216) 593-5500/UHAhuja.org	\$212.9	\$212.1	0.4	138	868	2010	University Hospitals	Susan V. Juris president	
16	Mercy Health - Lorain Hospital 3700 Kolbe Road, Lorain 44053 (440) 960-4000/mercy.com	\$203.0	\$197.2	2.9	317	1,038	1892	Mercy Health	Edwin M. Oley senior vice president Mercy Health; CEO Mercy Health - Lora	
17	Mercy Health — St. Elizabeth Boardman Hospital 8401 Market St., Boardman 44512 (330) 729-2929/mercy.com/youngstown	\$193.9	\$181.8	6.6	193	842	2007	Mercy Health	Eugenia "Genie" Aubel president	
18	West Medical Center 36000 Euclid Ave., Willoughby 44094 (440) 953-9600/lakehealth.org	\$185.3	\$180.1	2.9	267	2,169 (4)	1961	Lake Health	Cynthia Moore-Hardy president, CEO	
19	TriPoint Medical Center 7590 Auburn Road, Concord Township 44077 (440) 375-8100/lakehealth.org	\$182.6	\$177.5	2.9	135	2,169 (4)	2009	Lake Health	Cynthia Moore-Hardy president, CEO	
20	University Hospitals Parma Medical Center 7007 Powers Blvd., Parma 44129 (440) 743-3000/UHParma.org	\$179.9	\$190.5	(5.6)	282	952	1961	University Hospitals	Peter U. Bergmann president	
21	Mercy Health — St. Joseph Warren Hospital 667 Eastland Ave. S.W., Warren 44484 (330) 841-4000/mercy.com/youngstown	\$170.1	\$164.3	3.5	141	791	1924	Mercy Health	Kathy Cook president	
22	University Hospitals St. John Medical Center 29000 Center Ridge Road, Westlake 44145 (440) 835-8000/UHStJohn.org	\$157.9	\$177.5	(11.1)	180	805	1981	University Hospitals	Robert G. David president	
23	Summa Health System — Barberton Campus 155 Fifth St. N.E., Barberton 44203 (330) 615-3000/summahealth.org	\$156.6	\$161.1	(2.8)	118	836	1915	Summa Health System	Michael Hughes president	
24	University Hospitals Geauga Medical Center 13207 Ravenna Road, Chardon 44024 (440) 285-6000/UHGeauga.org	\$150.8	\$153.3	(1.6)	158	708	1952	University Hospitals	M. Steven Jones president, Community Hospital East	
25	St. Vincent Charity Medical Center (5) 2351 E. 22nd St., Cleveland 44115 (216) 861-6200/stvincentcharity.com	\$146.7	\$154.7	(5.1)	213	922	1865	Sisters of Charity Health System	David F. Perse president, CEO	
26	Marymount Hospital 12300 McCracken Road, Garfield Heights 44125 (216) 581-0500/marymount.org	\$141.0	\$148.2	(4.8)	284	897	1949	Cleveland Clinic Health System	Daniel Napierkowski president	
27	Trumbull Regional Medical Center (6) 1350 E. Market St., Warren 44482 (330) 841-9011/trumbullmemorial.net	\$126.7	\$130.5	(2.9)	250	715	1984	Steward Health Care	Ron Bierman president	
28	Western Reserve Hospital (6) 1900 23rd St., Cuyahoga Falls 44223 (330) 971-7000/westernreservehospital.org	\$125.2	\$131.5	(4.8)	83	769	2009	Physician-owned hospital	Robert A. Kent Jr. president, CEO	
29	University Hospitals Portage Medical Center 6847 N. Chestnut St., Ravenna 44266 (330) 297-0811/UHPortage.org	\$124.6	\$115.9	7.5	138	718	1917	University Hospitals	William A. Benoit president, UH Portage Medical Center	
30	Ashtabula County Medical Center (6) 2420 Lake Ave., Ashtabula 44004 (440) 997-2262/acmchealth.org	\$123.5	\$119.6	3.2	137	NA	1904	ACMC Healthcare System (affiliate of Cleveland Clinic)	Michael J. Habowski president, CEO	
31	Avon Hospital 33300 Cleveland Clinic Blvd., Avon 44011 (440) 695-5000/my.clevelandclinic.org/locations/avon-hospital	\$115.7	NA	NA	126	640	2016	Cleveland Clinic	Rebecca Starck president	

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		NET PATI	ENT REVENUE	(MILLIONS)					
THIS YEAR	HOSPITAL (1)	2017	2016	% CHANGE	STAFFED BEDS	FTE STAFF 9-1-2018	YEAR FOUNDED	PARENT ORGANIZATION	TOP EXECUTIVE
32	Euclid Hospital 18901 Lake Shore Blvd., Euclid 44119 (216) 531-9000/euclidhospital.org	\$111.9	\$112.8	(0.8)	219	682	1952	Cleveland Clinic Health System	Daniel Napierkowski president
33	Lutheran Hospital 1730 W. 25th St., Cleveland 44113 (216) 696-4300/lutheranhospital.org	\$109.8	\$110.9	(1.0)	198	721	1896	Cleveland Clinic Health System	Donald Malone president
34	Medina Hospital 1000 E. Washington St., Medina 44256 (330) 725-1000/medinahospital.org	\$109.4	\$112.0	(2.4)	136	656	1944	Cleveland Clinic Health System	Richard Shewbridge president
35	South Pointe Hospital 20000 Harvard Road, Warrensville Heights 44122 (216) 491-6000/southpointehospital.org	\$107.2	\$105.1	1.9	176	786	1957	Cleveland Clinic Health System	Margaret McKenzie president
36	Alliance Community Hospital (6) 200 E. State St., Alliance 44601 (330) 596-6000/achosp.org	\$86.7	\$92.4	(6.2)	145	606	1901	Aultman Health Foundation	Ryan Jones CEO
37	University Hospitals Samaritan Medical Center 1025 Center St., Ashland 44805 (419) 289-0491/UHSamaritan.org	\$72.9	\$83.7	(12.9)	52	366	1912	University Hospitals	Karen A. McNeil president
38	University Hospitals Richmond Medical Center - UH Regional Hospitals 27100 Chardon Road, Richmond Heights 44143 (440) 585-6501/UHRichmond.org	\$54.1	\$56.9	(5.0)	58	384	1961	University Hospitals	Brian S. Monter president
39	University Hospitals Bedford Medical Center - UH Regional Hospitals 44 Blaine Ave., Bedford 44146 (440) 735-3900/UHBedford.org	\$45.9	\$52.0	(11.6)	43	337	1908	University Hospitals	Brian S. Monter president
40	University Hospitals Geneva Medical Center 870 W. Main St., Geneva 44041 (440) 466-1141/UHGeneva.org	\$44.9	\$43.2	4.0	25	216	1906	University Hospitals	M. Steven Jones president, Community Hospitals - East
41	University Hospitals Conneaut Medical Center 158 W. Main Road, Conneaut 44030 (440) 593-1131/UHConneaut.org	\$26.1	\$29.4	(11.4)	25	134	1922	University Hospitals	M. Steven Jones president, Community Hospitals - East
42	Mercy Allen Hospital 200 W. Lorain St., Oberlin 44074 (440) 775-1211 /mercy.com	\$23.7	\$21.0	12.8	25	116	1907	Mercy Health	Charlotte Wray president
43	UH Rehabilitation Hospital 23333 Harvard Road, Beachwood 44122 (216) 593-2200/uhhospitals.org/services/rehabilitation-services/uhrehabilitation-hospital	\$21.3	NA	NA	50	130	2013	University Hospitals, Kindred Healthcare	Chris Bariola interim CEO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM) AND KASEY HARIMAN (KHARIMAN@CRAIN.COM)

Get the full list in Excel format and additional executive names. Become a Data Member: CrainsCleveland.com/data

Information is submitted by the hospitals unless footnoted. Send feedback to Chuck Soder: csoder@crain.com. Originally published Oct. 29, 2018. (1) Hospital revenue and employment numbers often include outpatient clinics and other offsite locations affiliated with the hospital. (2) Total operating budget for all locations in Northeast Ohio; includes flat annual per patient payments (3) Includes data for the main campus and Akron Children's Hospital Mahoning Valley (4) Includes all Lake Health employees (5) St. Vincent Charity Medical Center is highlighted because Sisters of Charity Health System is a premium Book of Lists sponsor. (6) Information is from the American Hospital Directory, www.ahd.com. Employee numbers represent total employees, not FTEs, and are accurate as of the hospital's most recent Medicare Cost Report. Staffed beds equals the number of total complex beds.

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THE LIST

Continuing Care Retirement Communities Ranked by Number of Residents



THIS YEAR	NAME	# OF RESIDENTS	FTE STAFF (1)	ENTRANCE FEE/ INDEPENDENT LIVING RENT	# OF INDEPENDENT LIVING UNITS		# OF NURSING BEDS	YEAR FOUNDED	OWNER	TOP EXECUTIVE
1	Ohio Living Breckenridge Village 36855 Ridge Road, Willoughby 44094 (440) 954-8364/ohioliving.org	780	450	\$100,000-295,000 \$1,820-5,325	527	42	108	1979	Ohio Living	David Schell, executive director
2	Judson Services Inc. 2181 Ambleside Drive, Cleveland 44106 (216) 791-2004/judsonsmartliving.org	613	338	\$85,000-600,000 \$2,600-4,600	377	160	36	1906	Judson Services Inc.	Kendra J. Urdzik, president, CEO
3	Laurel Lake Retirement Community 200 Laurel Lake Drive, Hudson 44236 (330) 650-0681/laurellake.org	491	193.70	\$76,000-340,600 \$1,959-3,458	293	56	75	1989	Laurel Lake	David A. Oster, CEO
4	Anna Maria of Aurora 889 N. Aurora Road, Aurora 44202 (330) 562-6171/www.annamariaofaurora.com	436	407	\$2,500 \$1,200-3,800	69	61	200	1965	Rob and George Norton	Aaron Baker, administrator
5	Jennings 10204 Granger Road, Garfield Heights 44125 (216) 581-2900/jenningsohio.org	423	273	None \$446-2,225	220	54	174	1942	Jennings	Allison Q. Salopeck, president, CEO
6	Wesleyan Senior Living 807 West Ave., Elyria 44035 (440) 284-9025/villageliving.org	385	500	\$0-180,000 \$600-3,000	195	130	136	1896	American Eagle	Jessica Short, executive director
7	Brookdale Westlake Village Retirement Community 28550 Westlake Village Drive, Westlake 44145 (440) 892-4200/brookdale.com	360	270	\$2,500 \$2,400-3,500	205	86	60	1989	Brookdale Senior Living	Katherine Dorsey, executive director
8	Kendal at Oberlin 600 Kendal Drive, Oberlin 44074 (440) 775-0094/www.kao.kendal.org	323	192	\$99,938-460,975 (2) \$2,909-5,432	223	37	42	1993	Kendal at Oberlin	Barbara W. Thomas, CEO
9	The Renaissance Retirement Campus 26376 John Road, Olmsted Township 44138 (440) 235-7100/https://renaissance.elizajennings.org	312	139 (3)	Starting at \$94,990 Starting at \$2,483	175	23	96	1989	Eliza Jennings	Sandy Skerda, executive director
10	Sprenger Healthcare Towne Center Community Campus 500 Community Campus Drive, Avon Lake 44012 (440) 930-6600/www.sprengerhealthcare.com	271	229	None \$1,300-1,600	80	87	120	2004	Sprenger Health Care Systems	Morgan Hammond, administrator
11	Stow-Glen Retirement Village 4285 Kent Road, Stow 44224 (330) 686-7100/www.stowglen.com	270	150	None \$2,100-3,000	140	75	90	1985	Employee owned	Tammy Denton, CEO
12	Western Reserve Masonic Community 4931 Nettleton Road, Medina 44256 (330) 721-3000/www.wrmcohio.org	265	100 (3)	\$40,000-\$160,000 (optional) (4) \$3,144-4,437 (4)	118	53	50	2005	The Ohio Masonic Home	Scott A. Buchanan, CEO
13	St. Luke Lutheran Community 220 Applegrove St. N.E., North Canton 44720 (330) 499-8341/www.StLukeLutheranCommunity.org	257	187 (3)	\$150 for assisted living \$1,850-3,200	68	52	202	1954	St. Luke Lutheran Home for the Aging	John L. Spieler, president, CEO
14	Altenheim Senior Living 18627 Shurmer Road, Strongsville 44136 (440) 238-3361/altenheim.com	249	225	None \$3,084	52	37	160	1892	Altenhiem	Paul Psota, CEO
15	McGregor 14900 Private Drive, Cleveland 44112 (216) 851-8200/www.mcgregoramasa.org	226	300	None \$1,500-2,325	13	29	148	1877	McGregor Foundation	Rob Hilton, president, CEO
16	Brethren Care Village 2140 Center St., Ashland 44805 (419) 289-1585/www.brethrencarevillage.org	225	400	\$2,500-5,000 \$2,300-2,600	12	108	99	1972	Brethren Care Inc.	Troy Snyder, CEO
16	Gateway Retirement Community 3 Gateway Drive, Euclid 44119 (216) 486-4949/https://gatewaycarecommunity.com	225	200	None \$705	99	99	99	1986	Eli Gunzberg	Kimberly Armstrong, administrator
18	The Village at Marymount 5200 Marymount Village Drive, Garfield Heights 44125 (216) 332-1100/www.villageatmarymount.org	219	156	\$1,500 for assisted living \$2,565-4,390	4	96	142	1988	Marymount Health Care Systems	Jeffry A. Myers, chief operating officer
19	O'Neill Healthcare Lakewood 13900 Detroit Ave., Lakewood 44107 (216) 228-7650/www.oneillhc.com	205	130 (3)	First month's rent for security deposit \$575-865	60	54	135	2006	O'Neill Healthcare	Kimberly Murphy, administrator
20	St. Mary of the Woods 35755 Detroit Road, Avon 44011 (440) 937-3111/www.stmaryofthewoods.com	179	NA	None Starting at \$3,100	81	48	50	2005	Atrium Living Centers	Charles Rupert, administrator
21	Ohio Living Lake Vista 303 N. Mecca St. (Rt. 46), Cortland 44410 (330) 638-2420/ohioliving.org/communities/ohio-living-lake-vista	163	107	\$55,000-185,000 \$1,500-4,000	83	10	57	1998	Ohio Living	Dean M. Palombaro, executive director
22	The Lutheran Home at Concord Reserve 2116 Dover Center Road, Westlake 44145 (440) 871-0090/www.concordreserve.org	140	+200	None NA	80 (not yet open) (5)	43	154	1932	Lutheran Home	Charles H. Rinne, CEO
23	Briar Hill Health Care Residence 15950 Pierce St., Middlefield 44062 (440) 632-5241/www.briarhillhealthcare.com	120	86 (3)	None \$965-2,600	11	35	85	1965	Anderson Ohman Sr.	Anderson C. Ohman, CEO; Christian J. Ohman, administrator
23	Concordia at Sumner 970 Sumner Parkway, Copley 44321 (330) 664-1000/www.concordiaatsumner.org	120	90 (3)	\$25,000-281,600 \$1,370-4,500	101	40	48	2003	Concordia Lutheran Ministries	Charlene Kish, CEO
23	Smithville Western Commons 4110 E. Smithville-Western Road, Wooster 44691 (330) 345-9050/www.sprengerhealthcare.com	120	186	None \$500	7	63	131	1975	Sprenger Health Care Systems	Amanda Hilliard, administrator
26	Sprenger Healthcare Amherst Manor Retirement Community 175 N. Lake St., Amherst 44001 (440) 988-4415/www.sprengerhealthcare.com	110	168	None \$575-1,500	68	18	114	1959	Sprenger Health Care Systems	Kristen E. Gollinger, administrator

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Want the Excel version of this list — and every other Crain's list? Become a Data Member: CrainsCleveland.com/data

The full list includes 28 CCRCs, amenities lists and names of additional executives. We define a CCRC as a senior-living community that offers independent living, assisted living and skilled nursing care. Numbers as of Jan. 1, 2018. Send feedback to Chuck Soder: csoder@crain.com. Originally published Jan. 29, 2018.

(1) Full-time equivalent unless otherwise noted (2) Discount for long-term care insurance (3) Full time (4) Residents who pay entry fees receive rent deductions, depending on how much they pay upfront. (5) These units are scheduled to open in summer 2019. Land preparations began in December 2017.

HEALTHCARE

Healthcare Directory

SISTERS of CHARITY HEALTH SYSTEM

ADDICTION SERVICES

Community Assessment & Treatment Services Inc.

8411 Broadway Ave.
Cleveland, 44105
(216) 441-0200
rnewman@community
assessment.org
www.communityassessment.org
Top Executives: Roxanne Wallace,
John Scalish

Family & Community Services Inc.

705 Oakwood St., Suite 221 Ravenna, 44266 (330) 297-7027 info@fcsohio.org fcsserves.org Top Executive: Mark Frisone

Glenbeigh and Glenbeigh Outpatient Centers

2863 Ohio Route 45 Rock Creek, 44084 (800) 234-1001 rockcreek@glenbeigh.com www.glenbeigh.com Top Executive: Pat Weston-Hall

Lake-Geauga Recovery Centers Inc.

9083 Mentor Ave. Mentor, 44060 (440) 255-0678 info@lgrc.us www.lgrc.us Top Executive: Melanie J. Blasko

The LCADA Way

2115 W. Park Drive Lorain, 44053 (440) 989-4900 www.thelcadaway.org Top Executive: Thomas D. Stuber

New Directions Inc.

30800 Chagrin Blvd.
Pepper Pike, 44124
(216) 591-0324
mmatoney@newdirect.org
www.newdirect.org
Top Executives: Mike Matoney,
Mary Paxton

Northern Ohio Recovery Association

3746 Prospect Ave. Cleveland, 44115 (216) 391-6672 cdavis@norainc.org www.norainc.org Top Executive: Anita Bradley

Oakview Behavioral Health Services

18697 Bagley Road Middleburg Heights, 44130 (440) 816-8200 swgeneral.com Top Executive: William A. Young Jr.

Recovery Resources

4269 Pearl Road Cleveland, 44109 (216) 431-4131 info@recres.org www.recres.org Top Executive: Pamela Gill

Rosary Hall at St. Vincent Charity Medical Center 2351 E. 22nd St.,

2351 E. 22nd St., West Building, 2nd floor Cleveland, 44115 (216) 861-6200 info@stvincentcharity.com www.stvincentcharity.com/rosaryhall Top Executive: Dr. Theodore Parran

Signature Health

38882 Mentor Ave. Willoughby, 44094 (440) 953-9999 www.signaturehealthinc.com Top Executive: Jonathan Lee

ASSOCIATIONS & PROFESSIONAL GROUPS

Academy of Medicine of Cleveland & Northern Ohio

6100 Oak Tree Blvd., Suite 440 Cleveland, 44131 (216) 520-1000 amcno@amcno.org amcno.org Top Executive: Elayne R. Biddlestone

The Arc of Greater Cleveland

2421 Community College Ave. Cleveland, 44115 (216) 622-0755 arcgc@thearcofgreatercleveland.org www.thearcofgreatercleveland.org Top Executive: Carl Tyler

Fibromuscular Dysplasia Society of America

26777 Lorain Road, Suite 40 Noth Olmsted, 44070 (216) 834-2410 admin@fmdsa.org www.fmdsa.org Top Executive: Pamela Mace

Health Action Council

6133 Rockside Road, Suite 210 Independence, 44131 (216) 328-2200 pstarr@healthactioncouncil.org www.healthactioncouncil.org Top Executive: Patty Starr

International Language Bank

Box 145 Cleveland, 44030 (440) 599-9999 www.internationallanguagebank.com

Nexis Wellness

25201 Chagrin Blvd., Suite 390 Beachwood, 44122 (216) 706-2603 Info@NexisWellness.com https://NexisWellness.com Top Executive: Scott Zimmerman

North East Ohio Health Underwriters Association

28022 Osborn Road Bay Village, 44140 (440) 899-8089 neohiohua@gmail.com www.neohua.com Top Executive: Frank Spinelli

Ohio League for Nursing

20545 Center Ridge Road, Suite 205 Rocky River, 44116 (440) 331-2721 jfmahowald@aol.com www.ohioleaguefornursing.org Top Executive: Jane F. Mahowald

BIOSCIENCE

Aeroscena LLC

10000 Cedar Ave. Cleveland, 44106 (800) 671-1890 info@aeroscena.com www.aeroscena.com Top Executive: Mark Kohoot

BioEnterprise Corp.

1 St. Clair Ave. N.E. Cleveland, 44114 (216) 658-3999 info@bioenterprise.com www.bioenterprise.com Top Executive: Aram Nerpouni

BLOOD/ORGAN DONATION

American Red Cross Northern Ohio Blood Services Region

3747 Euclid Ave. Cleveland, 44115 (216) 431-3010 redcross.org/neo Top Executive: Mike Parks

Lifebanc

4775 Richmond Road Warrensville Heights, 44128 (216) 752-5433 info@lifebanc.org www.lifebanc.org Top Executive: Gordon Bowen

DENTISTS - DENTAL GROUPS

Akron Family Dental

1575 Vernon Odom Blvd. Akron, 44241 (330) 753-7734 smileo@msn.com www.akronfamilydental.com Top Executive: Dr. Jeff Rosenthal

The Center for Advanced Dentistry

3690 Orange Place, Suite 180
Beachwood, 44122
(216) 595-1710
info@cfad.net
www.cfad.net
Top Executive: Benjamin P. Hornstein

Clear Choice Dental Implant

31099 Chagrin Blvd., Suite 100 Pepper Pike, 44124 (216) 450-5888 clearchoice.com Top Executives: Dr. Ali Kanawati, Dr. Andrew Afshar, Sara Tartaglio

Dental Sleep Apnea Therapy Strongsville

11925 Pearl Road, Suite 206 Strongsville, 44136 (440) 638-9247 dsats@drweiser.com www.weiserway2sleep.com Top Executive: Dr. Richard S. Weiser

Dr. Wendy A. Synenberg & the Award Winning Smile Squad

8224 Mentor Ave., Suite 142 Mentor, 44060 (440) 974-4449 www.drwendy.com Top Executive: Dr. Wendy Synenberg

Streetsboro Dental

1727 Streetsboro Plaza Streetsboro, 44241 (330) 626-3814 smileo@msn.com www.streetsborodental.com Top Executive: Dr. Jeff Rosenthal

Strongsville Center for Cosmetic and Implant Dentistry

11925 Pearl Road, Suite 206 Strongsville, 44136 (440) 238-1555 drweiser@drweiser.com www.drweiser.com Top Executive: Dr. Richard S. Weiser

Strongsville Dental And Laser Aesthetics

14783 Pearl Road Strongsville , 44136 (440) 238-1300 strongsvilledentalassoc@yahoo.com dentiststrongsville.com Top Executives: Dr. Chris Bill Theodorou, Dr. John Heffernen

EDUCATION

Stewart's Caring Place: Cancer Wellness Center

2955 W. Market St. Suite R Akron, 44333 (330) 836-1772 jmarks@stewartscaringplace.org stewartscaringplace.org Top Executive: Jeannine Marks

FITNESS & WELLNESS

Body Sculpting by Exterior Designs Inc.

Chagrin Falls, 44022 (440) 729-3463 helper@flexcity.com www.flexcity.com Too Executive: Deborah Montesanto

Body Technic Systems Inc

33200 Bainbridge Road, Suite D Solon, 44139 (440) 248-9255 info@bodytechnic.com www.bodytechnic.com Top Executive: Sunday Jean Homitz

Brav

20445 Emerald Parkway Drive S.W., Suite 400 Cleveland, 44135 (877) 662-7286 info@bravowell.com www.bravowell.com Top Executive: Jim Pshock

Central Wellness

5133 Darrow Road Hudson, 44236 (330) 655-7489 jennifer@centralwellnessohio.com www.centralwellnessohio.com Top Executive: Jerry Lynch

Cleveland Chiropractic and Integrative Health Center

7111 Brecksville Road, Suite 3 Independence, 44131 (216) 952-3830 drgesicki@clechiropractic.com http://clechiropractic.com Top Executive: Dr. Candace R. Gesicki

Cleveland Clinic Akron General Health & Wellness Centers

4125 Medina Road Akron, 44333 (330) 665-8005 www.akrongeneral.org Top Executive: Doug Ribley

Cleveland Clinic Wellness Institute

1950 Richmond Road Lyndhurst, 44124 (877) 331-9355 http://my.clevelandclinic.org/ wellness/default.aspx Top Executive: Dr. Richard Lang

Conquest

3601 Green Road, Suite 210 Beachwood, 44122 (216) 371-9301 holistic@donnanowak.com www.donnanowak.com Top Executive: Donna R. Nowak

Correct Breathing Concepts LLC

7097 Brightwood Drive Concord, 44077 (440) 357-5834 carol@correctbreathing.com www.correctbreathing.com Top Executive: Carol Baglia

Crooked River T'ai Chi and Massage Therapy Center 5921 Broadview Road

Parma, 44134 (216) 410-7645 jan@crookedrivertaichi.com www.crookedrivertaichi.com Top Executives: Janet L. Venditti, James M. Holz

CrossFit Cleveland 1211 Allen Court

Rocky River, 44116 (216) 812-7841 ccinfo@crossfitcleveland.com www.crossfitcleveland.com Top Executive: Staci D. Russell

Ergonomically Correct LLC

P.O. Box 30089 Cleveland, 44130 (216) 676-6884 www.ErgoCorrect.com Top Executive: David C. Pfeil

FitWorks Fitness Centers

849 Brainard Road Highland Heights, 44143 (216) 289-3100 marketing@fitworks.com www.fitworks.com Top Executive: Patrick D. Petrecca

Green Tara Yoga & Healing Arts

2450 Fairmount Blvd. Cleveland Heights, 44106 (216) 382-0592 info@greentarayoga.com www.greentarayoga.com Top Executive: Karen Allgire

LifeWorks of Southwest General

7390 Old Oak Blvd. Middleburg Heights, 44130 (440) 816-4210 www.lifeworksfitness.net Top Executive: Karen Raisch-Siegel

Mandel Jewish Community Center of Cleveland

26001 S. Woodland Road Beachwood, 44122 (216) 831-0700 info@mandeljcc.org www.mandeljcc.org Top Executive: Michael G. Hyman

Menorah Park Center 4 Brain Health

27100 Cedar Road Beachwood, 44122 (216) 839-6685 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

No Diet Weight Solution

7 Saratoga Court Beachwood, 44122 (216) 464-8778 deewolk@nodietweightsolution.com www.nodietweightsolution.com Top Executive: Dee Wolk

Specialty Fitness Equipment

4555 Renaissance Parkway, Suite 103 Warrensville Heights, 44139 (216) 282-5880 sales@specialtyfitness equipment.com www.specialtyfitnessequipment.com Top Executive: Chuck Herman

Summit Acupuncture

2640 W. Market St., Suite 101B Fairlawn, 44333 (330) 929-4334 summitacupuncture@gmail.com www.summitacupuncture.com Top Executive: Kirsten Van Nostran

Tai Chi Institute USA

8584 E. Washington St., Suite 443 Chagrin Falls, 44023 (330) 564-7558 taichicleveland@gmail.com www.taichicleveland.com Top Executive: Sifu Edward Niam

Time for Change-Hypnosis

4168 Rocky River Drive
Cleveland, 44111
(216) 210-5504
jeromemMasekch@aol.com
www.facebook.com/
HypnosisTimeForChange
Top Executive: Jerome E. Masek





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HEALTHCARE

Healthcare Directory

Train 2U LLC

2711 Hampton Road Rocky River, 44116 (440) 552-0338 info@train2u.com www.train2u.com Top Executive: Keith Zimcosky

100 E. St. Clair Ave. Cleveland, 44114 (216) 298-5115 info@vedasfitness.com www.vedasfitness.com Top Executive: Tammy Polenz

Vision Yoga & Wellness

1861 W. 25th St. Cleveland, 44113 (216) 348-1111 info@visionyoga.net www.visionyoga.net Top Executive: Theresa Gorski

Wellness Council of Northeast Ohio

433 S. State St. Painesville, 44077 (440) 354-8057 smusgrave@wellnesscouncilohio.org www.wellnesscouncilohio.org Top Executive: Stephen A. Musgrave

Wellness Evolution

22450 Canterbury Lane Shaker Heights, 44122 (440) 995-0303 gbtwellness@gmail.com www.wellnessevolution.com Top Executive: Gloria B. Treister

Wellness IQ

4700 Rockside Road, Summit One, Independence, 44131 (216) 264-2727 info@wellnessiq.net www.wellnessiq.net Top Executive: David Drap

HOME HEALTH CARE

ABC of Greater Cleveland Inc.

951 Main St. Grafton, 44044 (440) 791-7177 jbechtold@abc-seniors.com www.alwaysbestcare greatercleveland.com Top Executives: Jim Bechtold, Christi Bechtold

Benjamin Rose Home Care

11890 Fairhill Road Cleveland, 44120 (216) 373-1979 info@benrose.org www.benrose.org Top Executive: Richard Browdie

Cleveland Clinic Akron General Visiting Nurse Service

1 Home Care Place Akron, 44320 (800) 362-0031 www.vnsa.com Top Executive: Karen L. Mullen

Great Lakes Caring

5966 Heisley Road Mentor, 44060 (440) 358-9200 www.greatlakescaring.com Top Executive: Kimberly McSkimming

Griswold Home Care

26260 Center Ridge Road, Suite B Westlake, 44145 (440) 835-7900 scott.kaase@griswoldhomecare.com www.griswoldhomecare.com Top Executive: Scott Kaase

Hanson Services In-Home Assisted **Living Providers**

Lakewood, 44107 (216) 226-5425 hanson@hansonservices.com www.hansonservices.com Top Executive: Mary Ann Hanson

Holy Family Home Health Care

17017 Madison Ave.

6707 State Road Parma, 44134 (216) 939-7628 info@st-aug.org www.holyfamilyhome.com Top Executive: Kristin Graham

Home Health Services of Southwest General

17951 Jefferson Park Road Middleburg Heights, 44130 (440) 816-6850 www.swgeneral.com Top Executive: William A. Young Jr.

Home Instead Senior Care - North

26777 Lorain Road, Suite 406 North Olmsted, 44070 (440) 734-7441 gmoore@homeinstead.com www.homeinstead.com/257 Top Executive: Geoffrey Moore

Home Instead Senior Care - Parma

12000 Snow Road, Suite 7 Parma, 44130 (440) 734-7441 gmoore@homeinstead.com homeinstead.com/306 Top Executive: Geoffrey Moore

JFSA Caring at Home

3659 S. Green Road, Suite 316 Beachwood, 44122 (216) 378-8660 www.ifsa-cleveland.org Top Executive: Laura Dales

Lake Health Home Care Services

7590 Auburn Road Concord, 44077 (440) 639-0900 www.lakehealth.org Top Executive: Cindyleigh Mocilnikar

Menorah Park Home Health Services

27100 Cedar Road Beachwood, 44122 (216) 595-7333 publicrelations@menorahpark.org www.menorahpark.org
Top Executive: Jim Newbrough

Seasons of Care

16500 Sprague Road, Suite C Middleburg Heights, 44130 (440) 274-4000 caremanager@seasonsofcare.com www.seasonsofcare.com Top Executive: Tricia Schaum

Senior Helpers of Northeast Ohio

7344 Pearl Road Middleburg Heights , 44130 (216) 912-0050 neohio@seniorhelpers.com www.seniorhelpersneo.com Top Executive: Larry Mason

University Hospitals Home Care Services

4510 Richmond Road Warrensville Heights, 44128 (216) 844-4663 UHhospitals.org/HomeCare Top Executive: Keith Maitland

HOSPICE

Holy Family Hospice

6707 State Road Parma, 44134 (440) 888-7722 hospice@holyfamilyhome.com www.staugministries.org Top Executive: Kristin Graham

Hospice Services of Southwest General

18659 Drake Road Strongsville, 44136 (440) 816-5040 www.swgeneral.com Top Executive: William A. Young Jr.

HOSPITALS & HEALTH SYSTEMS

Akron Children's Hospital

One Perkins Square Akron, 44308 (330) 543-1000 webmaster@chmca.org akronchildrens.org Top Executive: Grace Wakulchik

Alliance Community Hospital

200 E. State St. Alliance, 44601 (330) 596-6000 info@achosp.org achosp.org Top Executive: Ryan Jones

Ashtabula County Medical Center

2420 Lake Ave. Ashtabula, 44004 (440) 997-2262 business.development@acmc health.org www.acmchealth.org Top Executive: Michael J. Habowski

Hospital

2600 Sixth St. S.W. Canton, 44710 (330) 452-9911 aultman.org

Top Executive: Christopher E. Remark

Avon Hospital

33300 Cleveland Clinic Blvd. Avon, 44011 (440) 695-5000 my.clevelandclinic.org/locations/ avon-hospital Top Executive: Rebecca Starck

Cleveland Clinic

9500 Euclid Ave. Cleveland, 44195 (216) 444-2200 clevelandclinic.org Top Executive: Tomislav "Tom" Mihalievic

Cleveland Clinic Akron General Hospital

One Akron General Ave. Akron, 44307 (330) 344-6000 news@akrongeneral.org akrongeneral.org Top Executive: Dr. Brian Harte

Cleveland Clinic Akron General Lodi Hospital

225 Elyria St. Lodi. 44254 (330) 948-1222 lodihospital.org Top Executive: Dana Kocsis

Cleveland Clinic Children's Hospital for Rehabilitation, Shaker Campus

2801 Martin Luther King Jr. Drive Cleveland, 44104 (216) 636-5437 clevelandclinicchildrens.org/ rehabhospital Top Executive: Dr. Michael J. McHugh

Cleveland Clinic Regional Hospitals

25875 Science Park Drive Beachwood, 44122 (216) 445-2740 www.clevelandclinic.org

www.clevelandclinic.org Top Executive: Dr. Edmund Sabanegh

Euclid Hospital

18901 Lake Shore Blvd. Euclid, 44119 (216) 531-9000 euclidhospital.org Top Executive: Dr. Daniel Napierkowski

Fairview Hospital

18101 Lorain Ave. Cleveland, 44111 (216) 476-7000 fairviewhospital.org Top Executive: Dr. Neil P. Smith

Firelands Regional Medical Center

1111 Hayes Ave. Sandusky, 44870 (419) 557-7400 firelands.com Top Executive: Jeremy Normington-

Hillcrest Hospital

6780 Mayfield Road Mayfield Heights, 44124 (440) 312-4500 hillcresthospital.org Top Executive: Richard Parker

Lake Health

7590 Auburn Road Concord Township, 44077 (440) 375-8100 www.lakehealth.org Top Executive: Cynthia Moore-Hardy

Lutheran Hospital 1730 W. 25th St.

Cleveland, 44113 (216) 696-4300 lutheranhospital.org Top Executive: Dr. Donald Malone

Marymount Hospital

12300 McCracken Road Garfield Heights, 44125 (216) 581-0500 marymount.org Top Executive: Dr. Daniel Napierkowski

Medina Hospital

1000 E. Washington St. Medina, 44256 (330) 725-1000 medinahospital.org Top Executive: Richard Shewbridge

Mercy Allen Hospital

200 W. Lorain St. Oberlin, 44074 (440) 775-1211 mercy.com Top Executive: Charlotte Wray

Mercy Health - Lorain Hospital

3700 Kolbe Road Lorain, 44053 (440) 960-4000 mercy.com Top Executive: Edwin M. Oley

Mercy Health — St. Elizabeth Boardman Hospital

8401 Market St. Boardman, 44512 (330) 729-2929 mercy.com/youngstown Top Executive: Eugenia "Genie" Aubel

Mercy Health — St. Elizabeth Youngstown Hospital

1044 Belmont Ave. Youngstown, 44501 (330) 746-7211 mercy.com/youngstown Top Executive: John Luellen

Mercy Health — St. Joseph Warren Hospital

667 Eastland Ave. S.W. Warren, 44484 (330) 841-4000 mercy.com/youngstown Top Executive: Kathy Cook

The MetroHealth System

2500 MetroHealth Drive Cleveland, 44109 (216) 778-7800 webteam@metrohealth.org metrohealth.org Top Executive: Dr. Akram Boutros

Sisters of Charity Health System

2475 E. 22nd St. Cleveland, 44115 (216) 696-5560 info@sistersofcharityhealth.org www.sistersofcharityhealth.org Top Executive: Thomas J. Strauss

South Pointe Hospital

20000 Harvard Road Warrensville Heights, 44122 (216) 491-6000 southpointehospital.org Top Executive: Dr. Margaret McKenzie

Southwest General

18697 Bagley Road Middleburg Heights, 44130 (440) 816-8000 swgeneral.com Top Executive: William A. Young Jr.

St. Vincent Charity

Medical Center 2351 E. 22nd St. Cleveland, 44115 (216) 861-6200 info@stvincentcharity.com

info@stvincentcharity.com stvincentcharity.com Top Executive: Dr. David F. Perse

Summa Health

1077 Gorge Blvd. Akron, 44310 (330) 375-3000 socialmedia@summahealth.org www.summahealth.org Top Executive: Dr. Cliff Deveny

TriPoint Medical Center

7590 Auburn Road Concord Township, 44077 (440) 375-8100 lakehealth.org Top Executive: Cynthia Moore-Hardy

Trumbull Regional Medical Center

1350 E. Market St. Warren, 44482 (330) 841-9011 trumbullmemorial.net Top Executive: Ron Bierman

University Hospitals Ahuja Medical Center

3999 Richmond Road Beachwood, 44122 (216) 593-5500 UHAhuja.org Top Executive: Susan V. Juris

University Hospitals Bedford Medical Center - UH Regional Hospitals

44 Blaine Ave. Bedford, 44146 (440) 735-3900 UHBedford.org Top Executive: Brian S. Monter

University Hospitals Cleveland Medical Center

11100 Euclid Ave. Cleveland, 44106 (216) 844-1000 uhhospitals.org Top Executive: Dr. Daniel I. Simon

University Hospitals Conneaut Medical Center

158 W. Main Road Conneaut, 44030 (440) 593-1131 UHConneaut.org Top Executive: M. Steven Jones

University Hospitals Elyria Medical Center

630 E. River St. Elyria, 44035 (440) 329-7500 UHElyria.com Top Executive: Kristi M. Sink

University Hospitals Geauga Medical Center

13207 Ravenna Road Chardon, 44024 (440) 285-6000 UHGeauga.org Top Executive: M. Steven Jones

University Hospitals Geneva Medical Center

870 W. Main St. Geneva, 44041 (440) 466-1141 UHGeneva.org Top Executive: M. Steven Jones

University Hospitals Parma Medical Center

7007 Powers Blvd.
Parma, 44129
(440) 743-3000
UHParma.org
Top Executive: Peter U. Bergmann

University Hospitals Portage Medical Center

6847 N. Chestnut St.
Ravenna, 44266
(330) 297-0811
webmaster@uhhospitals.org
UHPortage.org
Top Executive: William A. Benoit

University Hospitals Richmond Medical Center - UH Regional Hospitals

27100 Chardon Road Richmond Heights, 44143 (440) 585-6501 UHRichmond.org Top Executive: Brian S. Monter

University Hospitals Samaritan Medical Center

1025 Center St. Ashland, 44805 (419) 289-0491 UHSamaritan.org Top Executive: Karen A. McNeil

University Hospitals St. John Medical Center

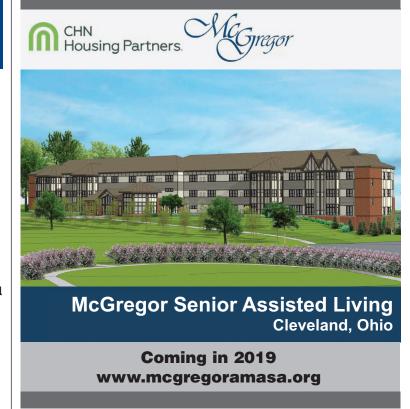
29000 Center Ridge Road Westlake, 44145 (440) 835-8000 UHStJohn.org Top Executive: Robert G. David

VA Northeast Ohio Healthcare System

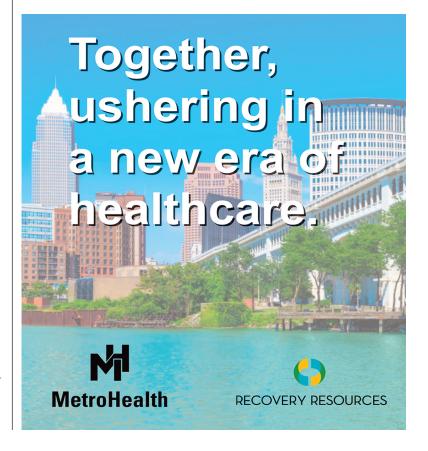
10701 East Blvd. Cleveland, 44106 (216) 791-3800 cleveland.va.gov Top Executive: Susan M. Fuehrer

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36000 Euclid Ave., Willoughby, 44094 (440) 953-9600 lakehealth.org Top Executive: Cynthia Moore-Hardy







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6000 Lombardo Center, Suite 200 Seven Hills, 44131 (800) 551-3119 www.anthem.com Top Executive: Scott Misischia

Humana

Independence, 44131 (614) 210-2931 humana.com Top Executive: Larry Costello

Medical Mutual

of Ohio

2060 E. 9th St. Cleveland, 44115 (216) 687-7000 Communications@medmutual.com medmutual.com Top Executive: Rick A. Chiricosta

UnitedHealthcare

1001 Lakeside Ave., Suite 1000 Cleveland, 44114 (800) 468-5001 uhg_webmail@uhc.com www.uhc.com Top Executive: Thomas Sullivan

LABORATORIES

Cleveland Clinic Laboratories

9500 Euclid Ave. Cleveland, 44195 (800) 628-6816 www.clevelandcliniclabs.com Top Executive: David Bosler

Cleveland Skin Pathology Laboratory

3737 Park East Drive, Suite 202 Beachwood, 44122 (216) 464-7770 www.clevelandskinpathology.com Top Executive: Dr. Jonathan Bass

Fertility Solutions

11811 Shaker Blvd., Suite 330 Cleveland, 44120 (216) 491-0030 info@fertilitysolutions.com www.fertilitysolutions.com Top Executive: Susan A. Rothmann

University Hospitals Cleveland Medical Center's Center for Human Genetics Laboratory

10524 Euclid Ave., 6th floor Cleveland, 44106 (216) 983-1134 uhhospitals.org/services/geneticservices/services-and-treatments/ laboratory Top Executives: Dr. Shashirekha Shetty, Dr. Thomas Prior

University Hospitals Dermatopathology Laboratory

11100 Euclid Ave., Bolwell 3100 Cleveland, 44106 (216) 844-2273 uhhospitals.org/services/ dermatology-services/for-clinicians/ diagnostic-services Top Executive: Dr. Kevin Cooper

MEDICAL EQUIPMENT & IMAGING

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4455 Glenbrook Road Willoughby, 44094 (440) 953-3800 info@alpha-imaging.com www.alpha-imaging.com Top Executive: Michael Perrico

Best Solutions Medical Supplies

30011 Euclid Ave., Wickliffe, 44092 (216) 254-4429 greg@bestsolmedical.com www.BsmMedical.com Top Executive: Greg Smolik

Buckeye Medical Supply

1495 Warrensville Center Road South Euclid, 44121 (216) 291-4000 buckeyemedicalsupply.com Top Executive: Eric M. Buller

Gill Podiatry Supply & Equipment Co.

22400 Ascoa Court Strongsville, 44149 (800) 321-1348 customerservice@gillpodiatry.com www.gillpodiatry.com Top Executive: Ric Boggs

Invacare Corp.

One Invacare Way Elyria, 44035 (440) 329-6000 invacare.com Top Executive: Matthew E. Monaghan

Kapp Surgical Instrument Inc.

4919 Warrensville Center Road Warrensville Heights, 44128 (216) 587-4400 info@kappsurgical.com www.kappsurgical.com Top Executive: Dr. Albert N. Santilli

Magnetic Resonance Technologies Inc.

4261 Hamann Parkway Willoughby, 44094 (440) 942-2922 sales@mritechnologies.com www.mritechnologies.com Top Executive: Michael Profeta

Medical Service Co.

24000 Broadway Ave. Cleveland, 44146 (440) 232-3000 info@medicalserviceco.com www.medicalserviceco.com Top Executive: Joel D. Marx

MIM Software Inc.

25800 Science Park Drive, Suite 180 Beachwood, 44122 (216) 455-0600 info@mimsoftware.com www.mimsoftware.com Top Executive: Andrew Nelson

NCD Medical Co.

P.O. Box 5006
Willowick, 44095
(440) 953-4488
ncd@ncdcorp.com
www.ncdmedical.com
Top Executive: Chuck Patti

P. Antonelli Distributors Inc.

4483 Whitehall Drive
South Euclid, 44121
(216) 291-3480
sclifts@sbcglobal.net
Top Executive: Paul Antonelli

Steris

5960 Heisley Road Mentor, 44060 (440) 354-2600 www.steris.com Top Executive: Walter M. Rosebrough Jr.

TLC Home Medical Supplies

8650 Mentor Ave. Mentor, 44060 (440) 205-1483 info@tlchomemedicalsupplies.com www.tlchomemedicalsupplies.com Top Executives: Anthony Zadnik, Marie Kalcher

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American Medical Personnel Inc.

1428 Edison St. N.W. Hartville, 44632 (330) 433-1080 vicki@amp.jobs www.amp.jobs Top Executive: Vicki Stanley

Anchor Medical Staffing

19220 Lorain Road Fairview Park, 44126 (216) 252-4577 info@anchormedicalstaffing.com www.anchormedicalstaffing.com Top Executive: Gary L. Burgund

Hyr Medical Inc.

675 Alpha Drive, Suite E Highland Heights, 44143 (312) 371-4150 mjhaveri@hyrmed.com www.hyrmed.com Top Executives: Manoj Jhaveri, Oliver Cullis, Dr. Faris El-Khider

MEDICAL TECHNOLOGY

Applied Medical Technology Inc.

8006 Katherine Blvd.
Brecksville, 44141
(440) 717-4000
cs@AppliedMedical.net
www.AppliedMedical.net
Top Executive: George J. Picha

Codonics Inc.

17991 Englewood Drive Middleburg Heights, 44130 (440) 243-1198 info@codonics.com www.codonics.com Top Executive: Peter Botten

Indago 5000 Euclid Ave., Suite 206

Cleveland, 44103 (216) 334-3127 info@indago.io indago.io Top Executive: Eugene Malinskiy

Multi Radiance Medical

6521 Davis Industrial Parkway Solon, 44139 (440) 542-0761 info@multiradiance.com www.multiradiance.com Top Executive: Max Karnasky

Paguar Informatics Inc. 50 Public Square, Suite 1701

Cleveland, 44113 (440) 749-5588 jpaganini@paguar.com www.paguar.com Top Executive: John Paganini

Quadax Inc.

7500 Old Oak Blvd. Middleburg Heights, 44130 (440) 777-6300 quadax@quadax.com www.quadax.com Top Executive: John Leskiw

Total Voice Technologies

8193 Avery Road Broadview Heights, 44147 (440) 473-0000 sales@totalvoicetech.com www.totalvoicetech.com Top Executive: Christopher J. Kikel



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Applewood Centers Inc.

2525 E. 22nd St. Cleveland, 44115 (216) 696-5800 www.applewoodcenters.org Top Executive: Jennifer Blumhagen

Beech Brook

3737 Lander Road Cleveland, 44124 (216) 831-2255 information@beechbrook.org www.beechbrook.org Top Executive: Thomas P. Royer

Behavioral Health at St. Vincent Charity Medical Center

2351 E. 22nd St. Cleveland, 44115 (216) 861-6200 info@stvincentcharity.com www.st.vincentcharity.com Top Executive: Dr. David F. Perse

BraeView Care & Rehabilitation

20611 Euclid Ave.
Euclid, 44117
(216) 486-9300
jorlic@gatewaycarecommunity.com
www.braeviewcare.com
Top Executives: Vesta M. Jones,
Richard Washington

Catholic Charities, Diocese of Cleveland

7911 Detroit Ave. Cleveland, 44102 (216) 334-2900 contactus@ccdocle.org www.ccdocle.org Top Executive: Patrick Gareau

Chaplain Partnership

26777 Lorain Road, Suite 302 North Olmsted, 44070 (440) 455-9001 mlaskey@chaplainpartnership.org www.chaplainpartnership.org Top Executive: Mark D. Laskey

Child Guidance & Family Solutions

18 N. Forge St. Akron, 44304 (330) 762-0591 info@cgfs.org www.cgfs.org Top Executive: Karen L. Talbott

Cleveland Center for Conscious Living

6611 Rockside Road, Suite 215 Independence, 44131 (216) 462-0538 info@clevelandconsciousliving.com www.clevelandconsciousliving.com Top Executive: Douglas J. Moore

Cleveland Clinic Akron General, Dept. of Psychiatry & Behavioral Sciences

1 Akron General Ave. Akron, 44307 (330) 344-6000 www.akrongeneral.org Top Executive: Dr. Jeffrey Moore

Coleman Professional Services

5982 Rhodes Road Kent, 44240 (330) 673-1347 info@colemanservices.org colemanservices.org Top Executive: Nelson W. Burns

Cornerstone Marriage and Family Therapy 2490 Lee Blvd., Suite 307

2490 Lee Blvd., Suite 307 Cleveland Heights, 44118 (216) 320-0440 cornerstonecounseling23@ yahoo.com Top Executive: Karryl J. Lindsey

Crossroads/Beacon Health

8445 Munson Road Mentor, 44060 (440) 255-1700 mmatoney@crossroads-lake.org www.crossroads-lake.org Top Executive: Mike Matoney

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11890 Fairhill Road Cleveland, 44120 (216) 791-8000 info@benrose.org www.benrose.org Top Executive: Richard Browdie

Epicenter ABA

1709 Chelmsford Road Mayfield Heights, 44124 (440) 421-9053 Contact@epicenteraba.com EpicenterABA.com Top Executive: Mara Marnie Katz

Far West Center

29133 Health Campus Drive Westlake, 44145 (440) 835-6212 fwc@farwestcenter.com www.farwestcenter.com Top Executive: Helen (Kelly) M. Dylag

FrontLine Service

1744 Payne Ave. Cleveland, 44114 (216) 623-6555 frontlineservice.org Top Executive: Susan Neth

HealthStyles LLC

9002 Fairmount Road Novelty, 44072 (440) 338-1538 rebecca@yourhealthstyles.com www.yourhealthstyles.com Top Executive: Dr. Rebecca Bode

Impact Solutions

23240 Chagrin Blvd., Suite 500
Beachwood, 44122
(216) 292-6007
tplesnicar@myimpactsolution.com
www.myimpactsolution.com
Top Executive: Dr. Joel R. Gecht

Jane Miller, LISW, CDBC

5 S. Main St., Suite 205 Oberlin, 44074 (800) 457-0345 jmiller@oberlin.net www.healing-companions.org Top Executive: Jane Miller

Jewish Family Service Association of Cleveland

24075 Commerce Park Road Beachwood, 44122 (216) 292-3999 www.jfsa-cleveland.org Top Executive: Debbie Chickering

NAMI Greater Cleveland

2012 W. 25th St., Suite 600 Cleveland, 44113 (216) 875-7776 www.namigreatercleveland.org Top Executive: Chris Mignogna

The Nord Center

6140 S. Broadway Ave. Lorain, 44053 (440) 233-7232 nordcenter.org Top Executive: Eric L. Morse

Pastoral Counseling Services

34301 Chardon Road, Suite 7 Willoughby Hills, 44094 (440) 946-2384 https://sites.google.com/site/ carolannkilloran Top Executive: Dr. Carol Ann Killoran

PLAN (Planned Life Assistance Network) of Northeast Ohio

24075 Commerce Park Road Beachwood, 44122 (216) 504-6483 jfsa-cleveland.org/plan Top Executive: Debbie Chickering

Ravenwood Health

12557 Ravenwood Drive Chardon, 44024 (440) 285-3568 www.ravenwoodhealth.org Top Executive: Vicki Clark

Recovery Resources - Mental Health Services

4269 Pearl Road Cleveland, 44109 (216) 431-4131 info@recres.org www.recres.org Top Executive: Pamela Gill

OCCUPATIONAL HEALTH - OCCUPATIONAL THERAPY

Lake Health Occupational Health Services

7590 Auburn Road Concord, 44077 (440) 354-1990 www.lakehealth.org Top Executive: Joseph Popely

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24461 Detroit Road, Suite 350 Westlake, 44145 (440) 871-1600 ohiomedexam@sbcglobal.net Top Executive: Bryan E. Schmidt

MEDSource One

5350 Transportation Blvd. Garfield Heights, 44125 (216) 328-2240 info@medsource-one.com www.medsource-one.com Top Executive: Dr. Scott E. Singer

Menorah Park Occupational Therapy

27100 Cedar Road Beachwood, 44122 (216) 360-8221 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

St. Vincent Occupational Health

2475 E. 22 St., Suite 310 Cleveland, 44115 (216) 288-0239 rgallant@sistersofcharityhealth.org stvincentcharity.com/servicescenters/occupational-health/ Top Executive: Dr. David F. Perse

UCP of Greater Cleveland

10011 Euclid Ave. Cleveland, 44106 (216) 791-8363 info@ucpcleveland.org ucpcleveland.org Top Executive: Patricia S. Otter

OUTPATIENT SERVICES

AIDS Taskforce of Greater Cleveland

2829 Euclid Ave. Cleveland, 44115 (216) 621-0766 rstrong@clevelandtaskforce.org www.aidstaskforce.org Top Executive: Tracy Jones

Center for Integrated Therapies

11002 Detroit Ave. Cleveland, 44102 (216) 227-8668 cfitonline@sbcglobal.net www.cfitonline.org Top Executive: Dr. Harry D. Simmons



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Cleveland Clinic Akron General Outpatient Services

1 Akron General Ave. Akron, 44307 (330) 344-6000 www.akrongeneral.org Top Executive: Steve Abdenour

Cleveland Clinic Sports Health Center

5555 Transportation Blvd. Garfield Heights, 44125 (877) 440-8326 www.sports-health.org Top Executive: Mark Schickendantz

The Gathering Place

23300 Commerce Park Beachwood, 44122 (216) 595-9546 info@touchedbycancer.org www.touchedbycancer.org Top Executive: Éileen Saffran

Highland Speech Services Inc.

415 Lowell Drive Highland Heights, 44143 (216) 346-7066 highspeech@aol.com Top Executive: Cindy Ginsburg

Jewish Family Service Association of Cleveland

3659 S. Green Road, Suite 322 Beachwood, 44122 (216) 292-3999 info@jfsa-cleveland.org jfsa-cleveland.org Top Executive: Susan Bichsel

Lake Health Brunner Sanden Deitrick Wellness Campus

8655 Market St. Mentor, 44060 (440) 375-8777 www.lakehealth.org Top Executive: Joseph Popely

Lake Health Mentor Campus

9485 Mentor Ave. Mentor, 44060 (440) 974-6800 www.lakehealth.org Top Executive: Janie Racer

Lake Health Perrico Health Campus

4176 Ohio Route 306 Willoughby, 44094 (440) 918-4690 www.lakehealth.org Top Executive: Cynthia Moore-Hardy

Lake Health SOM **Center Campus**

5105 SOM Center Road

Willoughby, 44094 (440) 953-5740 www.lakehealth.org Top Executive: Cynthia Moore-Hardy

Lake Health Urgent Care/Walk-in Centers

7590 Auburn Road Concord Township, 44077 (440) 375-8100 www.lakehealth.org Top Executive: Joseph Popely

Peter B. Lewis Aquatic & Therapy Center of Menorah Park

27300 Cedar Road Beachwood, 44122 (216) 595-7345 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

Southwest General Outpatient Centers

18697 Bagley Road Middleburg Heights, 44130 (440) 816-5050 www.swgeneral.com Top Executive: William A. Young Jr.

St. Vincent Health Care Clinic

2351 E. 22nd St. Cleveland, 44115 (216) 861-6200 info@stvincentcharity.com www.stvincentcharity.com Top Executive: Dr. David F. Perse

University Hospitals Health Centers

11100 Euclid Ave. Cleveland, 44106 (216) 844-2273 uhhospitals.org Top Executive: Richard A. Hanson

PHARMACEUTICALS

Gebauer Co.

4444 E. 153rd St. Cleveland, 44128 (800) 321-9348 information@gebauer.com www.gebauer.com Top Executive: Margaret Rose Giltinan

PHARMACY SERVICES

Discount Drug Mart Inc.

211 Commerce Drive Medina, 44256 (330) 725-2340 info@discount-drugmart.com discount-drugmart.com Top Executive: Don Boodjeh

Lake Health Retail Pharmacies

7590 Auburn Road Concord Township, 44077 (440) 375-8790 lakehealthpharmacy.org Top Executive: Lance Olszewski

Southwest Community Pharmacy

18697 Bagley Road Middleburg Heights, 44130 (440) 816-8410 swgeneral.com Top Executive: William A. Young Jr.

PHYSICAL THERAPY

Achievement Centers for Children

4255 Northfield Road Highland Hills, 44128 (216) 292-9700 achievementcenters.org Top Executive: Sally Farwell

Advanced Rehabilitation & Health Specialists

4707 Mill St. Mantua, 44255 (330) 274-2747 arhsmantua@gmail.com www.arhs.us Top Executives: Edie Benner,

Cleveland Clinic Akron General Sports & Physical Therapy

4125 Medina Road Akron, 44333 (330) 665-8200 www.akrongeneral.org Top Executive: Dr. Brian Harte

Lake Health **Physical Therapy**

7590 Auburn Road Concord, 44077 (440) 375-8100 www.lakehealth.org Top Executive: Lisa Rubin Falkenberg

Layton Physical Therapy

50 Normandy Drive Painesville, 44077 (440) 639-8800 laytonpt@cs.com www.laytonpt.com Top Executive: Loretta A. Layton

Menorah Park's Marcus Post-Hospital Rehabilitation Center

Beachwood, 44122 (216) 839-6633 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

NovaCare Rehabilitation

27100 Cedar Road

24400 Highpoint Road, Suite 10 Beachwood, 44122 (216) 896-0824 dsinger@hq.novacare.com www.novacare.com

Top Executive: Deborah Wieder Singer

PT Center for Sports Medicine and **Family Physical Therapy**

2660 W. Market St., Suite 300 Fairlawn, 44333 (330) 869-2635 ptcenterakron@gmail.com ptcenterakron.com Top Executive: Kevin L. Outwater

Rehab Professionals of Cleveland Inc.

7000 Town Centre Drive, Suite 400 Broadview Heights, 44147 (440) 526-8566 eaube@rehabpros.net www.rehabpros.net Top Executives: Dr. Edward Aube, Maria Nolan, Dr. Anthony Difilippo

Southwest General Therapy Services

7390 Old Oak Blvd. Middleburg Heights, 44130 (440) 816-8010 www.swgeneral.com Top Executive: William A. Young Jr.

Suburban Physical Therapy

6950 S. Edgerton Road Brecksville, 44141 (440) 746-1730 info@suburbanpt.com www.suburbanpt.com Top Executive: Brad Dasher, Ed. Baldwin Mike Janesch

UH Rehabilitation Hospital

23333 Harvard Road Beachwood, 44122 (216) 593-2200 uhhospitals.org/services/ rehabilitation-services/uh-rehabilitation-hospital Top Executive: Chris Bariola

University Hospitals Avon Rehabilitation Hospital

37900 Chester Ave. Avon, 44011 (440) 695-7100 uhhospitals.org/uh-avonrehabilitation-hospital Top Executive: Andrew Goldfrach

University Hospitals Rehabilitation Services

11100 Euclid Ave. Cleveland, 44106 (216) 844-2273 uhhospitals.org Top Executive: Joseph Blasiole

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AHF Cleveland Healthcare Center and Pharmacy

2829 Euclid Ave Cleveland, 44115 (216) 357-3131

www.aidshealth.org Top Executive: Tracy Jones

Apex Dermatology and Skin Surgery Center

5800 Landerbrook Drive, Suite 250 Mayfield Heights, 44124 (440) 646-1600 info@apexskin.com www.apexskin.com Top Executive: Dr. Jorge Garcia-Zuazaga

Arcade Chiropractic Clinic 401 Euclid Ave., Suite 140 Cleveland, 44114 (216) 522-0300 arcadechiro@att.net www.arcadechiro.com Top Executive: Dr. Gregory Kempf

Cleveland Clinic Akron General Partners Physician Group

3600 W. Market St. Akron, 44311 (330) 344-2462 www.akrongeneral.org Top Executive: Dr. Benito Alvarez

Cleveland Nasal Sinus & Sleep Center

6770 Mayfield Road, Suite 441 Cleveland, 44124 (440) 684-9980 hlevine@clevelandnasalsinus.com www.clevelandnasalsinus.com Top Executive: Dr. Howard Levine

Cleveland Sleep Research Center

18100 Jefferson Park Road, Suite 101 Middleburg Heights, 44130 (440) 243-8044 hrsleepresearch@gmail.com clevelandsleepresearch.com Top Executive: Dr. Mansoor Ahmed

Comprehensive Podiatry LLC

6701 Rockside Road, Suite 340 Independence, 44131 (216) 520-0033 www.comprehensivepodiatry.com Top Executive: Dr. Jennifer L. Goodman

CustomCare, M.D., LLC

1611 S. Green Road, Suite 213 South Euclid, 44121 (216) 382-8000 rtomm@customcaremd.com www.customcaremd.com Top Executive: Richard Tomm

David R. Mandel, M.D., Inc.

6551 Wilson Mills Road, Suite 106 Mayfield Village, 44143 (440) 449-8277 dave@dmandelmd.com www.dmandelmd.com Top Executive: David M. Rothhaas

Drs. Russell, Berkebile and **Associates**

1720 Cooper Foster Park Road Lorain, 44053 (440) 989-4480 dwiswell@rbarad.com www.rbarad.com Top Executive: Darin Wiswell

Fairview Eye Center 21375 Lorain Road

Fairview Park, 44126 (440) 333-3060 www.fairvieweyecenter.com

Fairview Park Chiropractic Center Inc. 21881 Lorain Road

Fairview Park, 44126 (440) 331-9033 www.fairviewparkchiropractic.com Top Executive: Dr. Todd W. Smith

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50 Normandy Drive, Suite 5 Painesville, 44077

(440) 354-4747 http://healthcareforbusiness.com Top Executive: Paul Hanahan

Lake Health Physician Group

7590 Auburn Road Concord. 44077 (440) 354-1995 www.lakehealth.org
Top Executive: Rick Cicero

Levinson Family Chiropractic Inc.

646 Portage Trail Cuyahoga Falls, 44221 (330) 928-3420 www.levinsonchiro.com Top Executive: Dr. Pam Levinson, Dr. John Connerv

NOMS Healthcare

3004 Hayes Ave. Sandusky, 44870 (419) 626-6161 info@nomshealthcare.com http://nomshealthcare.com Top Executive: Joshua G. Frederick

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Top Executive: Dr. Mousab I. Tabbaa

Ohio Specialty Network LLC 1163 E. 40th St., Suite 302 Cleveland, 44114 (216) 426-2555 lderringer@ohiospec.com ohiospecialtynetwork.com Top Executive: Linda D. Derringer

Options Naturopathic Clinic

2460 Fairmount Blvd., Suite 219 Cleveland Heights, 44106 (216) 707-9137 doctorerin@optionsnaturopathic.com www.optionsnaturopathic.com Top Executive: Dr. Erin Holston Singh

Pediatric Place Inc.

3690 Orange Place, Suite 100 Beachwood, 44122 (216) 831-7337 www.pediatricplace.net Top Executive: Dr. Jan Kriwinsky

Retina Associates of Cleveland

3401 Enterprise Parkway, Suite 300 Beachwood, 44122 (216) 831-5700 retina@retina-assoc.com www.retina-doctors.com Top Executive: Dr. David G. Miller

Revati Wellness

29001 Cedar Road, Suite 655 Lyndhurst, 44124 (440) 249-4455 info@revatiwellness.com www.MyClevelandDoctor.com Top Executive: Dr. Thomas J. Morledge

Southwest General Medical Group Inc.

18697 Bagley Road, Suite B-312 Middleburg Heights, 44130 (440) 816-4902 www.swmedgroup.com Top Executive: Bradley Rauh

St. Vincent Medical Group

2322 E. 22nd St. Cleveland, 44115 (216) 363-7402 info@stvincentcharity.com www.stvincentcharity.com/about/ st-vincent-medical-group/ Top Executive: Dr. David F. Perse

SENIOR AND LONG-TERM CARE SERVICES

Aberdeen Crossings 399 Bishop Road

Healthcare Directory

Highland Heights, 44143 (440) 460-0686 info@lifeservicesassistedliving.com lifeservicesassistedliving.com Top Executive: Jocelyn Zidar

Altenheim Senior Living

18627 Shurmer Road Strongsville, 44136 (440) 238-3361 info@altenheim.com altenheim.com Top Executive: Paul Psota

Arden Courts of Chagrin Falls

8100 E. Washington St. Chagrin Falls, 44023 (440) 543-6766 ChagrinFalls@arden-courts.com www.arden-courts.com/chagrinfalls Top Executive: Elizabeth A. Schupp

Beachwood Commons

3995 Green Road Beachwood, 44122 (216) 295-1700 info@lifeservicesassistedliving.com lifeservicesassistedliving.com/ beachwood-commons/ our-community Top Executive: Adrienne Pace

Benjamin Rose Institute on Aging

11890 Fairhill Road Cleveland, 44120 (216) 791-8000 info@benrose.org benrose.org Top Executive: Richard Browdie

Brentwood Health Care Campus

907 W. Aurora Road Sagamore Hills, 44067 (330) 468-2273 bclassen@brentwoodhcc.com brentwoodhealthcarecenter.com Top Executive: Brent Classen

Brier Creek Senior Independent Living Community

4020 Brier Creek Parkway Green, 44685 (330) 896-0400 Jringer@briercreekcommunity.com www.briercreekcommunity.com Top Executive: John F. Warmus

Brookdale Medina South

100 High Point Drive Medina, 44256 (330) 723-0110 suzanne.mcleod@brookdale.com brookdale.com/en/communities/ brookdale-medina-south.html Top Executive: Barbara Berndt

Brookdale Montrose

100 Brookmont Road Akron, 44333 (330) 666-4545 brookdale.com Top Executive: Derik Kroeze

Brookdale Westlake Village Retirement Community

28550 Westlake Village Drive Westlake, 44145 (440) 892-4200 sales50810@brookdale.com brookdale.com Top Executive: Katherine Dorsey

Coleman Adult Day Services

6695 N. Chestnut St. Ravenna, 44266 (877) 345-1180 AdultDay@colemanservices.org www.colemanadultday.org Top Executive: Robert Steinheiser

ComForCare Homecare Services

13315 Prospect Road Strongsville, 44149 (440) 638-7001 wcuyahoga@comforcare.com www.comforcare.com Top Executive: Deb Vermillion

The Commons of Providence

5000 Providence Drive Sandusky, 44870 (419) 624-1171 www.homeishere.org Top Executive: Mrs Staci Lehmkuhl

Concordia at Sumner

970 Sumner Parkway Copley, 44321 (330) 664-1000 www.concordiaatsumner.org Top Executive: Charlene Kish

Eliza Bryant Village

7201 Wade Park Ave. Cleveland, 44103 (216) 361-6141 info@elizabryant.org elizabryant.org Top Executive: Danny R. Williams

Emerald Village Senior Living

30344 Lorain Road North Olmsted, 44070 (440) 777-9300 http://emeraldvillage.org Top Executive: MJ Giovanetti

Gateway Retirement Community

3 Gateway Drive Euclid, 44119 (216) 486-4949 https://gatewaycarecommunity.com Top Executive: Jessica Orlic

GreenView Assisted Living

4000 Massillon Road Uniontown, 44685 (330) 899-0404 Jringer@greenviewassistedliving.com www.greenviewassistedliving.com Top Executive: Jane Warmus

HELP Foundation Inc.

26900 Euclid Ave. Euclid, 44132 (216) 432-4810 helpfoundationinc.org Top Executive: Tamara Honkala

Jennings

10204 Granger Road
Garfield Heights, 44125
(216) 581-2900
welcome@jenningsohio.org
www.jenningsohio.org
Top Executive: Allison Q. Salopeck

Kidney Foundation of Ohio Inc.

2831 Prospect Ave. Cleveland, 44115 (216) 771-2700 info@kfohio.org www.kfohio.org Top Executive: Michael F. Needham

Lake Health Continuing Care

Campus
10977 Capital Parkway
Concord Township, 44077
(440) 953-6251
lakehealth.org
Top Executive: Lisa Rubin Falkenberg

Laurel Lake Retirement Community200 Laurel Lake Drive

200 Laurel Lake Drive Hudson, 44236 (330) 650-0681 info@laurellake.org laurellake.org Top Executive: David A. Oster

Light of Hearts Villa

283 Union St.
Bedford, 44146
(440) 232-1991
Info@lightofheartsvilla.org
www.lightofheartsvilla.org
Top Executive: Breanne Cavileer

The Lutheran Home at Concord Reserve

2116 Dover Center Road
Westlake, 44145
(440) 871-0090
llarkin@concordreserve.org
www.concordreserve.org
Top Executive: Charles H. Rinne

Magnifiers & More LLC

7775 Mentor Ave.
Mentor, 44060
(440) 946-3363
cbetter@magnifiersandmore.net
www.magnifiersandmore.net
Top Executive: Deborah Kogler

Maximum Accessible Housing of Ohio

1725 E. 115 St. Cleveland, 44106 (216) 231-7221 info@mahohio.org www.mahohio.org Top Executive: Stephen P. Hansler

McGregor Foundation

14900 Private Drive Cleveland, 44112 (216) 851-8200 info@mcgregoramasa.org www.mcgregoramasa.org Top Executive: R. Robertson Hilton

Menorah Park

27100 Cedar Road Beachwood, 44122 (216) 831-6500 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

Menorah Park's Mandel Adult Day Center

27100 Cedar Road Beachwood, 44122 (216) 839-6673 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

O'Neill Healthcare Lakewood

13900 Detroit Ave. Lakewood, 44107 (216) 228-7650 info@oneillhc.com www.oneillhc.com Top Executives: Tammy Sibert, Diane Graham

Ohio Living Breckenridge Village

36855 Ridge Road Willoughby, 44094 (440) 954-8364 Inixon@ohioliving.org ohioliving.org Top Executives: Dean M. Palombaro, Marie Thur

Our House

27633 Bassett Road Westlake, 44145 (440) 835-2110 m.van@ourhouseinc.com www.ourhouseinc.com Top Executive: Marguerite L. Van Derwyst

R.H. Myers Apartments of Menorah Park

27200 Cedar Road Beachwood, 44122 (216) 831-6515 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

Regina Health Center

Center
5232 Broadview Road
Richfield, 44286
(330) 659-4161
rhcmail@reginahealthcenter.org
www.reginahealthcenter.org
Top Executive: Mark Yantek

Salida Woods Assisted Living

7685 Lakeshore Blvd. Mentor, 44060 (440) 257-3866 info@lifeservicesassistedliving.com lifeservicesassistedliving.com Top Executive: Noel Cagnina

SARAH Adult Day Services Cleveland

11303 Pearl Road Strongsville, 44136 (440) 846-1751 rmphil@hotmail.com www.sarahcare.com/strongsville Top Executives: R. M. Phillips, Lisa Zoloty

SouthWest Commons

18090 Pearl Road Strongsville, 44136 (440) 238-3777 inof@lifeservicesassistedliving.com lifeservicesassistedliving.com

St. Augustine Health Campus

7801 Detroit Ave. Cleveland, 44102 (216) 634-7400 info@st-aug.org www.staugministries.org Top Executive: Anita Gerrasch

St. Augustine Health Campus - Assisted Living at the Towers

7821 Lake Ave. Cleveland, 44102 (216) 634-7444 info@st-aug.org staugministries.org Top Executives: Anita Gerrasch, Brigid Nolan

St. Luke Lutheran Community

220 Applegrove St. N.E.
North Canton, 44720
(330) 499-8341
www.StLukeLutheranCommunity.org
Top Executive: Dr. John L. Spieler

St. Mary of the Woods

35755 Detroit Road Avon, 44011 (440) 937-3111 www.stmaryofthewoods.com Top Executive: Charles Rupert

Stone Gardens Assisted Living of Menorah Park

27090 Cedar Road Beachwood, 44122 (216) 292-0070 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

Vantage Aging (formerly Mature Services Inc.)

2279 Romig Road Akron, 44320 (330) 253-4597 khrdlicka@vantageaging.org vantageaging.org Top Executive: Karen Hrdlicka

The Village at Marymount

5200 Marymount Village Drive Garfield Heights, 44125 (216) 332-1100 info@marymounthcs.org www.villageatmarymount.org Top Executive: Jeffry A. Myers

Visiting Angels - Cleveland

12200 Fairhill Road, second floor, B-wing Cleveland, 44120 (216) 231-6400 chill-johnson@visitingangels.com www.visitingangels.com/cleveland Top Executives: Constance Hill-Johnson, Kevin Johnson

Wesleyan Village

HEALTH SYSTEM

807 West Ave. Elyria, 44035 (440) 284-9000 villageliving.org Top Executive: Katherine Will

SISTERS of CHARITY

Western Reserve Area Agency on Aging 1700 E. 13th St., Suite 114

1700 E. 13th St., Suite 114 Cleveland, 44114 (216) 621-0303 chall@areaagingsolutions.org areaagingsolutions.org Top Executive: Dr. E. Douglas Beach

Western Reserve Masonic Community

4931 Nettleton Road Medina, 44256 (330) 721-3000 www.wrmcohio.org Top Executive: Jason K. French

Wiggins Place Assisted Living Residence of Menorah Park 27100 Cedar Road

Beachwood, 44122 (216) 839-6673 publicrelations@menorahpark.org MenorahPark.org Top Executive: Jim Newbrough

Woodside Senior Living

19455 Rockside Road Bedford, 44146 (440) 439-8666 pattiw@woodsideseniorliving.com woodsideseniorliving.com Top Executive: Ayana Greer

WOMEN'S HEALTH SERVICES

Cleveland Clinic Akron General Women's Center

1 Akron General Ave. Akron, 44307 (330) 344-6868 www.akrongeneral.org Top Executive: Dr. Justin Lavin

The Doula Experience Perinatal Services

19006 Stony Point Drive Strongsville, 44136 (440) 572-2574 suntdoula@aol.com doulaexperience.com Top Executive: Sunday Tortelli

Elegant Essentials Ltd. 5164 Normandy Park Drive, Suite 300

Medina, 44256 (800) 350-5053 elegantessentials@zoominternet.net www.elegantessentialsonline.com Top Executive: Shellie L. Graf

Family Planning Services of Lorain County 602 Leona St.

602 Leona St. Elyria, 44035 (440) 322-7526 patlberger@aol.com www.familyplanningservices.org Top Executive: Patricia L. Berger

ICAN of Greater Cleveland

10000 Waterford Trail Chagrin Falls, 44023 (440) 543-5353 www.icanofgreatercleveland.org Top Executive: Pam Kolanz

Planned Parenthood of Greater Ohio

444 W. Exchange St. Akron, 44302 (330) 541-1025 Kay.hixson@ppoh.org www.ppgoh.org Top Executive: Iris Harvey



ocal organizations received 60 gifts worth more than \$2 million in 2017, the highest number we've recorded since we started compiling our Largest Philanthropic Gifts list in 2012.

The total dollar figure nearly set a record, too: Those 60 gifts were worth \$310.7 million — just barely short of the 2015 record (49 gifts of \$2 million or more, worth \$311.6 million). But the 2017 total is waaaay higher (82%, to be exact) than the figure from 2016: 31 gifts over \$2 million totaling \$170.3 million.

In 2018, we expanded the list to include gifts as small as \$1.5 million. We're slated to publish the largest gifts of 2018 in February 2019.

This section also includes our Nonprofits list, which is once again topped by Christian Healthcare Ministries. The health care cost-sharing ministry — which didn't even break the top 30 on the list back in 2010 — has spent the past four years in the No. 1 spot.

Even so, it's still growing like crazy. In November, the Barber-

ton-based organization projected that its 2018 expenses would hit \$423.2 million by year's end, up 51.9% from 2017. Demand for the organization's health care coverage exploded after Congress passed the Patient Protection and Affordable Care Act, also known as Obamacare. Over the past six years, Christian Healthcare Ministries' expenses have grown by an average of 54% every year.

The Nonprofits list doesn't include hospitals (that list is on page 48), colleges (page 68) or grantmaking foundations (page 67).

This section also contains our Private and Parochial High Schools list. This year, we asked the 40 schools on the full digital list to provide both standard tuition figures and the average amount that families pay after financial aid. For the 32 schools that provided both pieces of information, the average the sticker price was \$16,769.

But it was just \$10,432 after financial aid was factored in, a decrease of nearly 38%. — *Chuck Soder*



Building healthy, smart, vibrant communities

The Delta Dental Foundation has proudly committed \$1 million to Case Western Reserve University School of Dental Medicine to improve oral health for Cleveland residents.



THE LIST Nonprofits Ranked by 2018 expenses

Δ DELTA DENTAL[®]

THIS YEAR	ORGANIZATION	EXPENSES 2018 2017 (MILLIONS)	TOTAL REVENUE 2017 (MILLIONS)		INCOME FOR PROGRAM SERVICES	2017 FUND BALANCE (THOUSANDS)	PURPOSE	TOP EXECUTIVE
1	Christian Healthcare Ministries Inc., Barberton (800) 791-6225/chministries.org	\$423.2 (1) \$278.6 (2)	\$339.7	100.0%	80.0%	\$118,967.3	To glorify God, show Christian love and experience God's presence as Christians share each others' medical bills	Howard S. Russell, president, CEO
2	Catholic Charities, Diocese of Cleveland, Cleveland (216) 334-2900/ccdocle.org	\$103.3 (1) \$97.8	\$102.9	48.0%	84.8%	\$89,783.0	To provide help and create hope for people of every race and religion throughout the Diocese of Cleveland	Patrick Gareau, president, CEO
3	Greater Cleveland Food Bank, Cleveland (216) 738-2265/greaterclevelandfoodbank.org	\$89.9 \$90.9	\$90.3	61.0%	95.9%	\$6,759.1	Works to ensure that everyone in our communities has the nutritious food they need every day	Kristin Warzocha, president, CEO
4	Hospice of the Western Reserve, Cleveland (800) 707-8922/hospicewr.org	\$89.3 (1) \$98.8	\$92.8	3.7%	92.9%	\$74,392.0	Hospice, palliative care and bereavement support services	William E. Finn, president, CEO
5	Menorah Park, Beachwood (216) 831-6500/MenorahPark.org	\$79.5 \$79.5	\$77.3	48.2%	95.7%	\$24,871.0	To provide health care on both a residential and outpatient basis	Jim Newbrough, CEO
6	Playhouse Square Foundation, Cleveland (216) 771-4444/playhousesquare.org	\$73.6 \$60.4	\$66.1	97.0%	92.0%	\$163,368.5	To operate the performing arts center and help restore and develop the Playhouse Square district	Art Falco, CEO
7	The Centers for Families and Children & Circle Health Services, Cleveland (216) 432-7200/thecentersohio.org	\$68.3 (1) \$48.8 (3)	\$47.1 (3)	9.0%	82.0%	\$49,846.0 (3)	To improve lives through integrated health care, early learning and workforce services	Elizabeth Newman, president, CEO
8	Western Reserve Area Agency on Aging, Cleveland (216) 621-0303/areaagingsolutions.org	\$67.5 (1) \$66.2	\$66.3	26.0%	91.0%	\$4,514.5	To provide choices for people to live independently in the place they want to call home	E. Douglas Beach, CEO
9	The Cleveland Museum of Art, Cleveland (216) 421-7340/clevelandart.org	\$62.0 \$60.7	\$49.3	50.7%	77.3%	\$972,746.1	Creating transformative experiences through art, for all the people forever	William M. Griswold, director, CEO
10	The Musical Arts Association (The Cleveland Orchestra), Cleveland (216) 231-7300/clevelandorchestra.com	\$57.4 \$55.3	\$54.6	52.0%	83.7%	\$201,443.0	To provide inspirational experiences by serving the art of music at the highest level of artistic excellence	André Gremillet, executive director
11	Oriana House Inc., Akron (330) 535-8116/orianahouse.org	\$54.1 (1) \$53.0	\$51.1	2.0%	98.0%	(\$10,076.7)	Community corrections programs and chemical dependency treatment	James J. Lawrence, president, CEO
12	Coleman Professional Services, Kent (330) 673-1347/colemanservices.org	\$52.2 \$48.0	\$51.3	7.0%	88.0%	\$14,898.6	Behavioral health, addiction, rehabilitation, employment and residential programs for Ohioans	Nelson W. Burns, president, CEO
13	Judson Services Inc., Cleveland (216) 791-2004/judsonsmartliving.org	\$49.8 (1) \$49.8	\$48.7	90.0%	89.0%	\$25,757.0	A not-for-profit senior living organization serving Northern Ohio since 1906	Kendra J. Urdzik, president, CEO
14	Volunteers of America of Greater Ohio, Cleveland (440) 717-1500/voago.org	\$44.8 \$44.9	\$46.2	41.0%	81.0%	\$38,904.0	Spiritually based human services group providing social services that promote self-sufficiency and independence	Dennis J. Kresak, president, CEO
15	Positive Education Program, Cleveland (216) 361-4400/pepcleve.org	\$43.7 \$43.4	\$43.6	2.7%	88.8%	\$27,779.0	Helping troubled and troubling children learn and grow	Habeebah R. Grimes, CEO
16	Montefiore , Beachwood (216) 360-9080/montefiorecare.org	\$42.2 \$40.6	\$41.3	50.0%	89.0%	\$28,005.9	To provide health care and wellness services to aging seniors	Seth Vilensky, president, CEO
17	United Way of Greater Cleveland, Cleveland (216) 436-2100/unitedwaycleveland.org	\$42.1 \$43.3	\$37.9	92.0%	80.0%	\$22,058.0	To invest in education, health, basic needs and financial stability	August A. Napoli Jr., president, CEO
18	The Village Network, Wooster (800) 638-3232/thevillagenetwork.org	\$40.6 \$39.3	\$42.4	0.1%	79.8%	\$20,958.4	Work in partnerships empowering youth and families to build brighter futures	Richard Graziano, president, CEO
19	Eliza Jennings, Olmsted Township (216) 226-5000/elizajennings.org	\$35.0 \$36.6	\$38.6	59.0%	86.0%	NA	Offers a spectrum of services and choices for aging well	Richard M. Boyson Jr., president, CEO
20	Goodwill Industries of Greater Cleveland and East Central Ohio Inc., Canton (800) 942-3577/goodwillgoodskills.org	\$32.1 (1) \$34.9	\$33.5	93.5%	85.8%	\$15,556.2	To improve quality of life and employment opportunities for people in the communities we serve	Anne Richards, president, CEO
21	Emerald Development & Economic Network (EDEN) Inc., Cleveland (216) 961-9690 /edeninc.org	\$30.5 (1) \$29.9	\$30.9	15.3%	97.1%	\$20,359.2	To provide housing solutions to people facing the challenges of housing insecurities and homelessness	Elaine Gimmel, executive director
22	FrontLine Service, Cleveland (216) 623-6555/frontlineservice.org	\$28.3 \$27.2	\$27.2	10.0%	90.0%	\$2,000.0	Reaching out to end homelessness, prevent suicide and overcome trauma	Susan Neth, executive director
23	Koinonia Homes Inc., Independence (216) 588-8777/koinoniahomes.org	\$28.0 (1) \$27.8	\$29.2	1.0%	86.7%	\$2,046.2	To provide residential and day support, along with career services to individuals with developmental disabilities	Diane Beastrom, president, CEO
24	Jewish Family Service Association of Cleveland , Beachwood (216) 292-3999/jfsa-cleveland.org	\$27.8 \$28.2	\$30.1	48.0%	86.0%	NA	To help families find solutions to face life's challenges with confidence	Susan Bichsel, president, CEO
25	YMCA of Greater Cleveland, Cleveland (216) 344-0095/clevelandymca.org	\$26.1 (1) \$25.8	\$26.4	90.6%	88.4%	\$24,100.0	For youth development, healthy living and social responsibility	Timothy M. Hilk, president, CEO
26	Vocational Guidance Services, Cleveland (216) 431-7800/vgsjob.org	\$25.7 (1) \$26.1	\$26.9	30.0%	84.0%	\$16,909.1	To prepare people with barriers to employment for a brighter future	Robert Comben Jr., CE Susie Barragate, president (4)
27	Ideastream, Cleveland (216) 916-6100/ideastream.org	\$25.6 \$29.0	\$24.6	69.0%	82.0%	\$44,527.5	Multimedia information source aiming to illuminate the world around us	Kevin E. Martin, president, CEO
28	Rock & Roll Hall of Fame, Cleveland (216) 781-7625/rockhall.com	\$25.0 (1) \$24.1	\$36.2	90.0%	74.2%	\$111,784.7	To engage, teach and inspire through the power of rock & roll	Greg Harris, president, CEO
29	Jennings, Garfield Heights (216) 581-2900/jenningsohio.org	\$24.3 (1) \$22.7	\$23.2	60.0%	92.0%	\$18,730.0	A nonprofit providing Catholic-based continuum of care for seniors since 1942	Allison Q. Salopeck, president, CEO
30	CHN Housing Partners (formerly the Cleveland Housing Network), Cleveland (216) 574-7100/chnhousingparters.org	\$23.8 (1) \$31.8	\$32.5	53.0%	96.0%	\$24,808.6	Building strong families and vibrant neighborhoods through quality affordable housing	Robert S. Curry, executive director (5)
31	Altenheim Senior Living, Strongsville (440) 238-3361/altenheim.com	\$23.3 (1) \$19.8	\$20.5	36.7%	94.4%	\$25,553.3	A nonprofit life plan community offering senior services and programs	Paul Psota, CEO
32	Laurel Lake Retirement Community, Hudson (330) 650-0681/laurellake.org	\$23.0 (1) \$21.9	\$24.7	89.0%	89.0%	\$7,844.6	Helping adults lead lives filled with meaning, purpose and lifelong growth	David A. Oster, CEO
33	JumpStart Inc. (6), Cleveland (216) 363-3400/jumpstartinc.org	\$19.0 \$15.1	\$40.0	75.0% (7)	80.0%	\$36,962.9	Venture development organization helping diverse and ambitious entrepreneurs transform entire communities	Raymond T. Leach, CE
34	Benjamin Rose Institute on Aging, Cleveland (216) 791-8000/benrose.org	\$18.3 (1) \$15.3	\$16.9	24.0%	75.0%	\$140,136.0	To advance support for older adults and caregivers	Richard Browdie, president, CEO
35	Cleveland Museum of Natural History, Cleveland (216) 231-4600/cmnh.org	\$18.2 \$18.7	\$24.2	78.0%	73.0%	\$228,221.2	To inspire, through science and education, a passion for nature, conservation, health and sustainability	Sonia M. Winner, president, CEO
36	Ohio Aerospace Institute, Brook Park (440) 962-3000/oai.org	\$16.1 \$14.5	\$14.3	6.0%	92.0%	\$5,658.4	To enhance and expand Ohio's aerospace capabilities.	John Sankovic, president and CEO



Covia, formerly Fairmount Santrol and Unimin, is a leading provider of minerals and material solutions for the Industrial and Energy markets, with a broad array of high-quality products and the industry's most comprehensive and accessible distribution network. We believe in the power of long-term partnerships – built on integrity, reliability and an innovative solutions mindset – to deliver shared success.



THE LIST

Nonprofits Ranked by 2018 expenses

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THIS YEAR	ORGANIZATION	EXPENSES 2018 2017 (MILLIONS)	TOTAL REVENUE 2017 (MILLIONS)		INCOME FOR PROGRAM SERVICES	2017 FUND BALANCE (THOUSANDS)	PURPOSE	TOP EXECUTIVE
37	Eliza Bryant Village, Cleveland (216) 361-6141/elizabryant.org	\$15.9 (1) \$15.5	\$14.3	10.0%	82.0%	\$13,341.0	Health care, skilled nursing, adult daycare, transportation, rehabilitation and housing	Danny R. Williams, president, CEO
38	The Nord Center , Lorain (440) 233-7232/nordcenter.org	\$14.7 \$13.7	\$13.3	96.0%	90.0%	\$124.8	Providing mental health and emergency crisis services to Lorain County residents	Eric L. Morse, executive director
39	Akron Zoological Park , Akron (330) 375-2550/akronzoo.org	\$13.9 (1) \$12.0	\$14.0	49.9%	80.3%	\$72,902.2	To connect your life to wildlife while inspiring lifelong learning and conservation action	Doug Piekarz, president, CEO
40	Vantage Aging (formerly Mature Services Inc.), Akron (330) 253-4597 /vantageaging.org	\$12.5 \$12.8	\$12.4	4.0%	28.8%	\$1,537.2	Provide programs to empower economic, social, physical and mental well-being of adults as they age	Karen Hrdlicka, president, CEO
41	College Now Greater Cleveland , Cleveland (216) 241-5587/collegenowgc.org	\$12.2 \$12.5	\$12.3	74.0%	88.0%	\$15,328.5	To provide free college and career access services to Northeast Ohio students	Lee A. Friedman, CEO
42	Hunger Network of Greater Cleveland , Cleveland (216) 619-8155/HungerNetwork.org	\$12.2 (1) \$11.9	\$11.7	10.0%	95.0%	\$710.4	Provides emergency food, hot meals and health related services.	Jennifer Scofield, CEO
43	ASM International , Novelty (440) 338-5151/asminternational.org	\$12.0 (1) \$12.4	\$10.8	6.0%	100.0%	\$16,891.8	Society of professionals in applications/research of materials, supplying technical publications and education	William T. Mahoney, CEO
44	Cleveland Sight Center , Cleveland (216) 791-8118/clevelandsightcenter.org	\$11.0 (1) \$10.1	\$12.2	70.0%	82.0%	\$104,334.9	Services for people who are blind or have low vision	Lawrence Benders, president, CEO
45	Lutheran Metropolitan Ministry , Cleveland (216) 658-4638/lutheranmetro.org	\$10.6 (1) \$10.4	\$10.1	34.0%	86.3%	\$9,502.1	To promote shalom and justice through service and advocacy with those oppressed and forgotten	Andrew Genszler, president, CEO
46	UCP of Greater Cleveland, Cleveland (216) 791-8363/ucpcleveland.org	\$10.6 (1) \$10.7	\$11.0	25.0%	88.0%	\$9,953.7	Pediatric therapies, employment opportunities and adult day services for individuals with disabilities	Patricia S. Otter, president, CEO
47	Second Harvest Food Bank of North Central Ohio , Lorain (440) 960-2265/secondharvestfoodbank.org	\$10.2 \$11.5	\$11.3	78.9%	95.0%	\$7,646.9	Growing hope in our region by creating pathways to nutritious food.	Juliana Chase- Morefield, president, CEO
48	HELP Foundation Inc. , Euclid (216) 432-4810/helpfoundationinc.org	\$10.1 (1) \$8.4	\$8.6	1.0%	93.0%	\$11,686.0	Provides residential and support services to individuals with developmental disabilities	Tamara Honkala, president, CEO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Get the Excel list with more executives names and 10 years of data. Become a Data Member: CrainsCleveland.com/data

This list includes 501(c)3 nonprofits. Colleges, foundations and hospitals were excluded. Information is supplied by the organizations. Send all feedback to Chuck Soder: csoder@crain.com. Originally published Dec. 3, 2018.

(1) Projected; tax year ends on Dec. 31 (2) Christian Healthcare Ministries attributed the increase in 2018 expenses to growth of the organization and efforts to speed up how quickly it pays its members' medical bills. (3) The Centers for Families and Children formed a strategic partnership with Circle Health Services in November 2017, and now they operate as one organization. The 2017 figures are for the Centers for Families and Children only. (4) Barragate is slated to become president and CEO when Comben retires at the end of 2018. (5) Curry is scheduled to step down in June 2019; Kevin J. Nowak has been chosen to become the next executive director. (6) JumpStart is highlighted because the nonprofits is a premium Book of Lists sponsor. (7) Excludes investment income



In 2017-18, College Now:

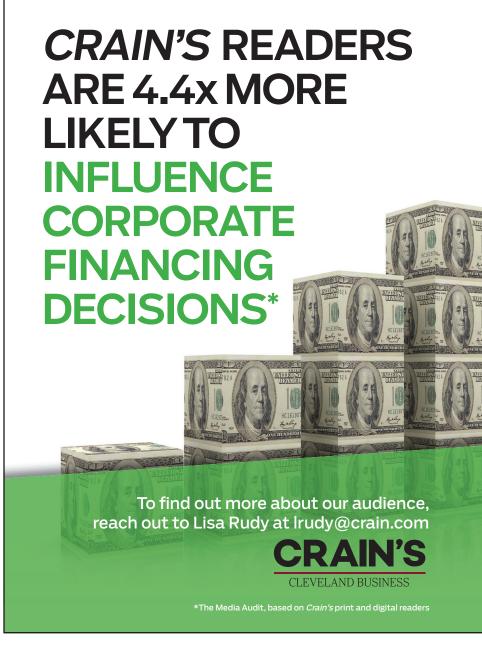
Provided FREE college and career access services to **29,000** individuals across Northeast Ohio.

Awarded **\$3.5 million** in need-based, renewable scholarships to **1,700** traditional students and adult learners.

Saved **1,350** individuals **\$116 million** in future student loan payments through our Student Loan Rescue Program.

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Turning Passion Into Purpose

WITH THE CLEVELAND FOUNDATION

Core Values in the Core City

JOANN AND BOB GLICK FOCUS ON TRANSFORMATION

JoAnn and Bob Glick are on a philanthropic mission: By giving to humanitarian causes close to home, they believe they can support the most vulnerable in our community and simultaneously underscore the need to bring large-scale philanthropic dollars to the core city.

"There is a need in the city of Cleveland greater than anyone could ever imagine," Bob said. "And we want our gifts to be transformative, not only in what they do, but in

shining a light on important programs and projects. If we're successful, it will prompt others to think about what they can do for the city and our residents."

Setting trends and taking care of people has been the fabric of their lives. Bob is the founder, former CEO and Chairman of Dots, LLC, a national specialty women's apparel chain offering fast fashion at exceptional prices. At the time of its sale in 2011, Dots operated 430 stores in 28 states and employed more than 5,000 people. Bob has been inducted into the Kent State University School of Fashion Design and Merchandising's Hall of Fame and serves on the boards of the Cleveland Foundation, University Hospital's Ahuia Medical Center and Alliance Solutions Group. He is also a member of the Activant Capital advisory board.

"Cleveland is our home, and our philanthropy is a way of giving back and saying 'thank you' to the residents who shopped in our stores and who worked in our stores, our office, and our distribution center," Bob said. "We appreciate all that they did."

JoAnn is a registered nurse and has been a very active volunteer in the community. She is currently on the board of ideastream and serves on the advisory committee for Quality and Safety Education for Nurses (QSEN) at the Frances Payne Bolton School of Nursing at Case Western Reserve University. Advocating for others is a natural extension of her community involvement.

"We bring different things to the table and balance each other out,"

"We're seeking a fresh

way to do things, and

creativity and results."

-Bob Glick

we want to support

JoAnn said. "Bob is taking more of an entrepreneurial approach like he did in business. As a community health professional, I have always been interested in optimizing the health of the community and the importance of evaluation to know

that what we do is really effective."

Defining a Strategy

The JoAnn and Robert Glick Family Fund of the Cleveland Foundation has quietly granted nearly \$2 million to local causes over the last decade. With awards ranging from \$250 up to \$250,000, gifts of many sizes are considered.

"In many cases, we're doing projects that are off the radar – projects where other people aren't giving," Bob said. "We're seeking a fresh way to do things, and we want to support creativity and results."

With a desire to elevate their already impactful philanthropy, the couple worked with the Cleveland Foundation to revamp their mission statement, explore new giving opportunities and increase their charitable investments.

"The foundation is a first-class organization filled with smart, caring people who have their hands on the pulse of the community," Bob said. "It's truly one of the top community foundations

in the country – we never would have considered working with anyone else."

In the future, the Glicks hope to focus on measurably improving the health and well-being of the Greater Cleveland community through the support and creation of impactful programs that focus primarily on women and children.

Making a Difference

Both Northeast Ohio natives, JoAnn and Bob fell in love after meeting on a blind date and have been married for more than 40 years. It was another chance encounter – an unplanned visit to the Children's Museum of Cleveland (CMC) in 2017 – that led them to one of their most recent and beloved projects.

"When you go in [the CMC], the look in the children's eyes, as well as the parent's, is like kids in a candy store," JoAnn said. "It's safe. It's clean. And the kids have the opportunity to play with so many things that they might not have anywhere else."

As parents of three and grandparents of five, JoAnn and Bob understood the potential of the museum and embraced it. The couple awarded



The Meadow exhibit, funded by the Glicks at the Children's Museum of Cleveland, offers a sensory-rich environment for infants, crawlers and early walkers.



JoAnn and Bob Glick at the Children's Museum of Cleveland where they've provided \$300,000 to support exhibits and community access in the past year.

\$250,000 for the creation of the Meadow, a sensory-rich environment for infants, crawlers and early walkers designed to nurture the parent/child relationship and promote exploration and learning. In November, the Glicks announced an additional \$50,000 gift to launch a pilot program that will extend free museum memberships to families in the nearby Central neighborhood.

The Glicks also recently committed a \$75,000 gift to The Refugee Response for a program to support teen refugees in the Cleveland Metropolitan School District (CMSD). "Teen Response" will be based at John Marshall High School and provide academic, emotional and cultural supports. The program is set to help teens being resettled in Cleveland stabilize or improve their school performance and build a plan for life after high school.

"This is extremely important work that is meaningful to our family, and we're pleased to be able to help fill a gap in programming," Bob said. "Our hope is that this pilot is successful at John Marshall and becomes a model that can be replicated at schools throughout CMSD and for other organizations across the country that are dealing with similar situations."

The Glicks believe the ripple effects of projects like the Meadow and Teen Response will be far-reaching.

"I think we're in a great place in Cleveland; and as you drive downtown, you see all the urban renewal that's going on – from midtown to downtown and beyond," JoAnn said. "It's an exciting time for Cleveland. People here really care about the community. We need to support programs from organizations with strong leadership, especially those for children. They are our most important asset, and if we just give them access to the education, services and health care that's needed, it would benefit not only the residents and the city, but also the region."

To learn more about The JoAnn and Robert Glick Family Fund, please contact the Cleveland Foundation Advancement team at 216-685-2006.

To learn more about giving through the Cleveland Foundation, please call 877-554-5054.

GROWING WITH PURPOSE FOR 105 YEARS

Established in 1914 as the world's first community foundation, the Cleveland Foundation has helped Greater Clevelanders turn their passion into purpose for more than a century. The foundation is Ohio's largest grantmaker and one of the largest community foundations in the country, with assets of \$2.5 billion and 2017 grants of more than \$101 million.

For more information on the Cleveland Foundation, please visit www.ClevelandFoundation.org and follow us at

Facebook.com/ClevelandFoundation or @CleveFoundation on Twitter and Instagram.



Largest Philanthropic Gifts of 2017 Ranked by gift amount

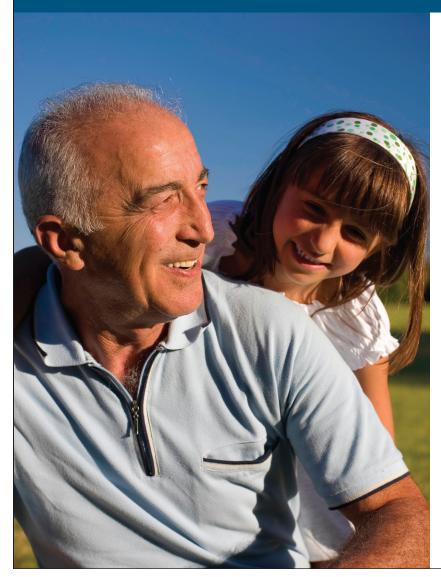


THIS YEAR	RECIPIENT	DONOR	GIFT AMOUNT (1)	2017 GIFT DATE	WHAT WILL THIS GIFT SUPPORT?	CONNECTION TO RECIPIENT	DEVELOPMENT CONTACT
1	JumpStart Inc. (2)	KeyBank Foundation	\$24,000,000 (3)	July 31	KeyBank Business Boost & Build program for small businesses in Ohio, upstate New York	Foundation donor	Kara Carter (216) 363-3400
2	Cleveland Clinic	Anonymous	\$23,000,000	May 1	Liver transplant research	Grateful patients	Lara Kalafatis (216) 445-8695
3	Case Western Reserve University	Bob and Brenda Aiken	\$20,000,000	March and April	The Aiken Strategic Initiative in education and research in the Department of Biomedical Engineering	Graduate (Bob Aiken)	Lawrence Gibson (216) 368-4352
3	University of Akron	Estate of Jean Hower Taber	\$20,000,000	October	Hower House and scholarships	Honorary alumna	Kimberly Cole (330) 972-7608
5	The Musical Arts Association (the Cleveland Orchestra)	Richard and Emily Smucker Family Foundation	\$15,000,000	July	Various programs	Board president (Richard Smucker)	Abby Mitchell (216) 231-7520
6	Cleveland Clinic	Anonymous	\$14,000,000	April 3	Image-guided surgery and research	Grateful patient	Lara Kalafatis (216) 445-8695
7	Cleveland Foundation (2)	Anonymous	\$10,157,730	Dec. 21	Donor advised fund	Donor	Kaye Ridolfi (216) 861-3810
8	Cleveland Clinic	Timken Foundation	\$10,000,000	March 3	Cole Eye Institute expansion	Foundation donor	Lara Kalafatis (216) 445-8695
8	Playhouse Square Foundation	KeyBank	\$10,000,000	June 17	Ticket and transportation subsidy for Cleveland Metropolitan School District trips to Playhouse Square	Longtime donor	Michelle Ryan Stewar (216) 640-8410
LO	The Musical Arts Association (the Cleveland Orchestra)	Estate of Jean Taber	\$9,000,000	August	Endowment, pension fund	Patron	Elizabeth Arnett (216) 231-7522
1	Akron Art Museum	John S. and James L. Knight Foundation	\$8,000,000	Sept. 28 (announced)	Expand programming and add to art collection	Foundation donor	NA NA
. 2	Case Western Reserve University	Anonymous	\$7,000,000	November	Strategic initiatives in education and research at the Case School of Engineering	Graduate	Lawrence Gibson
13	University Hospitals	Sara and Chris Connor	\$6,500,000	Dec.18	Connor Integrative Health Network	Friend	(216) 368-4352 Sherri Bishop (216) 983-2200
4	Cleveland Foundation (2)	Charles W. Wason Trust	\$6,319,279	Sept. 28	The Charles W. Wason Fund, to support Cornell University	Friend	Kaye Ridolfi (216) 861-3810
15	Case Western Reserve University	Anonymous	\$5,000,000	September	Education and research at the Case School of	Graduate	Lawrence Gibson
15	Cleveland Clinic	Anonymous	\$5,000,000	Jan. 1	Engineering Miller Family Heart & Vascular Institute	Grateful patient	(216) 368-4352 Lara Kalafatis
L5 L5	Cleveland Clinic	Anonymous	\$5,000,000	June 1	Cleveland Clinic, through Cosgrove Transformation	Grateful patient, trustee	(216) 445-8695 Lara Kalafatis
_	Summa Health	Gary B. and Pamela S. Williams	\$5,000,000	Oct. 20	Campaign Center for Breast Health (including naming rights)	Longtime physician (Gary	(216) 445-8695 Phylis Ferrara
.5	University Hospitals	Anonymous	\$5,000,000	May 31	University Hospitals	Williams) Friend	(330) 375-3159 Sherri Bishop
.5	University of Akron	Jim and Vanita Oelschlager	\$5,000,000	March	Oak Native American Museum, part of the Institute for	Honorary alumni	(216) 983-2200 Kimberly Cole
.5					Human Science and Culture	-	(330) 972-7608
21	Cleveland Clinic	Anonymous	\$4,000,000	June 1	Miller Family Heart & Vascular Institute	Grateful patient, trustee	Lara Kalafatis (216) 445-8695
22	Cleveland Foundation (2)	Anonymous	\$3,599,987	Dec. 20	Several donor advised funds	Donor	Kaye Ridolfi (216) 861-3810
23	Cleveland Clinic	Anonymous	\$3,300,000	Dec. 7	Taussig Cancer Institute, Cosgrove Transformation Campaign	Volunteer leaders	Lara Kalafatis (216) 445-8695
24	Cleveland Foundation (2)	Anonymous	\$3,009,181	Dec. 14	Supporting organization	Donor	Kaye Ridolfi (216) 861-3810
25	City of Youngstown Cleveland Clinic	Youngstown Foundation Jones Day Foundation	\$3,000,000	NA Nov. 21	Construction of new amphitheater Cleveland Clinic Children's expansion, Cosgrove	Foundation donor Foundation donor	NA Lara Kalafatis
25	John Carroll University	John and Mary Ann Mastrantoni	\$3,000,000	June 7	Transformation Campaign Scholarship, Magis Learning Commons	Graduate (John Mastrantoni)	(216) 445-8695 Doreen Riley
25		Aramark Global Business Services	\$3,000,000	June 6	Kent State of Wellness program fund and director	Vendor	(800) 736-2586 Leigh Greenfelder
25	Kent State University						(330) 672-7108
25	University of Akron	Ernest and Marianna Grotefend Estate	\$3,000,000	Aug. 28	Scholarships in the Department of Mechanical Engineering	Graduate (Ernest Grotefend)	Kimberly Cole (330) 972-7608
30	Cleveland Foundation (2)	Anonymous	\$2,998,913	Dec. 19	Donor advised fund	Donor	Kaye Ridolfi (216) 861-3810
31	Cleveland Clinic	Anonymous	\$2,600,000	Nov. 17	Cleveland Clinic, through Cosgrove Transformation Campaign	Grateful patients	Lara Kalafatis (216) 445-8695
31	Cleveland Foundation (2)	Anonymous	\$2,600,000	Dec. 29	Donor advised fund	Philanthropic partner	Kaye Ridolfi (216) 861-3810
33	Case Western Reserve University	Anonymous	\$2,500,000	November	To be determined	Graduate	Lawrence Gibson (216) 368-4352
33	Case Western Reserve University	Anonymous	\$2,500,000	November	School of Medicine scholarships	Graduate	Lawrence Gibson (216) 368-4352
33	Cleveland Clinic	Anonymous	\$2,500,000	June 16	Women's health in Florida	Community leader	Lara Kalafatis (216) 445-8695
33	Cleveland Museum of Natural History	Ames Family Foundation	\$2,500,000	Jan. 27	The Ames Family Curiosity Center, through CMNH Centennial Campaign	Trustee (Richard S. Ames)	Sheryl Hoffman (216) 231-4600 x324
33	Kent State University	Peg's Foundation (5)	\$2,500,000	June 16	Fashion School study away scholarships and endowed chair position	Foundation with long history of support	Leigh Greenfelder (330) 672-7108
33	Rock & Roll Hall of Fame	Stewart and Donna Kohl	\$2,500,000	October	Redesign of the Rock Hall	Board member (Stewart Kohl)	Caprice Bragg (216) 515-8404
39	Cleveland Clinic	Anonymous	\$2,400,000	Dec. 31	Research	Grateful patient	Lara Kalafatis (216) 445-8695
40	Akron Community Foundation	Anonymous (estate gift)	\$2,391,677	April 24	Unrestricted field-of-interest fund to support education and early learning	Professional advisor referral	Margaret Medzie (330) 436-5610
41	Case Western Reserve University	Anonymous	\$2,300,000	May	Colorectal cancer treatment research	Philanthropic group dedicated to cancer research	Lawrence Gibson (216) 368-4352
	Case Western Reserve University	Anonymous	\$2,250,000	August	Endowed professorship in the School of Medicine	Friend	Lawrence Gibson (216) 368-4352

THIS			GIFT	2017 GIFT			DEVELOPMENT
YEAR	RECIPIENT	DONOR	AMOUNT (1)	DATE	WHAT WILL THIS GIFT SUPPORT?	CONNECTION TO RECIPIENT	CONTACT
43	Hiram College	Dean Scarborough and Janice Bini	\$2,148,956	Feb. 13	Tech and Trek program	Graduate, board chairman (Dean Scarborough)	Jennifer Schuller (330) 569-5839
44	Kent State University	Estate of Joseph S. Stevens	\$2,100,000	June 30	College of Business Administration scholarship	Graduate	Leigh Greenfelder (330) 672-7108
45	The MetroHealth System	Miguel Zubizarreta	\$2,050,000	June	Construction and furnishing of the MetroHealth Zubizarreta House	ThinkTank judge, previous donor	Kate Brown (216) 778-7509
46	Case Western Reserve University	Anonymous	\$2,000,000	December	Endowed professorship in the School of Medicine	Friend	Lawrence Gibson (216) 368-4352
46	Case Western Reserve University	Anonymous	\$2,000,000	June	Education and research at the Case School of Engineering	Graduate	Lawrence Gibson (216) 368-4352
46	Case Western Reserve University	Anonymous	\$2,000,000	March	Endowed professorship in the School of Medicine	Friend	Lawrence Gibson (216) 368-4352
46	Case Western Reserve University, Cleveland Clinic	Callahan Foundation	\$2,000,000	July	Health Education Campus	Case graduate and trustee (Timothy J. Callahan)	Lawrence Gibson (216) 368-4352 Lara Kalafatis (216) 445-8695
46	Case Western Reserve University, Cleveland Clinic	Charles John and Kathleen Koch	\$2,000,000	September	Health Education Campus	Trustee	Lawrence Gibson (216) 368-4352 Lara Kalafatis (216) 445-8695
46	Cleveland Clinic	Anonymous	\$2,000,000	July 24	Taussig Cancer Institute, Cosgrove Transformation Campaign	Grateful patient, trustee	Lara Kalafatis (216) 445-8695
46	Cleveland Clinic	Anonymous	\$2,000,000	March 7	Digestive disease research	Grateful patient	Lara Kalafatis (216) 445-8695
46	Cleveland Clinic	Anonymous	\$2,000,000	Aug. 9	Orthopaedic surgery in Florida	Grateful patients	Lara Kalafatis (216) 445-8695
46	Cleveland Clinic	Anonymous	\$2,000,000	June 23	Simulation laboratory	Community leader	Lara Kalafatis (216) 445-8695
46	Cleveland Clinic	Anonymous	\$2,000,000	Jan. 23	Cancer research, education, patient support	Grateful patient	Lara Kalafatis (216) 445-8695
46	Cleveland Foundation (2)	Stewart and Donna Kohl	\$2,000,000	Dec. 15	Stewart and Donna Kohl Fund, a donor advised fund	Donor	Kaye Ridolfi (216) 861-3810
46	Kent State University	Earl Keith Miller and Marlene M. Wicherski	\$2,000,000	July 20	Endowed professorship in neuroscience, scholarships related to neuroscience, psychology and biology	Graduate (Earl Miller)	Leigh Greenfelder (330) 672-7108
46	The Musical Arts Association (the Cleveland Orchestra)	Alexander and Sarah Cutler Family Foundation	\$2,000,000	October	Pension fund	Board member (Alexander Cutler)	Abby Mitchell (216) 231-7520
46	University Hospitals	Anonymous	\$2,000,000	Sept. 5	University Hospitals	Friend	Sherri Bishop (216) 983-2200
46	University School	Anonymous	\$2,000,000	December	University School's highest priorities	Alumnus, parent	Jonathan Bridge (216) 292-2152
61	Cleveland Foundation (2)	Anonymous	\$1,996,297	Jan. 5	Donor advised fund	Donor	Kaye Ridolfi (216) 861-3810
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Whether we are feeding the hungry, comforting the sick, or caring for the elderly, our Jewish values inspire us to help people in need. **Now is the time** to donate appreciated securities, create or add to a Donor Advised Fund or make a distribution from an IRA to the Jewish Federation of Cleveland. To realize potential tax benefits in 2018, act on these opportunities by December 31st*.

Take an active role in helping meet needs in the Jewish and general communities, today and in the future.

> For more information, contact Carol F. Wolf at 216-593-2805 or cwolf@jcfcleve.org.

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www.jewishclevelandgifts.org

THE LIST

Largest Philanthropic Gifts of 2017 Ranked by gift amount



THIS YEAR	RECIPIENT	DONOR	GIFT AMOUNT (1)	2017 GIFT DATE	WHAT WILL THIS GIFT SUPPORT?	CONNECTION TO RECIPIENT	DEVELOPMENT CONTACT
62	Cleveland State University	Jack, Joseph and Morton Mandel Foundation	\$1,994,267	May 19	Jack, Joseph and Morton Mandel Continuing Scholars Program	Foundation donor	Berinthia LeVine (216) 523-7275
63	Cleveland Clinic	Anonymous	\$1,980,000	Dec. 1	Cleveland Clinic, through Cosgrove Transformation Campaign	Alumni, grateful patient	Lara Kalafatis (216) 445-8695
64	Cleveland Clinic	Anonymous	\$1,900,000	April 17	Orthopaedic surgery	Community leader	Lara Kalafatis (216) 445-8695
65	Akron Community Foundation	Mobile Meals Inc.	\$1,874,742	Sept. 21	To assist in every manner, the performance of all functions of Mobile Meals Inc.	Local nonprofit	Margaret Medzie (330) 436-5610
66	University Hospitals	Anonymous	\$1,762,887	Oct. 13	Regional Medical Centers	Friend	Sherri Bishop (216) 983-2200
67	University Hospitals	Centers for Dialysis Care's Leonard C. Rosenberg Renal Research Foundation	\$1,750,000	Jan. 9	Kidney disease	Friend	Sherri Bishop (216) 983-2200
68	University Hospitals	Anonymous	\$1,727,350	Dec. 20	Regional Medical Centers	Friend	Sherri Bishop (216) 983-2200
69	Barberton Community Foundation	Anonymous (bequest)	\$1,615,500	Oct. 17	General fund	Live and worked in Barberton	Jim Stonkus (330) 745-5995
70	Cleveland Clinic	Anonymous	\$1,530,000	June 23	Prostate cancer research	Grateful patients	Lara Kalafatis (216) 445-8695
71	Case Western Reserve University	Edwin M. Salkeld Jr.	\$1,500,000	September	Innovation and education at the Larry Sears and Sally Zlotnick Sears think[box]	Graduate	Lawrence Gibson (216) 368-4352
71	Kent State University	David A. and Audrey Cielinski Kessler	\$1,500,000	May 23	Professorship and speaker series in peace and conflict studies, professorship in forensics, oboe scholarship	Faculty member (David Kessler)	Leigh Greenfelder (330) 672-7108
71	Mercy Health – Lorain Hospital	Elisabeth Severance Prentiss Foundation	\$1,500,000	May	Construction of a medical office building at Mercy Allen Hospital in Oberlin	Historical family connection	Theresa Golightley (440) 960-3545
71	Notre Dame College	Geier and Goetz families	\$1,500,000	January	Marie Goetz Geier professorships for STEM education	Family of late alumna	Shawna Whitlock (216) 373-5335
71	University Hospitals	Alexander and Sarah Cutler	\$1,500,000	Nov. 27	Men's health	Friend	Sherri Bishop (216) 983-2200
71	University Hospitals	Anonymous	\$1,500,000	May 30	Sports medicine	Friend	Sherri Bishop (216) 983-2200

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Donations to religious groups are not included. Source: gift recipients and Crain's research. (1) Gift dollar figures in some cases include commitments to make future donations. (2) These gifts are highlighted because the footnoted organizations are premium Book of Lists sponsors. (3) To be awarded over four years (4) Donor had given a total of \$18 million to this purpose as of February 2018. (5) Formerly The Margaret Clark Morgan Foundation



To earn the Barron's Top 50 Institutional Consultants recognition, the teams in the ranking were evaluated on a range of criteria, including institutional investment assets overseen by the team, the revenue generated by those assets, the number of clients served by the team, and the number of team members and their regulatory records. Also considered were the advanced professional designations and accomplishments represented on the team. Wells Fargo Advisors is a trade name used by Wells Fargo Clearing Services, LLC, Member SIPC, a registered broker-dealer and non-bank affiliate of Wells Fargo & Company. © 2017 Wells Fargo Advisors. All rights reserved. 0718–04413 | Investment and Insurance Products: NOT FDIC Insured NO Bank Guarantee NOBANK Guarantee

Largest Grantmaking Foundations Ranked by grants awarded in 2017



THIS YEAR	FOUNDATION	GRANTS AWARDED (MILLIONS) 2017/2016	ASSETS (MILLIONS) 2017	LARGEST GRANT 2017	SMALLEST GRANT 2017	LARGEST GRANTS	FOUNDED/ LOCAL STAFF (1)	TOP LOCAL
1	Cleveland Foundation (2) 1422 Euclid Ave., Suite 1300, Cleveland (216) 861-3810/clevelandfoundation.org	\$101.0 \$93.6	\$2,451.0	\$3,100,000	\$250	Neighborhood Connections, Case Western Reserve University, ideastream, Cleveland Metropolitan School District	1914 78	Ronald B. Richard, president, CEO
2	KeyBank Foundation 127 Public Square, Cleveland (216) 689-7397/www.key.com/foundation	\$27.7 \$15.6	\$8.6	\$24,000,000	\$500	JumpStart Inc., PlayhouseSquare Foundation, University Hospitals Health System Inc., Cleveland Clinic Foundation	1969 5	Margot James Copeland, chair
3	The George Gund Foundation 45 Prospect Ave. W., Suite 1845, Cleveland (216) 241-3114/gundfoundation.org	\$22.4 \$22.5	\$564.7	\$2,000,000	\$2,500	Foundation Fighting Blindness, Cleveland Metropolitan School District, Case Western Reserve University, Coalition on Homelessness and Housing in Ohio	1952 12	David T. Abbott, executive director
4	Akron Community Foundation 345 W. Cedar St., Akron (330) 376-8522/akroncf.org	\$13.3 \$11.4	\$219.0	\$85,000	\$50	Building for Tomorrow, City of Akron Neighborhood Partnership Program, Child Guidance and Family Solutions, Boys and Girls Club of the Western Reserve	1955 19	John T. Petures Jr., president, CEO
5	Stark Community Foundation 400 Market Avenue North, Suite 200, Canton (330) 454-3426/starkcf.org	\$9.7 \$13.2	\$282.5	\$428,214	\$100	John H. and Evelyn L. Ashton Preservation Association, Friends of Stark Parks, United Way of Greater Stark County, National First Ladies Library	1963 13	Mark J. Samolczyk, president, CEO
6	Nordson Corporation Foundation 28601 Clemens Road, Westlake (440) 892-1580/nordson.com	\$9.5 \$8.7	\$27.1	\$300,000	\$1,500	College Now, Breakthrough Schools, Invent Now!, Food Bank for Larimer County	1988 4	Cecilia H. Render, executive director
7	Eaton Charitable Fund 1000 Eaton Blvd., Cleveland (440) 523-5000/eaton.com	\$9.4 \$9.2	NA	\$625,000	\$5,000	United Way, Salvation Army	1953 NA	Taras G. Szmagala Jr., SVP, Public & Community Affairs
8	Saint Luke's Foundation of Cleveland 11327 Shaker Blvd., Suite 600W, Cleveland (216) 431-8010/saintlukesfoundation.org	\$8.4 \$8.5	\$178.3	\$480,000	\$600	Cleveland Neighborhood Progress, Legal Aid Society of Cleveland, Greater Cleveland Food Bank, The Food Trust	1997 11	Anne C. Goodman, president, CEO
9	The Kelvin & Eleanor Smith Foundation 30100 Chagrin Blvd., Suite 150, Cleveland (216) 591-9111/kesmithfoundation.org	\$7.4 \$6.7	\$167.9	\$2,000,000	\$5,000	Hawken School, Case Western Reserve University, Playhouse Square, Cleveland Museum of Art	1955 2	Ellen Stirn Mavec, chairman, president
10	Nord Family Foundation 747 Milan Ave., Amherst (440) 984-3939/nordff.org	\$7.1 \$6.5	\$167.6	\$300,000	\$50	Second Harvest Food Bank, Oberlin Center for the Arts, Mercy Foundation of Lorain County and Lorain County Health & Dentistry	1988 6	John Mullaney, executive director
11	Parker Hannifin Foundation 6035 Parkland Blvd., Mayfield Heights (216) 896-3000/parker.com	\$7.0 \$7.0	\$0.0	NA	NA	Not disclosed	1953 0	Thomas L. Williams, chairman, CEO
12	Mt. Sinai Health Care Foundation 11000 Euclid Ave., Cleveland (216) 421-5500/mtsinaifoundation.org	\$7.0 \$7.2	\$155.1	\$1,650,737	\$250	Jewish Federation of Cleveland, Case Western Reserve University School of Medicine, Cleveland Clinic, Cuyahoga County Board of Health	1994 6	Mitchell Balk, presiden
13	The Youngstown Foundation P.O. Box 1162, Youngstown (330) 744-0320/youngstownfoundation.org	\$6.6 \$6.2	\$114.9	\$1,000,000	\$5,000	Youngstown amphitheater, Public Library of Youngstown and Mahoning County, Potential Development School, Walnut Grove Field of Opportunity	1918 2	Janice E. Strasfeld, executive director
14	Char and Chuck Fowler Family Foundation 5885 Landerbrook Drive, Suite 300 c/o Cornerstone Family Offices, Mayfield Heights (216) 906-4578/fowlerfamilyfdn.org	\$6.3 \$7.5	\$32.5	\$1,050,000	\$1,000	University Hospitals, Case Western Reserve University, Cleveland Museum of Art, LAND Studio	2003	Chuck Fowler, president
15	GAR Foundation 277 E. Mill St., Akron (330) 576-2926/garfoundation.org	\$6.1 \$6.2	\$169.1	\$333,333	\$60	Fund for Our Economic Future, United Way of Summit County, Summit Education Initiative, Akron Public Schools	1967 6	Christine Amer Mayer, president
16	In His Steps Foundation P.O. Box 11, Twinsburg (330) 528-1785/ihsfound.org	\$6.1 \$5.1	\$31.0	\$499,992	\$150	Cru, Christian Broadcasting Network, Maranatha Bible Church, Westside Christian Academy	1998 2	Robert S. Cathcart, executive director
17	Community Foundation of Lorain County 9080 Leavitt Road, Elyria (440) 984-7390/peoplewhocare.org	\$6.0 \$5.9	\$137.8	\$783,679	\$50	Mercy Foundation of Lorain County, Lorain County Metropolitan Park District, Common Ground, Lorain County Alcohol and Drug Abuse Services	1980 11	Cynthia Andrews, president, CEO
18	Burton D. Morgan Foundation 22 Aurora St., Hudson (330) 655-1660/bdmorganfdn.org	\$5.2 \$7.2	\$167.6	\$350,000	\$600	Case Western Reserve University, Kent State University Foundation, Lorain County Community College Foundation, Western Reserve Historical Society	1967 8	Deborah D. Hoover, president, CEO
19	Case Alumni Foundation 10900 Euclid Ave., Cleveland (216) 231-4567/casealum.org	\$5.1 \$4.1	\$71.1	\$2,000,000	\$500	Case School of Engineering and College of Arts & Sciences at Case Western Reserve University	2004 9	Stephen Zinram, executive director
20	Community West Foundation 800 Sharon Drive, Suite C, Westlake (440) 360-7370/communitywestfoundation.org	\$4.8 \$4.7	\$120.5	\$713,677	\$5	Fairview Hospital, Lutheran Hospital, Greater Cleveland Food Bank, North Coast Health	1997 8	David T. Dombrowiak, president, CEO
21	Peg's Foundation (formerly The Margaret Clark Morgan Foundation) 10 W. Streetsboro St., Suite 200, Hudson (330) 655-1366/pegsfoundation.org	\$3.5 \$4.0	\$101.0	\$350,000	\$7,500	Northeast Ohio Medical University, Kent State University, Active Minds, National Alliance on Mental Illness affiliates	2001	Rick Kellar, president
22	The Raymond John Wean Foundation 147 W. Market St., Warren (330) 394-5600/rjweanfdn.org	\$3.3 \$2.3	\$84.5	\$1,050,000	\$500	Youngstown Neighborhood Development Corp., Trumbull Neighborhood Partnership, Ohio Transformation Fund, Revitalize Home Mortgage	1949 5	Jennifer E. Roller, president
23	Martha Holden Jennings Foundation 1228 Euclid Ave., Suite 240, Cleveland (216) 589-5700/mhjf.org	\$3.3 \$3.5	\$71.5	\$65,000	\$666	Literacy Cooperative of Greater Cleveland, Cleveland Clinic, YMCA, Cleveland Play House	1959 4	Daniel J. Keenan, executive director
24	Sisters of Charity Foundation of Cleveland (2) 2475 E. 22nd St., fourth floor, Cleveland (216) 357-4460/socfcleveland.org	\$3.2 \$2.7	\$101.9	\$150,000	\$50	Ursuline Sisters of Cleveland, St. Vincent Charity Medical Center, Enterprise Community Partners, YWCA Greater Cleveland	1996 11	Susanna H. Krey, president
25	The Lubrizol Foundation 29400 Lakeland Blvd., Wickliffe (440) 347-1797/lubrizol.com	\$3.2 \$3.1	\$16.4	\$212,250	\$260	United Way of Greater Cleveland, United Way of Lake County, MetroHealth Foundation, United Way of Greater Houston	1952 2	J. Mark Sutherland, president
26	Reinberger Foundation 30000 Chagrin Blvd., Suite 300, Cleveland (216) 292-2790/reinbergerfoundation.org	\$3.2 \$3.0	\$74.5	\$300,000	\$3,000	Salvation Army of Greater Cleveland, Providence House, Fund for Our Economic Future, Community Shelter Board (Columbus)	1968 1	Karen R. Hooser, president
27	Barberton Community Foundation 460 W. Paige Ave., Barberton (330) 745-5995/barbertoncf.org	\$2.9 \$2.9	\$84.5	\$55,000	\$200	College Now Greater Cleveland	1996 5	Patti Cleary, interim executive director

Largest Grantmaking Foundations Ranked by grants awarded in 2017



THIS YEAR	FOUNDATION	GRANTS AWARDED (MILLIONS) 2017/2016	ASSETS (MILLIONS) 2017	LARGEST GRANT 2017	SMALLEST GRANT 2017	LARGEST GRANTS	FOUNDED/ LOCAL STAFF (1)	TOP LOCAL EXECUTIVE
28	The Hoover Foundation 400 Market Ave. N., Suite 210, Canton (330) 458-0143	\$2.7 NA	\$56.0	\$315,000	\$100	United Way of Stark County, Pro Football Hall of Fame, Arts in Stark, North Canton City Schools	1946 0	Lawrence R. Hoover, chairman
29	John Huntington Fund for Education 3201 Enterprise Pkwy., Suite 140, Cleveland (216) 321-7185	\$2.5 \$2.5	\$34.4	\$765,000	\$33,333	Case Western Reserve University, College Now, John Carroll University, Ursuline College	1954 1	Peter W. Adams, president
30	Eva L. and Joseph M. Bruening Foundation 1422 Euclid Ave., Suite 966, Cleveland (216) 621-2632/brueningfoundation.org	\$2.4 \$2.4	\$63.4	\$300,000	\$2,500	MetroHealth Foundation Nurse-Family Partnership; Cleveland Public Library early literacy training; Literacy Cooperative; PRE4CLE	1987 4	Cristin N. Slesh, executive director
31	The Kent H. Smith Charitable Trust 1375 E. 9th St., Suite 900, Cleveland (216) 696-4200	\$2.3 \$4.3	NA	\$333,334	\$1,000	Group Plan Commission, Cleveland Zoological Society, Downtown Cleveland Alliance, Fund for Our Economic Future	2005	Phillip A. Ranney, secretary, trustee
32	Sisters of Charity Foundation of Canton (2) 400 Market Ave. N., Suite 300, Canton (330) 454-5800/scfcanton.org	\$2.2 NA	\$100.9	\$270,237	\$500	Early Childhood Resource Center, Refuge of Hope, Goodwill Industries of Greater Cleveland & East Central Ohio Inc., Child and Adolescent Behavioral Health	1996 5	Joni T. Close, president
33	John P. Murphy Foundation 1660 W. 2nd St., Suite 800, Cleveland (216) 623-4770/murphykulas.org	\$2.0 \$1.4	\$54.4	\$250,000	\$1,200	St. Edward High School, Great Lakes Theater Festival, United Way, Western Reserve Historical Society	1960 4	Nancy W. McCann, president, treasurer
34	Fairmount Santrol Foundation (2) 3 Summit Park Drive, Suite 700, Independence (440) 279-0245/CoviaCorp.com	\$1.9 \$1.5	\$11.0	\$50,000	\$20	The Alzheimer's Association, United Way, Cleveland Central Catholic, Western Reserve Land Conservancy	2008	Jenniffer D. Deckard, president, CEO
35	The Stocker Foundation 1005 N. Abbe Road, SP200, Elyria (440) 366-4884/stockerfoundation.org	\$1.8 \$1.8	\$50.2	\$80,000	\$50	Boys & Girls Clubs of Lorain County	1979 2	Patricia O'Brien, executive director
36	Kulas Foundation 1660 W. 2nd St., Suite 800, Cleveland (216) 623-4770/murphykulas.org	\$1.7 \$1.5	\$42.6	\$165,000	\$1,500	Musical Arts Association, Cleveland Institute of Music, Case Western Reserve University, Salvation Army of Greater Cleveland	1937 4	NA
37	Deaconess Foundation 7575 Northcliff Ave., Suite 203, Brooklyn (216) 741-4077/deaconessfdn.org	\$1.5 NA	\$52.0	\$360,000	\$35,000	Youth Opportunities Unlimited, Towards Employment, Centers for Families & Children	1997 3	Deborah Vesy, president, CEO
38	Abington Foundation 1422 Euclid Ave., Suite 966, Cleveland (216) 621-2901/fmscleveland.com/abington	\$1.2 \$1.3	\$34.5	\$75,000	\$3,000	Bard Early College Cleveland-East; Western Reserve Historical Society Cleveland Starts Here exhibit; Youth Opportunities Unlimited	1983 4	Allen H. Ford, trustee

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Information is supplied by the foundations. Send feedback to Chuck Soder: csoder@crain.com. Originally published Oct. 15, 2018.

(1) Full-time equivalent as of June 30, 2018 (2) These foundations are highlighted because they are premium Book of Lists sponsors or are affiliate with premium sponsors.

THE LIST

Largest Colleges and Universities Ranked by fall 2018 full-time equivalent enrollment on Northeast Ohio campuses

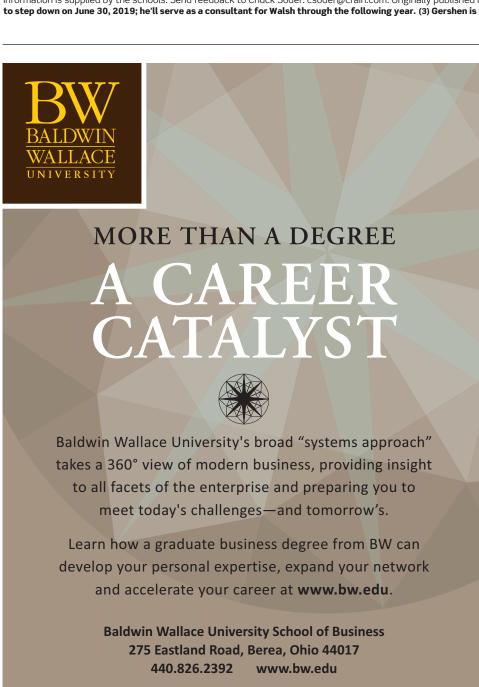


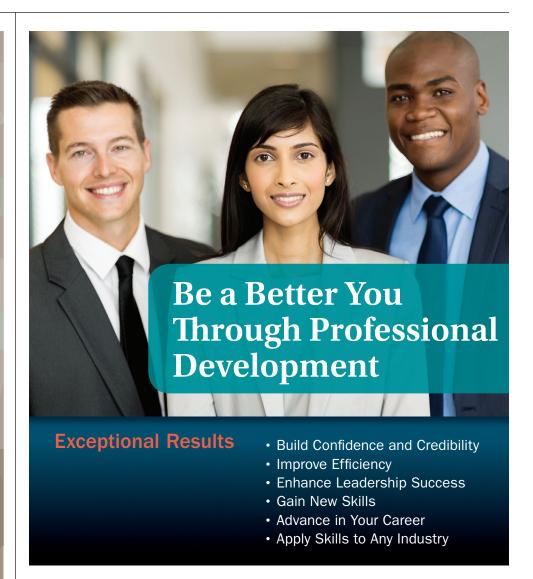
		LOCAL FTE ENROLLMENT								
THIS YEAR	COLLEGE OR UNIVERSITY	FALL 2018/ 2017	% CHANGE	STUDENT: FACULTY RATIO	ANNUAL TUITION/ ROOM & BOARD	% ENROLLMENT UNDERGRAD/ GRADUATE	TYPE OF INSTITUTION/AFFILIATION	OPERATING BUDGET (MILLIONS)/ YEAR FOUNDED	ENDOWMENT (MILLIONS)	PRESIDENT
1	Kent State University P.O. Box 5190, Kent 44242 (330) 672-3000/kent.edu	29,118 30,081	-3.2%	20:1	\$10,756.0 \$11,362.0	84.1% 15.9%	4 year public	\$644.6 1910	\$138.1	Beverly J. Warren (1)
2	University of Akron 302 Buchtel Common, Akron 44325 (330) 972-7111/uakron.edu	16,735 18,251	-8.3%	19:1	\$9,216.0 \$12,200.0	85.0% 15.0%	4 year public	\$368.6 1870	\$195.7	John C. Green (interim)
3	Cuyahoga Community College 700 Carnegie Ave., Cleveland 44115 (216) 987-6000/tri-c.edu	12,824 13,213	-2.9%	18:1	\$3,436.2 NA	100.0% 0.0%	2 year public	\$244.3 1963	\$73.1	Alex Johnson
4	Cleveland State University 2121 Euclid Ave., Cleveland 44115 (216) 687-2000/csuohio.edu	12,759 12,817	-0.5%	18:1	\$10,460.0 \$12,670.0	75.0% 25.0%	4 year public	\$279.9 1964	\$84.0	Harlan M. Sands
5	Case Western Reserve University 10900 Euclid Ave., Cleveland 44106 (216) 368-2000/case.edu	11,072 10,917	1.4%	11:1	\$48,604.0 \$15,190.0	44.0% 56.0%	4 year private	\$1,156.0 1826	\$1,886.8	Barbara R. Snyder
6	Youngstown State University One University Plaza, Youngstown 44555 (330) 941-3000/ysu.edu	10,566 10,432	1.3%	14:1	\$8,087.3 NA	90.8% 9.2%	4 year public	NA 1908	NA	James Tressel
7	Stark State College 6200 Frank Ave. N.W., Canton 44720 (330) 494-6170/starkstate.edu	5,915 6,132	-3.5%	21:1	\$4,070.4 NA	100.0% 0.0%	2 year public	\$62.6 1960	\$6.9	Para M. Jones
8	Lorain County Community College 1005 N. Abbe Road, Elyria 44035 (800) 995-5222/lorainccc.edu	5,752 6,175	-6.9%	18:1	\$3,485.0 NA	100.0% 0.0%	2 year public	\$69.4 1963	\$50.6	Marcia J. Ballinger
9	Lakeland Community College 7700 Clocktower Drive, Kirtland 44094 (440) 525-7000/lakelandcc.edu	3,852 4,259	-9.6%	16:1	\$3,863.0 NA	100.0% 0.0%	2 year public	\$59.8 1967	\$0.4	Morris W. Beverage
10	Ashland University 401 College Ave., Ashland 44805 (419) 289-4142/ashland.edu	3,520 3,743	-6.0%	13:1	\$20,332.0 \$9,942.0	70.0% 30.0%	4 year private	\$105.1 1878	\$45.6	Carlos Campo
11	John Carroll University 1 John Carroll Blvd., University Heights 44118 (216) 397-1886/jcu.edu	3,488 3,471	0.5%	13:1	\$41,340.0 \$11,874.0	93.0% 7.0%	4 year private	\$84.0 1886	\$225.8	Michael D. Johnson

		LOCAL FTE	ENROLLMENT							
THIS YEAR	COLLEGE OR UNIVERSITY	FALL 2018/ 2017	% CHANGE	STUDENT: FACULTY RATIO	ANNUAL TUITION/ ROOM & BOARD	% ENROLLMENT UNDERGRAD/ GRADUATE	TYPE OF INSTITUTION/AFFILIATION	OPERATING BUDGET (MILLIONS)/ YEAR FOUNDED	ENDOWMENT (MILLIONS)	PRESIDENT
12	Baldwin Wallace University 275 Eastland Road, Berea 44017 (440) 826-2900/bw.edu	3,383 3,471	-2.5%	11:1	\$32,586.0 \$9,554.0	84.0% 16.0%	4 year private	\$131.4 1845	\$174.8	Robert C. Helmer
13	Oberlin College 38 E. College St., Oberlin 44074 (440) 775-8460/oberlin.edu	2,802 2,838	-1.3%	9:1	\$54,346.0 \$16,338.0	99.0% 1.0%	4 year private	\$162.8 1833	\$887.0	Carmen Ambar
14	Walsh University 2020 E. Maple St. N.W., North Canton 44720 (330) 490-7090/walsh.edu	2,180 2,221	-1.8%	13:1	\$28,480.0 \$11,045.0	73.5% 26.5%	4 year private	\$78.7 1960	\$27.4	Richard Jusseaume (2)
15	University of Mount Union 1972 Clark Ave., Alliance 44601 (800) 992-6682/mountunion.edu	2,088 2,062	1.3%	13:1	\$30,460.0 NA	92.0% 8.0%	4 year private	NA 1846	NA	Richard Merriman
16	The College of Wooster 1189 Beall Ave., Wooster 44691 (330) 263-2000/wooster.edu	2,001 1,993	0.4%	11:1	\$49,810.0 \$11,850.0	100.0% 0.0%	4 year private	NA 1866	NA	Sarah Bolton
17	Malone University 2600 Cleveland Ave. NW, Canton 44709 (330) 471-8100/malone.edu	1,441 1,483	-2.8%	12:1	\$29,900.0 \$9,500.0	76.7% 23.3%	4 year private	\$28.8 1892	\$19.1	David A. King
18	Notre Dame College 4545 College Road, South Euclid 44121 (216) 381-1680/notredamecollege.edu	1,420 1,574	-9.8%	14:1	\$29,460.0 \$9,980.0	92.0% 8.0%	4 year private	NA 1922	NA	Thomas G. Kruczek
19	Bowling Green State University - Firelands One University Drive, Huron 44839 (419) 433-5560/firelands.bgsu.edu	1,303 1,269	2.6%	20:1	\$4,706.4 NA	100.0% 0.0%	2 year public	NA 1966	NA	Andrew Kurtz
20	Lake Erie College 391 W. Washington St., Painesville 44077 (440) 296-1856/lec.edu	1,172 1,199	-2.3%	16:1	\$29,986.0 \$9,908.0	83.4% 16.6%	4 year private	NA 1856	NA	Brian D. Posler
21	Hiram College 11715 Garfield Road, Hiram 44234 (330) 569-3211/hiram.edu	974 978	-0.4%	12:1	\$34,008.0 \$10,290.0	98.9% 1.1%	4 year private	\$29.1 1850	\$73.4	Lori E. Varlotta
22	Northeast Ohio Medical University 4209 State Route 44, Rootstown 44272 (330) 325-2511/neomed.edu	964 951	1.4%	NA	\$40,500.0 NA	0.0% 100.0%	4 year public	\$63.5 1973	\$20.1	Jay Alan Gershen (3)
23	Ursuline College 2550 Lander Road, Pepper Pike 44124 (440) 449-4200/ursuline.edu	734 721	1.8%	8:1	\$32,070.0 \$10,776.0	59.0% 41.0%	4 year private	\$30.0 1871	\$46.3	Christine De Vinne

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM) AND KASEY HARIMAN (KHARIMAN@CRAIN.COM)

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Private and Parochial High Schools Ranked by fall 2018 enrollment



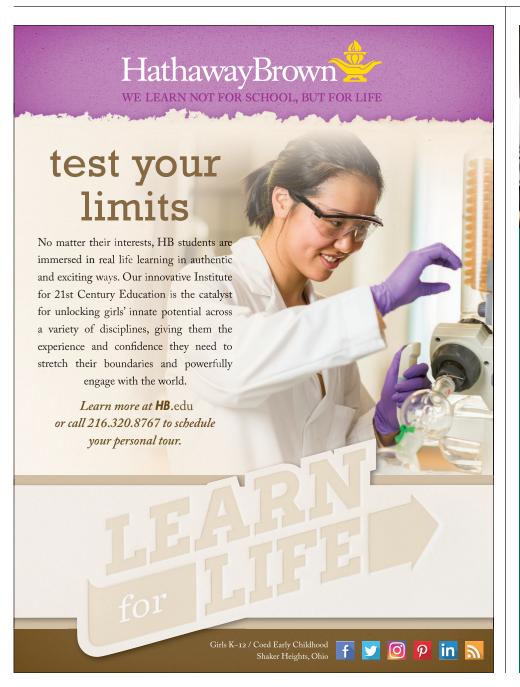
THIS		FALL 2018	AVERAGE TUITION BEFORE AID/	TYPE/	FACULTY		4-YEAR	YEAR FOUNDED/ ENDOWMENT		
YEAR		ENROLLMENT	AFTER AID	ROOM & BOARD	RATIO	DEGREE	COLLEGE	(MILLIONS)	RELIGIOUS?	HEAD OF SCHOOL The Pow Payment P. Guine, president
1	Saint Ignatius High School 1911 W. 30th St., Cleveland 44113 (216) 651-0222/ignatius.edu	1,524	\$16,600 \$12,609	Boys day school	13:1	120 90%	99%	1886 \$72.4	Y/Catholic	The Rev. Raymond P. Guiao, president
2	Walsh Jesuit High School 4550 Wyoga Lake Road, Cuyahoga Falls 44224 (330) 929-4205/walshjesuit.org	1,012	\$12,725 \$10,750	Co-ed day school	12:1	77 67%	99%	1964 \$17.0	Y/Catholic	Karl Ertle, president
3	St. Edward High School 13500 Detroit Ave., Lakewood 44107 (216) 221-3776/sehs.net	941	\$16,150 \$12,100	Boys day school	12:1	78 85%	93%	1949 NA	Y/Catholic	James Kubacki, president
4	Archbishop Hoban High School One Holy Cross Blvd., Akron 44306 (330) 773-6658/hoban.org	837	\$10,975 \$8,400	Co-ed day school	13:1	66 75%	97%	1953 \$11.7	Y/Catholic	Todd R. Sweda, president
5	Padua Franciscan High School 6740 State Road, Parma 44134 (440) 845-2444/paduafranciscan.com	800	\$11,670 \$7,500	Co-ed day school	11:1	71 66%	90%	1961 \$3.5	Y/Catholic	Father Allan DaCorte, president
6	Saint Joseph Academy 3470 Rocky River Drive, Cleveland 44111 (216) 251-6788/sja1890.org	725	\$14,400 \$11,600	Girls day school	12:1	65 71%	86%	1890 NA	Y/Catholic	Mary Ann Corrigan-Davis, president
7	Notre Dame-Cathedral Latin School 13000 Auburn Road, Chardon 44024 (440) 286-6226/ndcl.org	704	\$12,795 \$9,575	Co-ed day school	13:1	68 60%	99%	1988 NA	Y/Catholic	Michael J. Bates, president Joseph A Waler, principal
8	Lake Catholic High School 6733 Reynolds Road, Mentor 44060 (440) 578-1020/lakecatholic.org	685	\$10,700 NA	Co-ed day school	14:1	49 67%	99%	1970 NA	Y/Catholic	Mark Crowley, president
9	Magnificat High School 20770 Hilliard Blvd., Rocky River 44116 (440) 331-1572/magnificaths.org	680	\$15,300 \$10,829	Girls day school	11:1	82 72%	100%	1955 NA	Y/Catholic	Moira Clark, president
10	St. Vincent-St. Mary High School 15 N. Maple St., Akron 44303 (330) 253-9113/stvm.com	622	\$10,750 \$8,100	Co-ed day school	12:1	50 67%	97%	1896 NA	Y/Catholic	Tom Carone, president
11	Holy Name High School 6000 Queens Highway, Parma Heights 44130 (440) 886-0300/holynamehs.com	607	\$10,250 \$7,953	Co-ed day school	15:1	38 22%	98%	1914 NA	Y/Catholic	Shelbrey L. Blanc, principal Terrence J. Kenneally, president
12	Cuyahoga Valley Christian Academy (1) 4687 Wyoga Lake Road, Cuyahoga Falls 44224 (330) 929-0575/cvcaroyals.org	587	\$10,350 (2) NA	Co-ed day school	12:1	54 65%	99%	1968 NA	Y/Non- denominational Christian	Jason Spodnik, president
13	Cleveland Central Catholic High School 6550 Baxter Ave., Cleveland 44105 (216) 441-4700/centralcatholichs.org	550	\$8,700 NA	Co-ed day school	11:1	52 48%	86%	1969 NA	Y/Catholic	Leo P. Hyland, president Sister Allison Marie Gusdanovic, principal
14	Hawken School P.O. Box 8002, Gates Mills 44040 (440) 423-4446/hawken.edu	510	\$29,250 \$11,800	Co-ed day school	8:1	64 81%	100%	1915 \$63.0	N	D. Scott Looney, head of school
15	Lutheran West High School 3850 Linden Road, Rocky River 44116 (440) 333-1660/lutheranwest.com	465	\$10,750 NA	Co-ed day school	13:1	35 76%	96%	1948 NA	Y/Lutheran	Martin J. Uhle, superintendent Michael Waugh, principal
15	Villa Angela-St. Joseph High School 18491 Lake Shore Blvd., Cleveland 44119 (216) 481-8414/vasj.com	465	\$9,300 \$7,800	Co-ed day school	12:1	39 62%	98%	1990 \$3.2	Y/Catholic	Bill Cervenik, president
17	Gilmour Academy 34001 Cedar Road, Gates Mills 44040 (440) 473-8050/gilmour.org	444	\$27,033 \$15,370	Boarding and day school \$15,750	9:1	46 78%	99%	1946 NA	Y/Catholic	Kathleen C. Kenny, head of school
18	University School 2785 SOM Center Road, Hunting Valley 44022 (216) 831-2200/us.edu	425	\$32,570 \$16,000	Boys day school	6:1	68 87%	100%	1890 \$86.1	N	Patrick T. Gallagher, head of school
19	Saint Martin de Porres 6202 St. Clair Ave., Cleveland 44103 (216) 881-1689/saintmartincleveland.org	400	\$16,500 \$400	Co-ed day school	14:1	28 55%	55%	2003 \$0.4	Y/Catholic	Charles "Chaz" Napoli, president
19	Western Reserve Academy 115 College St., Hudson 44236 (330) 650-4400/wra.net	400	\$38,250 \$26,775	Boarding and day school \$20,250	7:1	52 90%	100%	1826 \$116.0	N	Christopher D. Burner, head of school (3)
21	Elyria Catholic High School 725 Gulf Road, Elyria 44035 (440) 365-1821/elyriacatholic.com	399	\$8,450 NA	Co-ed day school	13:1	30 65%	94%	1948 \$3.4	Y/Catholic	Amy Butler, president
22	Hathaway Brown School 19600 North Park Blvd., Shaker Heights 44122 (216) 932-4214/hb.edu	383	\$30,972 \$16,571	Girls day school	8:1	45 87%	100%	1876 \$59.5	N	Fran Bisselle, head of school
23	Trinity High School 12425 Granger Road, Garfield Heights 44125 (216) 581-1644/ths.org	361	\$12,000 \$9,700	Co-ed day school	1:12	29 53%	71%	1973 NA	Y/Catholic	Sister Shawn Lee, president
24	Benedictine High School 2900 Martin Luther King Jr. Drive, Cleveland 44104 (216) 421-2080/cbhs.edu	351	\$11,400 \$8,200	Boys day school	10:1	35 66%	99%	1927 \$2.9	Y/Catholic	Frank Bossu, president
25	Hebrew Academy of Cleveland 1860 S. Taylor Road, Cleveland Heights 44118 (216) 321-5838/hac1.org	331	\$12,000 \$7,000	Co-ed day school	1:15	50 75%	75%	1943 NA	Y/Jewish	Rabbi Simcha Dessler, educational director
26	Central Catholic High School 4824 Tuscarawas St. W., Canton 44708 (330) 478-2131/cchsweb.com	325	\$8,750 \$5,800	Co-ed day school	11:1	29 62%	97%	1905 NA	Y/Catholic	Dan Gravo, president
26	Lutheran High School East 3565 Mayfield Road, Cleveland Heights 44118 (216) 382-6100/lutheraneast.org	325	\$9,834 NA	Co-ed day school	11:1	30 25%	85%	1948 NA	Y/Lutheran	Chris Steinmann, principal
28	Beaumont School 3301 N. Park Blvd., Cleveland Heights 44118 (216) 321-2954/beaumontschool.org	315	\$14,950 \$11,450	Girls day school	9:1	40 74%	100%	1850 \$12.8	Y/Catholic	Wendy A. Hoke, president

THIS YEAR	SCHOOL	FALL 2018 ENROLLMENT	AVERAGE TUITION BEFORE AID/ AFTER AID	TYPE/ ROOM & BOARD	STUDENT/ FACULTY RATIO	#FACULTY/ % ADV. DEGREE	% GRADS 4-YEAR COLLEGE	YEAR FOUNDED/ ENDOWMENT (MILLIONS)	RELIGIOUS?	HEAD OF SCHOOL
29	Laurel School One Lyman Circle, Shaker Heights 44122 (216) 464-1441/laurelschool.org	269	\$29,474 \$13,392	Girls day school	7:1	39 60%	100%	1896 \$52.7	N	Ann V. Klotz, head of school
30	St. Paul High School 93 E. Main St., Norwalk 44857 (419) 668-3005/NorwalkCatholicSchool.org	206	\$4,215 NA	Co-ed day school	10:1	21 35%	90%	1923 NA	Y/Catholic	Dennis J. Doughty, president
31	Lake Center Christian School 12893 Kaufman Ave. N.W., Hartville 44632 (330) 877-2049/lccs.com	195	\$8,830 \$6,090	Co-ed day school	9:1	28 65%	74%	1947 \$1.4	Y/Mennonite	Joseph Beeson, superintendent
32	Andrews Osborne Academy 38588 Mentor Ave., Willoughby 44094 (440) 942-3600/andrewsosborne.org	194	\$23,809 \$10,000	Boarding and day school	6:1	22 52%	100%	1910 NA	N	Larry Goodman, head of school
33	Lake Ridge Academy 37501 Center Ridge Road, North Ridgeville 44039 (440) 327-1175/lakeridgeacademy.org	180	\$27,143 \$14,637	Co-ed day school	6:1	31 80%	100%	1963 NA	N	Mitch White, head of school
34	Lawrence School (4) 10036 Olde Eight Road, Sagamore Hills 44067 (440) 526-0717/lawrenceschool.org	163	\$29,890 \$18,890	Co-ed day school	6:1	27 15%	86%	1969 NA	N	Douglas Hamilton, head of school
35	St. Thomas Aquinas High School 2121 Reno Drive N.E., Louisville 44641 (330) 875-1631/stahs.org	150	\$9,750 \$5,800	Co-ed day school	10:1	15 70%	98%	1964 NA	Y/Catholic	Dan Gravo, president
36	Cornerstone Christian Academy 2846 SOM Center Road, Willoughby 44094 (440) 943-9260/ccacornerstone.com	123	\$7,595 \$7,000	Co-ed day school	9:1	15 40%	80%	2000 NA	Y/Protestant	Sandi Ortiz, head of school
37	Our Lady of the Elms School (5) 1375 W. Exchange St., Akron 44313 (330) 836-9384/theelms.org	110	\$11,600 \$9,883	Girls day school	6:1	19 58%	100%	1923 \$3.4	Y/Catholic	Deborah Farquhar Jones, president
38	Saint John School 7911 Depot Road, Ashtabula 44004 (440) 997-5531/sjheralds.org	108	\$7,400 \$6,000	Co-ed day school	9:1	12 15%	90%	1953 \$0.2	Y/Catholic	Sister Maureen Burke, president
39	Grand River Academy 3042 College St., Austinburg 44010 (440) 275-2811/grandriver.org	56	\$48,100 (6) NA	Boys boarding school	1:3	19 75%	100%	1831 NA	N	Tim Oditt, head of school
40	Christian Community School 35716 Royalton Road, North Eaton 44044 (440) 748-6224/christiancommunityschool.org	43	\$6,538 \$5,868	Co-ed day school	4:1	12 25%	90%	1994 NA	Y/Christian	Rachel Willis, principal

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

The digital list includes basic school contact information and names of additional school officials. Information is supplied by the schools. Send feedback to Chuck Soder: csoder@crain.com.

(1) Data excludes CVCA middle school students. (2) Applies to grades 9 and 10; tuition rises to \$10,750 for grades 11 and 12. (3) Burner is scheduled to step down on July 1, 2019; Suzanna Walker Buck has been named the next head of school. (4) Lawrence School exclusively serves students with learning differences and attention deficit disorders. Admissions are based on degree/type of learning or attention issues, combined with average to above-average intelligence. (5) Other than the enrollment figure, data covers the entire Upper School, which includes grades 7-12. (6) Includes room and board; day school tuition is \$18,000, or \$10,600 for Ashtabula County residents.





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aturally, when someone buys the biggest skyscraper in the city, it's going to be the deal of the year. The sale of Key Center to Cleveland-based Millennia Cos. easily took the top spot on our list ranking Northeast Ohio's Largest Commercial Property Sales of 2017 (the list ranking the largest deals of 2018 will be published in January 2019).

The \$267.5 million deal — which includes Key Tower and the attached Marriott hotel — also would take the top spot if we ranked every commercial property sale included on this list since we started producing it annually in 2013.

The Book of Lists real estate section includes another list packed with deals of another sort. Our Largest 2017 Residential Sales list is topped by a home sale in Hunting Valley — a town that shows up seven times on the list, even though it has fewer than 800 residents.

That population estimate comes from our Wealthiest Suburbs list. Hunting Valley also tops that list, which is ranked by median household income. And it would top the list if we re-ranked it by average household income. But many other communities would change ranks substantially if we used the average instead of the median. Rocky River would leap from No. 54 to No. 28 on the list. Bratenahl would bulldoze its way into the top 10, moving to No. 8 from No. 26. And tiny Gloria Glens Park, which is south of Medina, would pole-vault from No. 99 on the full digital list (which includes 100 communities) to No.

51. — Chuck Soder

The Real Estate lists

72-83

Wealthiest Suburbs	74-76
Commercial Property Sales	76-77
Commercial Contractors	78
Coworking Spaces	79
Residential Properties Sales	80-81
Downtown Cleveland Apartments	82-83



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Wealthiest Suburbs Ranked by estimated median household income



					POPULATION		HIGHEST	DEGREE		HOUSING		1	
HIS EAR	COMMUNITY (1)	MEDIAN HOUSEHOLD INCOME	MEDIAN OWNER- OCCUPIED HOUSING VALUE	5-YEAR ESTIMATE (2012-2016) (1)	2010 CENSUS	% CHANGE SINCE CENSUS (ESTIMATE - SEE FOOTNOTE) (1)	BACHELOR'S	POST-GRAD	OCCUPIED UNITS	OWNER %	RENTER %	AVERAGE COMMUTE (MINUTES)	COUNTY
1	Hunting Valley	\$250,000 (2)	\$1,222,200	787	707	11.3%	36.8%	47.5%	294	90.5%	9.5%	26.9	Cuyahoga
2	Bentleyville	\$173,250	\$563,900	905	864	4.7%	30.1%	49.9%	307	97.1%	2.9%	27.0	Cuyahoga
3	Pepper Pike	\$164,471	\$421,500	6,150	5,979	2.9%	32.0%	43.3%	2,129	96.5%	3.5%	21.8	Cuyahoga
4	Moreland Hills	\$139,539	\$379,400	3,297	3,320	-0.7%	39.9%	34.6%	1,277	92.9%	7.1%	26.3	Cuyahoga
5	Gates Mills	\$132,167	\$437,400	2,229	2,270	-1.8%	34.6%	36.3%	900	95.0%	5.0%	27.3	Cuyahog
6	Waite Hill	\$131,875	\$573,100	495	471	5.1%	30.2%	34.7%	197	90.9%	9.1%	24.5	Lake
7	Hudson	\$126,618	\$313,300	22,282	22,262	0.1%	39.8%	31.0%	7,830	86.1%	13.9%	27.6	Summit
8	Kirtland Hills	\$116,875	\$533,700	717	646	11.0%	26.1%	28.0%	269	89.6%	10.4%	26.6	Lake
9	South Russell	\$107,250	\$317,800	3,839	3,810	0.8%	52.4%	25.9%	1,450	91.2%	8.8%	30.6	Geauga
LO	Boston Heights	\$103,603	\$347,800	1,208	1,300	-7.1%	27.2%	21.0%	433	93.3%	6.7%	25.8	Summit
L1	Orange	\$102,109	\$291,800	3,288	3,323	-1.1%	36.0%	33.2%	1,295	88.3%	11.7%	20.4	Cuyahog
L2	Highland Heights	\$101,875	\$246,700	8,366	8,345	0.3%	27.3%	27.8%	3,159	93.1%	6.9%	22.1	Cuyahoga
L3	Sugar Bush Knolls	\$101,250	\$302,800	193	177	9.0%	17.3%	47.3%	77	92.2%	7.8%	21.4	Portage
L4	Brecksville	\$98,345	\$256,000	13,470	13,656	-1.4%	31.4%	22.4%	5,332	84.5%	15.5%	23.4	Cuyahoga
L5	Solon	\$96,976	\$273,800	23,085	23,348	-1.1%	30.4%	31.6%	8,335	83.7%	16.3%	25.3	Cuyahoga
L6	Silver Lake	\$94,500	\$198,100	2,452	2,519	-2.7%	35.7%	22.3%	976	94.5%	5.5%	19.5	Summit
L7	Peninsula	\$94,167	\$246,800	615	565	8.8%	33.8%	21.7%	250	82.8%	17.2%	23.1	Summit
18	Bay Village	\$93,220	\$215,100	15,414	15,651	-1.5%	39.0%	25.0%	6,045	91.1%	8.9%	25.0	Cuyahog
19	Avon	\$90,846	\$262,100	22,289	21,193	5.2%	29.0%	18.2%	7,798	80.9%	19.1%	25.1	Lorain
20	Beachwood	\$88,287	\$274,400	11,786	11,953	-1.4%	24.6%	32.3%	4,623	63.0%	37.0%	23.0	Cuyahog
21	Glenwillow	\$87,375	\$252,400	1,129	923	22.3%	18.5%	29.8%	347	91.1%	8.9%	22.6	Cuyahog
22	Valley View	\$86,071	\$245,600	1,974	2,034	-2.9%	22.5%	11.0%	718	89.8%	10.2%	22.8	Cuyahog
23	Macedonia	\$86,061	\$189,700	11,595	11,188	3.6%	25.7%	18.3%	4,516	92.3%	7.7%	26.1	Summit
24	Independence	\$84,900	\$222,600	7,115	7,133	-0.3%	25.9%	14.4%	2,690	94.2%	5.8%	20.6	Cuyahog
25	Aurora Bratenahl	\$84,135	\$241,800	15,712	15,548	1.1%	31.1%	19.0%	6,349	80.0%	20.0%	27.6	Portage
26 27	Westlake	\$82,500	\$266,500 \$236,400	1,203 32,408	1,197 32,729	-1.0%	31.1%	36.3%	13,775	81.3% 75.2%	18.7% 24.8%	17.7 25.3	Cuyahog
28	Avon Lake	\$80,884	\$225,600	23,221	22,581	2.8%	31.5%	20.0%	9,060	79.7%	20.3%	26.3	Lorain
29	Strongsville	\$80,323	\$194,000	44,622	44,750	-0.3%	27.3%	17.3%	17,598	80.4%	19.6%	27.4	Cuyahog
30	Shaker Heights	\$79,519	\$213,100	27,773	28,448	-2.4%	25.0%	39.9%	11,132	63.1%	36.9%	22.8	Cuyahog
31	Westfield Center	\$79,167	\$199,800	1,199	1,115	7.5%	22.3%	8.9%	484	86.6%	13.4%	23.5	Medina
32	Broadview Heights	\$77,480	\$217,600	19,257	19,400	-0.7%	25.8%	19.9%	7,568	81.0%	19.0%	28.2	Cuyahog
33	Kirtland	\$76,691	\$271,400	6,802	6,866	-0.9%	21.5%	19.5%	2,649	81.7%	18.3%	25.6	Lake
34	Sheffield Village	\$75,461	\$183,200	4,045	3,982	1.6%	14.7%	13.7%	1,650	71.0%	29.0%	22.6	Lorain
35	Chagrin Falls	\$75,260	\$328,100	4,056	4,113	-1.4%	38.7%	26.7%	1,845	64.0%	36.0%	25.4	Cuyahoga
36	Seven Hills	\$73,948	\$164,100	11,697	11,804	-0.9%	23.0%	11.5%	4,888	95.4%	4.6%	26.4	Cuyahoga
37	Twinsburg	\$73,314	\$210,100	18,851	18,795	0.3%	29.0%	16.8%	7,626	72.5%	27.5%	25.5	Summit
38	Mayfield Village	\$72,156	\$234,200	3,401	3,460	-1.7%	29.3%	23.1%	1,489	67.8%	32.2%	23.0	Cuyahoga
39	Reminderville	\$71,417	\$172,700	3,862	3,404	13.5%	21.7%	20.3%	1,473	83.8%	16.2%	27.2	Summit
40	Perry	\$71,172	\$170,300	1,591	1,663	-4.3%	14.0%	10.3%	577	86.0%	14.0%	25.0	Lake
41	Mentor	\$70,058	\$167,100	46,896	47,159	-0.6%	20.3%	11.9%	19,542	85.0%	15.0%	23.2	Lake
42	Walton Hills	\$69,167	\$206,600	2,236	2,281	-2.0%	19.0%	9.7%	922	97.2%	2.8%	25.2	Cuyahoga
13	North Ridgeville	\$68,778	\$160,300	31,832	29,465	8.0%	21.1%	11.5%	12,249	87.0%	13.0%	27.4	Lorain
14	New Franklin	\$68,161	\$134,600	14,195	14,227	-0.2%	16.8%	5.9%	5,545	91.8%	8.2%	23.8	Summit
1 5	Richfield	\$67,875	\$225,900	3,651	3,648	0.1%	26.9%	15.0%	1,395	87.3%	12.7%	25.3	Summit
l 6	North Perry	\$67,188	\$167,400	713	893	-20.2%	17.1%	6.7%	295	84.1%	15.9%	24.2	Lake
17	Amherst	\$66,731	\$146,200	12,058	12,021	0.3%	15.0%	8.5%	4,666	81.2%	18.8%	21.9	Lorain
18	Green	\$66,656	\$173,600	25,713	25,699	0.1%	23.5%	11.7%	10,090	74.4%	25.6%	21.4	Summit
49	North Royalton	\$66,189	\$193,100	30,302	30,444	-0.5%	22.3%	13.7%	12,771	70.7%	29.3%	27.3	Cuyahog
50	Stow	\$66,079	\$166,200	34,746	34,837	-0.3%	26.8%	16.1%	14,295	69.5%	30.5%	23.9	Summit
51	Lyndhurst	\$65,921	\$138,800	13,736	14,001	-1.9%	28.4%	19.9%	6,164	81.6%	18.4%	22.8	Cuyahoga
52	Fairlawn	\$65,521	\$174,700	7,477	7,437	0.5%	33.3%	18.1%	3,316	66.3%	33.7%	24.8	Summit
53	Timberlake	\$65,313	\$150,100	673	675	-0.3%	14.4%	8.1%	291	91.1%	8.9%	22.8	Lake
54	Rocky River	\$65,226	\$215,800	20,211	20,213	-0.0%	29.4%	25.7%	8,892	72.7%	27.3%	24.3	Cuyahoga

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Shaker Heights \$2,695,000



Hinckley \$2,300,000



Moreland Hills \$1,895,000



Hunting Valley \$1,499,000



Kirtland \$1,495,000



Pepper Pike \$1,300,000



Moreland Hills \$1,299,000



Hunting Valley \$1,295,000



Pepper Pike \$1,275,000



\$1,225,000 **Beachwood**



Solon \$1,195,000



Bratenahl \$1,150,000



\$1,135,500



Moreland Hills \$1,095,000



\$1,075,000 **Aurora**

Wealthiest Suburbs





					POPULATION		HIGHEST	DEGREE	I	HOUSING		_	
THIS YEAR	COMMUNITY (1)	MEDIAN HOUSEHOLD INCOME	MEDIAN OWNER- OCCUPIED HOUSING VALUE	5-YEAR ESTIMATE (2012-2016) (1)	2010 CENSUS	% CHANGE SINCE CENSUS (ESTIMATE - SEE FOOTNOTE) (1)	BACHELOR'S %	POST-GRAD %	OCCUPIED UNITS	OWNER %	RENTER %	AVERAGE COMMUTE (MINUTES)	COUNTY
55	University Heights	\$65,143	\$154,600	13,273	13,539	-2.0%	26.6%	30.3%	4,481	63.8%	36.2%	21.9	Cuyahoga
56	Brooklyn Heights	\$64,722	\$146,400	1,603	1,543	3.9%	18.6%	9.7%	582	87.5%	12.5%	20.0	Cuyahoga
57	Brunswick	\$64,706	\$159,400	34,578	34,255	0.9%	16.7%	6.7%	13,456	77.2%	22.8%	28.4	Medina
58	Munroe Falls	\$62,855	\$160,200	5,055	5,012	0.9%	23.1%	13.3%	2,070	73.3%	26.7%	21.4	Summit
59	Wadsworth	\$62,607	\$162,300	22,578	21,567	4.7%	23.3%	12.1%	8,708	69.3%	30.7%	23.7	Medina
60	Mogadore	\$62,477	\$113,400	3,662	3,853	-5.0%	11.4%	7.2%	1,267	72.8%	27.2%	19.8	Summit
61	Norton	\$62,355	\$131,900	12,044	12,081	-0.3%	17.0%	9.2%	4,645	84.6%	15.4%	21.3	Summit
62	Olmsted Falls	\$62,058	\$145,700	8,889	9,024	-1.5%	22.7%	11.3%	3,679	80.8%	19.2%	29.2	Cuyahoga
63	North Olmsted	\$61,444	\$146,900	32,108	32,718	-1.9%	20.0%	9.0%	13,095	74.0%	26.0%	24.1	Cuyahoga
64	Willoughby Hills	\$61,276	\$244,100	9,497	9,485	0.1%	23.1%	14.7%	4,501	50.2%	49.8%	21.8	Lake
65	Chardon	\$60,845	\$167,500	5,194	5,148	0.9%	18.8%	9.2%	2,290	58.5%	41.5%	24.4	Geauga
66	Medina	\$60,706	\$160,700	26,445	26,678	-0.9%	24.6%	10.9%	10,185	65.2%	34.8%	28.0	Medina
67	Tallmadge	\$59,863	\$156,400	17,488	17,537	-0.3%	18.9%	8.9%	6,806	78.4%	21.6%	20.9	Summit
68	South Euclid	\$59,734	\$100,100	21,865	22,295	-1.9%	22.5%	17.0%	8,803	73.9%	26.1%	23.2	Cuyahoga
69	Middleburg Heights	\$58,810	\$157,500	15,724	15,946	-1.4%	21.6%	13.0%	6,829	70.3%	29.7%	22.1	Cuyahoga
70	Streetsboro	\$58,511	\$144,300	16,224	16,028	1.2%	18.1%	8.8%	6,632	68.9%	31.1%	25.0	Portage

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

There are 100 communities on the full list. To see them all, become a Data Member: CrainsCleveland.com/data

Source: U.S. Census Bureau 5-year American Community Survey (2012-2016). The online version of the list includes 100 communities in Cuyahoga, Lorain, Medina, Summit, Portage, Geauga, Lake and Stark counties. Send feedback to Chuck Soder: csoder@crain.com. Originally published Aug. 6, 2018.

(1) All figures (other than 2010 Census population) are estimates based on surveys conducted between 2012 and 2016. Estimates for smaller communities tend to be less reliable. Margin of error information can be accessed through the bureau's FactFinder database. (2) Income exceeds \$250,000. Census database would not report a higher number.

THE LIST

Largest Commercial Property Sales of 2017 Ranked by Price



THIS YEAR	PROPERTY (1)	PROPERTY TYPE	PRICES/ESTIMATES PRICE QUALIFIER (2)	SQUARE FEET OR # OF UNITS	PRICE PER SQ. FT. OR PER UNIT	DATE	BUYER	SELLER
1	Key Center (office tower and hotel) 127 Public Square, Cleveland	Office; hotel	\$267,500,000 confirmed	1,321,000; 403 units	\$126.72/sq. ft.; \$248,400/unit (3)	1/31/2017	Millennia Cos.	Columbia Property Trust
2	Belden Park Crossing 5496 Dressler Road, Canton	Retail	\$67,000,000 confirmed	483,984	\$138.43	10/13/2017	Stark Enterprises	DDR Corp.
3	Cleveland Technology Center 1425 Rockwell Ave., Cleveland	Industrial	\$60,700,000 approximate	333,215	\$182.16	1/25/2017	H5 Data Centers	ByteGrid
4	Rockwell Automation building 1 Allen Bradley Drive, Mayfield Heights	Office	\$52,000,000 confirmed	460,000	\$113.04	12/18/2017	Mohr-Mayfield LLC	Norman Rockwell LLC
5	Park Center Plaza I, II & III 6050-6150 Oak Tree Blvd., Independence	Office	\$50,025,000 confirmed	418,999	\$119.39	1/5/2017	Joseph Greenberg-led group	Five Mile Capital
6	Macedonia Commons 8210 Macedonia Commons Blvd., Macedonia	Retail	\$45,000,000 confirmed	312,216	\$144.13	8/30/2017	DOTRS LLC	DDR Corp.
7	Southland Crossings 1100 Doral Drive, Boardman	Retail	\$41,700,000 confirmed	537,057	\$77.65	3/27/2017	Tabani Group	DDR Corp.
8	Pat Catan's HQ and distribution center 13000 and 12850 Darice Parkway, Strongsville	Industrial	\$40,000,000 confirmed	552,078	\$72.45	8/15/2017	VEREIT	AIC Ventures
9	Residence Inn by Marriott Downtown 527 Prospect Ave. E., Cleveland	Hotel	\$39,582,000 confirmed	175 units	\$226,182.86	11/29/2017	Summit Hotel Properties	Noble Investment Group
10	Rose Building 2060 E. 9th St., Cleveland	Office	\$37,900,000 confirmed	381,176	\$99	9/18/2017	Medical Mutual of Ohio	Bentley Forbes Group
11	Embassy Suites Cleveland, Rockside 5800 Rockside Woods Blvd., Independence	Hotel	\$35,420,000 approximate	271 units	\$130,701.11	1/19/2017	AHIP REIT	Blackstone
12	Parker Place (4) 7960 Center St., Mentor	Senior housing and care	\$34,144,859 allocated	124 units	\$275,361.76	9/7/2017	Columbia Pacific	Hawthorn Retirement Group
13	UH Avon Rehabilitation Hospital 37900 Chester Road, Avon	Medical	\$33,429,000 approximate	54,800	\$610.02	6/1/2017	Health Trust of America Inc.	Duke Realty
14	Riddell 38889 Center Ridge Road, North Ridgeville	Industrial	\$30,650,000 confirmed	347,205	\$88.28	3/31/2017	LCN Capital Partners	Scannell Properties
15	Former Bridgeview Crossing development site 200 Granger Road, Independence	Development site	\$29,700,000 (5) estimated (5)	3,202,880	\$9.27 (5)	11/17/2017	Craig Realty Group	Bridgeview Crossing LLC
16	Landerbrook Corporate Center I, II and III (6) 5900-5920 Landerbrook Drive, Mayfield Heights	Office	\$29,600,000 confirmed	330,000	\$89.70	6/29/2017	Shelbourne Global Solutions	Lone Star
17	6001 Canal Road 6001 Canal Road, Independence	Retail	\$28,100,000 approximate	189,156	\$148.55	8/3/2017	EPR Properties	Stark Enterprises
18	May Co. building/2025 Ontario (7) 158 Euclid Ave.; 2025 Ontario, Cleveland	Office	\$25,750,000 confirmed	1,006,906	\$25.57	8/15/2017	Bedrock Real Estate	Morgan Reed Group

THIS YEAR	PROPERTY (1)	PROPERTY TYPE	PRICES/ESTIMATES PRICE QUALIFIER (2)	SQUARE FEET OR # OF UNITS	PRICE PER SQ. FT. OR PER UNIT	DATE	BUYER	SELLER
19	Costco 1409 Golden Gate Blvd., Mayfield Heights	Retail	\$25,000,000 approximate	149,716	\$166.98	8/25/2017	Costco	MAS WGG LLC, et al.
19	Shoreline 5455 N. Marginal Road, Cleveland	Apartment	\$25,000,000 (8) estimated (8)	138 units	\$100,594.39 (8)	7/7/2017	Landmark Cos.	Aspen Square
21	Chagrin Highlands One and Two 2000, 3000 Auburn Drive, Beachwood	Office	\$24,501,000 confirmed	224,988	\$108.90	4/7/2017	Shelbourne Global Solutions	Richard E. Jacobs Group
22	Metropolitan Plaza (6) 22901 Millcreek Blvd., Beachwood	Office	\$24,169,000 confirmed	163,105	\$148.18	6/29/2017	Shelbourne Global Solutions	Lone Star
23	Corporate Plaza I and II 6450-6480 Rockside Woods Blvd. S., Independence	Office	\$24,000,000 confirmed	226,498	\$108.96	12/19/2017	Joseph Greenberg-led group	Five Mile Capital
24	Mulberry Gardens (4) 395 S. Main St., Munroe Falls	Senior housing and care	\$23,681,112 allocated	86 units	\$275,361.76	9/7/2017	Columbia Pacific	Hawthorn Retirement Group
25	Park Hill at Fairlawn (9) 619 Park Hill Drive, Fairlawn	Apartment	\$21,666,600 allocated	200 units	\$119,000	6/13/2017	Haley Associates	Dan Zarkovacki
26	Midway Market Square 230 Market Drive, Elyria	Retail	\$20,500,000 confirmed	NA	NA	1/17/2017	Midway Market Square Elyria LLC	New Plan of Midway Inc.
27	Amazon 8685 Independence Parkway, Twinsburg	Industrial	\$20,250,000 confirmed	248,000	\$81.65	5/10/2017	Omega Industrial Realty	Scannell Properties
28	Mickey Thompson Tires and Wheels HQ 4651 Prosper Drive, Stow	Industrial	\$19,500,000 confirmed	219,765	\$88.73	9/29/2017	Monmouth REIT	Geis Cos.
29	The Gables of Hudson (10) 5400 Darrow Road, Hudson	Senior housing and care	\$18,092,326 allocated	112 units	\$161,538.63	8/31/2017	Kayne Anderson Real Estate Advisors	Sentio Healthcare Properties
30	Home Depot 6173 Wilson Mills Road, Highland Heights	Retail	\$18,007,200 confirmed	109,000	\$165.20	2/21/2017	Spirit Realty Capital	Hauck Holdings Ltd.
31	Levin Furniture (11) 1801 Nagel Road, Avon	Retail	\$17,689,000 confirmed	75,000	\$235.85	11/28/2017	VEREIT	RL Ohio Investment LLC; 1801 Nagel Road LLC
32	Barrington Place 28600 Detroit Road, Westlake	Apartment	\$17,000,000 (8) estimated (8)	164 units	\$73,170.73 (8)	6/13/2017	APM Management	Harbor Group
32	Cross Creek 1300 Cross Creek Drive, Brunswick	Apartment	\$17,000,000 estimated	312 units	\$54,487.18	2/10/2017	Wynn Investments LLC	Niederst Management
34	Walmart Super Center 2700 W. State St., Alliance	Retail	\$16,700,000 approximate	200,084	\$83.46	7/6/2017	Realty Income Corp.	DDR Corp.
35	May Co. building garage Prospect Ave., Cleveland	NA	\$16,250,000 confirmed	670 spaces	NA	10/12/2017	JACK Entertainment	Rainbow Garage LLC
36	North Olmsted Towne Center (12) 24954 Brookpark Road, North Olmsted	Retail	\$15,850,069 confirmed	95,446	\$166.06	5/31/2017	Glimcher Group	McLean Properties
37	Post Office Plaza 1500 W. 3rd St., Cleveland	Office	\$15,500,000 confirmed	476,000	\$32.56	8/25/2017	K&D Group	Forest City
38	Cabela's 35685 Chester Road, Avon	Retail	\$15,000,000 approximate	76,601	\$195.82	9/28/2017	Cole Credit Property Trust V Inc.	Cabela's
39	3100 International Parkway (13) 3100 International Parkway, Green	Industrial	\$14,738,548 allocated	350,000	\$42.11	5/16/2017	Raith Capital Partners	SB Farbman
40	Lowe's at Southland Crossing 1100 Doral Drive, Boardman	Retail	\$14,700,000 confirmed	141,528	\$103.87	5/31/2017	Realty Income Corp.	Tabani Group
41	Amazon Fulfillment Center development site Northfield Road, North Randall	Development site	\$13,450,000 confirmed	3,005,640	\$4.47	8/28/2017	Seefried Properties	Miles North Randall LLC
42	Barrington Town Center 70 Barrington Town Square Drive, Aurora	Retail	\$13,100,000 confirmed	112,631	\$116.31	3/28/2017	Headwater Capital	DDR Corp.
43	Kentridge at Golden Pond (10) 5241 Sunnybrook Road, Kent	Senior housing and care	\$12,892,788 allocated	92 units	\$140,139	8/31/2017	Kayne Anderson	Sentio Healthcare Properties
44	The Fountains on the Greens 1575 Brainard Road, Cleveland	Senior housing and care	\$12,095,750 approximate	242 units	\$49,982.44	NA	Providence Healthcare Management	Kindred Healthcare
45	Cuyahoga Falls Market Center 355 Howe Ave., Cuyahoga Falls	Retail	\$11,500,000 confirmed	76,361	\$150.6	6/8/2017	Realty Resource Capital	Retail Properties of America
46	Levin Furniture (11) 6229 Promler St. NW, North Canton	Retail	\$11,241,700 approximate	62,712	\$179.26	11/28/2017	VEREIT	RL Ohio Investment LLC; 1801 Nagel Road LLC
47	Forest Ridge (9) 420 Munroe Falls Ave., Cuyahoga Falls	Apartment	\$10,833,300 allocated	100 units	\$108,333	6/15/2017	Haley Associated	Fairfield Building Co.
48	Cardinal Woods Skilled Nursing & Rehabilitation Center 6831 Chapel Road, Madison	Senior housing and care	\$10,687,000 approximate	120 units	\$89,058.33	6/2/2017	Alexander Sherman	Joyce Humphrey
49	Autumn Hills 2565 Niles Vienna Road, Niles	Senior housing and care	\$10,595,000 approximate	150 units	\$70,633.33	10/31/2017	Mark A. Sprenger	John A. DePizzo Jr.
50	Keynote Circle 925 Keynote Circle, Independence	Office	\$10,350,000 estimated	61,944	\$167.09	10/2/2017	Keynote Property Owner LLC	Omni Property Cos.
51	4211 Shuffel Road (13) 4211 Shuffel Road, Noth Canton	Industrial	\$10,111,431 allocated	255,000	\$39.65	5/16/2017	Raith Capital Partners	SB Farbman
52	35365 Chester Road 35365 Chester Road, Avon	Development site	\$10,000,000 estimated	2,028,154	\$4.93	6/2/2017	Oppidan Investment Co.	Jacobs Group
52	91 Snyder Ave. 91 Snyder Ave., Barberton	Industrial	\$10,000,000 approximate	134,000	\$74.63	9/27/2017	AIC Ventures	Daniel L. Pohl Family LP
52	Future Kroger E. Perkins Ave., Sandusky	Retail	\$10,000,000 estimated	123,500	\$80.97	6/30/2017	Kroger Inc.	Cafaro Company

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

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Catin's does not independently verify all information and there is no guarantee these listings are complete or accurate. Send all feedback to Chuck Soder: csoder@crain.com. Originally published Jan. 22, 2018.

(1) Source: Real Capital Analytics Inc. RCA is an independent data and analytics firm focused on the investment market for commercial real estate (www.rcanalytics.com). Additional information from Alec Pacella, managing partner, senior vice president, NAI Daus, and Crain's research. (2) Definitions from RCA: A) Approximate - Price is from qualified source (ie, title records or industry publication). B) Allocated - Property was part of a portfolio sale; price is estimated based on gross deal price and market averages. C) Estimated - Based on market averages calculated by RCA unless otherwise noted. Confirmed means the price has been confirmed by RCA or Crain's. (3) Price per square foot/unit based off allocated prices of \$167.4 million for Key Tower and \$101.1 million for the hotel. (4) Columbia Pacific acquired Parker Place and Mulberry Gardens when it bought Hawthorne Retirement Group. (5)
Through Garfield Hope Acquisition LLC, Craig Realty bought the defaulted \$29 million loan on the property in 2011 for an undisclosed amount; it received the property in November, following a long legal battle. (6) Landerbrook Corporate Center and Metropolitan Plaza were sold as part of the same deal. (7) These buildings are attached. (8) This price estimate, from Alec Pacella, consists of a mortgage issued in conjunction with the transaction, plus an assumption that the buyer put down roughly 20% in additional capital. (9) Park Hill at Fairlawn and Forest Ridge in Cuyahoga Falls were sold as part of the same deal. (10) Kayne Anderson acquired The Gables of Hudson and Kentridge in Kent when it purchased Sentio Healthcare Properties. (11) part of multi-property sale/leaseback (12) 2nd floor offices not included (13) part of 7-property portfolio sale

Commercial Contractors

Ranked by 2017 local revenue



THIS YEAR	COMPANY LOCAL ADDRESS	LOCAL REVENUE (MILLIONS) 2017/2016	TOTAL REVENUE (MILLIONS) 2017	NEW CONTRACTS 2017 (MILLIONS) LOCAL TOTAL (1)	STAFF LOCAL TOTAL (2)	PRIMARY INDUSTRIES SERVED	PRIMARY SERVICES OFFERED	PROJECTS UNDER CONSTRUCTION IN 2017	TOP LOCAL EXECUTIVE
1	Kokosing Inc. 13700 McCracken Road, Garfield Heights (216) 587-4900 / kokosing.biz	\$319.7 \$133.8	\$1,004.3	\$84.9 \$626.8	1,412 3,540	Water, power, industrial, transportation, marine, commercial	General contractor: design- build, construction management at-risk, aggregate asphalt supplier	ODOT project, Liverpool Wastewater Treatment Plant, NEORSD Southerly WWTC Second Stage Lift Station	Brett Burgett owner, vice president
2	Gilbane Building Co. 950 Main Ave., Suite 1410, Cleveland (216) 535-3000 / gilbaneco.com	\$227.5 \$376.8	\$4,969.0	\$310.0 \$5,052.5	62 2,753	Corporate, health care, K-12, higher education, sports/entertainment	International construction management firm	CSU Washkewicz College of Engineering, Cleveland Heights High School, LCC Health Technologies	Kyle Merrill area manager
3	Pride One Construction 387 Medina Road, Suite 600, Medina (330) 239-6100 / prideoneconstruction.com	\$200.0 \$150.0	\$220.0	\$250.0 \$300.0	50 82	Real estate	Construction, general contracting, construction management	Quay 55, The Vine - Town Homes, Quattro Condos, Little Italy Apartments	Doug Leohr president
4	Panzica Construction Co. 739 Beta Drive, Mayfield Village (440) 442-4300 / panzica.com	\$148.5 \$128.5	\$148.5	\$150.0 \$150.0	140 140	Commercial, industrial, institutional	Construction management, design-build, general contracting	One University Circle, Centric, Centers for Dialysis Care, Greater Cleveland RTA	Anthony M. Panzica owner, president, CEO
5	Donley's Inc. 5430 Warner Road, Cleveland (216) 524-6800 / donleyinc.com	\$147.0 \$173.0	\$250.0	\$108.0 \$17,300.0	223 515	Higher education, health care, commercial, institutional	Construction management, concrete services, restoration	CCF/CWRU Health Education Campus, UH North Ridgeville, Summa West Tower, MetroHealth parking deck	Malcolm M. Donley president, CEO
6	The Albert M. Higley Co. 2926 Chester Ave., Cleveland (216) 861-2050 / amhigley.com	\$140.1 \$133.9	\$140.1	NA NA	92 93	Corporate office, health care, education, cultural/nonprofit, hospitality	Construction management, general contracting, design-build, preconstruction/estimating	Encore Medical Center, Edgewater Beach House, Key Tower, Cleveland schools, Mentor Wellness Center	Gareth D. Vaughan president, CEO
7	The Ruhlin Co. 6931 Ridge Road, Sharon Center (330) 239-2800 / ruhlin.com	\$111.9 \$120.6	\$139.9	NA NA	125 156	Health care, industrial, transportation, education, commercial building	General contracting, construction management services	ODOT CCG6A (I-77 over I-490 in Cleveland)	James L. Ruhlin president, CEO
8	Independence Construction 5720 E. Schaaf Road, Independence (216) 446-3700 / ind-con.com	\$80.0 \$43.0	\$80.0	\$13.0 \$13.0	18 18	Retail, entertainment, automotive, higher education	Development through pre- construction, construction and commissioning	Pinecrest, University Market, The County Club in Pepper Pike	Kevin DiGeronimo president
9	Infinity Construction Co. Inc. 18440 Cranwood Pkwy., Warrensville Heights (216) 663-3777 / infinityconstruction.com	\$69.6 \$70.9	\$72.6	\$57.0 \$63.2	62 65	Commercial, health care, education, sports/recreation, retail	General contracting, construction management design-build	Beachwood Fire Station #2, World Shipping HQ, Nestle Renovations, North Ridgeville Fire Station #1	Charles A. Izzo president
10	Rudolph Libbe Group 4937 Mills Industrial Pkwy., North Ridgeville (216) 369-0198 / rlgbuilds.com	\$62.0 \$53.0	\$659.0	NA NA	120 1,000	Manufacturing, metals, automotive, chemicals, food processing	New construction, industrial site maintenance, HVAC, energy services	Marathon Petroleum Training Center, Lubrizol Vision Project	David L. Boyer GM, NE Ohio

RESEARCHED BY CRAIG MACKEY (CMACKEY@CRAIN.COM)

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(1) Total value of all contracts won in 2017. (2) Full-time equivalent employees as of March 1, 2017.



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Coworking Spaces Ranked by square feet



THIS YEAR	COWORKING FACILITY	SQUARE FEET (1)	ON-SITE STAFF (2)	SEATS IN SHARED SPACE NUMBER/PRICING	PRIVATE OFFICES NUMBER/PRICING	YEAR OPENED	UNUSUAL AMENITIES	OPERATING COMPANY TOP LOCAL EXECUTIVE	COWORKING MANAGER
1	StartMart 50 Public Square, Suite 200, Cleveland (216) 220-0200/startmart.us	35,000	4	30 \$15/day, \$125-300/month	25 \$600-1,500/month	2015	In-house startup accelerator, ping-pong table, event space	Flashstarts Charles Stack	Emily Liptow
2	The Dealership 3558 Lee Road, Shaker Heights (216) 455-5499/thedealership-shaker.com	22,000	2	24 \$15/day, \$125/month, \$1,250/year	22 \$500- \$1,600/month	2016	NA	Corpus LLC Micki Hejduk	Micki Hejduk Creighton Hejduk
3	Regus Independence 6100 Oak Tree Blvd., Suite 200, Independence (216) 643-2900/regus.com	15,700	3	380 Starting at \$270/month	100 Starting at \$650/month	1999	Fitness center, garage parking, furnished, lounges, money-back guarantee	IWG Michele Lasich	Tammy Wuest
4	LaunchHouse - Highland Heights 675 Alpha Park, Drive 21, Highland Heights (216)-255-3070/launchhouse.com	13,500	6	65 \$15/day, \$185/month	21 \$600/month	2008	Makerspace	LaunchHouse Todd Goldstein	NA
5	MidTown Tech Hive 6815 Euclid Ave., Cleveland (216) 923-2240/digitalc.org	13,000	4	112 \$10/day, \$150/month (flex seating); \$250/month (assigned seating)	18 Starting at \$500/month	2018	Coffee shop on site, nursing room, classrooms, event space	DigitalC Dorothy Baunach	Anna Buchholz
6	Regus Beachwood Chagrin Highlands 2000 Auburn Drive, Suite 200, Beachwood (216) 378-7500/regus.com	10,800	2	250 Starting at \$300/month	70 Starting at \$540/month	2000	Garage parking, furnished, lounges, money-back guarantee	IWG Michele Lasich	Adam Hickey
7	Beauty Shoppe Seymour Building 2529 Detroit Ave., Cleveland (216) 273-4470/beautyshoppe.co	10,000	0	40 Starting at \$175/month	22 Starting at \$500/month	2018	On-site cafe, event space, month-to-month membership, mail services	TBS Inc. Annelise Lopez	Annelise Lopez
8	Regus Cleveland City Center 600 Superior Ave. E., Suite 1300, Cleveland (216) 479-6800/regus.com	6,500	2	150 Starting at \$300/month	42 Starting at \$700/month	1988	Fitness center, garage parking, furnished, lounges, money-back guarantee	IWG Michele Lasich	Robert Tuhacek
9	Limelight 2515 Jay Ave., Cleveland (216) 350-4440/https://limelightwork.com	4,800	2	70 \$20/day; \$95-250/month, depending on plan	9 \$1,000/month (two-desk office); \$2,500/month (five- desk office)	2018	Mailboxes, notary public, office supplies, roof patio, in- house coffee shop	J Roc Development Aaron Taylor	Michele Kilroy
10	Regus Crocker Park 159 Crocker Park Blvd., Suite 400, Westlake (440) 385-4200/regus.com	4,500	2	100 Starting at \$300/month	45 Starting at \$650/month	2010	Garage parking, furnished, business lounges, money back guarantee	IWG Michele Lasich	Shelly Fuller

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Spaces with the same amount of square footage are then ranked by number of seats in the shared work space. Information is supplied by the companies. Send feedback to Chuck Soder: csoder@crain.com. Originally published Sept. 17, 2018 (1) Includes open coworking space and private offices that share coworking amenities (2) Full-time equivalent as of June 30, 2018





CLEVELAND BUSINESS

65 Winding River Trail, Bentleyville, 44022

32749 Fairmount Blvd., Pepper Pike, 44124

30760 Stillwater Lane, Solon, 44139

26816 Lake Road, Bay Village, 44140

32

32

34

35

Cuyahoga

\$1,375,000

\$1,375,000

\$1.350.000

\$1,324,000

Largest 2017 Residential Sales



THIS ADDRESS YEAR COUNTY **SQUARE FEET** SALE PRICE BUYER SFI I FR YEAR BUILT SALE DATE 2779 SOM Center Road, Hunting Valley, 44022 \$4.800.000 Cathy B. Horton (trustee) 10.788 Sept. 29, 2017 Todd M. Leebow (trustee) 1 7464 Saddleback Lane, Gates Mills, 44040 \$3,455,000 John A. (Jr.) and Gabriella M. Ciaramella Patrice D. Clapacs (trustee) 9.108 Aug. 31, 2017 2 21440 Avalon Drive, Rocky River, 44116 \$3,300,000 Harry D. and Kelly E. Harp Michael R. and Sofia Henry 5 729 Dec. 1, 2017 19486 Frazier Drive, Rocky River, 44116 \$3,300,000 Nolan and Catherine Gallagher Roger S. and Sharon K. Vail 7.300 Nov. 8, 2017 3 Cuyahoga 35275 South Woodland Road, Hunting Valley, 44022 \$3,200,000 35275 South Woodland LLC 10,820 March 6, 2017 Lynn Arko Kelley Cuyahoga 2000 \$2,800,000 18800 North Park LLC 18800 North Park Blvd., Shaker Heights, 44122 Catherine Paris (trustee) July 31, 2017 6 920 West Hill Drive, Gates Mills, 44040 \$2,375,000 Brandon J. and Juliana P. Carrus William N. and L.M. Neiheiser Jan. 27, 2017 19650 Frazier Drive, Rocky River, 44116 \$2,369,000 Mark Richard Pfaff and Megan Mary J. and Donald J. Mayer June 20, 2017 5,704 McCallister (trustees) 18100 South Park Blvd., Shaker Heights, 44120 \$2,300,000 Robert R. Campbell Jr. (trustee) Julia LoMedico Pollock Sept. 8, 2017 8,820 1937 19201 South Park Blvd., Shaker Heights, 44122 \$2.049.000 Nicholas Fink (trustee) Alec J. and Nadva Scheiner 8.908 June 29, 2017 7151 Old Mill Road, Gates Mills, 44040 \$1.862.500 Jeffrey A. Gorski (trustee) Vita Di Casa LLC 7.851 Nov. 1, 2017 38665 Hunting Hill Farm Drive, Suite C, Hunting Valley, 44022 \$1,800,000 William C. and Herriet B. Mulligan Scott Mueller 4 487 Nov 30 2017 50 Rydalwood Lane, Moreland Hills, 44022 \$1,795,000 50Rydalwood LLC Douglas W. and Linda E. Preiser 8 250 Nov. 30, 2017 30131 Saint Ives Drive, Westlake, 44145 Cuyahoga \$1,775,000 Stella Realty Management LLC Dean T. and Carol J. Mueller 9,415 July 14, 2017 1995 2980 Waterfall Way, Westlake, 44145 \$1,771,290 William L. and Kathryn S. Osborne Nov. 30, 2017 15 29961 Chairmans Rowe, Westlake, 44145 \$1,725,000 Sept. 29, 2017 16 1995 29997 Chairmans Rowe, Westlake, 44145 \$1,700,000 John H. (II) and Jennifer Adamski Michael and Carolyn Brown 8,615 July 31, 2017 \$1,605,000 Nathaniel T. and Mary A. Smith Don W. and Linda R. Cochran Oct. 18, 2017 1745 Epping Road, Gates Mills, 44040 4,892 18 28717 Weybridge Drive, Westlake, 44145 Oct. 2, 2017 \$1.600.000 Nazem M. Nouraldin Ruth A. Fortney (trustee) 11.747 19 26966 Lake Road, Bay Village, 44140 \$1.600.000 John W. and Alison L. Nottingham Anne R. Love 6.261 Oct. 2, 2017 19 32904 Lake Road, Avon Lake, 44012 \$1.585,000 Fatena Kawkii and Firas Seffo Sandra Haas 4 606 Jan. 6, 2017 21 4.757 64 W. Washington St., Chagrin Falls, 44022 \$1,575,000 513 Holdings LLC Eileen Fellner (trustee) March 1, 2017 22 Cuyahoga 15355 Suffolk Lane, Chagrin Falls, 44022 \$1,500,000 Robert and Kathleen Skopec Mary S. Graves Oct. 31, 2017 6.438 23 1996 \$1,500,000 2062 Old Forge Road, Kent, 44240 Daniel L. and Kimberly S. Ebie Cynthia F. Grable April 18, 2017 23 113 Quail Lane, Chagrin Falls, 44022 \$1,478,800 Jerimy and Kristin Brockway Tom W. Johnson (trustee) July 7, 2017 25 701 Lakeside Ave., Suite PH, Cleveland, 44113 \$1,475,000 Reach Point LLC Paul N. Isherwood Oct. 19, 2017 3,740 26 2005 34650 Cedar Road, Hunting Valley, 44040 \$1,435,000 Douglas W. and Linda E. Preiser Kurt L. and Mary Anne Liljedahl Nov. 27, 2017 4,745 27 34055 Old Kinsman Road, Hunting Valley, 44022 \$1.415.000 Jonathan A. Leebow (trustee) Sept. 29, 2017 James R. Herrick (trustee) 4.152 28 5289 SOM Center Road, Solon, 44139 \$1.400.000 5297 SOM Center LLC Carlette L. Gemma 1.260 Aug. 8, 2017 29 2650 Heritage Lane, Pepper Pike, 44124 \$1.400.000 Ansir Junaid Heritage Lane Holdings LLC 8 916 lan 27 2017 29 6558 Chestwick Lane, Hudson, 44236 \$1,395,000 Eric M. and Elizabeth A. Fudo Prestige & Premier Cos. 5 320 March 29, 2017 31

John R. Topits (trustee)

Michael J. and Lisa Louwers

Spei Inc.

April 17, 2017

Sept. 12, 2017

June 29, 2017

Feb. 2, 2017

5,440

1998

1999

4,421

John and Beth A. Fung

Iris S. Wolstein (trustee)

Elizabeth Y. Krantz

Renuka K. Egger (trustee)

YEAR	ADDRESS COUNTY	SALE PRICE	BUYER	SELLER	SQUARE FEET YEAR BUILT	SALE DATE
36	37329 Mera Court, Solon, 44139 Cuyahoga	\$1,317,000	Kurt M. and Nancy L. Salisbury	The Maxwell Foundation LLC	4,606 2007	May 22, 2017
37	2632 Hidden Canyon Circle, Brecksville, 44141 Cuyahoga	\$1,300,000	Brad M. and Jennifer J. Picha	George J. Picha Jr.	5,409 2002	Dec. 29, 2017
38	24150 Woodside Lane, Beachwood, 44122 Cuyahoga	\$1,275,000	Darrell L. Cass	Lynne M. Saltz	6,019 1996	Nov. 8, 2017
39	29844 Lake Road, Bay Village, 44140 Cuyahoga	\$1,268,000	Joseph (Jr.) and Rory Matejka	Shane and Megan Donnelly	3,990 1924	May 25, 2017
40	325 Northcliff Blvd., Rocky River, 44116 Cuyahoga	\$1,250,000	Brian and Aimee Greenfield (trustees)	Scott and Carianne Holton	3,439 1937	Oct. 13, 2017
40	31750 Meadowlark Way, Pepper Pike, 44124 Cuyahoga	\$1,250,000	Robyn Minter Smyers (trustee)	Lawrence (Jr.) and Kristy Kopittke	6,161 2008	May 30, 2017
40	8350 Devon Court, Chagrin Falls, 44023 Geauga	\$1,250,000	Alberto L. and Auda C. Castillo (trustees)	Richard A. (Jr.) and Suzette M. Firehammer	5,420 2007	May 10, 2017
40	32918 Lake Road, Avon Lake, 44012 Lorain	\$1,250,000	Alaa Alahmad and Manal Mahmound	Jennifer and Robert Keller	5,754 1994	Dec. 1, 2017
44	60 South Lane Drive, Moreland Hills, 44022 Cuyahoga	\$1,240,000	40 East LLC	Alan G. Tallisman (trustee)	8,305 1992	Sept. 15, 2017
45	701 W. Lakeside Ave., Suite PH, Cleveland, 44113 Cuyahoga	\$1,225,000	William R. and Stephanie Bowman	lman Shumpert	4,378 2005	June 12, 2017
45	7325 Stump Hollow Lane, Bentleyville, 44022 Geauga	\$1,225,000	Harry B. Shimp and Lynn M. Blum	KeyBank (trustee)	6,496 1990	July 28, 2017
47	2731 Sherbrooke Road, Shaker Heights, 44122 Cuyahoga	\$1,200,000	Stephen E. and Nadia Schroth	Joan C. and Michael T. Mullen	5,284 1936	June 23, 2017
47	75 Kensington Oval, Rocky River, 44116 Cuyahoga	\$1,200,000	Scott and Carianne Holton	Anthony C. Rego (trustee)	3,272 1927	Oct. 16, 2017
47	102 Ashleigh Drive, Chagrin Falls, 44022 Geauga	\$1,200,000	Myra R. and William E. Coleman Jr.	John Gorman and Julie Wemple	5,210 2005	July 27, 2017
47	1958 Four Seasons Drive, Akron, 44333 Summit	\$1,200,000	Harry G. and Amy K. Fairhurst	Lisa Renee Kayafas (trustee)	4,881 2004	March 20, 2017
51	42 Canterbury Circle, Amherst, 44001 Lorain	\$1,182,500	Gina Patricia Mills Studstill (trustee)	Kelly and Thomas Schrader	4,074 2013	July 17, 2017
52	7301 Wharton Road, Novelty, 44072 Geauga	\$1,180,000	Andrew Sparacia	Richard T. and Elizabeth J. Oliver	4,855 1989	June 28, 2017
53	3215 South Windsor Court, Westlake, 44145 Cuyahoga	\$1,170,000	Donald I. and Valerie M. Cho	James M. Doyle	6,666 2001	Aug. 16, 2017
54	2465 SOM Center Road, Hunting Valley, 44022 Cuyahoga	\$1,150,000	Daniel S. and Kathleen Rose Golovan	David R. Campbell	5,457 1890	Dec. 6, 2017
54	7398 McShu Lane, Hudson, 44236 Summit	\$1,150,000	Brian W. and Danielle Koerbel; Dana Jo Pelliccione	Antoinette Orenga	6,002 1982	Nov. 16, 2017
56	50 E. Easton Lane, Moreland Hills, 44022 Cuyahoga	\$1,135,000	Jason E. and Heather Leedy	Rusty F. Greene	5,694 1990	Oct. 18, 2017
57	6618 Chestwick Lane, Hudson, 44236 Summit	\$1,125,000	Paul G. Perantinides (trustee)	Robert J. Masching	3,412 2015	May 23, 2017
58	1282 Haymarket Way, Hudson, 44236 Summit	\$1,120,000	Alf and Sharon Egeland	Brian McNamara	5,512 2002	Feb. 27, 2017
59	29860 Lake Road, Bay Village, 44140 Cuyahoga	\$1,100,000	Sharon M. Conrad	Paul E. McClure	2,088 1923	Sept. 18, 2017
59	3021 Attleboro Road, Shaker Heights, 44120 Cuyahoga	\$1,100,000	Bela Ved and Nikhil Ramaiya	Craig and Carmen Ruch	7,304 1928	Sept. 15, 2017
59	29514 Lake Road, Bay Village, 44140 Cuyahoga	\$1,100,000	Christian J. Riemenschneider	Lee Zalud	2,768 1927	Jan. 17, 2017
59	2174 Hametown Road, Akron, 44333 Summit	\$1,100,000	William J. Feth and Amelia K. Schmotzer	Robert A. Jones	5,479 1995	March 29, 2017
59	349 Aurora St., Hudson, 44236 Summit	\$1,100,000	Michael and Christine Davis	John M. Remmers	6,337 1900	Sept. 29, 2017
64	32409 Pinebrook Lane, Pepper Pike, 44124 Cuyahoga	\$1,075,000	Nidhi and Prashant Tewari	S.G. Hylan	6,856 1995	July 20, 2017
65	465 Burning Tree Drive, Akron, 44303 Summit	\$1,050,000	Michael and Olivia Hochschwender	University of Akron	7,420 1986	Oct. 31, 2017
66	4835 Lake Road, Sheffield Lake, 44054 Lorain	\$1,045,000	Deborah Riley (trustee)	Cynthia Breininger	5,378 1959	Nov. 1, 2017
67	3611 W. Galloway Drive, Richfield, 44286 Summit	\$1,030,000	John and Allison Groce	Alfonso D. Mandalfino	5,674 2001	July 31, 2017
68	33900 Hackney Road, Hunting Valley, 44022 Cuyahoga	\$1,020,000	Maia P. Radjenovic (trustee)	Linda M. Hosler (trustee)	3,690 1948	Nov. 21, 2017
68	3971 Evergreen Lane, Richfield, 44286 Summit	\$1,020,000	Vinodchandra D. and Surekha V. Patel	Michael Sebastiano	7,520 1996	July 10, 2017
70	7920 Augusta Lane, Concord, 44077 Lake	\$1,010,000	Pablo Trust LLC	Patrick M. Leistiko (trustee)	5,067 2013	March 13, 2017
71	3105 Nagel Road, Avon, 44011 Lorain	\$1,000,000	Kurt S. Kleve and Teresa M. Vitantonio	Michael C. and Lisa M. Bramhall	4,444 2005	Nov. 2, 2017
	1000 Pioneer Trail, Aurora, 44202	\$1,000,000	Antoinette Carpenter	Beth Olivier-Zuckett	4,568	Sept. 11, 2017

Downtown Cleveland Apartments Ranked by number of units

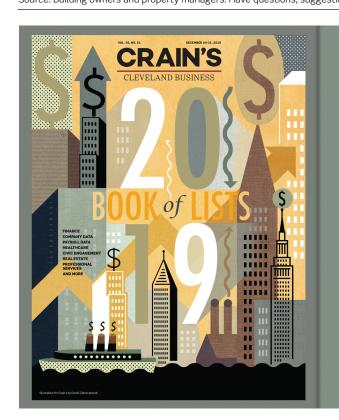


THIS YEAR	NAME	# OF UNITS	YEAR OPENED/ RENOVATED	1 BEDROOM RENT/ 2 BEDROOM RENT	LEASING CONTACT	UNIT AMENITIES	SITE AMENITIES
1	Reserve Square 1701 E. 12th St. (216) 861-2715/reservesquareapts.com	828	1973 2013	\$815-1,077 \$1,178-1,819	Zachary Service reservesquare@kandd.com	Upgraded suites available featuring stainless steel kitchen appliances, kitchen island, granite countertops	Indoor pool, fitness center, convenience store, dry cleaner, restaurants, rental car agency
2	The Bingham 1278 W. 9th St. (216) 694-8792/www.thebingham.com	340	2004 NA	NA NA	Randa Afour (216) 579-4000 x101	Washer/dryer in suite	24/7 concierge, fitness center and market
3	The Langston 2303 Chester Ave. (855) 620-3707/www.thelangston.com	316	2013 NA	\$924-1,329 \$1,794-1,838	Justin Young justin.young@buckingham.com	Balcony, all appliances, walk-in closets, pantry, washer/dryer, internet	Business center, fitness center, garages, courtesy officer, paid cable, tanning bed
4	Statler Arms 1127 Euclid Ave. (567) 203-6170/statlerarmsapartments.com	295	2003 NA	\$890-1,045 \$1,275-1,500	Amy Lawlor propertymanager@ statlerarmsapartments.com	In-suite washer/dryer connections, updated, fully equipped kitchen, spacious closets with organizers	24-hour front desk attendant, fitness center, rooftop sundeck, yoga studio with saunas
5	Standard Building 990 W. St. Clair Ave. (216) 539-4218/thestandardcle.com	281	2018 NA	\$1,150-1,800 \$1,300-7,500	Julie Colby thestandardmgr@lincolnapts.com	In-suite washer/dryer, gourmet kitchens w/ quartz countertops, luxurious bathrooms, new openable windows	Apartments with historical details, modern refinements and tech-savvy touches
6	Bridgeview Apartments 1300 W. 9th St. (216) 781-8510/http://1300bridgeview.com	247	1999 NA	\$1,000-1,400 \$1,300-2,000	Jenn Hardulak JHardulak@landmarkmgt.com	Exposed brick and wood beams, high ceilings, loft-style living	Three story fitness center, indoor parking, concierge, 24-hour on-site maintenance
7	Flats at East Bank Apartments 1055 Old River Road (216) 487-7002/www.flatsateastbank.com	241	2015 NA	\$1,495-2,600 \$1,795-3,300	Sales team flb@villagegreen.com	Luxury finishes, private balconies, floor-to- ceiling windows, stainless steel appliances	24/7 concierge, 24/7 fitness center, outdoor green space with BBQ grills and fire pit
8	Edge on Euclid 1750 Euclid Ave. (440) 528-1082/www.theedgeoneuclid.com	240	2017 NA	\$1,370 \$879	NA	Each of the one-, two-, three- and four- bedroom suites include private baths, living room, kitchen, washer/dryer	Double height lobby, fitness center, lounge, study areas, 163-car secured parking garage, private courtyard
9	The Residences at 668 668 Euclid Ave. (216) 579-1668/www.668euclidave.com	236	2010 NA	\$957-1,551 \$1,436-1,953	Laura Storm residences@668euclidave.com	Expansive windows, stainless steel appliances, kitchen island, maple-finished cabinets, granite countertops	Business center, restaurants, fitness center, 24/7 security; near shopping, E. 4th St. and Quicken Loans Arena
10	Residences at Leader 526 Superior Ave. (216) 241-7706/www.ResidencesAtLeader.com	224	2016 NA	\$875-1,450 \$1,390-2,985	Khristen Richardson leader@kandd.com	Granite countertops, custom cabinets	Restaurant, bar, barber shop, convenience store, pizza shop
11	Residences at 1717 1717 E. 9th St. (216) 443-1717/www.residencesat1717.com	223	2014 NA	\$1,018-1,460 \$1,838-2,880	Casey Boland 1717@kandd.com	Energy Star stainless steel appliances, washer/dryer, granite countertops	Silver LEED certification, marble lobby, business center, fitness center, party room, Al's Deli
12	Crittenden Court Apartments 955 W. St. Clair Ave. (216) 781-4884/NA	208	1996 On-going	\$550-900 \$950-1,200	Leasing office crittendencourt@roadrunner.com	Spectacular views, kitchen appliances, washer/dryer hookups	On-site parking, workout room, lounge, security
13	Iconic Living at The 9 2017 E. 9th St. (216) 239-1300 /metropolitancleveland.com	194	2014 NA	\$1,100-2,160 \$1,775-6,400	Rebecca Lemieux rebecca@geisproperties.com	Stainless steel appliances, in-suite washer/ dryer, cork flooring, dimmable lighting, zebrawood cabinetry, electric fireplace	Security, room service, front desk staff, valet, maintenance, onsite grocery store, theater, restaurants and social lounge
14	Beacon 515 Euclid Ave. (216) 464-2860/thebeaconcleveland.com	187	Scheduled to open in 2019 NA	To be determined NA	Brian Weisberg Bweisberg@starkenterprises.com	Stainless steel appliances, granite countertops, floor-to-ceiling windows, high-end appliance packages	Fitness center, roof top lounge, party room, business center
15	Stonebridge Waterfront 1500 Detroit Ave. (216) 344-2310/stonebridgewaterfront.com	159	2001 2010	\$976-1,252 \$1,063-2,153	Jay Hnath stonebridge@kandd.com	Private balcony, kitchen island, black and white appliances, granite floors and countertops, custom cabinets	Fitness center, dry cleaning service, garage or gated surface parking, rent-to-own
16	The Shoreline (formerly Quay 55) 5455 N. Marginal Road (216) 432-0622/www.theshorelineapts.com	138	2002 NA	\$1,345-2,254 \$1,730-3,310	Hannah Rohrer hrohrer@landmarkmgt.com	Lake views, granite, stainless steel appliances, washer/dryer, over-sized windows, loft ceilings, open floor plans	Resort pool, bark park, fitness center, party room, business center, coffee bar, security, gated
17	The Garfield 1965 E. 6th St. (866) 659-6613/www.thegarfield.com	123	2017 NA	\$1,095-1,695 \$1,995-3,095	Lia Neylon Ineylon@livemillennia.com	Washer/dryer in unit, stainless steel appliances, quartz countertops	Complementary draft beer, gourmet coffee, valet laundry and trash service
17	Residences at Halle 1228 Euclid Ave. (216) 696-7701/www.ResidencesAtHalle.com	123	2018 NA	\$1,298-2,123 \$1,675-4,605	Rita Almanassra residencesathalle@kandd.com	Luxury kitchens, crown molding, stainless steel appliances, double ovens, beverage centers, hard surface flooring, spacious floorplans	On-site fitness and resident centers, conference center, historic building in Playhouse Square, atrium
19	Huron Square and the Osborn Apartments 1001 Huron Road (216) 575-1175/www.huronosborn.com	120	1990 1999	\$1,000 \$1,400	Nicole St. Pierre playmgt@gmail.com	Washer/dryer, ceramic tile, dishwasher, breakfast bar	Workout room, laundry center, package pickup, dry cleaning service
20	Lofts at Rosetta Center 629 Euclid Ave. (216) 589-1111/www.east4thstreet.com	115	2013 NA	\$600-1,295 \$1,325-1,795	Jessica Taylor info@east4thstreet.com	Modern design, gray wood design plank flooring, high efficiency kitchens and baths, white Corian countertops	Located in the Historic Gateway Neighborhood with numerous dining and entertainment options
21	The Residences at Hanna 1401 Prospect Ave. (216) 357-2672/www.residencesathanna.com	104	2013 NA	\$902-1,381 \$1,298-1,894	Katie Wise hanna@kandd.com	Granite countertops, porcelain tile floors, Energy Star stainless steel kitchen appliances, washer/dryer	On-site parking, fitness center, business center, corporate housing, on-site restaurant
22	Water Street Apartments 1133 W. 9th St. (216) 771-8600/http://waterstreetapts.com	101	1997 NA	\$900-1,200 \$1,300-1,500	Laura Wagner lwagner@landmarkmgt.com	Great views	24-hour fitness center, rooftop deck
23	Worthington Yards 725 Johnson Court (216) 704-4441/www.worthingtonyards.com	98	2017 NA	\$1,250.00 \$1,895.00	Greg Deming gdeming@daladgroup.com	New construction, quartz countertops, vinyl and ceramic flooring, balconies, washer/dryer, appliances included, large windows	Outdoor courtyard, community living room, art gallery, fitness center, yoga room, rooftop patio, recessed patios
24	Perry-Payne Apartments 740 W. Superior Ave. (216) 781-8510/http://perrypayneapts.com	93	1995 NA	\$1,000-1,200 \$1,300-1,700	Jenn Hardulak JHardulak@landmarkmgt.com	Huge windows, amazing river and lake views, bright loft-style suites with open floor plans	Rooftop deck, 24-hour fitness center, 24-hour emergency maintenance
25	The Tower Press Building 1900-2100 Superior Ave. (216) 241-4069/http://towerpress.com	85	2002 2017	\$1,200 \$1,500	Dave Perkowski info@towerpressdevelopment	T-1 high-speed internet, exposed duct, brick and heavy beam structures, large original historic windows, central air	Cafe and galleries on-site, professional fitness center, interior courtyard with seating and grills
26	The Creswell on Playhouse Sqaure 1220 Huron Road (216) 245-3343/www.thecreswell.com	80	2015 NA	\$1,250.00 \$1,500.00	Greg Deming gdeming@daladgroup.com	New appliances, HVAC, high ceilings, vinyl floors, stone countertops, pet friendly, suite storage available	Fitness center, first floor restaurant, on- site management
26	1900 Euclid Ave. Lofts 1900 Euclid Ave. (216) 241-9800/www.thecoralcompany.com	80	2002 NA	\$1,000-1,145 \$1,250-1,595	Lisa C. Micheli lcm@thecoralcompany.com	9'-16' ceilings, expansive windows with lake and city views, gas fireplaces, and in-suite washers and dryers	Fitness center, sauna, tanning bed, secure indoor parking, evening lobby attendant
28	WT Grant Lofts 248 Euclid Ave. (216) 623-1201/wtgrantapartments.com	73	2004 2011	\$995-1,385 \$1,190-1,985	Gerald Parks wtgrantleasing@ thecoralcompany.com	Stainless steel kitchen appliances, fireplace, insuite washer/dryer, garbage disposal, high ceilings	Resident lounge, fitness center, business center, courtyard with grill, secured entry and parking
29	Milton Manor 2344 Prospect Ave. (216) 861-0574 /www.miltonmanor.net	70	1950 NA	\$595-795 \$695-795	Paul Buress Pavelbures@sbcglobal.net	All utilities included	Furnished - unfurnished
30	Euclid Block Apartments 2015 E. 4th St. (216) 589-1111/www.east4thstreet.com	64	2008 NA	\$690-1,375 \$1,100-1,300	Jessica Taylor info@east4thstreet.com	Hardwood and polished concrete floors, high ceilings, over size windows, washer/dryer in suite, microwave, fridge, dishwasher	Located in the Historic Gateway Neighborhood with numerous dining and entertainment options
31	The Avenue District 1211 St. Clair Ave. NE (216) 589-8524/www.theavenuedistrict.com	61	2012 NA	\$1,389-2,349 \$1,694-3,699	Tanya or Ryan theavenue@zaremba.net	Large open-concept suites, upscale finishes, high ceilings, spacious walk-in closets, washer/ dryer, views of downtown/Lake Erie	Corporate suites available, fitness center, concierge services, free shuttle, covered parking available

THIS YEAR	NAME	# OF UNITS	YEAR OPENED/ RENOVATED	1 BEDROOM RENT/ 2 BEDROOM RENT	LEASING CONTACT	UNIT AMENITIES	SITE AMENITIES
32	Stone Block 425 W. Lakeside Ave. (216) 352-4208/http://stoneblockcle.com	57	1990 NA	+\$900 +\$1,200	info@5-4management.com	City and lake views, renovated units	Laundry on each floor
33	Apartments at Nautica 2249 Elm St. (216) 464-7465 x241/carlylemanagement.com	55	1992 Constantly updating	\$800-950 \$1,000-1,300	Suzanne Scheiman info@downtownapartments.com	Magnificent views in a very eclectic building	Laundry on each floor
34	Worthington Square 844 W. St. Clair Ave. (216) 352-4208/worthingtonsquarecle.com	53	1990 2017	+\$1,000 +\$1,300	info@5-4management.com	Granite countertops, energy efficient lighting and fans, fiber internet	Access to Cleveland's largest hidden urban courtyard, credit card-enabled laundry facilities on every floor
35	The Schofield Residences 1110 Euclid Ave. (216) 706-2287/theschofieldresidences.com	52	2016 NA	\$1,400-2,050 \$2,600-4,250	Marcie B. Gilmore marcie@mbgmarketingllc.com	High-end finishes, washer/dryer in unit, opening windows, views	Ninth Street/Euclid Avenue location, hotel amenities available
36	The Bradley 1220 W. 6th St. (216) 352-4208/http://thebradleycle.com	45	1975 2016	\$1,200-1,800 +\$1,800	info@5-4management.com, (216) 352-4208	On-site management, maintenance, staff on call 24-7, parking garage, closed circuit security, fiber internet, washer/dryer	Heart of the Warehouse District, close to many restaurants and sporting events
37	Windsor Building 2000 E. 4th St. (216) 589-1111/www.east4thstreet.com	43	1999 NA	\$545-1,050 \$1,000-1,875	Jessica Taylor info@east4thstreet.com	Tall windows, select hardwood floors, stove, mounted microwave, fridge, dishwasher, select rooftop deck	Located in the Historic Gateway Neighborhood with numerous dining and entertainment options
38	Marshall Place Apartments 1211 W. 9th St. (440) 975-8118/www.marshallplaceliving.com	41	2002 NA	\$1,124-1,250 \$1,164-2,250	Deanna Langer vintagemanagementservices@ vintage-group.com	In-suite washer/dryers, extra storage available	Fitness center open 24/7, community room, gated parking lot
39	2320 Lofts 2320 Superior Ave. (216) 923-0711/www.2320lofts.com	39	2014 NA	\$1,100-1,200 \$1,350-1,800	Dave Perkowski info@towerpressdevelopment.com	Wood flooring, ceramic tile bathrooms, stainless steel appliances, washer/dryer	Spacious designs, 1, 2, 3 and 4-bedroom lofts, large open living area
40	Frederick @Fourth St. 2063 E. 4th St. (216) 589-1111/www.east4thstreet.com	37	2004 NA	\$845-1,375 \$1,425-1,999	Jessica Taylor info@east4thstreet.com	Tall ceilings, over-size windows, mounted microwave, fridge, dishwasher, stove, washer/dryer	Located in the Historic Gateway Neighborhood with numerous dining and entertainment options
41	Walker & Weeks 2341 Carnegie Ave. (216) 351-6936/www.walkerweeks.com	36	2005 NA	\$950-\$1,000 \$1,450-2,275	Sheila Marszal sheila@vanguardcleveland.com	High ceilings, hardwood floors, some units have spiral stairs, some units have private sundecks	Rooftop sundeck, on-site laundry room, on-site maintenance, nightly security
41	Historic Buckeye Building 2082 E. 4th St. (216) 589-1111/www.east4thstreet.com	36	1994 NA	\$575-1,295 \$1,050-2,000	Anita Watson; Karina Ornelas info@east4thstreet.com	Tall ceilings, over-size windows with views, some multiple level suites, microwave, fridge, dishwasher	Located in the Historic Gateway Neighborhood with numerous dining and entertainment options
43	Commercial Building 2056 E. 4th St. (216) 589-1111/www.east4thstreet.com	35	2002 NA	\$575-1,035 \$1,275-1,550	Jessica Taylor info@east4thstreet.com	Large windows with views, multi-level suites, mounted microwave, fridge and dishwasher in all suites	Located in the Historic Gateway Neighborhood with numerous dining and entertainment options
44	Seasons at Perk Park 1120 Chester Ave. (216) 696-5442/theseasonsatperkpark.com	33	2013 NA	\$1,050-1,350 \$1,550-1,850	Marcie Gilmore marcie@mbgmarketingllc.com	In-suite washer/dryer, high-end finishes, granite counters	Location across from park, fitness room, parking
44	Hat Factory 1235 W. 6th St. / (216) 867-9796 apartmentguide.com/apartments/Ohio/ Cleveland/The-Hat-Factory/8610	33	1986 NA	\$960-\$1,600 NA	Greg Deming gdeming@daladgroup.com	Washer, dryer, central air, gas heat, high ceilings, large windows and suite free storage	NA
46	University Lofts 2010-2030 Euclid Ave. (216) 241-9800/www.thecoralcompany.com	30	2009 NA	\$1,000-1,060 \$1,310-1,700	Lisa C. Micheli lcm@thecoralcompany.com	Suites with unique floor plans, expansive windows with city views, and in-suite washers and dryers	Floor-to-ceiling windows, hardwood flooring, granite countertops and tiled bathrooms
47	The Ivory on Euclid 1030 Euclid Ave. (216) 696-5442/www.ivoryoneuclid.com	29	2015 NA	\$1,125-2,000 \$1,975-2,125	Marcie Gilmore marcie@mbgmarketingllc.com	In-suite washer/dryer, high-end finishes, opening windows	Balconies, attached garage, rooftop patio, fitness center, game room
48	Prospect Place Apartments 1104 Prospect Ave. (216) 621-9255/prospectplaceapartments.com	25	2008 NA	\$1,200-1,400 \$1,450-1,750	Steve Spithas sspithas@usaparking.com; (216) 621-9255 x134	In-suite washer/dryer and laundry sink, granite countertops, Kraftmaid wood cabinetry, stainless steel appliances	24-hour fitness room, indoor parking
49	Lofts at Southworth 2013 Ontario St. (216) 281-1500/www.cicerchi.com	18	2015 NA	\$1,050 \$1,575-1,650	Katie Murray katie@cicerchi.com	Hardwood floors, granite countertops, stainless steel appliances, in-suite washer/dryer	Atrium, on-site storage
50	Milton Townhomes 1421 E. 15th St. (216) 331-6331/www.themiltoncleveland.com	16	2017 NA	\$1,900-2,000 \$1,900-2,000	Jill Gresham jill@geisproperties.com	Two-story townhomes, two-car garage, washer/dryer, stainless steel appliances, vinyl tile flooring, quartz countertops	Private entry, recycling and trash removal, dog park
50	Harbor Verandas 1050 E. 9th St. (216) 407-7580/cumberland-development.com	16	2018 NA	NA NA	Richard Pace rpace@ cumberland-development.com	Large outdoor room (veranda)	Water views from every unit
52	Lofts on 4th 2044 E. 4th St (216) 281-1500/www.cicerchi.com	5	2008 2012	NA \$2,100-3,000	Katie Murray katie@cicerchi.com	Hardwood floors, granite countertops, stainless steel appliances, in-suite washer/ dryer, gas fireplace	Free on-site storage

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

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The Professional	
Services lists	84-

117

Law Firms	85-89
Largest Architectural Firms	89-90
Largest Engineering Firms	91
Largest Accounting Firms	92-93
Employee Benefits	94-95
Software Developers	96-97
Largest Manufacturing Companies	98-99
Executive Search	100
Marketing Firms Service Providers and Printers	101
Marketing Services Directory	102-106
Women Owned Businesses	107
Women Owned Business Directory	108-113
Minority Owned Businesses	114
Minority Owned Business Directory	115-117

he number of local female partners at larger Northeast Ohio law firms has increased by 19% over the past decade, but the number of local minority partners is about the same today as it was back then, according to data submitted by the 40 largest firms that provided partner information for our Law Firms list in both 2008 and 2018. That group includes all but three of the top 40 firms on this year's list.

Of course, the increase in female partners was from a small base: Female partners accounted for 266, or 19.81%, of the 1,355 local partners employed by those 40 firms in our analysis as of May 15, 2018. Just 56 of those local partners, or 4.35%, are minorities. The full list includes 70 law firms.

Some of the lists in this section (Accounting Firms, Employee Benefit Services Firms, etc.) clearly belong in the professional services section. But this section is also home to three directories that contain all kinds of companies: Women-Owned Businesses (441 companies), Minority-Owned Businesses (186 companies) and Marketing Services Firms (219 companies). You can get more detail and sift through those companies by category, county or alphabetical order at crainscleveland.com. Hover over the Data Center tab to find digital versions of those directories as well as our Health Care Directory and our Executive Search and Staffing Firms Directory.

As you get closer to the back of the Book of Lists, you'll find some miscellaneous lists that didn't fit neatly into another category, such as our Breweries and Wineries lists.

Published for the first time in 2018, both of those lists are absolutely dominated by young companies: 60% of the 44 wineries on the full digital list were founded in 2010 or later. For the Breweries list, that figure was 78%. — *Chuck Soder*

Largest Law Firms Ranked by number of local attorneys





		LOCAL	LOCAL PARTNERS				
THIS YEAR	FIRM (1)	ATTORNEYS/ PARTNERS	FEMALE/ MINORITY	STAFF	WORLDWIDE ATTORNEYS	PRIMARY PRACTICE AREAS	TOP LOCAL EXECUTIVE
1	Jones Day 901 Lakeside Ave., Cleveland (216) 586-3939/www.jonesday.com	194 60	12	629	2,500	Full range of litigation and corporate practice areas	Heather Lennox, Cleveland partner-in- charge
2	Baker & Hostetler LLP 127 Public Square, Suite 2000, Cleveland (216) 621-0200/www.bakerlaw.com	162 93	21	378	951	Corporate, litigation, employment, tax, private equity, health care, class actions	Hewitt Shaw, Cleveland office managing partner R. Steven Kestner, firmwide chairman (2)
3	Benesch (3) 200 Public Square, Suite 2300, Cleveland (216) 363-4500/www.beneschlaw.com	138 82	13 5	259	203	Corporate and securities, litigation, real estate, intellectual property, health care, labor and employment	Gregg Eisenberg, managing partner
4	Tucker Ellis LLP 950 Main Ave., Suite 1100, Cleveland (216) 592-5000/tuckerellis.com	137 59	12 5	276	214	All types of trial, transactional or IP matters	Joe Morford, firm managing partner
5	Thompson Hine LLP (3) 127 Public Square, Suite 3900, Cleveland (216) 566-5500/www.thompsonhine.com	128 67	13 3	313	378	Litigation, corporate, real estate, construction, product liability, finance, environmental, privacy, immigration, bankruptcy/restructuring, benefits, IP	Deborah Read, managing partner Kip Bollin, Cleveland office partner-in- charge
6	Calfee, Halter & Griswold LLP 1405 E. 6th St., Cleveland (216) 622-8200/www.calfee.com	121 69	11 2	237	151	Corporate, M&A, securities, litigation, IP, government relations, labor, benefits, commercial, real estate, tax, estate planning	Brent Ballard, managing partner Thomas McKee, chairman
7	Squire Patton Boggs 127 Public Square, Suite 4900, Cleveland (216) 479-8500/www.squirepb.com	104 43	9 2	311	1,600	Full suite of corporate, disputes and public policy services	Frederick Nance, global managing partner; Michele Connell, managing partner, Cleveland
8	Ulmer & Berne LLP 1660 W. 2nd St., Suite 1100, Cleveland (216) 583-7000/www.ulmer.com	81 46	12 1	170	156	Litigation, financial services, business law, real estate, IP, benefits/ERISA, immigration, product liability, employment, cybersecurity	Patricia Shlonsky, partner-in-charge, Cleveland office
9	Roetzel & Andress LPA 1375 E. 9th St., 10th Floor, Cleveland (216) 623-0150/www.ralaw.com	78 48	9 2	171	155	Banking/finance, employment, energy/environmental, estates, health care, transportation, franchise, government, education, real estate, IP	Douglas Spiker, partner-in-charge, Cleveland
10	McDonald Hopkins LLC 600 Superior Ave., E., Suite 2100, Cleveland (216) 348-5400/www.mcdonaldhopkins.com	75 42	3 0	155	139	Corporate, litigation, IP, restructuring, estate planning, real estate, M&A, health, banking, benefits	Shawn Riley, president
11	Walter Haverfield 1301 E. 9th St., Suite 3500, Cleveland (216) 781-1212/www.walterhav.com	74 37	10	132	74	Corporate, education, IP, labor and employment, liquor control, litigation, public law, real estate, tax and wealth management	Ralph Cascarilla, managing partner
12	Brouse McDowell LPA 388 S. Main St., Suite 500, Akron (330) 535-5711/www.brouse.com	71 48	15 1	131	71	Corporate, business restructuring, environmental, estate planning, health care, insurance recovery, labor/employment, litigation, real estate, tax	Marc Merklin, managing partner Christopher Carney, partner-in-charge, Cleveland
13	Buckingham, Doolittle & Burroughs LLC 1375 E. 9th St., Suite 1700, Cleveland (216) 621-5300/www.bdblaw.com	67 49	7 2	133	67	Business, litigation, employment and labor, real estate and construction, health and medicine, trusts and estates	Steven Dimengo, managing partner
14	Reminger Co. LPA 101 Prospect Ave. W., Suite 1400, Cleveland (216) 687-1311/www.reminger.com	66 55	10	180	140	Medical malpractice, workers compensation, estate planning, D&O and employment practices, professional liability, oil, natural gas and utilities	Stephen Walters, president, managing partner
15	Hahn Loeser & Parks LLP 200 Public Square, Suite 2800, Cleveland (216) 621-0150/www.hahnlaw.com	60 40	7 4	135	116	Commercial litigation, business, IP, estate planning, labor and employment, construction, creditors' rights, reorganization and bankruptcy	Stanley Gorom III, partner-in-charge, Cleveland office
16	Taft Stettinius & Hollister LLP (3) 200 Public Square, Suite 3500, Cleveland (216) 241-2838/www.taftlaw.com	58 29	7 3	93	445	Finance, litigation, real estate, tax, intellectual property, labor and employment, domestic relations, municipal, health care	Jill Helfman, Adrian Thompson, co- partners-in-charge, Cleveland
17	Krugliak, Wilkins, Griffiths & Dougherty Co. LPA 4775 Munson St. N.W., Canton (330) 497-0700/www.kwgd.com	56 38	6	105	56	Corporate, real estate/construction, labor/employment, employee benefits, workers' compensation, tax, health care, environmental, OSHA	John Tucker, managing partner
18	Frantz Ward LLP 200 Public Square, Suite 3000, Cleveland (216) 515-1660/www.frantzward.com	53 33	6 1	87	53	Bankruptcy/creditors' rights, construction, corporate, education, estate planning, health care, insurance, employment, litigation, real estate	Christopher Keim, managing partner; Michael Frantz, Joel Hlavaty, management committee members
19	Vorys, Sater, Seymour and Pease LLP 200 Public Square, Suite 1400, Cleveland (216) 479-6100/www.vorys.com	52 22	2 2	76	350	Corporate, litigation, labor and employment, bankruptcy, health care, real estate, financial institutions	Anthony O'Malley, managing partner, Cleveland
20	Brennan, Manna & Diamond 75 E. Market St., Akron (330) 253-5060/www.bmdllc.com	42 27	6 1	43	67	Health care, litigation, business, labor and employment, real estate, M&A, tax, estate planning	Anthony Manna, chairman Jack Diamond, president
21	Gallagher Sharp LLP 1501 Euclid Ave., 6th floor, Cleveland (216) 241-5310/www.gallaghersharp.com	42 29	7	87	53	Litigation, insurance, legal malpractice, professional liability, railroad, trucking, aviation, maritime, product/employer liability, mass/toxic torts	Timothy Brick, managing partner
22	Day Ketterer Ltd. 200 Market Ave. N., Suite 300, Canton (330) 455-0173/www.dayketterer.com	41 25	4 0	61	41	Business, banking, education, litigation, employment, health care, real estate, family, estate planning, workers' compensation, taxation	Robert Roland, managing partner
23	McCarthy, Lebit, Crystal & Liffman Co. LPA 101 W. Prospect Ave., Suite 1800, Cleveland (216) 696-1422/www.mccarthylebit.com	40 25	4 0	69	40	Transactional, estate planning, tax, litigation, domestic relations, banking, property, personal injury, employment law, alternative dispute resolution	Robert Glickman, managing principal
24	Weston Hurd LLP 1301 E. 9th St., Suite 1900, Cleveland (216) 241-6602/www.westonhurd.com	39 30	6 0	66	47	Business advice, litigation, construction, employment, estate/probate, insurance, professional negligence, real estate, banking, white collar	Carolyn Cappel, managing partner
25	Kohrman Jackson & Krantz LLP 1375 E. 9th St., 29th floor, Cleveland (216) 696-8700/www.kjk.com	39 22	5 0	63	43	Corporate, technology/IP, real estate, tax, litigation, estates, employment law, domestic relations education, health care	Jon Pinney, managing partner
26	Meyers, Roman, Friedberg and Lewis 28601 Chagrin Blvd., Suite 600, Woodmere (216) 831-0042/www.meyersroman.com	37 21	6 0	58	37	Real estate, tax, finance, labor and employment, construction, civil/commercial litigation, estate planning and human resources	Seth Briskin, managing partner
27	Fay Sharpe LLP 1228 Euclid Ave., 5th floor, Cleveland (216) 363-9000/www.faysharpe.com	35 21	5 0	75	35	Intellectual property	Douglas Graham, director of administration
28	Wegman, Hessler & Vanderburg 6055 Rockside Woods, Suite 200, Independence (216) 642-3342/www.wegmanlaw.com	34 17	3	60	60	Corporate, litigation	Peter Hessler, managing partner
29	Tarolli, Sundheim, Covell & Tummino LLP 1300 E. 9th St., Suite 1700, Cleveland (216) 621-2234/www.tarolli.com	34 15	1 0	70	35	Intellectual property	Management committee
30	Cavitch Familo & Durkin Co. LPA 1300 E. 9th St., 20th floor, Cleveland (216) 621-7860/www.cavitch.com	34 22	2 2	52	34	Business law, capital and finance, estate planning, family law, litigation, real estate	Michael Cohan, president
31	Buckley King LPA 600 Superior Ave. E., Cleveland (216) 363-1400/www.buckleyking.com	32 14	6	52	36	Financial/business transactions, real estate, labor/employment, D&O, E&O, governance, tax, creditors' rights, bankruptcy, family, estates	Brent Buckley, managing partner



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Todd W. Sleggs, Esq. tsleggs@sdglegal.net

Robert K. Danzinger, Esq. rdanzinger@sdglegal.net

Steven R. Gill, Esq. sgill@sdglegal.net

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Largest Law Firms
Ranked by number of local attorneys



THIS YEAR	FIRM (1)	LOCAL ATTORNEYS/ PARTNERS	LOCAL PARTNERS FEMALE/ MINORITY	LOCAL	WORLDWIDE ATTORNEYS	PRIMARY PRACTICE AREAS	TOP LOCAL EXECUTIVE
32	Dworken & Bernstein Co. LPA 60 S. Park Place, Painesville (440) 352-3391/www.dworkenlaw.com	31 15	3	65	31	Business, commercial litigation, commercial real estate, estate planning, oil and gas, family, personal injury, workers' compensation	Howard Rabb Erik Walter Richard Selby Jr., administrative partners
33	Wickens Herzer Panza 35765 Chester Road, Avon (440) 695-8000/www.wickenslaw.com	30 12	2 0	73	30	Business transactions; litigation; probate, estate, elder law; real estate and construction; M bankruptcy; health care	Matthew Nakon, president, CEO
34	Amin, Turocy & Watson LLP 127 Public Square, 57th floor, Cleveland (216) 696-8730/www.thepatentattorneys.com	29 9	2 6	48	29	Intellectual property	Himanshu Amin, managing partner
35	Pearne & Gordon LLP 1801 E. 9th St., Suite 1200, Cleveland (216) 579-1700/pearne.com	28 15	3 4	55	28	Intellectual property including licensing, litigation and transactional matters	Michael Garvey, partner
36	Zashin & Rich Co. LPA 950 Main Ave., 4th Floor, Cleveland (216) 696-4441/www.zrlaw.com	27	0	44	31	Labor and employment, family law, international family law, workers' compensation, business law, sports law	Andrew Zashin Stephen Zashin, co-managing partners
37	Littler 1100 Superior Ave., 20th floor, Cleveland (216) 696-7600/www.littler.com	26 15	4	44	1,528	Labor and employment	Bonnie Kristan, office managing shareholder
38	Stark & Knoll Co. LPA 3475 Ridgewood Road, Akron (330) 376-3300/www.stark-knoll.com	26 19	1 0	40	40	Business and corporate services, estate planning, special needs planning, probate, business litigation, labor, employment, insurance defense	John Krajewski, managing partner
39	Bonezzi Switzer Polito & Hupp Co. LPA 1300 E. 9th St., Suite 1950, Cleveland (216) 875-2767/www.bsphlaw.com	26 18	3	59	28	Medical malpractice defense, nursing home defense, employment law	Jeffrey Van Wagner, managing shareholder
40	Porter Wright Morris & Arthur LLP 950 Main Ave., Cleveland (216) 443-9000/www.porterwright.com	25 18	6 0	38	200	Commercial and product litigation, real estate financing, commercial and corporate transactions, employment, environmental, IP	Hugh McKay, partner-in-charge, Cleveland
41	Mansour Gavin LPA 1001 Lakeside Ave., Suite 1400, Cleveland (216) 523-1500/www.mansourgavin.com	25 15	4	48	25	Civil litigation, corporate and business services, real estate and land use, labor and employment, estate planning and probate, environmental, IP	Anthony Coyne, president
41	Schneider Smeltz Spieth Bell LLP 1375 E. 9th St., Suite 900, Cleveland (216) 696-4200/www.sssb-law.com	25 18	3 1	48	25	Estate/probate/tax, business/corporate, domestic	James Vail, managing partner
43	Weltman, Weinberg & Reis Co. LPA 323 W. Lakeside Ave., Suite 200, Cleveland (216) 685-1000/www.weltman.com	24 14	4 0	375	61	Consumer/commercial collections, bankruptcy, litigation and defense, probate recovery, real estate default, education loan recovery	Scott Weltman, managing shareholder
44	Elk & Elk 6105 Parkland Blvd., Suite 200, Mayfield Heights (800) 355-6446/www.elkandelk.com	23 6	1 0	79	25	Personal injury, auto/motorcycle/trucking accidents, medical malpractice, birth injury, product liability, drug recalls	Arthur Elk, managing partner

Continued on next page



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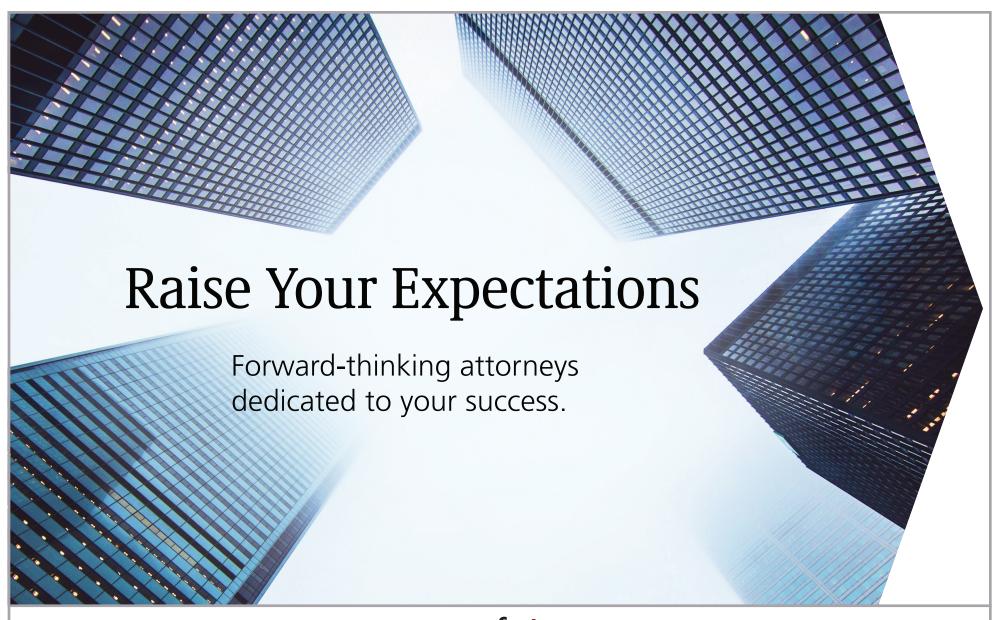
MORE INFORMATION: Lisa Rudy · lrudy@crain.com

Largest Law Firms Ranked by number of local attorneys



THIS YEAR	FIRM (1)	LOCAL ATTORNEYS/ PARTNERS	LOCAL PARTNERS FEMALE/ MINORITY		WORLDWIDE ATTORNEYS	PRIMARY PRACTICE AREAS	TOP LOCAL EXECUTIVE
45	Nicola, Gudbranson & Cooper LLC 25 W. Prospect Ave., Suite 1400, Cleveland (216) 621-7227/www.nicola.com	23 15	3	36	23	Business, employment, executive compensation, workers' compensation defense, real estate, public sector, school, family, estates, immigration	Management committee
45	Renner Otto 1621 Euclid Ave., Cleveland (216) 621-1113/www.rennerotto.com	23 14	1	49	23	Intellectual property: patents, trademarks, copyrights and IP litigation	Heidi Boehlefeld, managing partner
45	Thrasher, Dinsmore & Dolan LPA 100 7th Ave., Suite 150, Chardon (440) 285-2242/www.tddlaw.com	23 15	3	38	23	Business, real estate, estate planning, domestic, family, trademark, municipal and public entity, litigation, oil and gas, zoning	Todd Hicks, managing partner
48	Mazanec, Raskin & Ryder Co., LPA 34305 Solon Road, Solon (440) 248-7906/www.mrrlaw.com	22 17	2 0	55	35	Civil rights, public sector, insurance coverage, employment and labor, cybersecurity, school, professional liability, business law	Joseph Nicholas, Jr., president, managing partner
49	Fisher Phillips 200 Public Square, Suite 4000, Cleveland (440) 838-8800/www.fisherphillips.com	21 11	2	40	370	Labor and employment law	Steven Nobil, regional managing partner
50	Roderick Linton Belfance LLP 50 S. Main St., 10th floor, Akron (330) 315-3350/www.rlbllp.com	21 9	2 0	40	21	Litigation, domestic relations, bankruptcy, collections, insurance and estate planning	William Chris, managing partner
51	Seeley, Savidge, Ebert & Gourash Co. LPA 26600 Detroit Ave., Westlake (216) 566-8200/www.sseg-law.com	20 11	2	34	20	Employment/workers' compensation defense, estate planning, corporate, health care, family, defense litigation, sports/entertainment	Gary Ebert Robert Anderle, co-administrative partners
52	McGlinchey Stafford PLLC 3401 Tuttle Road, Suite 200, Shaker Heights (216) 378-9905/www.mcglinchey.com	19 9	2 3	36	180	Consumer financial services, commercial litigation and transactional matters	Rodolfo Aguilar Jr., managing member, firm; David Thompson, managing member, Cleveland
53	Rolf Goffman Martin Lang LLP 30100 Chagrin Blvd., Suite 350, Pepper Pike (216) 514-1100/www.RolfLaw.com	19 12	3 0	25	23	Health care	Aric Martin, managing partner
54	Sutter O'Connell 1301 E. 9th St., Suite 3600, Cleveland (216) 928-2200/www.sutter-law.com	18 8	1 0	38	20	Product liability, environmental toxic torts, business litigation, class action, appellate, professional liability, transportation, IP, civil rights	Matthew O'Connell, managing shareholder
55	Kelley & Ferraro LLP 950 Main Ave., Cleveland (216) 575-0777/www.kelley-ferraro.com	18 5	1	70	18	Asbestos litigation	James Ferraro, founding partner John Murphy, equity partner
56	Ogletree, Deakins, Nash, Smoak & Stewart P.C. 127 Public Square, Suite 4100, Cleveland (216) 241-6100/www.ogletree.com	17 7	2 3	27	875	Employment, labor relations, class action, wages, benefits, litigation, unfair competition and trade secrets, sports and entertainment	John Gerak, managing shareholder, Cleveland

Continued on next page



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			LOCAL				
THIS YEAR	FIRM (1)	LOCAL ATTORNEYS/ PARTNERS	PARTNERS	LOCAL	WORLDWIDE ATTORNEYS	PRIMARY PRACTICE AREAS	TOP LOCAL EXECUTIVE
57	Reimer Law Co. 30455 Solon Rd., Solon (440) 600-5503/www.reimerlaw.com	17 4	1 0	93	29	Creditors' rights	Dennis Reimer, founding shareholder
58	Singerman, Mills, Desberg & Kauntz Co., LPA 3333 Richmond Road, Suite 370, Beachwood (216) 292-5807/www.smdklaw.com	17 10	0	26	17	Corporate, banking, publicly assisted financing, real estate, estate planning, estate/trust administration, taxation, litigation, public sector	Paul Singerman, president
59	Kastner, Westman & Wilkins LLC 3550 W. Market St., Suite 100, Akron (330) 867-9998/www.kwwlaborlaw.com	14 6	1 0	26	14	Labor, employment, workers' compensation and employee benefits representing management exclusively	Management committee
59	Ziegler Metzger LLP 1111 Superior Ave. E., Suite 1000, Cleveland (216) 781-5470/www.zieglermetzger.com	14 9	2 0	23	14	Estate planning, probate, trust, tax, fiduciary law, litigation, real estate and corporate	Stephen Bales, managing partner
61	McMahon DeGulis LLP 812 Huron Road, Suite 650, Cleveland (216) 621-1312/www.mdllp.net	12 7	1 0	27	14	Environmental, energy, toxic tort and related litigation	Michael McMahon, managing partner
62	Janik LLP 9200 South Hills Blvd., Suite 300, Broadview Heights (440) 838-7600/www.janiklaw.com	12	2 0	20	13	Insurance coverage and bad faith, professional liability, casualty, business litigation	Steven Janik, managing partner
63	O'Toole, McLaughlin, Dooley & Pecora 5455 Detroit Road, Sheffield Village (440) 930-4001/www.omdplaw.com	12 5	0	24	12	Litigation, business, municipal, food and beverage, estate planning/ probate, environmental, education and real estate	Matthew Dooley, partner
64	Rathbone Group 1100 Superior Ave., Suite 1850, Cleveland (800) 870-5521/www.rathbonegroup.com	9	1 0	56	21	Subrogation recovery on behalf of insurance and self-insured companies	Joel Rathbone, managing partner
65	Bricker & Eckler LLP 1001 Lakeside Ave. E., Suite 1350, Cleveland (216) 523-5405/www.bricker.com	8 2	0	13	151	Energy and shale, complex litigation, health care, public finance and economic development, mediation and arbitration	Bill Mason, partner-in-charge
66	Ross, Brittain & Schonberg Co. LPA 6480 Rockside Woods Blvd. S., Suite 350, Independence (216) 447-1551/www.rbslaw.com	7 4	1 0	20	8	Represents management in all aspects of labor law, employment relations and workers' compensation matters	Alan Ross, president
67	Matasar Jacobs LLC 1111 Superior Ave., Suite 1355, Cleveland (216) 453-8180/http://matasarjacobs.com	5 2	0	5	5	Securities litigation defense, securities regulatory counseling and business litigation	Mark Jacobs Scott Matasar, members
68	Burns White 1350 Euclid Avenue, Cleveland (216) 920-3090/burnswhite.com	4 4	2 0	7	136	Mass tort and toxic tort, maritime and admiralty, railroad law	Kevin Alexandersen, member
69	Davis & Young 29010 Chardon Road, Willoughby Hills (216) 348-1700/www.davisyoung.com	4 3	0	4	4	Insurance defense litigation, construction law, employment/labor law, professional liability, products liability, trial and appellate law	Thomas Wright, president, managing partner
70	Sleggs, Danzinger & Gill Co. LPA (3) 820 W. Superior Ave, 7th floor, Cleveland (216) 771-8990/www.sdglegal.net	3	0	8	3	Real estate tax appeals	Todd Sleggs Steven Gill Robert Danzinger, partner, co-presidents

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Get the full list in Excel format and additional executive names. Become a Data Member: CrainsCleveland.com/data Information is supplied by the companies. Originally published July 2, 2018. (1) Firms with equal numbers of local attorneys are then ranked by worldwide attorneys. (2) Paul Schmidt is scheduled to succeed Steven Kestner as firmwide chairman on Jan. 1, 2019. (3) These firms are highlighted because they are premium Book of Lists sponsors.

THE LIST

Largest Architectural Firms Ranked by local registered architects



	uue -		LOCAL REGISTERED ARCHITECTS				
THIS YEAR	COMPANY	1-1-2018	1-1-2017	TOTAL STAFF	SPECIALTIES	MAJOR CURRENT PROJECTS	TOP LOCAL EXECUTIVE
1	GPD Group 520 S. Main St., Suite 2531, Akron (800) 955-4731/www.gpdgroup.com	43	46	560	Schools, municipal and county buildings, retail, health care	Berea Local Schools, Warrensville Heights Schools, CVS Health, Baldwin Wallace student dorms	Darrin Kotecki, president
2	DLR Group Westlake Reed Leskosky 1422 Euclid Ave., Suite 300, Cleveland (216) 522-1350/www.dlrgroup.com	36	33	93	Architecture, interiors, mechanical, electrical, fire protection, structural engineering	Ohio State University Arts District, Case Western Reserve University/Cleveland Clinic Health Education Campus, Denison University Performing Arts Center	Paul E. Westlake, Global Cultural + Performing Arts Leader, senior principal
3	Perspectus Architecture 13212 Shaker Square, Cleveland (216) 752-1800/www.perspectusarch.com	31	27	49	Health care, education, senior living, government, clubs and recreation, workplace, retail, historical architecture	NA	William Ayars, Michael Lipowski, Salvatore Rini, managing principals
4	ThenDesign Architecture (TDA) 4135 Erie St., Willoughby (440) 269-2266/www.thendesign.com	28	27	53	Architecture, planning, interior design	Campus International School, Kent State Athletics, Gilmour Academy, University of Notre Dame Athletics, Euclid 7-12 school and stadium, Tormenta FC stadium	Robert A. Fiala, partner
5	Vocon 3142 Prospect Ave., Cleveland (216) 588-0800/www.vocon.com	26	21	113	Workplace strategy, interior design, architecture, experiential brand design	The Quarter - W. 25th and Detroit development, KeyBank, Cleveland Clinic, PwC, Jones Day, Global X	Deborah V. Donley, principal
6	Hasenstab Architects Inc. 190 N. Union St., Suite 400, Akron (330) 434-4464/www.hasenstabinc.com	26	23	48	Health care design, educational design, laboratory/research design, master planning, interior design	Akron Children's Considine Addition, OSU Wooster new laboratory building, Summa Health bed tower, Chippewa 7-12 school, Akron Zoo exhibit	Dennis M. Check, president
7	Onyx Creative 25001 Emery Road, Suite 400, Warrensville Hts. (216) 223-3200/www.onyxcreative.com	23	26	84	Design; architecture; electrical, mechanical and structural engineering; interior design; branding; graphics	Dick's Sporting Goods, Pet People, Kirkland's, Mills Fleet Farm, Fabletics, Catan's Bridal, Melt, Summit Racing Dallas, Golden Gate Plaza	Mike Crislip, president, partner Carole Sanderson, CFO, partner
8	Bialosky Cleveland 6555 Carnegie Ave., Cleveland (216) 752-8750/www.bialosky.com	20	18	55	Mixed use, religious, office, higher education, laboratories, multifamily housing, planning, interior design, MEP engineering	Van Aken District, Tri-C Campus Center, Centric, NASA Glenn Research Center, Mueller Lofts, Lorain County General Health District, Progressive Alpha	Jack Alan Bialosky Jr., senior and managing principal
9	KA Inc., a NELSON Brand 6000 Lombardo Center, Suite 500, Seven Hills (216) 781-9144/www.kainc.com	18	18	35	Tenant planning and corporate interiors; law, finance, technology, advertising, media, health, hospitality, retail, mixed use, multifamily	Mellody Farm, Shops at Riverside, Macy's in San Francisco, The East End, Annapolis office building, Station Row office building, Worthington Yards	John G. Burk, managing director, Cleveland office
10	Bostwick Design Partnership 2729 Prospect Ave., Cleveland (216) 621-7900/www.bostwickdesign.com	17	15	36	Health and wellness, medical planning, higher education, library, civic, corporate offices, interior design	Cleveland Clinic, Cleveland Clinic Florida, Tri-C, MetroHealth, Saudi Arabian Medical Centre, University of Pittsburgh, Penn State, UPMC, Allegheny Health	Robert Lewis Bostwick, president, director of design
11	AECOM 1300 E. 9th St., Suite 500, Cleveland (216) 622-2300/www.aecom.com	14	19	285	Education, federal services, laboratory technologies, architecture, interior design, landscape design and planning	Lakeland Community College, Kent State University, GSA, U.S. Coast Guard, Cuyahoga County, Amtrak, Lakewood City Schools, Michigan Baseball Foundation	Laura Rees, vice president, portfolio delivery leader
12	RDL Architects Inc. 16102 Chagrin Blvd., Suite 200, Shaker Heights (216) 752-4300/RDLarchitects.com	13	16	33	Placemaking, interior design and architecture; commercial, senior living, workforce housing, market-rate housing, office, renovations	Notre Dame Village, Hyatt Regency, ExactCare Pharmacy, Pinstripes, Arhaus Furniture, McKinley Place, Quadax, Western Reserve Group	Ron Lloyd, president, founder
13	DS Architecture 315 Gougler Ave., Suite 102, Kent (330) 678-6144 /www.dsarchitecture.com	12	11	28	Restaurant/retail, police/fire/administration, K-12/higher education, adaptive transformation, health care	Tri-C Safety Center, Westlake Senior Center, Jefferson Co. Children's Home, Hasawi Development, LN Gross Restoration, Stow City Schools	Jeffrey G. Meyers, partner

Largest Architectural Firms Ranked by local registered architects



			GISTERED ITECTS				
THIS YEAR	COMPANY	1-1-2018	1-1-2017	TOTAL STAFF	SPECIALTIES	MAJOR CURRENT PROJECTS	TOP LOCAL EXECUTIVE
14	Richard L. Bowen + Associates Inc. 13000 Shaker Blvd., Cleveland (216) 491-9300/www.rlba.com	11	10	61	Commercial, education, housing, justice, transportation	Hanover Mall redevelopment, Central Ohio Transit Authority facility, Cleveland Metropolitan Housing Authority Carver Park, Cleveland Kennel, Walsh University	Richard L. Bowen, president
15	Dorsky + Yue International 23240 Chagrin Blvd., Suite 325, Beachwood (216) 468-1850/www.dorskyyue.com	11	13	57	Mixed-use developments, multifamily residential, office buildings, retail centers, hospitality and entertainment	Lake Nona Town Center, Orlando; Riverparc Towers, Ft. Lauderdale; West Bay Plaza, Westlake; Bruckner Commons, Bronx; 4 Las Olas, Ft. Lauderdale	William Dorsky, managing principal
16	C.C. Hodgson Architectural Group 23240 Chagrin Blvd., Suite 350, Beachwood (216) 593-0057/www.ccharch.com	11	13	40	Master planning and repositioning for senior and assisted living communities, rehabilitation, memory care, hospice, spa and wellness centers	Miami Lakes Senior Living; Altenheim memory care and rehabilitation; Nazareth Home Clifton, Kentucky; Miami Jewish Health; Bethany Village II, Dayton	Cornelia C. Hodgson, president
17	Braun & Steidl Architects Inc., a Studio of Prime AE Group 1041 W. Market St., Akron (330) 864-7755/bsa-net.com/primeeng.com	11	10	35	Higher education, hospitality, federal, religious, K-12, historic preservation, health care, office, municipal, recreation, multifamily housing	University of Akron Law School, Canopy Hotel by Hilton Columbus, Broadview Heights Recreation Center, FirstEnergy Transmission Lab Akron	Charles Louis Schreckenberger, principal
18	Stantec Architecture 1001 Lakeside Ave., Suite 1600, Cleveland (216) 454-2150/www.stantec.com	11	12	20	Science and technology, education, health care, workspace	Yale Science Building, Cleveland Clinic Taussig Cancer Center, Chagrin Falls Intermediate School, Texas Woman's University Science Building	Michael Reagan, VP, science and technology; Michael R. Carter, managing principal
19	HBM Architects LLC 1382 W. 9th St., Suite 300, Cleveland (216) 421-1100/www.hbmarchitects.com	11	10	18	Public, academic and medical libraries and other design-driven projects for civic and cultural institutions	Public libraries for Cleveland, Cuyahoga County, Toledo, Shaker Heights, Hudson and Stark County; libraries for Texas State University, Texas A&M	Peter Joseph Bolek, president, director of design; James Shook, Kevin Kennedy, principals
20	CBLH Design Inc. 7850 Freeway Circle, Middleburg Heights (440) 243-2000/www.cblhdesign.com	11	10	16	Health care, higher education, libraries, interior design	VA Medical Center projects, Ohio State University, Cleveland State, MetroHealth, University Hospitals, Heights Libraries, University of Akron, Allegheny Health	Marc B. Bittinger Michael D. Liezert Jeffrey Valus, principals
21	Domokur Architects 4651 Medina Road, Akron (330) 666-7878/www.domokur.com	10	15	18	Architecture, landscape architecture, planning, interior design, construction management	J.M. Smucker, University of Illinois at Urbana-Champaign, Muskingum Watershed Conservancy District, Orrville Boys and Girls Club, Forest Preserves of Cook County	Michael Domokur, owner
22	Dimit Architects 14414 Detroit Ave., Suite 306, Lakewood (216) 221-9021/www.dimitarchitects.com	9	5	20	Architecture, interiors and urban design. Multifamily housing, planning, mixed-use retail, office, hospitality, renovation	One University Circle, Harbor Verandas, Mitchell's Ice Cream - Shaker Heights, Forest City Square, College Club Apartments, One Midtown Luxury Townhomes	Scott Dimit, managing partner; Analia Nanni Dimit, principal, director of interior architecture
23	K2M Design 3121 Bridge Ave., Cleveland (216) 357-2794/www.k2mdesign.com	8	7	25	Architecture, interior design, engineering	Marriott Key Center, Statler Arms Apartments, Circleville Juvenile Correctional Facility	Scott C. Maloney, president
24	Jencen Architecture 2850 Euclid Ave., Cleveland (216) 781-0131/www.jencen.com	7	5	22	Branded environments, retail design	Refresh Dental, Detroit; Alex & Ani, Miami; Johnston & Murphy, Mississauga, Ontario; Toronto Pearson International Airport	Nicholas P. Zalany, managing partner
24	Van Auken Akins Architects LLC 1422 Euclid Ave., Suite 1010, Cleveland (216) 241-2220/www.vaakins.com	7	7	22	Architectural design and planning, construction management and interior design	Cleveland State's School of Film and Media Arts, Playhouse Square Real Estate Tenant Services, Cleveland Metroparks Zoo Asian Highlands exhibit	Jill V. Akins, principal
26	City Architecture Inc. 3636 Euclid Ave., Suite 300, Cleveland (216) 881-2444/www.cityarch.com	7	7	18	Urban design, planning, mixed-use developments, civic, residential, corporate, restoration, preservation	Tri-C Metro Campus Plaza, E. 105th St. redevelopment, Statler Arms renovation, Normandy Senior Living, Fenway Manor, Innovation Square neighborhood	Alex Pesta John Wagner August Fluker, principals
27	Strollo Architects 201 W. Federal St., Youngstown (330) 743-1177/www.strolloarchitects.com	7	6	15	Health care architecture	Mercy Health - St. Elizabeth Youngstown Hospital, St. Joseph Warren Hospital, Meadville Medical Center, Beachwood City Schools	Gregg Strollo, president, principal
28	Makovich & Pusti Architects Inc. 111 Front St., Berea (440) 891-8910/www.mparc.com	7	7	14	Health care, higher education, planning, exterior envelope investigation and repair, code consulting, interior design	WingSpan Residential Cottage, MetroHealth community hospitals in Parma and Cleveland Heights, SouthPoint 5th and 9th floors, UH Mather Tower renovations	Donald Rerko, principal
29	HWH Architects Engineers Planners Inc. 600 Superior Ave. E., Cleveland (216) 875-4000/www.hwhaep.com	6	6	80	Industrial, commercial and institutional facility design	Industrial plants - worldwide, testing and lab upgrades, commercial space renovations	Peter P. Jancar, chairman
30	HSB Architects + Engineers 1250 Old River Road, Suite 201, Cleveland (216) 586-0229/www.hsbarch.com	6	4	19	Commercial office, medical	Universal Windows, EMS, University Hospitals, Morgan Stanley, St. Maron Church	Jim Streff, principal
31	Hiti, DiFrancesco and Siebold Inc. (HD+S) 1939 W. 25th St., Suite 300, Cleveland (216) 696-3460/www.hidisiarch.com	6	7	17	Senior living, multifamily housing	Merici Crossings, Emerald Alliance X, Lutheran Home at Concord Reserve	David P. DiFrancesco, president
32	Robert P Madison International Inc. 2930 Euclid Ave., Cleveland (216) 861-8195/www.rpmadison.com	6	6	14	Architecture, interior design, space planning, historic preservation, building envelope analysis, code analysis	CMSD schools, Karamu Theater, Elyria schools, Cleveland Clinic, Quicken Loans Arena transformation, NEORSD, CWRU Dental School, Cleveland Water Department	Sandra L. Madison, CEO, chairperson
33	Moody Nolan Inc. 1621 Euclid Ave., Suite 1150, Cleveland (216) 432-0696/www.moodynolan.com	6	4	12	Architecture, interior design, environmental design, sustainable design	Cuyahoga County Public Library Bay Village branch, Rochester City School District School 6, Tri-C Westshore, CMSD JFK High School	Anne M. Hartman, director of Cleveland Operations
34	Lesko Associates Inc. 27955 Clemens Road, Suite A, Westlake (440) 835-0850/www.lesko-associates.com	6	6	10	Educational facilities planning and design	Sandusky City Schools PK-K, 1-2, 3-6 schools; Westlake City Schools PK-4 school; Carrollton Exempted Village Schools 6-12 school	Robert W. Blatchford Jr., president
35	LDA Architects Inc. 5000 Euclid Ave., Suite 104, Cleveland (216) 932-1890/www.ldaarchitecture.com	5	4	18	Market-rate and affordable multifamily residential, historic preservation, interior design, landscape architecture	Church + State, Little Italy Apartments, The Bowery in Akron, Agora Theatre	Dominick Durante Jr., president
36	RSA Architects LLC 10 N. Main St., Chagrin Falls (440) 247-3990/www.rsaarchitects.com	5	4	13	Hospitality, custom residential, multifamily residential	Chagrin Falls Police and Fire addition and remodeling, 87 West Street restaurant	Rick Siegfried, managing partner
37	Arkinetics Inc. Architects + Urbanists 3723 Pearl Road, Cleveland (216) 749-7800/www.arkinetics.com	5	5	12	Hotel, office, industrial, dealerships, brand rollouts	Heilind Electronics, Mentor; Boss Dog Brewery, Cleveland Heights; Irving Oil Convenience Stores; Tru by Hilton hotel, Middleburg Heights; Ron Marhofer Chevrolet, Stow	Bruce A. Taylor, managing partner
38	Kaczmar Architects Inc. 1468 W. 9th St., Cleveland (216) 687-1555/www.kaczarch.com	5	5	11	Hospitality, health care, corporate, education, athletic, parking	Tru by Hilton Cleveland, Hilton Garden Inn Center Township, National Interstate Insurance headquarters, Urban Squash Cleveland, Walsh Jesuit Commons	Stanley J. Kaczmar, chairman, CEO
39	ms consultants 600 Superior Ave. E., Suite 1300, Cleveland (216) 522-1926/www.msconsultants.com	4	3	95	Architecture, engineering, planning	Stambaugh Building renovation, Youngstown Foundation Amphitheater and the riverfront park	Raymond J. Briya, executive vice president
40	The Austin Co. 6095 Parkland Blvd., Mayfield Heights (440) 544-2600/theaustin.com	4	7	69	Architectural design, structural engineering, plumbing design, HVAC design, fire protection, electrical design, process design, controls	Pepperidge Farm refrigerant replacement, Denver, Penn.; Guttenplans Frozen Dough engineering, Middletown, N.J.; Pfizer warehouse expansion, Kalamazoo, Mich.	Michael G. Pierce, president

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Largest Engineering Firms Ranked by number of local registered engineers



THIS YEAR	COMPANY (1)	LOCAL REGISTERED ENGINEERS	TOTAL LOCAL ENGINEERS (2)		CORPORATE HEADQUARTERS YEAR FOUNDED	2017 LOCAL ENGINEERING BILLINGS (MILLIONS)	2017 PROJECTS	TOP LOCAL EXECUTIVE
1	GPD Group 520 S. Main St., Suite 2531, Akron (800) 955-4731/www.gpdgroup.com	158 (3)	252 (3)	560 (3)	Akron 1961	\$106.5	Opportunity Corridor Phase II, City of Cleveland Water Pollution Control CIP Program, City Of Cleveland GIS	Darrin Kotecki, president
2	AECOM 1300 E. 9th St., Suite 500, Cleveland (216) 622-2300/www.aecom.com	88	160	285	Los Angeles 1990 (4)	\$52.4	NA	Laura Rees, vice president, portfolio delivery leader
3	Middough Inc. 1901 E. 13th St., Suite 400, Cleveland (216) 367-6000/www.middough.com	74	140	204	Cleveland 1950	\$46.8	Solvay Moltenfoam, Husky Energy water reuse, USS Steel	Ronald R. Ledin, PE, chairman, CEO
4	Osborn Engineering 1100 Superior Ave., Suite 300, Cleveland (216) 861-2020/www.osborn-eng.com	42	53	154	Cleveland 1892	\$21.3	NA	Gary F. Hribar, president, CEO
5	CT Consultants Inc. 8150 Sterling Court, Mentor (440) 951-9000/www.ctconsultants.com	41	57	115	Mentor 1922	\$33.8	Cleveland Water, improvement plan for secondary sites; city of Akron, Uhler Conveyance improvements; Youngstown, Wick Avenue improvements	Dave Wiles, president
6	Thorson • Baker + Associates Inc. 3030 W. Streetsboro Road, Richfield (330) 659-6688/www.thorsonbaker.com	37	91	131	Richfield 1993	\$19.0	Summa West Tower Hospital expansion: \$350M; Euclid middle school and high school: \$97M; Worthington Yards: \$25.7M; Enclave Student Housing: \$10M	Gordon R. Baker, Michael G. Thorson, principals
7	HWH Architects Engineers Planners Inc. 600 Superior Ave. E., Cleveland (216) 875-4000/www.hwhaep.com	33	51	79	Cleveland 1908	\$10.5	NA	Peter P. Jancar, chairman
8	ms consultants 600 Superior Ave. E., Suite 1300, Cleveland (216) 522-1926/www.msconsultants.com	29	39	95	Columbus 1963	\$10.8	Mosquito Creek Wastewater Treatment Plant improvements, Riverfront Park and Amphitheater	Raymond J. Briya, executive vice president
9	DL2 614 W. Superior Ave., Suite 1000, Cleveland (216) 771-1090/www.dlz.com	24	30	59	Columbus 1916	\$18.2	City of Cleveland general engineering services, ODOT District 12 construction inspection/administration	Vickie Wildeman, vice president
10	Karpinski Engineering 3135 Euclid Ave., Cleveland (216) 391-3700/www.karpinskieng.com	23	85	104	Cleveland 1983	\$12.5	Cleveland Clinic Lakewood Family Health Center, The Foundry, Champion Local Schools PK-8 school	James T. Cicero, president
11	Environmental Design Group 450 Grant St., Akron (330) 375-1390/www.envdesigngroup.com	18	26	56	Akron 1984 Columbus	\$9.0 \$9.3	NEORSD green infrastructure operation and maintenance, city of Akron Kelly Green (combined sewer overflow Rack 3), ODOT construction inspection	Dwayne Groll, president Lu Ann Unrue, chief strategy officer
12	Burgess & Niple 100 W. Erie St., Painesville (440) 354-9700/www.burgessniple.com	18	26	39	1912 Omaha, Neb.	NA	Lake County Administration Center expansion; ODOT Central Interchange reconstruction, Akron; combined sewer overflow control plan management, Akron NA	Mark A. Hutson, regional director Richard G. Atoulikian, vice president/
12	1100 Superior Ave. East, Suite 650, Cleveland (216) 912-4240/www.hdrinc.com The Mannik & Smith Group Inc.	18	28	37	1917 Maumee	\$4.4	Playhouse Square 34-story apartment tower, city of	Northeast client service manager Joanne Shaner, bridge section manager Mark A. Smoley, senior vice president,
12	23225 Mercantile Road, Beachwood (216) 378-1490/www.manniksmithgroup.com Michael Baker International	17	35	37	1955 Pittsburgh	\$10.0	Painesville Raw Water Intake, Charter Steel special bar quality steel mill expansion Irishtown Bend redevelopment plan, Mastick Road	director, principal Paul Gluck, vice president, Ohio office
	1111 Superior Ave., Cleveland (216) 664-6493/www.mbakerintl.com R. E. Warner & Associates Inc.	17	24	49	1940 Westlake	NA	Bridge rehabilitation, Cleveland Hopkins in-line baggage system NA	executive Theodore A. Beltavski, president
15	25777 Detroit Road, Suite 200, Westlake (440) 835-9400/www.rewarner.com	15	22	94	1951 Decentralized	\$16.0	CWRU/Cleveland Clinic Health Education Campus, OSU	Paul E. Westlake, Global Cultural +
17	1422 Euclid Ave., Suite 300, Cleveland (216) 522-1350/www.dlrgroup.com KS Associates Inc.	15	17	35	1966 (DLR), 1905 (Cleveland office)	NA	Arts District master plan and implementation, Denison University Michael D. Eisner Performing Arts Center Cleveland movable bridge inspections; Cleveland	Performing Arts Leader, senior principal Lynn S. Miggins, president
17	260 Burns Road, Suite 100, Elyria (440) 365-4730/www.ksassociates.com Chagrin Valley Engineering Ltd.	14	23	39	1987 Cleveland	NA	airport stormwater management improvements; Lake Metroparks, Painesville Township Park pier NA	Donald F. Sheehy, president
19	22999 Forbes Road, Suite B, Cleveland (440) 439-1999/www.cvelimited.com	14	16	23	1996 Strongsville	NA	Rehabilitation of Tower City bridges, East 75th Street	Alan R. Piatak, president
19	8235 Mohawk Drive, Cleveland (440) 260-1555/www.euthenics-inc.com McHenry & Associates Inc.	13	20	25	1969 Warrensville	NA	bridge replacement, U.S. 42 widening in Medina Jack ThistleDown Racino expansion; WVU	Michael Bandwen, president
21	25001 Emery Road, Suite 200, Warrensville Hts. (216) 292-4696/www.mchenryassociates.com PTA Engineering Inc.	13	21	30	Heights 1960 Akron	NA	infrastructure replacement phase I and II; Western Reserve Academy Seymour Hall Cleveland Clinic Akron General Emergency Department	Patrick W. Klanac,
21	275 Springside Drive, Suite 300, Akron (330) 666-3702/www.ptaengineering.com				1953		addition, Summa Health System Barberton Hospital, Chippewa Local Schools high school and performing arts center	Michael J. Casseday, principals
21	Scheeser Buckley Mayfield LLC 1540 Corporate Woods Parkway, Uniontown (330) 526-2700/www.sbmce.com	13	23	34	Uniontown 1959	NA	Broadview Heights Recreation Center, Summa Boiler Plant, St. Joe's Warren Hospital Chiller Plant	James E. Eckman, president
24	Nexus Engineering Group LLC 1422 Euclid Ave., Suite 1400, Cleveland (216) 404-7867/www.nexusegroup.com	12	75	105	Cleveland 2005	\$16.0	Lubrizol Painesville drumming facility and warehouse; major Ohio petroleum refinery plant power distribution project; South Texas chemical plant construction	Jeffrey O. Herzog, president; Marianne C. Corrao, executive vice president; Neal Curran, COO
24	Wiss, Janney, Elstner Associates Inc. 9655 Sweet Valley Drive, Suite 3, Cleveland (216) 642-2300/www.wje.com	12	12	610	Northbrook, Ill. 1956	\$5.2	Facade surveys and repairs in downtown Cleveland, Akron Middlebury sewer separation retaining wall, Pittsburgh Convention Center waterproofing	Mark Churpek, unit manager
26	The Austin Co. 6095 Parkland Blvd., Mayfield Heights (440) 544-2600/theaustin.com	11	21	83	Cleveland 1878	\$7.7	New food ingredients plant (confidential), New Pretzels Inc. production bakery, Greenfield automotive assembly plant (confidential)	Michael G. Pierce, president
26	CDM Smith Inc. 1360 E. 9th St., Suite 750, Cleveland (216) 579-0404/www.cdmsmith.com	11	11	15	Boston 1947	NA	NA	James P. Riley, senior VP, National Transportation director
28	Richard L. Bowen + Associates Inc. 13000 Shaker Blvd., Cleveland (216) 491-9300/www.rlba.com	10	12	60	Cleveland 1959	NA	ABB Highland Hills, Walsh University Global Learning Center, Wooster Safety Service Center	Richard L. Bowen, president

RESEARCHED BY CRAIG MACKEY

Largest Accounting Firms Ranked by number of local CPAs



		LOCA	L CPAS		FULL-TIME LOCAL	WORLDWIDE	LOCA	AL PERSON	NEL ENGAGED	IN	_
	COMPANY MAIN LOCAL OFFICE	8/31/ 2018	8/31/ 2017	% CHANGE	EMPLOYEES 8/31/2018	EMPLOYEES; 2017 REVENUE	AUDIT- ACCOUNTING	TAX	CONSULTING	OTHER	TOP LOCAL EXECUTIVE
1	Ernst & Young LLP 950 Main Ave., Cleveland (216) 861-5000/ey.com	331	305	8.5%	1,330	261,559 \$31,400,000,000	390	203	356	381	Monte Repasky, Cleveland office managing partner Whitt Butler, Akron office managing partner
2	PwC LLP 200 Public Square, 18th floor, Cleveland (216) 875-3000/pwc.com	159	160	-0.6%	393	236,000 NA	170	109	60	54	Mark Ross, Cleveland office managing partner
3	Cohen & Co. 1350 Euclid Ave., Suite 800, Cleveland (216) 579-1040/cohencpa.com	155	155	0.0%	336	523 NA	124	96	16	100	Randall S. Myeroff, president, CEO
4	Deloitte LLP and its subsidiaries 127 Public Square, Suite 3300, Cleveland (216) 589-1300/deloitte.com	105	105	0.0%	437	286,000 \$43,200,000,000	166	81	170	20	Paul Wellener, Northeast Ohio managing principal
5	BDO (1) 32125 Solon Road, Solon (440) 248-8787/bdo.com	98	93	5.4%	233	67,000 \$8,100,000,000	70	73	30	32	Robert M. Littman, Ohio managing partner
6	KPMG LLP (1) 1375 E. 9th St., Suite 2600, Cleveland (216) 696-9100/us.kpmg.com	95	95	0.0%	180	197,000 \$26,400,000,000	50	20	87	23	James Mylen, managing partner
7	RSM US LLP 1001 Lakeside Ave. E., Suite 200, Cleveland (216) 523-1900/rsmus.com	82	86	-4.7%	150	43,000 \$2,141,720,000	54	24	44	35	Dave Andrews, Ohio market managing partner
8	Maloney + Novotny LLC (1) 1111 Superior Ave., Suite 700, Cleveland (216) 363-0100/maloneynovotny.com	79	75	5.3%	136	150 NA	76	32	12	16	Matthew J. Maloney, managing shareholder
9	Meaden & Moore 1375 E. 9th St., Suite 1800, Cleveland (216) 241-3272/meadenmoore.com	72	77	-6.5%	142	240 NA	58	40	20	24	James P. Carulas, CEO
10	Skoda Minotti 6685 Beta Drive, Mayfield Village (440) 449-6800/skodaminotti.com	70	69	1.4%	244	295 \$53,657,000	66	37	41	100	Gregory J. Skoda, chairman
11	CliftonLarsonAllen LLP 4505 Stephen Circle N.W., Suite 200, Canton (330) 497-2000/CLAconnect.com	69	55	25.5%	88	4,725 \$865,000,000	38	33	8	1	Steven O. Pittman, managing principal, Canton and Akron offices
12	Bober, Markey, Fedorovich & Co. 3421 Ridgewood Road, Suite 300, Akron (330) 762-9785/bmfcpa.com	57	56	1.8%	98	98 NA	47	34	7	10	Richard C. Fedorovich, CEO, managing partner
13	Grant Thornton LLP 1375 E. 9th St., Suite 1500, Cleveland (216) 771-1400/grantthornton.com	54	54	0.0%	103	8,610 (2) \$1,750,000,000	29	31	30	13	Thomas P. Freeman, office managing partner
14	Rea & Associates Inc. 6300 Rockside Road, Cleveland (216) 573-2330/reacpa.com	53 (3)	13	307.7% (3)	87	264 NA	39	30	11	23	Rick Lash, regional president, Northeast Ohio
15	Pease & Associates LLC 1422 Euclid Ave., Suite 400, Cleveland (216) 348-9600/peasecpa.com	48	34	41.2%	84	84 NA	24	45	4	11	Joseph V. Pease Jr., managing partner
16	The Siegfried Group LLP 950 Main Ave., Suite 610, Cleveland (216) 912-1342/siegfriedgroup.com	47	39	20.5%	51	800 \$176,960,500	0	0	47	0	Brian D. Seidner, managing director, Lake Erie Markets- Cleveland, Columbus, Pittsburgh, Toledo
17	HW&Co. 23240 Chagrin Blvd., Suite 700, Beachwood (216) 831-1200/hwco.com	42	42	0.0%	72	95 \$18,006,000	26	19	20	7	John P. Fleischer, president, CEO
18	Barnes Wendling CPAs Inc. 1350 Euclid Ave., Suite 1400, Cleveland (216) 566-9000/barneswendling.com	38	38	0.0%	70	70 NA	24	27	8	11	Jeffrey D. Neuman, president, director
19	CBIZ Inc. 6050 Oak Tree Blvd. S., Suite 500, Independence (216) 447-9000/cbiz.com	37	43	-14.0%	251	4,636 \$855,340,000	10	25	48	168	Jerome P. Grisko Jr., president, CEO
20	Apple Growth Partners 1540 W. Market St., Akron (330) 867-7350/applegrowth.com	37	40	-7.5%	99	99 NA	18	50	9	22	Charles Mullen, chairman
21	Sikich LLP 274 White Pond Drive, Akron (330) 864-6661/sikich.com	36	31	16.1%	82	668 NA	27	18	26	11	David A. Brockman, partner-in- charge, Akron
22	Corrigan Krause 2055 Crocker Road, Suite 300, Westlake (440) 471-0800/corrigankrause.com	34	33	3.0%	51	59 \$7,750,000	19	20	6	20	Thomas L. Harrison, managing director
23	Ciuni & Panichi Inc. 25201 Chagrin Blvd., Suite 200, Beachwood (216) 831-7171/cp-advisors.com	32	30	6.7%	59	59 NA	33	13	8	5	Brian D. Marita, president
24	Plante Moran PLLC 1111 Superior Ave., Suite 1250, Cleveland (216) 523-1010/plantemoran.com	29	29	0.0%	63	2,495 \$542,137,000	32	16	10	5	Daniel P. Hursh, office managing partner

		LOCA	L CPAS	•	FULL-TIME LOCAL	WORLDWIDE	LOCA	AL PERSON	INEL ENGAGED	IN	
THIS YEAR	COMPANY MAIN LOCAL OFFICE	8/31/ 2018	8/31/ 2017	% CHANGE	EMPLOYEES 8/31/2018	EMPLOYEES; 2017 REVENUE	AUDIT- ACCOUNTING	TAX	CONSULTING	OTHER	TOP LOCAL EXECUTIVE
25	Four-Fifteen Group 4300 Munson St. NW, Canton (330) 492-0094/415group.com	26	26	0.0%	63	63 \$8,500,000	17	27	13	6	Frank J. Monaco, managing partner
26	Novogradac & Co., LLP 1100 Superior Ave. E, Suite 900, Cleveland (216) 298-9000/novoco.com	25	23	8.7%	49	700 \$137,000,000	42	42	42	7	Renee Beaver, partner
27	Hobe & Lucas CPAs Inc. 4807 Rockside Road, Suite 510, Independence (216) 524-8900/hobe.com	24	25	-4.0%	35	35 NA	20	9	5	1	James P. Gero, chairman; William F. Wildenheim, president, CFO
28	Zinner & Co. LLP 3201 Enterprise Parkway, Suite 410, Beachwood (216) 831-0733/zinnerco.com	23	23	0.0%	30	30 NA	15	11	3	1	Robin L. Baum, managing partner
29	Crowe LLP 600 E. Superior Ave., Suite 902, Cleveland (216) 623-7500/crowe.com	18	16	12.5%	36	4,080 \$883,573,009	14	2	17	3	Greg McClure, office managing partner
30	D'Amore Tatman Group LLC 3659 Green Road, Suite 124, Beachwood (216) 378-1550/dtgroup.net	11	11	0.0%	21	21 NA	17	17	7	7	Dominic M. D'Amore Jr., managing partner; Kathryn E. Tatman, founding partner
31	McManus, Dosen & Co. 7251 Engle Road, Suite 406, Middleburg Heights (440) 243-3400/mcmanusdosen.com	10	11	-9.1%	13	15 NA	9	13	7	5	Michael D. McManus, managing partner
32	NMS Inc. Certified Public Accountants 121 South St., Chardon (440) 286-5222/nms-cpa.com	9	11	-18.2%	42	42 NA	6	19	10	7	Shawn Neece, Brian Seifert, John Lynagh, Joe Michalski, partners
33	Baumgarten & Co. LLP CPA 1422 Euclid Ave., Suite 1104, Cleveland (216) 781-4300/baumgartencpa.com	8	8	0.0%	13	13 NA	10	10	5	0	Larry E. Yunaska, managing partner
24	Dingus & Daga Inc.	8	7	14.3%	11	11	5	3	0	3	Manohar Daga, president

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Get the full list in Excel format and additional executive names. Become a Data Member: CrainsCleveland.com/data Information is supplied by the companies. Send feedback to Chuck Soder: csoder@crain.com. Originally published Oct. 8, 2018. (1) These companies are highlighted because they are premium Book of Lists sponsors. (2) Worldwide employment jumps to 49,601 when including separately owned partner companies that are members of Grant Thornton International Ltd. (3) Rea & Associates acquired Walthall LLP in late 2017.

\$1,900,000



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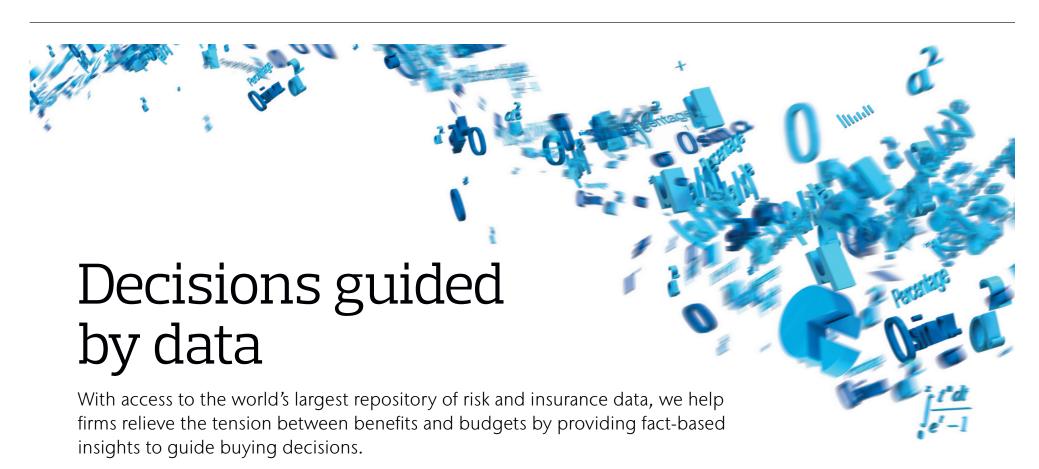
THE LIST Employee Benefit Services Firms Ranked by the number of area professionals



			SENEFITS SIONALS		CLIENTS			
THIS YEAR	COMPANY (1)	2018	2017	OHIO EMPLOYEES	IN NE	COMPENSATION STRUCTURE	SERVICES	TOP LOCAL EXECUTIVE
1	Oswald Cos. 1100 Superior Ave., Cleveland 44114 (216) 367-8787/www.oswaldcompanies.com	145	138	325	85	Fees, commissions	Employee benefits strategic consulting, group benefits brokerage, human capital strategies, health and wellness management, retirement plan consulting	Robert J. Klonk, CEO
2	SelmanCo 6110 Parkland Blvd., Mayfield Heights 44124 (800) 735-6262/www.selmanco.com	134	126	138	5	Fees and commissions	Administration of life and health insurance programs for employers, financial institutions, affinity groups and insurance company partners	David L. Selman, president, CEO
3	Willis Towers Watson 1001 Lakeside Ave., Suite 1500, Cleveland 44114 (216) 937-4000/www.willistowerswatson.com	120	129	166	NA	NA	Benefits strategy, design and pricing; pharmacy benefit management consulting; benefits administration and exchange; communication and change management	Gina Kashuk, senior director, office leader, Cleveland
4	CBIZ Inc. 6050 Oak Tree Blvd. S., Suite 500, Independence 44131 (216) 447-9000/www.cbiz.com	110	101	265	85	Fixed fees, commissions	Group health benefits consulting and administration, retirement plan solutions, payroll, COBRA, flex, property and casualty, life insurance and HR consulting	Michael P. Kouzelos, president, benefits and insurance
5	Arthur J. Gallagher & Co. 1111 Superior Ave., Suite 1601, Cleveland 44114 (216) 623-2600/www.ajg.com	84	81	114	85	Fees and commissions	Brokerage and consulting in health and welfare, retirement, wellness, human resources, compensation, health care analytics, benefits compliance	David D. Kempton, Ohio president
6	Findley 1660 W. 2nd St., Suite 900, Cleveland 44113 (216) 875-1900/www.findley.com	80	74	80	80	Fee-for-service based on hourly rates	Health and group benefits, retirement consulting, actuarial services, defined contribution plan recordkeeping, defined benefit plan administration	Nancy Pokorny, principal
7	Assured Partners of Ohio 3900 Kinross Lakes Parkway, Suite 300, Richfield 44286 (440) 333-9000/www.assuredpartners.com	59	62	86	75	Commissions, fixed fees, project	Industry-specific solutions designed to help business owners to attract and retain employees	Kyp L. Ross, regional president
8	Alpha Group Agency Inc. 4200 Rockside Road, Independence 44131 (216) 520-3300/www.thealphaga.com	58	59	81	90	Commissions and fixed fees	Benefits and human capital solutions, personal tech support for online benefits administration, HR compliance, alternative funding, pharmacy benefit management	John Wain, managing partner; Jim Schade, Adrienne Vichill, Kevin Mackay, Brian Spear, principals
9	The Fedeli Group 5005 Rockside Road, fifth floor, Independence 44131 (216) 328-8080/www.thefedeligroup.com	55	60	98	80	By service, commissions, fixed fees	Employee benefit plan design including consulting, compliance, wellness, self funding and data analytics, voluntary and executive benefits, group purchasing	Umberto P. Fedeli, CEO
10	Mercer 200 Public Square, Suite 3760, Cleveland 44114 (216) 830-8000/www.mercer.com	53	53 (2)	53	NA	By project, commissions, fixed fees, hourly rates	Retirement and risk management, health and welfare benefits, investment consulting and management, talent strategies and management	Dean Aloise, Pittsburgh office leader; Jessica Kachur, wealth office leader (3)
11	CPI-HR 6830 Cochran Road, Solon 44139 (440) 542-7800 /http://cpihr.com	30	30	31	80	Consulting fees, commissions, administration fees	Human capital management firm combining consulting, brokerage and administration	Jim Hopkins, president
12	Skoda Minotti 6685 Beta Drive, Mayfield Village 44143 (440) 449-6800/skodaminotti.com	28	28	215	85	By project, commissions, fixed fees, hourly, retainer	Benefits, compensation, 401(k), Affordable Care Act planning and compliance, benefit plan audits, retirement plan design and administration	Gregory J. Skoda, chairman
13	USI Insurance 1301 E. 9th St., Suite 3800, Cleveland 44114 (216) 591-0088/www.usi.com	27	17	39	80	Commissions or fixed fees	Employee benefits strategic consulting, group benefits brokerage, population health management, retirement plan consulting	Kate M. Bang, president, employee benefits
14	Huntington Insurance Inc. 200 Public Square, Cleveland 44114 (888) 576-7900/www.huntington.com	26	26	52	35	Commissions and fees	Consulting and strategic planning in population risk management, on-site clinics, data analytics and predictive modeling, results-based wellness and health care reform	Craig Mottice, executive vice president, managing director, Northeast Ohio
15	Chapman & Chapman Inc. 2307 E. Aurora Road, Suite B13, Twinsburg 44087 (440) 287-7600 /www.chapmanandchapman.com	25	25	29	93	Commissions, fees	Employee benefits strategic consulting, benefits brokerage including voluntary and worksite, retirement plan consulting, executive benefits	Walter K. Chapman, CEO
16	NFP 4700 Rockside Road, Suite 540, Independence 44131 (216) 264-2707/www.nfp.com	25	27	28	80	Fees, commissions	Corporate benefits, commercial insurance, private client resources, HR technology solutions and retirement	Jim Dustin Brian Hirsch, managing directors
17	Aon (4) 5005 Rockside Road, Suite 1000, Independence 44131 (216) 573-9700/aon.com	24	28	65	NA	NA	Health and benefits, retirement and investment, talent and rewards, HR operations services	Gregory M. Hubbell, senior VP., health and benefits practice leader; Brian Slife, senior VP
18	Trinity Pension Consultants 202 Montrose West Ave., Suite 290, Copley 44321 (330) 668-3747/www.trinitypension.com	24	24	30	70	Retainer, fixed fees, by project	Actuarial consulting, administration, plan design, plan documents	Anthony J. Warren, principal
19	Conduent 6000 Freedom Square, Suite 100, Independence 44131 (216) 642-4254/www.conduent.com	24	22	25	80	By project, commissions, fixed fees, hourly rates	Health and productivity, retirement, communications, compensation, benefit audits, benefit outsourcing	Audrey Cervas, director
20	Todd Associates Inc. 23825 Commerce Park, Suite A, Beachwood 44122 (440) 461-1101/www.toddassociates.com	23	22	60	80	Commissions, fixed fees, project based	Health insurance, disability insurance, dental insurance, vision insurance, life insurance, executive compensation/benefits, section 125 plans, wellness programs	Edward J. Hyland Jr., president
21	BDO (4) 32125 Solon Road, Solon 44139 (440) 248-8787/bdo.com	20	20	90	90	Fixed fees	Recordkeeping, TPA administration, retirement plan funding, medical plan design/consulting, discrimination testing, government filings, ERISA compliance	Robert M. Littman, Ohio managing partner
22	Althans Insurance Agency Inc. 543 E. Washington St., Chagrin Falls 44022 (440) 247-6422/www.althansinsurance.com	20	18	56	80	Commissions, fees	Risk consulting and management, plan design and compliance, group medical, disability, dental, life and vision insurance	James C. Althans, president, CEO
23	PK Financial Group Inc. 9261 Ravenna Road, Unit B4, Twinsburg 44087 (216) 393-8182/www.pkfinancialgroup.com	17	17	17	70	Fees (percent of assets managed); commissions	Provide retirement plan consulting services in the for- profit and not-for-profit space	Pete Kaplan, president Brian Petros, CEO
24	Noble-Davis Consulting Inc. 6190 Cochran Road, Suite D, Solon 44139 (440) 498-8408/www.nobledavis.com	16	16	21	95	Fixed fees plus hourly rates for special projects	Retirement plan consulting, plan design and administration, welfare plan documents and filing	Jan L. Davis, president
25	Vantage Benefit Advisors Inc. 6200 Rockside Road, Independence 44131 (216) 642-7878/www.vanfinbenefits.com	13	12	65	95	Commissions and fees	Insurance, compliance, human resources and technology, flex benefits, retirement plans, Medicare supplements	William McCormick, president, CEO
26	DS Benefits Group 3555 Reserve Commons Drive, Medina 44256 (330) 725-0501/dsbenefitsgroup.com	13	13	17	97	Fixed fees and commissions	Customized insurance brokerage services, including government regulations and compliance, strategic planning, benefit design and financial analysis	Dino Sciulli, president
27	Brewster & Brewster Inc. 370 Blackbrook Road, Painesville 44077 (440) 951-8889/www.brewsterandbrewster.com	13	15	15	90	Fixed fees	Plan design and adminstration for 401(k) and cash balance/defined benefit plans; retirement plan repair shop	Donna Brewster Jane Brewster, owners

			BENEFITS SIONALS	TOTAL NE	CLIENTS				
THIS YEAR	COMPANY (1)	2018	2017	OHIO EMPLOYEES	IN NE OHIO (%)	COMPENSATION STRUCTURE	SERVICES	TOP LOCAL EXECUTIVE	
28	Stellar Benefits Group 30775 Bainbridge Road, Suite 100, Solon 44139 (440) 893-9882/www.StellarBenefitsGroup.com	13	12	13	85	Commissions	Employee benefits brokerage and consulting firm	Ron Rafal Alan Greenberg, principals	
29	The Chelko Consulting Group 24651 Center Ridge Road, Suite 110, Westlake 44145 (440) 892-2600/www.chelkogroup.com	11	11	11	90	Fee-based, retainer or by project	Life, health and disability plan management services: data analysis, design, planning, vendor selection and reporting, stop loss, compliance, audits, wellness	Rick Chelko, president	
29	Progressive Benefits 31300 Solon Road, Suite 8, Solon 44139 (216) 464-6200/www.progressivebenefits.com	11	11	11	90	Commissions, fixed fees, by project	Employee benefits consulting	Kevin D. Lurie, president	
31	National Associates Inc. 22720 Fairview Center Drive, Suite 100, Fairview Park 44126 (440) 333-0222/www.nationalassociates.biz	8	12	12	95	Fixed fees, hourly rates, retainer, project	Actuarial, administration, testing, plan design and consulting services for retirement plans; compliance, government filings, employee communication	John P. Adzema, president	
32	Marsh & McLennan Agency LLC 6480 Rockside Woods Blvd. S., Suite 210, Independence 44131 (216) 520-5000/www.benefitsrg.com	7	8	10	90	Commissions and fixed fees	Benefits consulting, employee health and benefits, retirement plans, executive benefits	Charles J. Farro, CEO	
33	Creative Benefit Strategies 10155 Broadview Road, Suite 6, Broadview Heights 44147 (440) 717-1600/http://creben.com	7	7	9	20	Fixed fees	Actuarial, third-party administration, design, consulting	Steve J. Persons, CEO, actuary	
33	The Libman Actuarial Group Inc. 5755 Granger Road, Suite 501, Independence 44131 (216) 398-3888/libmanag.com	7	7	9	80	Fixed fees and/or hourly rates	Actuarial services including custom retirement plan design, plan valuations, non-discrimination testing, benefit calculations, FAS reporting, litigation support	Andrew P. Kollman, president, CEO	
35	Hylant 6000 Freedom Square Drive, Suite 400, Independence 44131 (216) 447-1050/www.hylant.com	6	6	47	80	Commission, fees, hourly rates, retainer	Brokerage and consulting, compliance, design, self funding, captives, collective bargaining, communications, wellness, data analytics, compensation, benchmarking	Kim Riley, president, Cleveland	
36	Zito Insurance Agency Inc. 8339 Tyler Blvd., Mentor 44060 (440) 205-7400/www.zitoinsurance.com	5	5	36	95	Commissions, fees	Structuring and placement of group and individual benefit plans; personal and corporate estate planning	Christopher M. Zito, president	
37	Sage Partners LLC 7251 Engle Road, Suite 103, Middleburg Heights 44130 (216) 523-5956/www.sage-partnersllc.com	5	5	5	100	Commissions	Employee benefit plan consultation focusing on cost, compliance, communication and culture	Shelley A. Chornak, president, owner	
38	DeSales Associates 29425 Chagrin Blvd., Suite 307, Pepper Pike 44122 (216) 595-3940/www.desalesassociates.com	2	2	2	85	Fixed fees, hourly rates, by project	Design, implementation, maintenance, rehabilitation and termination of tax-qualified retirement plans; actuarial services for employer-sponsored health care plans	Julius Smetona, president	

Get the full list in Excel format and additional executive names. Become a Data Member: CrainsCleveland.com/data Information is supplied by the companies. Send feedback to Chuck Soder: csoder@crain.com. Originally published July 16, 2018. (1) When ties occur, firms are ranked by total local employees. (2) Mercer's employment numbers in 2017; this number is a new estimate. (3) These executives are based in Pittsburgh but oversee Mercer's Cleveland office. (4) These firms are highlighted because they are premiu



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Local Software Developers Ranked by full-time local employees



THIS		LOCAL EN	APLOYEES	LOCAL			MAIN	YEAR	TOP LOCAL
	COMPANY	1-1-2018	1-1-2017		INDUSTRY FOCUS	SOFTWARE PRODUCTS	LANGUAGES		EXECUTIVE
1	Hyland 28500 Clemens Road, Westlake (440) 788-4988/hyland.com	1,745	1,603	313	Health care, higher education, government, finance, insurance, manufacturing	OnBase enterprise content management software suite	C#, C++, C	1991	Bill Priemer, president CEO
2	Quadax Inc. 7500 Old Oak Blvd., Middleburg Heights (440) 777-6300/www.quadax.com	769	829	71	Software development for health care revenue cycle management	HARP, PAS, Xpeditor	.NET Framework	1973	John Leskiw, president
3	MRI Software LLC 28925 Fountain Parkway, Solon (800) 321-8770/www.mrisoftware.com	420	407	134	Property and investment management for the real estate industry	Property Management, Investment Management, Investment Modeling, Facilities Management	VB.NET, C#, Java	1971	Patrick Ghilani, CEO
4	TMW Systems Inc. 6085 Parkland Blvd., Mayfield Heights (216) 831-6606/www.tmwsystems.com	280	283	92	Transportation logistics software provider	TMWSuite, TruckMate, Innovative, TL2000, TMT Fleet Maintenance, TMT Service Center	C#, .NET Framework, Java	1983	David W. Wangler, president
5	OEC (1) 4205 Highlander Parkway, Richfield (330) 523-1800/www.oeconnection.com	242	228	61	OEM distribution networks, serving dealership and repair customers	D2DLink, CollisionLink, RepairLink, ConsumerLink, MyPriceLink, Performance Coaching; Athoris; Service Menus	.NET Framework	2000	Charles Rotuno, chairman, CEO
6	BrandMuscle 1100 Superior Ave., Suite 500, Cleveland (216) 464-4342/www.brandmuscle.com	237	220	42	Local marketing software and services	BrandBuilder Marketing Suite	C#, SQL, JavaScript	2000	Paul Elliott, president, Consumer Brands
7	Foundation Software 17999 Foltz Industrial Parkway, Strongsville (800) 246-0800/www.foundationsoft.com	210	186	37	Job cost accounting software for the construction industry	Foundation construction accounting software, Foundation mobile, Foundation Service Dispatch mobile, Foundation SaaS, Foundation eAccess	PowerBuilder, Delphi, C#, JavaScript	1985	Fred J. Ode, CEO, chairman, founder Mike Ode, president
8	CardinalCommerce 8100 Tyler Blvd., Suite 100, Mentor (877) 352-8444/www.cardinalcommerce.com	181	155	29	Payment industry	Cardinal Consumer Authentication	Java, C#, SQL, JavaScript, Scala, Python	1999	Tim Sherwin, CEO
9	Snap-on Business Solutions Inc. 4025 Kinross Lakes Parkway, Richfield (330) 659-1600/www.sbs.snapon.com	170	170	75	Global electronic parts catalogs	Global EPC	Java, JavaScript, SQL	2006	John A. Wolf, president, OEM Solutions
10	MIM Software Inc. 25800 Science Park Drive, Suite 180, Beachwood (216) 455-0600/www.mimsoftware.com	111	89	29	Medical imaging	MIM, Mobile MIM, MIMcloud, MIM Symphony, MIM Encore, MIM Maestro	Java, Ruby on Rails, C++, Matlab	1999	Andrew Nelson, CEO
11	n2y LLC P.O. Box 550, Huron (419) 433-9800/n2y.com	100	70	8	Special education online instructional materials	Unique Learning System, News2You, SymbolStix Prime	.NET Framework	1997	Chrissy Wostmann, president
12	1 EDI Source Inc. 31875 Solon Road, Solon (440) 519-7800/www.1edisource.com	80	80	10	Electronic data interchange software	managedXchange [MX], EDI HeadQuarters [HQ], partnerXchange [PX], intelligentXchange [IX]	C# using .NET Framework	1989	John Onysko, founder, chairman
13	Dakota Software 1375 Euclid Ave., Suite 500, Cleveland (216) 765-7100/www.dakotasoft.com	63	71	12	Environmental, health and safety	ProActivity Suite - Profiler, Auditor, Tracer, Scout, Metrics	.NET Framework	1988	Reg Shiverick, president
13	Software Answers Inc. 6770 W. Snowville Road, Suite 200, Brecksville (440) 526-0095/www.progressbook.com	63	63	21	K-12 student, data, management software	The ProgressBook Suite	C#, MVC, VB.Net, JavaScript, jQuery	1994	Paul R. Chaffee, president
15	New Innovations Inc. 3540 Forest Lake Drive, Uniontown (330) 899-9954/www.new-innov.com	60	60	16	Medical	Residency Management Suite, Undergraduate Management Suite	C#, Angular	1995	Steve C. Reed, CEO
16	Tribute Inc. 1696-F Georgetown Road, Hudson (330) 656-3006/www.tribute.com	59	58	14	Industrial distribution, fluid power, fluid handling, hose, conveyor belt, gaskets, seals	Tribute Software, TrulinX Software	.NET Framework	1983	Timothy M. Reynolds, president, CEO
17	Banyan Technology 151 Innovation Drive , Elyria (800) 835-1274/www.banyantechnology.com	55	42	15	Freight management and live carrier connectivity	Banyan	C#, MVC4/5, SQL, JavaScript, XML	2001	Brian Smith, CEO
17	FeneTech Inc. 260 Campus Drive, Aurora (330) 995-2830/www.fenetech.com	55	51	22	ERP solutions	FeneVision, Q2S	.NET Framework	1996	Ronald W. Crowl, president, CEO
19	BuyerQuest Inc. 343 W. Bagley Road, Suite 300, Cleveland (866) 937-0670/www.buyerquest.com	50	45	25	Corporate purchasing	BuyerQuest eProcurement, BuyerQuest Marketplace, BuyerQuest Procure-to-Pay	PHP, JavaScript, Java, SQL, CSS/ SASS	2010	Jack Mulloy, CEO
20	e2b teknologies Inc. 521 Fifth Ave., Chardon (440) 352-4700/www.e2btek.com	47	47	6	Accounts receivable credit and collections software	Anytime Collect by e2b teknologies	ASP, .NET Framework, Java	2001	Bill Henslee, CEO; Lynne Henslee, president
20	Main Sequence Technology Inc. 4420 Sherwin Road, Hamilton Hall, Willoughby (440) 946-5214/www.pcrecruiter.com	47	48	10	HR applicant tracking, recruiting CRM, staffing software	PCRecruiter, PCRecruiter Job Board, PCRecruiter Outlook Portal	Microsoft stack	1998	Martin H. Snyder, president; Gretchen A. Kubicek, CFO
22	Pointe Blank Solutions Ltd. 30400 Detroit Road, Suite 400, Westlake (440) 243-5100/www.pointeblank.net	45	45	25	Health care, government	CasePointe, MatrixPointe Software	C#	2000	Thomas J. Coury, chairman, chief software architect
22	UrbanCode 1228 Euclid Ave., Cleveland (330) 554-2202/https://developer.ibm.com/urbancode	45	45	35	Software/technology	IBM UrbanCode Deploy, IBM UrbanCode Release, IBM UrbanCode Build, IBM UrbanCode Velocity	Java, JavaScript, node.js	1997	Brian J. Muskoff, director, UrbanCode Product Development
24	Data-Basics Inc. 600 Broadway Ave., Bedford (216) 663-5600/www.databasics.com	43	43	20	Construction, field service management and accounting	Sam Pro Enterprise, TechAnywhere for Android, DBAnalytics, CRMAnywhere, FMAnywhere	SmallTalk, Android, HTML, DBFrameWork	1974	Arthur K. Divell, CEO
25	FormFire LLC 1100 Superior Ave., Suite 1650, Cleveland (866) 448-2302/www.formfire.com	40	39	3	Health insurance	FormFire	.NET Framework	2006	Colin Ingram, co- founder, head of growth
26	Squirrels LLC 121 Wilbur Drive NE, North Canton (855) 207-0927/www.airsquirrels.com	35	35	9	Education, business, hospitality	AirParrot 2, Reflector 3, Reflector Teacher, Ditto, ClassHub, DropStream	C, C#, Objective- C, JavaScript	2012	David Stanfill, president, founder
27	COMS Interactive LLC 9200 South Hills Blvd., Suite 200, Broadview Heights (330) 650-9900/www.comsinteractive.com	27	25	7	Disease management system	COMS Assessments, COMS Reporting, COMS Care Review and COMS Marketing	C#, .NET Framework, Sequel, MVC	2008	Bill Stuart, president, COO
28	PreEmptive Solutions LLC 767 Beta Drive, Suite A, Mayfield Village (440) 443-7200/www.preemptive.com	26	25	12	Software protection and security	PreEmptive Protection for .NET, Java and iOS	C#, Java, Objective C	1996	Gabriel Torok, CEO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

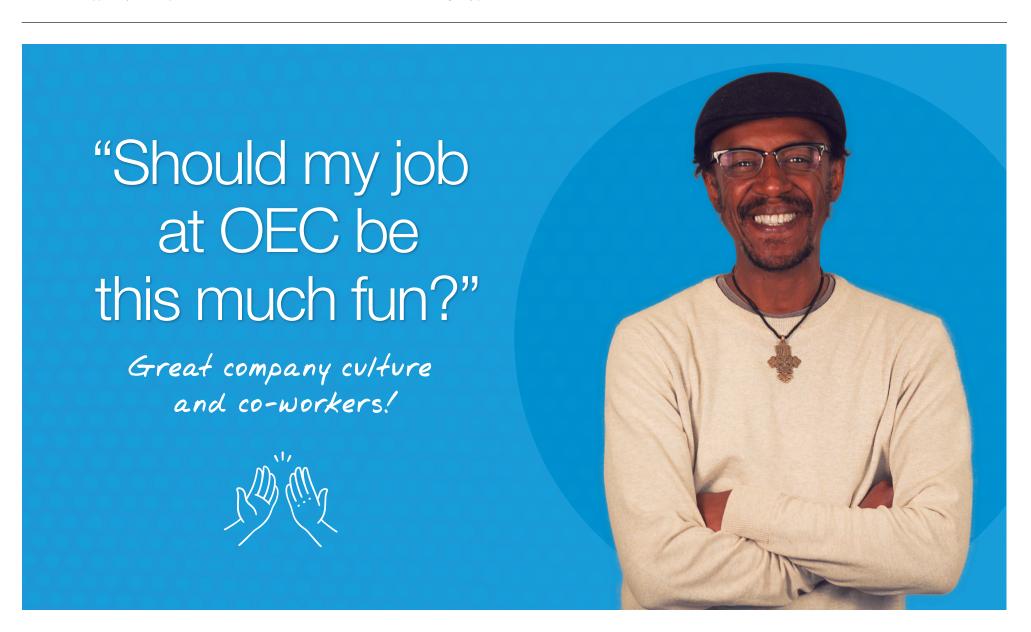
Rick Illson, president

1990

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5

Relational Systems Inc. 441 W. Bagley Road, Berea (440) 937-0872/www.winsearch.com

Largest Manufacturing Companies Ranked by full-time equivalent local employees



THIS		FTE EMPLOYEES		PARENT COMPANY,	MANUFACTURING				
	COMPANY	LOCAL	ОНЮ	HEADQUARTERS	FACILITIES	PRODUCTS MADE LOCALLY	TOP LOCAL EXECUTIVE		
1	Sherwin-Williams Co. , Cleveland (216) 566-2000/sherwin.com	4,940	6,081	Sherwin-Williams Co., Cleveland	Bedford Heights	Paint	John G. Morikis, president, CEO, chairman		
2	Swagelok Co., Solon (440) 248-4600/swagelok.com	4,671	4,692	Swagelok Co., Solon	Solon, Highland Heights, Strongsville	Tube fittings, valves, hoses, regulators, fluid systems components, assemblies	Arthur F. Anton, chairman, CEO		
3	Ford Motor Co. , Dearborn, Mich. (800) 392-3673/ford.com	3,377	5,388	Ford Motor Co., Dearborn, Mich.	Avon Lake, Brook Park	E-Series strip chassis, F-650/750 trucks, 3.5L EcoBoost and 3.7L Duratec engine	Kevin Heck, plant manager, Cleveland Engine Plant Jason Moore, plant manager, Ohio Assembly Plant		
4	Goodyear Tire & Rubber Co. , Akron (330) 796-2121/goodyear.com	3,000	NA	Goodyear Tire & Rubber Co., Akron	Akron	Race tires	Richard J. Kramer, chairman, CEO, president		
5	Lincoln Electric , Euclid (216) 481-8100/lincolnelectric.com	2,975	3,015	Lincoln Electric Holdings Inc., Euclid	Euclid, Mentor	Welding and cutting systems	Christopher L. Mapes, chairman, president, CEO		
6	General Motors Co. , Detroit (313) 556-5000/gm.com	2,700 (1)	2,700	General Motors Co., Detroit	Lordstown Complex, Parma Metal Center	Chevrolet Cruze and vehicle parts	Rick Demuynck, plant manager, Lordstown Comple Lamar Rucker, plant manager, Parma Metal Center		
7	TimkenSteel Corp. , Canton (330) 471-7000/timkensteel.com	2,648	2,754	TimkenSteel Corp., Canton	Canton	Special bar quality steel and seamless mechanical tubing	Tim J. Timken Jr., chairman, CEO, president		
8	Nestle (2) , Solon (440) 349-5757/nestleusa.com	2,510	3,600	Nestle S.A., Vevey, Switzerland	Solon	Stouffer's and Lean Cuisine frozen entrees	Steve Presley, market head and CEO of Nestle USA		
9	The Lubrizol Corp. , Wickliffe (440) 943-4200/lubrizol.com	2,330	2,330	Berkshire Hathaway Inc., Omaha, Neb.	Avon Lake, Painesville	Lubricant additives for engine oils and other transportation fluids; industrial lubricants	Eric R. Schnur, chairman, president, CEO		
LO	ArcelorMittal , Cleveland (216) 429-6000/usa.arcelormittal.com	2,121	3,114	ArcelorMittal, Luxembourg	Cleveland, Warren	Steel	Mike Madar, vice president, general manager		
L1	The J.M. Smucker Co. , Orrville (330) 682-3000/jmsmucker.com	1,941	2,430	The J.M. Smucker Co., Orrville, Ohio	Orrville	Fruit spreads, ice cream toppings, syrups and foodservice items	Mark T. Smucker, president, CEO		
L2	Parker Hannifin Corp. , Mayfield Heights (216) 896-3000/parker.com	1,800	2,800	Parker Hannifin Corp., Mayfield Heights	Akron, Avon, Elyria, Fairlawn, Kent, Mentor, Ravenna	Motion and control technologies	Thomas L. Williams, chairman, CEO		
L3	Rockwell Automation Inc. , Mayfield Heights (440) 646-5000/rockwellautomation.com	1,792	1,881	Rockwell Automation Inc., Milwaukee	Twinsburg	Automation products	Frank Kulaszewicz, senior VP, architecture and software		
L4	Schaeffler Group USA, Wooster (330) 264-4383/schaeffler.us	1,725	NA	Schaeffler Group, Herzogenaurach, Germany	Wooster	Transmission systems and components; e- mobility components such as torque converters, hybrid modules, e-axles	Marc L. McGrath, president, Automotive Americas		
L 5	Avery Dennison , Mentor (440) 534-6000/averydennison.com	1,549	2,066	Avery Dennison Corp., Pasadena, Calif.	Painesville, Mentor, Concord, Painesville Township	Pressure-sensitive adhesive label, packaging, graphic materials and tape; reflective sheeting	Nick Tucci, vice president and general manager, Label and Graphic Materials North America		
L6	Eaton, Beachwood (440) 523-5000/eaton.com	1,377	NA	Eaton Corp., Dublin, Ireland	Brooklyn, Parma, Euclid	Aerospace, electrical and hydraulic products	Craig Arnold, chairman, CEO		
L7	Scott Fetzer Co., Westlake (440) 892-3000/scottfetzer.com	1,318	1,820	Berkshire Hathaway Inc., Omaha, Neb.	Avon Lake, Bedford Heights, Chagrin Falls, Cleveland, Westlake, Wooster	Diversified manufacturer of products for the home, family and industry	Bob McBride, president, CEO		
L8	Shearer's Foods LLC , Massillon (330) 834-4030/shearers.com	1,197	NA	Ontario Teachers' Pension Plan, Ontario	Brewster, Massillon	Snack foods: potato chips, tortillas, extruded products (i.e. cheese curls)	Bill Nictakis, chairman, CEO		
L9	Tarkett North America , Solon (800) 899-8916/tarkettna.com	1,160	1,160	Tarkett, Paris, France	Chagrin Falls, Middlefield	Vinyl resilient wall base and finishing borders; rubber flooring	Andrew Bonham, president & CEO, Tarkett North America		
20	Bridgestone Americas Inc. , Akron (330) 379-7000/bridgestoneamericas.com	1,140	1,941	Bridgestone Americas Inc., Nashville, Tenn.	Akron	Racing tires	Nizar Trigui, chief technology officer		
21	BWX Technologies Inc., Euclid (216) 912-3000/bwxt.com	1,100	1,130	BWX Technologies Inc., Lynchburg, Va.	Barberton, Euclid	Pressure vessels, steam generators, electro- mechanical components	Jim Bittner, GM, BWXT Nuclear Operations Group Barberton, Chris Rhodes, GM, BWXT Nuclear Operations Group Euclid		
22	The Timken Co. , North Canton (234) 262-3000/timken.com	1,088	1,848	The Timken Co., Canton	Canton	Bearings	Richard G. Kyle, president, CEO		
23	Associated Materials Inc. , Cuyahoga Falls (330) 929-1811/associatedmaterials.com	1,083	2,010	Associated Materials Inc., Cuyahoga Falls	Cuyahoga Falls	Vinyl windows for replacement and new construction	Brian C. Strauss, president, CEO		
24	PPG , Cleveland (412) 434-3131/ppg.com	1,079	1,474	PPG Industries Inc., Pittsburgh	Cleveland, Strongsville	Automotive OEM coatings	James Priddy, plant manager		
25	RPM International Inc., Medina (330) 273-5090/rpminc.com	1,032	1,263	RPM International Inc., Medina	Cleveland, Medina, Euclid, Twinsburg	Roofing materials, sealants, adhesives, concrete admixtures, coatings, fluorescent colorants	Frank C. Sullivan, chairman, CEO		
26	Saint-Gobain Corp., Solon (440) 836-6900/saint-gobain- northamerica.com	966	1,030	Saint-Gobain, Paris, France	NA	High performance plastics	Tom Kinisky, president, CEO		
27	Nordson Corp., Westlake (440) 892-1580/nordson.com	947 (3)	947	Nordson Corp., Westlake	Amherst	Precision dispensing equipment for coatings and sealants	Michael F. Hilton, president, CEO		
28	PolyOne Corp., Avon Lake (440) 930-1000/polyone.com	817	847	PolyOne Corp., Avon Lake	Avon Lake, Massillon, Norwalk, Berea, Barberton	Specialized polymer materials, services and solutions	Robert M. Patterson, chairman, president, CEO		
29	Automated Packaging Systems , Streetsboro (330) 342-2000/autobag.com	728	NA	Automated Packaging Systems, Streetsboro	Streetsboro (3), Garfield Heights, Bedford Heights	Autobag, SidePouch, AirPouch and AutoSleeve packaging equipment and supplies	Hershey Lerner, chairman; Bernie Lerner, CEO; Cliff Brehm, president, CMO		
30	Pepperidge Farm , Willard (419) 933-2611/pepperidgefarm.com	700	NA	Campbell Soup Co., Camden, N.J.	Willard	Biscuits and crackers, Milano and Goldfish brands	Jeremy Jones, director, Human Resources		
30	Sandridge Food Corp., Medina (330) 725-2348/sandridge.com	700	NA	Sandridge Food Corp., Medina	Medina	Grandma's deli salads, refrigerated entrees, soups, sauces and side dishes	Mark D. Sandridge, chairman, CEO		
32	Vitamix, Olmsted Township (800) 848-2649/vitamix.com	699	699	Vitamix, Olmsted Township	Olmsted Township, Strongsville	High-performance blending equipment for home and commercial use	Jodi L. Berg, president, CEO		
33	Republic Steel , Canton (800) 232-7157/republicsteel.com	624	NA	Republic Steel, Canton	Lorain, Canton, Massillon, Solon	Special bar quality steel	Jaime Vigil, president, CEO		
34	Mansfield Plumbing Products LLC, Perrysville (877) 850-3060/mansfieldplumbing.com	600	600	Corona, Colombia, South America	Ashland, Big Prairie, Perrysville	Vitreous china sanitaryware and plastic toilet tank components	Jim Morando, president		
35	East Manufacturing Corp., Randolph (330) 325-9921/eastmfg.com	576	576	East Manufacturing Corp., Randolph, Ohio	Randolph	All aluminum semi-highway truck trailers	David J. de Poincy, president, COO		
36	Shiloh Industries Inc., Valley City (330) 558-2600/shiloh.com	559	559	Shiloh Industries Inc., Valley City	Valley City, Wellington	Steel products for the automotive industry	Ramzi Y. Hermiz, president, CEO		

	THIS -		PLOYEES				
			ОНЮ	PARENT COMPANY, HEADQUARTERS	MANUFACTURING FACILITIES	PRODUCTS MADE LOCALLY	TOP LOCAL EXECUTIVE
37	Invacare Corp., Elyria (440) 329-6000/invacare.com	536	538	Invacare Corp., Elyria	Elyria	Custom power wheelchairs, custom manual wheelchairs, custom seating	Matthew E. Monaghan, chairman, president, CEO
38	U.S. Cotton , Cleveland (216) 676-6400/uscotton.com	535	NA	Parkdale Mills, Gastonia, N.C.	Cleveland	Cotton balls, swabs and squares	John Nims, CEO
39	ArtiFlex Manufacturing LLC , Wooster (330) 262-2015/artiflexmfg.com	527	NA	Worthington Industries/ International Tooling Solutions, Grand Rapids, Mich.	Wooster	Metal stamping and assembly, and e-coating capabilities	Erin Hoffmann, CEO
40	Cristal USA Inc. , Ashtabula (440) 994-1400/cristal.com	499	NA	Cristal , Jeddah, Saudi Arabia	Ashtabula	Titanium dioxide and TiCl4	Neil Wessman, general manager, Ashtabula
41	Riddell , North Ridgeville (800) 275-5338/riddell.com	410	NA	BRG Sports, Des Plaines, Ill.	North Ridgeville	Football helmets	Dan Arment, president, CEO
42	ShurTech Brands LLC , Avon (800) 321-1733/shurtech.com	361	NA	Shurtape Technologies LLC, Hickory, N.C.	Avon	Таре	John Kahl, CEO
43	New Horizons Acquisition Corp. , Norwalk (419) 660-4000/newhorizonsbaking.com	310	328	New Horizons Acquisition Co., Norwalk, Ohio	Norwalk, Ohio	Soft sandwich rolls and English muffins	Tilmon (Tim) F. Brown, CEO
44	Rohrer Corp. , Wadsworth (330) 335-1541/rohrer.com	280	280	Rohrer Holding Corp., Wadsworth	Wadsworth	Carded packaging	Steve Wirrig, CEO, president
45	Clark-Reliance Corp. , Strongsville (440) 572-1500/clarkreliance.com	208	NA	Clark Reliance Corp., Strongsville	Strongsville	Boiler-trim instrumentation, level gauges and controllers, sight flow indicators	Richard A. Solon, president, CEO
46	Millwood Inc., Vienna (330) 393-4400/millwoodinc.com	200	NA	Millwood Inc., Vienna	Vienna, Apple Creek, Dundee	Wooden pallets (new and recycled), silt socks	Lionel W. Trebilcock, Steve Miller, co-presidents; Ron Ringness, executive vice president
47	Aleris , Beachwood (216) 910-3400/aleris.com	177	704	Aleris, Beachwood	NA	Global headquarters; no local manufacturing	Sean M. Stack, chairman, CEO
48	Xellia Pharmaceuticals USA LLC , Bedford (440) 359 2050/xellia.com	173	173	Xellia Pharmaceuticals, Copenhagen, Denmark	Bedford	Sterile injectibles drug products	Sandra Torres, site head/general manager
49	Sifco Industries Inc. , Cleveland (216) 881-8600/sifco.com	170	NA	Sifco Industries Inc., Cleveland	Cleveland	Aerospace and energy forgings	Peter W. Knapper, president, CEO
50	Great Day Improvements LLC (dba Patio Enclosures and Stanek Windows), Macedonia (888) 468-0700/patioenclosures.com	117	117	Great Day Improvements LLC, Macedonia	Macedonia	Patio Enclosures-brand sunrooms and Stanek-brand windows	Michael Hoy, president, COO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

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Employment numbers are as of June 30, 2018. Information is supplied by the companies unless footnoted. Send feedback to Chuck Soder: csoder@crain.com. Originally published Oct. 1, 2018.

(1) GM's Lordstown plant eliminated its second shift in June 2018; all production at the plant is scheduled to end on March 1, 2019. (2) Nestle did not respond to requests for information. Employment data and most other information for Nestle comes from our 100 Largest Northeast Ohio Employers list, which was published on Aug. 13, 2018. Information on products made locally is from our 2017 Manufacturing Companies list. (3) Nordson's headcount increased because the company consolidated work from four facilities acquired through acquisition into a new facility in Austintown.



Executive Search and Staffing FirmsRanked by number of local full-time in-house employees





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	COMPANY LOCAL ADDRESS	LOCAL FULL-TIME STAFF (IN HOUSE) 5-1-2018 (1)	MAIN FOCUS	PRIMARY TYPES OF PLACEMENT	MAIN INDUSTRY SPECIALIZATIONS	TOP LOCAL EXECUTIVE
1	Alexander Mann Solutions Corp. 1301 E. 9th St., Suite 1200, Cleveland 44114 (216) 336-6878/www.alexandermannsolutions.com	145	Staffing	Contract (temporary placement) Executive search Recruitment process outsourcing	Recruitment process outsourcing, temporary/ contract staffing and candidate pipelining, professional services, resource communications	Mark Jones, senior vice president, Americas
2	Robert Half 1001 Lakeside Ave. E., Suite 1320, Cleveland 44114 (216) 621-4253/www.roberthalf.com	118	Staffing	Direct placement Contract to hire (temp-to-hire) Executive search	Accounting and finance, administrative, IT	Chuck Cave, district director
3	Alliance Solutions Group 6161 Oak Tree Blvd., Suite 300, Independence 44131 (216) 503-1690/www.alliancesolutionsgrp.com	100	Staffing	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Health care, office/financial, scientific, skilled manufacturing, legal, executive search	Aaron S. Grossman, president, CEO
4	ProDrivers 24769 Lorain Road, North Olmsted 44070 (440) 777-3160/www.prodrivers.com	80	Staffing	Direct placement Contract to hire (temp-to-hire) Recruitment process outsourcing	Transportation, truck drivers	NA
4	The Reserves Network Inc. 22021 Brookpark Road, Fairview Park 44126 (866) 876-2020/www.trnstaffing.com	80	Staffing	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Office, industrial, professional, technical	Neil Stallard, CEO
6	Area Temps Inc. 4511 Rockside Road, Suite 190, Independence 44131 (866) 995-5627/www.areatemps.com	75	Staffing	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Manufacturing, clerical and office services, professional, technical and trades	Kent J. Castelluccio, president, CEO
7	Belcan Technical Services 32125 Solon Road, Solon 44139 (440) 542-6500/https://belcantechnicalstaffing.com	70	Executive search	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Manufacturing, aerospace, material science, medical devices, automotive, biomedical	Brittany L. Pray, account executive, manager
8	American Medical Personnel Inc. 1428 Edison St. N.W., Hartville 44632 (330) 433-1080/www.amp.jobs	60	Staffing	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Health care, nursing, medical	Vicki Stanley, owner, CEO
8	Nesco Resource 6140 Parkland Blvd., Mayfield Heights 44124 (440) 461-6000/www.nescoresource.com	60	Staffing	Direct placement Contract (temporary placement) Recruitment process outsourcing	Light industrial, engineering, information technology, accounting and finance, technical, administrative	John R. Tomsich, CEO
10	TEKsystems Inc. 5990 W. Creek Road, Suite 175, Independence 44131 (216) 606-3600/www.teksystems.com	49	Staffing	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Financial services, health care, Enterprise Resource Planning systems, communications, IT network/infrastructure, energy	Jason Lanciotti, director of business operations
11	Direct Recruiters Inc. 31300 Solon Road, Suite 4, Solon 44139 (440) 248-3370/www.directrecruiters.com	48	Executive search	Direct placement Executive search Retained search	Industrial automation, energy and sustainability, government technology, plastics, health care IT, supply chain	Dan Charney, president, CEO
12	EverStaff International 6150 Oak Tree Blvd., Suite 175, Independence 44131 (216) 369-2566/www.everstaff.com	40	Staffing	Direct placement Contract to hire (temp-to-hire) Executive search	Office, legal, sales, call center, light industrial, retail	Danny Spitz, CEO
12	Just In Time Staffing 8130 Tyler Blvd., Mentor 44060 (440) 205-2002/www.jitstaffinginc.com	40	Staffing	Contract to hire (temp-to-hire) Contract (temporary placement) Executive search	Manufacturing, medical, health care, professional, administrative, hospitality, professional/executive	Michael J. Donato, president, owner
14	Integrity Staffing Services Inc. 6009 Landerhaven Drive, Suite D, Mayfield Heights 44124 (216) 896 5602/www.integritystaff.com	35	Staffing	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Manufacturing, distribution, skilled labor, light industrial, administration/office, technical	Dan Barnett, president, CEO
14	Kelly Services Inc. 6155 Rockside Road, Suite 304, Independence 44131 (216) 447-0796/www.kellyservices.com	35	Staffing	Direct placement Contract to hire (temp-to-hire) Payroll service	Office, light industrial, engineering, accounting/finance, scientific, IT	Rich Struble, territory vice president
14	Ratliff & Taylor Inc. 6450 Rockside Woods Blvd. S., Suite 170, Independence 44131 (216) 901-6000/www.ratliffandtaylor.com	35	Executive search	Executive search Outplacement Retained search	Manufacturing, distribution, services, nonprofit, health care management, retail	Mike Milby, CEO Beth Sweeney, president
17	Amotec Inc. 1701 E. 12th St., Cleveland 44114 (440) 250-4600/www.amotecinc.com	32	Staffing	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Professional, manufacturing, accounting and finance, technical, engineering	Carmine Izzo, president
18	Accurate Staffing Inc. 1650 S. Arlington St., Suite 4, Akron 44306 (330) 630-0700/www.accuratestaffinginc.com	30	Staffing	Direct placement Contract to hire (temp-to-hire) Payroll service	Light industrial, clerical, distribution, medical, technical and professional	Paul T. Kennedy, president, CEO
18	Champion Personnel System Inc. 4511 Rockside Road, Suite 200, Independence 44131 (216) 823-5900/www.championpersonnel.com	30	Staffing	Direct placement Contract to hire (temp-to-hire) Payroll service	Manufacturing, distribution, office services, legal, special events, technical	Robert A. Schepens, CEO
20	Emerald Resource Group One Eagle Valley Court, Broadview Heights 44147 (440) 922-9000/www.emeraldresourcegroup.com	26	Executive search	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	IT leaders/project managers, data experts, IT infrastructure/security, SEO digital marketing, software, hardware	Mark David Krusinski, president
21	BalancePoint Staffing Inc. 123 S. Miller Road, Akron 44333 (330) 657-4023/www.balancepointstaffing.com	25	Staffing	Contract (temporary placement)	Health care, nurses, HEDIS nursing, emergency physicians, pharmacists	Lori Anderson-Printy, CEO
21	Global Executive Solutions Group 3505 Embassy Parkway, Suite 200, Fairlawn 44333 (330) 666-3354/www.globalesg.com	25	Executive search	Direct placement Executive search Retained search	Transportation, logistics, supply chain management, food and beverage, crane and rigging, IT	Scott Chadbourne, president Jim Chadbourne, CEO Mike Knox, managing partner
21	Marvel Consultants Inc. 28601 Chagrin Blvd., Suite 210, Woodmere 44122 (216) 292-2855/marvelconsultants.com	25	Executive search	Direct placement Executive search Retained search	Sales and marketing, legal, manufacturing, engineering, rubber and plastics, medical and allied health	John M. Sowers, president, owner Ron Eliason, general manager
24	Great Work! Employment Services 2034 E. Market St., Akron 44312 (888) 478-9675/www.greatwork.cc	24	Staffing	Direct placement Contract to hire (temp-to-hire) Contract (temporary placement)	Manufacturing, distribution, call center, office, professional, technical	Tia Ramlow, president
24	Search Masters Inc. 5005 Rockside Road, Suite 315, Independence 44131 (216) 781-5311/www.searchmasters.com	24	Executive search	Direct placement Contract to hire (temp-to-hire) Executive search	Executive, manufacturing, management, industrial, professional, engineering	Tom Maine Jon Venesile, vice presidents
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RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

See nearly 100 firms in our Executive Search and Staffing Directory: CrainsCleveland.com/section/executive_directory

Largest Marketing Firms - Service Providers Ranked by Number of Full-Time Employees



THIS YEAR	COMPANY	FULL-TIME EMPLOYEES	YEAR FOUNDED	REPRESENTITIVE CLIENTS	SPECIALTIES	TOP LOCAL EXECUTIVE
1	SapientRazorfish 629 Euclid Ave., 15th floor, Cleveland (216) 896-8900/www.sapientrazorfish.com	160	1995	Sherwin-Williams, Signet Jewelers, Whirlpool, Cardinal Health, PVH, Entegris	Digital business transformation, IT modernization, marketing transformation, customer experience, commerce, data and artificial intelligence	Mark Eckman, managing partner
2	Marcus Thomas LLC 4781 Richmond Road, Warrensville Heights (216) 292-4700/www.marcusthomasllc.com	140	1937	Akron Children's Hospital, Eagle Family Foods Group, KeyBank, MTD Products, Ohio Lottery, Momentive Performance Materials	Advertising and marketing communications, including digital, mobile, creative, social, content marketing, PR, research and media	James Nash, managing partner
3	The Adcom Group Inc. 1370 W. 6th St., 3rd floor , Cleveland (216) 574-9100/theadcomgroup.com	100	1989	Cleveland Clinic, Sherwin-Williams, Moen, Ridgid, Papa John's, Giant Eagle	N/A	Joe Kubic, CEO
4	Fathom 8200 Sweet Valley Drive, Suite 100, Valley View (216) 369-2220/www.fathomdelivers.com	79	1997	Abbott, McGraw-Hill, Stanford Health, University of Akron, Ohio State University	SEO, social media, email marketing, digital advertising, analytics, video, mobile/local, proprietary solutions, design and development	Steve Kessen, CEO
5	Wyse 668 Euclid Ave., Cleveland (216) 696-2424/www.wyseadv.com	65	1951	Marathon Petroleum, Parker Hannifin, Huntington National Bank, Sherwin-Williams, Cleveland Clinic, Federal Mogul	N/A	Michael Marino, president, CEO Margaret Weitzel, executive vice president
6	Falls Communications 50 Public Square, Floor 25 , Cleveland (216) 696-0229/fallscommunications.com	64	1994	Duck Tape, Downtown Cleveland Alliance, KeyBank, Moen, Sherwin-Williams, Vitamix	PR, marketing and corporate communications, investor relations, crisis management, government affairs, branding, digital	Robert Falls, president, CEO
7	Linkmedia 360 2 Summit Park Drive, Suite 630, Independence (216) 447-9400/www.linkmedia360.com	56	2004	Allstate Insurance, StorageMart, CNH Global, Colonial Penn, ITW, 3M, JELD-WEN, Ethan Allen	Digital marketing, analytics, directional and performance media	Dave Wolf, managing partner Chad Luckie, managing partner, digital
8	AKHIA 85 Executive Parkway, Suite 400, Hudson (330) 463-5650/www.akhia.com	55	1996	PPG, Quanex, GE Appliances, ACRT, Akron Children's Hospital, ICP	Strategic planning, content marketing, branding, PR, digital, internal communications, brand protection	Ben Brugler, president, CEO
9	Direct Opinions 6060 Rockside Woods Blvd. Suite 335, Independence (216) 831-7979/www.directopinions.com	45	1983	Cleveland Clinic, Daktronics, Kindred RehabCare, Mar- Bal, MobilityWorks, SIRVA Relocation	Customer and employee experience and market research studies	Darlene Campagna, president, CEO
9	Dix & Eaton 200 Public Square, Suite 3900, Cleveland (216) 241-0405/www.dix-eaton.com	45	1952	Delta Private Jets, Forest City Realty Trust, Fairmount Santrol, Illinois Tool Works, Lubrizol, Owens-Corning, Sherwin-Williams, Southwest Airlines	PR, investor relations, crisis management, branding, content marketing, social media, websites, employee engagement	Chas Withers, CEO Lisa Rose, president
9	HMT Associates Inc. 335 Treeworth Blvd., Broadview Heights (216) 369-0109/www.hmtassociates.com	45	2002	Mondelez International, Kraft Heinz, Coca-Cola, Deutsch Family Wine & Spirits, Stonyfield, Back to Nature	Brand activation solutions incorporating content, influencer, experiential, promotional, relationship, social and retailer marketing	Patti Conti, CEO, president
12	Robots and Pencils 1215 Superior Ave, Suite M25, Cleveland (866) 515-9897/www.robotsandpencils.com	41	2009	BrandMuscle, Varo Money, Columbia University, Perkins+Will, WestJet	Machine learning and artificial intelligence, bots, mobile, web and full stack development, design, UX	Michael Sikorsky, CEO Len Pagon, chairman
13	Brokaw 1213 W. 6th St., Cleveland (216) 241-8003/www.brokaw.com	40	1992	Sbarro, Tim Hortons, Red Bull, Purell, Great Lakes Brewing Company, Philips	Research and strategy, creative development, social media strategy, interactive development, video production, media planning/buying	Tim Brokaw, co-owner
13	Hileman Group 2217 E. 9th St., Suite 200, Cleveland (216) 923-1445/www.hilemangroup.com	40	2003	Cleveland Clinic, VeloSano, GOJO/PURELL, First Federal Lakewood, Sherwin-Williams, Marc's	Demand generation, marketing automation, user experience design, visual design, website development	Tom Hileman, CEO
13	thunder::tech 3635 Perkins Ave., Studio 5, Cleveland (216) 391-2255/www.thundertech.com	40	1999	Pro Football Hall of Fame, Naturepedic, Harden Furniture, Cedar Fair Resorts, thyssenkrupp, Kresge Foundation	Advertising, communications, digital marketing, web development, video and graphic design services	Jason Therrien, president

THE LIST

Largest Marketing Firms - Printers Ranked by Number of Full-Time Employees



THIS YEAR	COMPANY PHONE	FULL-TIME EMPLOYEES	YEAR FOUNDED	BUSINESS DESCRIPTION	SPECIALTIES	TOP LOCAL EXECUTIVE
1	Jakprints Inc. 3133 Chester Ave., Cleveland (216) 622-6360 /www.jakprints.com	260	1999	Jakprints offers eco-friendly products in full color printing, label and sticker printing, embroidery and apparel printing, and large format or banner printing.	Commercial litho and digital printing, apparel printing, stickers and embroidery	Nick DeTomaso, CEO
2	Angstrom Graphics 4437 E. 49th St., Cleveland (216) 271-5300/www.angstromgraphics.com	220	1917	Angstrom Graphics offers a wide array of print, fulfillment, omnichannel and marketing solutions.	Printing, direct mail, fulfillment, app development, photography, e-commerce, digital solutions	Wayne Angstrom, chairman; David Neumann, CEO, Angstrom Graphics MW; Kristina Neumann, managing director
3	Hess Print Solutions 3765 Sunnybrook Road, Brimfield (330) 678-5868/www.hessprintsolutions.com	200	1985	A full-service provider of print production, mailing and distribution solutions.	N/A	Burt Phillips, division director, VP
4	HKM Direct Market Communications 5501 Cass Ave., Cleveland (216) 651-9500/www.hkmdm.com	141	1922	HKM offers offset and digital printing with specialty UV finishes, large format, direct mail marketing, lettershop services, data management and fulfillment.	Direct mail marketing, commercial printing with specialty finishings in line, large format printing	Rob Durham, president Scott Durham, CEO, chairman
5	Visual Marking Systems Inc. 2097 E. Aurora Road, Twinsburg (330) 425-7100/www.vmsinc.com	119	1962	VMS provides graphics for industrial products, vehicles and signage. The services we offer include design, printing, removal and installation, and inventory management.	Graphic overlays, product identification, decals, lanbels, vehicle wraps, signage	Dolf Kahle, CEO
6	Oliver Printing & Packaging 1760 Enterprise Parkway, Twinsburg (330) 425-7890/www.oliverprinting.com	80	1924	Designer and manufacturer of custom print, display and packaging.	N/A	George Oliver, president
7	Great Lakes Integrated (1) 4005 Clark Ave., Cleveland (216) 651-1500/www.gll.com	75	1931	GLI is an integrated marketing execution company providing commercial print, fulfillment/distribution services and marketing software platforms.	Marketing software, commercial printing, digital printing, large format printing, fulfillment and distribution	Scot Adkins, president, CEO
8	Watt Printers (1) 4544 Hinckley Industrial Parkway, Cleveland (216) 398-2000/www.wattprinters.com	65	1893	We provide commercial lithography and digital imaging, bindery, envelope conversion, database management, mailing services, warehouse/fulfillment and storefront capabilities.	Conventional and digital printing, envelope conversion, mailing w/UV inkjet and fulfillment	John Gergel, president
9	Duke Print and Mail Solutions 33212 Lakeland Blvd., Cleveland (440) 946-0606/www.dukeprint.com	52	1974	Duke specializes in direct mail marketing focused in the manufacturing, health care, insurance and higher education markets.	Direct mail marketing, litho and digital printing, kitting and distribution	Blake Leduc Sr., CEO
10	ARC Document Solutions 3666 Carnegie Ave., Cleveland (216) 281-1234/www.e-arc.com	46	1971	Full-service graphics and document solutions provider for the AEC and facility management industries.	Color graphics, commercial construction printing, MPS, technology	Andrew Ziegler, senior regional VP
11	PM Graphics 10170 Phillip Parkway, Streetsboro (330) 656-1230/www.pmgraphics.com	35	1959	Newsprint specialist serving the newspaper, flyer, catalog and direct mail markets.	Tabloid and broadsheet newspapers, flyers on both uncoated and coated papers, low cost catalogs	Paul McGhee II, president

RESEARCHED BY CRAIG MACKEY (CMACKEY@CRAIN.COM)

PROFESSIONAL SERVICES.

Marketing Services Directory



2 Ticks & The Dog Productions Inc.

Warren (330) 720-7560 www.2ticksandthedog.com Media buying, video production, political consulting, TV and digital advertising Top Executive: James Fogarty

216 Marketing

Fairview Park (216) 505-1118 www.216marketing.com SEO, social media management, PPC management and marketing consultation Top Executive: Brett McIntyre

216BranDrive

Olmsted Township (440) 263-2761 216brandrive.com Branding, marketing, affordable websites, sales strategy, PR, business development, logos, graphic design Top Executive: Shannon Ketvertes

427 Design

(330) 535-0427 www.427design.com Marketing communications services: graphic design, photography, web and multimedia. Top Executive: Brad Hain

A Pink Sunset

Lakewood (419) 602-0556 http://apinksunset.com Graphic design, web design, marketing materials, custom designs, event stationery, logos, style boards Top Executive: Angela Giaco

Acclaim Communications

Cleveland (844) 375-2220 www.acclaimllc.com Media relations, marketing strategy, web development, graphic design Top Executive: Joe Mosbrook

Achieve Incentives & Meetings

Westlake (440) 835-8220 www.achieveincentives.com Incentive travel, event management Top Executives: Bonnie Lawson, Diane Lawson

The Adcom Group Inc.

Cleveland (216) 574-9100 theadcomgroup.com Creative services, paid advertising, PR, analytics, social media, marketing automation, digital development Top Executive: Joe Kubic

ADVAN Design

Stow (330) 688-1324 https://webdesignakron.com Top Executive: Julie Stout

Advocacy & Communication Solutions LLC

Cleveland (877) 372-0166 advocacyandcommunication.org Communications: media relations, strategic communication analysis and planning, communication Top Executive: Lori McClung

Aespire

Sheffield Village (440) 322-5142 www.aespire.com Research, strategy, branding, design, marketing, book and publication design, web development Top Executive: Brian Sooy

AGC The Creative Advantage

Cleveland (216) 661-2550 agcthecreativeadvantage.com Graphic design, identity/branding, publications, marketing collateral, microsite design, commercial printing, direct marketing Top Executives: Candice Champion, Courtney Dolinar

(330) 463-5650 www.akhia.com Strategic planning, content marketing, branding, PR, digital, internal communications, brand . Top Executive: Ben Brugler

AMG Marketing Resources Inc.

www.accessamg.com Consumer and business-to-business strategic marketing, brand development, traditional and interactive marketing Top Executive: Kip Botirius

Anderson & Dauterman

Lakewood (330) 956-0336 www.andersondauterman.com Top Executives: Bryan Dauterman, David Anderson

Angstrom Graphics

Cleveland (216) 271-5300 www.angstromgraphics.com Printing, direct mail, fulfillment, app development, photography, e-commerce, digital solutions Top Executive: Wayne Angstrom, David Neumann, Kristina Neumann

ARC Document Solutions

Cleveland (216) 281-1234 www.e-arc.com Color graphics, commercial construction printing, MPS, technology Top Executive: Andrew Ziegler

Ardent Communications Group

(216) 924-2866 www.ardentcgroup.com Communications strategy and development, public relations Top Executive: Jill Arslanian

Arnold Design Group Inc.

Cuyahoga Falls (330) 929-4290 www.arnolddesigngroup.com Identity development and brand architecture, environmental design, signage, exhibit design, sales promotion solutions Top Executive: Robert Arnold

Art x Love, LLC

(860) 389-2944 www.ARTxLOVE.com Public art, branding, design, research, strategy, innovation, marketing, multimedia, website design Top Executive: Mac Love

Artists Inc.

Fairlawn (330) 666-5754/artistsinc.net Top Executive: Thomas Knauer

Auden & Company

Cleveland (216) 256-3052 www.audenandcompany.com Logo, Website, Content, Packaging, & Top Executive: Janae Bryson

Cleveland (216) 472-2121 www.aztekweb.com Web design, application development, web development, digital marketing, SEO, content marketing, PPC, content development Top Executive: John Hill

bCreative Graphic Design and Web Boutique

Mentor (440) 510-8515 www.bcreativenow.net Graphic design, web design, WordPress, printing Top Executive: Rebecca Marich

Blaz Design

Cleveland (216) 282-0099 blazdesign.com WordPress, web design, web development, internet marketing, graphic design Top Executive: Shannon Blaz

BMA Media Group

Willoughby (440) 975-4262 www.bmamedia.com Marketing, video, broadcast television, graphic/web design, branding, communications, public relations, strategic event planning Top Executive: Jerrod Borkey

Borlandia LLC

Chippewa Lake (330) 591-9342 www.borlandiaweb.com Web design and development, WordPress, Magento, web hosting, social media marketing Top Executive: Megan Borling

Bright Kestrel Ltd

Willoughby (440) 227-5151 www.brightkestrel.com Website creation and updates, email, social media, SEO Top Executive: Matt Keough

Brokaw

Cleveland (216) 241-8003 www.brokaw.com Research and strategy, creative development, social media strategy, interactive development, video production, media planning/buying Top Executive: Tim Brokaw

Business Communication Solutions

Solon (440) 263-7649 www.bcsipr.com Marketing communications, advertising, employee communications, design, writing, campaign planning Top Executive: Greg Rosenberg

The Buzz Maker! Public Relations

(330) 936-1331 www.thebuzzmaker.com Public relations, media relations, consulting, social media, branding, websites, event promotion Top Executive: Tracy Teuscher

C

Capstone Media

Brecksville (440) 717-1100 www.capstonemedia.com Integrated media planning and media buying management Top Executives: Tracy Smuts, William Smuts, Karen Dudek

Cardamone Marketing Group

Painesville (216) 577-6425 www.cardamonemarketing.com Top Executives: Michael Cardamone, Samuel Drew

Castelli Media Group

Avon (216) 403-4715 www.castellimedia.com Public relations, media relations, crisis communications, marketing strategies and social media solutions Top Executive: Amy Castelli

Chocolate Dog Marketing & Communications Chardon

(440) 353-0029; (440) 285-4111 www.chocolate-dog.com Email campaign development, web design, print design/production, interactive development, video, trade shows Top Executives: Jim Brownlow,

Debbie Graham ChoiceLocal, LLC

Valley View (440) 465-8041 www.choicelocalmarketing.com SEO and PPC Top Executive: Joe Soltis

Christine Akers Design Services

Cleveland (216) 302-4926 http://christineakers.co Print, digital, infographics, social media marketing, advertising Top Executive: Christine Akers

Cinecraft Productions Inc.

Cleveland (216) 781-2300 http://cinecraft.com Video production, eLearning, animation, editing, voice-over narration Top Executives: Daniel Keckan, Matt Walsh

Clum Creative

Cleveland (440) 897-7271 www.clumcreative.com Video production, Facebook advertising Top Executive: Mike Clum

CMP Communications LLC

Independence (216) 524-1140 Writing, media relations, graphic design, photography, video production, websites, social media, community and employee relations Top Executive: Charlene Paparizos

ColemanWick

Cleveland (216) 991-4550 www.colemanwick.com Customer analytics, identification, acquisition and retention Top Executive: Odell Coleman

Collaborative Marketing Services

North Canton (440) 546-1676 www.hopspeednetworking.com Shared advertising, marketing and connections: Events, products and Top Executive: Jeri Vespoli

Colortone Staging and Rentals

CCOVIA

Cleveland (888) 287-3728 www.csrav.com Live events, web conferences, LED screens, video mapping, audio, lighting, staging, projectors, simultaneous translation, social media feeds Top Executives: Bob Leon, Rob Mier, John Wallace

Commercial Media

Cleveland (216) 307-5300 commercialmediaproduction.com Video production Top Executives: Henri Rapp, Milton Horowitz, Ryan Forte

Company 119

(440) 565-5655 www.company119.com Web design and development, lead generation, marketing automation, SEO, content marketing, video production . Top Executives: Christian Klein,

Corliss Marketing Communications

Nathan Winne

(330) 720-6138 www.corlissmarketing.com Brand management, marketing, public relations, web design, advertising
Top Executive: Jean Corliss

CQ Printing

Strongsville (440) 238-1441 www.cqprinting.com Letterheads, envelopes, brochures, postcards, business cards, forms Top Executive: John Bechke

Creative Technology

(330) 668-7777 creativetechnology.com Post production, visual effects, digital cinematography, 3D CGI animation Top Executive: Kelly Seiberling

Cunningham Baron LLC

(216) 579-6100 www.cunninghambaron.com Turning professional B2B communications into more profitable conversations Top Executives: Eric Baron, Ann Marie Cunningham, Pete Zeller

Cyrid Media

Cleveland

Warrensville Heights (216) 896-0288 www.cyridmedia.com Media planning, media production, media buying
Top Executive: Mark Dolan

DAR Public Relations Inc.

(440) 542-1060 www.darpr.com Health care marketing, multicultural marketing, conference and event planning, grassroots outreach campaigns Top Executive: Dannette Render

Digizoom Media

Cleveland (216) 526-0700 digizoommedia.com Top Executive: Richard Stewart

Direct Opinions

Independence

Marketing Services Directory

www.directopinions.com Customer and employee experience and market research studies Top Executive: Darlene Campagna

Division Street Design

North Ridgeville (440) 892-4727

www.divisionstreetdesign.com Branding, web, graphic design, packaging, sales promotions, B2B Top Executive: James O'Connor

Dix & Eaton

Cleveland (216) 241-0405 www.dix-eaton.com Public relations, investor relations, crisis management, branding, content marketing, social media, websites, employee engagement Top Executives: Chas Withers, Lisa Rose

DocPadz Inc.

Cleveland (216) 302-2571 www.docpadz.com Web development, software development, Shopify, WordPress, GoDaddy, WIX, the cloud, data transfer/databases Top Executive: Nick DuBow

Doner

Cleveland (216) 771-5700 Top Executive: Larry DeAngelis

Dorsey & Co.

Cleveland Heights (216) 812-8408 www.dorsey-co.com Competitive strategy, marketing strategy and tactics, market research, strategy implementation Top Executive: Julius Dorsey Jr.

Dot Org Solutions LLC

Akron (330) 247-2180 www.dotorgsolutions.com Strategic marketing and fundraising planning, training, content, social media, public relations, media relations Top Executive: Amy Wong

Duke Print and Mail Solutions

Cleveland (440) 946-0606 www.dukeprint.com Direct mail marketing, litho and digital printing, kitting and distribution Top Executive: Blake Leduc Sr.

Early Design + Marketing

Group Inc. Cleveland (440) 465-4803 earlydesignmarketing.com Brand development, logos/brand identity, websites, ads, merchandising, packaging, displays, presentations, trade shows Top Executive: Melissa Early

The Eisen Agency

Sheffield Village (440) 934-1313 www.theeisenagency.com Brand development, marketing strategy, design, public relations, experiential marketing Top Executive: Rodger Roeser

Equus Group LLC

(440) 840-5077 equusbranding.com Digital and traditional brand consultancy

Top Executive: Biljana Lovrinovic

Erika Port Consulting Group

Novelty (440) 384-3472 https://erikaport.com Local SEO, organic SEO, content Top Executive: Erika Port

Evolve Creative Group

Akron (234) 571-1943 www.evolvecreativegroup.com Web design and development, SEO, PPC, email marketing, social media, content marketing, usability and video production Top Executive: Todd Bertsch

EYEMG-Interactive media group

(800) 316-0072 www.eyemg.com Web design and development, business process analysis and web software development, web delivery and monitoring
Top Executive: Andrew Holland

Facteur PR

Cleveland (216) 302-8485 facteurpr.com Media relations, social media, content marketing, website and blogs, email marketing Top Executive: Reena Goodwin

Fahlgren Mortine Cleveland (216) 298-4646 www.fahlgrenmortine.com Marketing and communications, public/media relations, media planning/buying, branding, creative and digital development Top Executive: Christy Bykowski

The Fairmount Group LLC

Cleveland Heights (216) 264-6492 www.thefairmountgroup.com Branding, marketing communications, PR, online marketing, social media, crisis communications, functional Top Executive: Dawn Hanson

Falls Communications

(216) 696-0229 fallscommunications.com PR, marketing and corporate communications, investor relations, crisis management, government affairs, branding, digital Top Executive: Robert Falls

FastSigns Akron

Akron (330) 630-3500 www.fastsigns.com/129 Signs, banners, installed vehicle graphics, magnetic signs, trade show displays Top Executive: Todd Evans

FastSigns Downtown Cleveland

Cleveland (216) 523-2288 www.fastsigns.com/333 Wide-format digital printing, display solutions and rentals Top Executive: Kay Doyle, Bernie Doyle, John Doyle

Fathom

Valley View (216) 369-2220 www.fathomdelivers.com SEO, social media, email marketing, digital advertising, analytics, video, mobile/local, proprietary solutions, design and development Top Executive: Steve Kessen

Felber PR & Marketing

Twinsburg (330) 963-3664 www.felberpr.com Business-to-business manufacturers, inbound marketing, public relations, content development, graphic design SEO, trade show promotion Top Executive: Robert Felber

The Ferneway Co.

Cleveland (216) 991-9835 www.ferneway.com Health and technology communications, content creation Top Executive: Ferne Ziglar

Fizz Creative

Lakewood (330) 518-0585 www.hellofizz.com Graphic design, branding, logos, stationery, business cards, packaging, patterns, websites, postcards, posters, marketing, promotionals, wayfinding . Top Executives: Katie Melnick, Jasen Melnick

Front Burner Marketing LLC

Northfield Center (440) 829-8831 www.frontburnermarketing.com Marketing automation (HubSpot certified partner agency), marketing planning and content creation Top Executive: Janalee Silvey

Fully Promoted Cleveland (formerly EmbroidMe North Olmsted)

North Olmsted (440) 716-8899 www.embroidme-northolmsted.com Logoed apparel, promotional materials, printing, digital marketing, lead generation Top Executive: Cristina Bertero

G Force Communication

Rocky River (216) 235-4566 www.GForceCommunication.com Strategic planning based on available resources; content and digital marketing, PR and more Top Executive: Ann Gynn

Gantzer Group

Sagamore Hills (216) 916-0507 www.gantzer.net Strategy, e-commerce, web development, graphic design, omni-channel promotion, CRM consulting Top Executive: Greg Gantzer

Garage Creative Studios

(440) 262-2336 garagecreativestudios.com
Film production, video production, audio production, post-production, graphics animation and deliverables Top Executive: Dave McLean

Gateway Communications Group

Cleveland (216) 771-7682 www.gcgmedia.com Top Executive: Bill Krause

General Marketing Service

(440) 822-8497 www.generalmarketingservice.com Boutique full-service creative and

marketing service agency Top Executive: Ken Bryan

GHI Internet Services

Medina (330) 952-1229 www.ghiis.com Web development, digital marketing, web maintenance Top Executives: Frank Griffith, Pete Kever, Daniel Griffith

Gianfagna Strategic Marketing Inc.

Westlake (440) 808-4700 www.gianfagnamarketing.com Marketing strategy, marketing consulting, marketing audits, marketing plans, B2B marketing, lead generation marketing, data-driven Top Executive: Jean Gianfagna

Global Prairie

(216) 453-5700 www.globalprairie.com Top Executive: Douglas Bell

Go Media Inc.

Cleveland (216) 939-0000 http://gomedia.com Web design and development, graphic design and logo design Top Executive: William Beachy

Goldfarb Weber Creative Media

Cleveland (216) 241-7100 www.gwcreative.com Video production, documentary-style storytelling, strategic communications, nonprofit fundraising, social media and recruitment films Top Executives: Tony Weber, Ron Goldfarb

Goldstein Group Communications Inc.

(440) 914-4700 www.ggcomm.com Branding, lead generation, design, content marketing, digital marketing, public relations, web development Top Executive: Joel Goldstein

Great Lakes Integrated (now part of Traxium LLC)

Cleveland (216) 651-1500 www.gll.com Marketing software, commercial printing, digital printing, large format printing, fulfillment and distribution Top Executive: Scot Adkins

Guide Studio

(216) 921-0750 www.guidestudio.com Brand strategy and design, placemaking and wayfinding Top Executives: Rachel Downey, Cathy Fromet

н

Hardman Group

Fairlawn (330) 285-4141 www.hardmangrp.com Brand development and tactical execution through all media channels Top Executive: Michael Hardman

Hauserman Partners

Bentleyville (440) 903-6570 https://hausermansmi.com Strategic marketing, customer insights, customer experience Top Executive: Darlene Hauserman

Chagrin Falls (440) 394-8007 hellocle.com PR, social marketing, ideation, media relations, events Top Executives: Michelle Venorsky, Allison Peltz

CCOVIA

Hello Mammoth

Madison (440) 415-7311 www.hellomammoth.com Advertising, content creation, graphic design, marketing, photography and web design. Top Executive: Alexander Payne

Hennes Communications

Cleveland (216) 321-7774 www.crisiscommunications.com Crisis management, crisis communications, litigation communications and media training Top Executive: Bruce Hennes, Thom Fladung

Hess Print Solutions

Brimfield (330) 678-5868 www.hessprintsolutions.com Top Executive: Burt Phillips

Hey Now! Media

Beachwood (216) 273-6662 www.heynowmedia.com Branding, graphic design, strategy, marketing, digital advertising, video, website, branded environments Top Executives: Matt Brower, Anne Brower, Matt Soble

Hileman Group

Cleveland (216) 923-1445 www.hilemangroup.com
Demand generation, marketing automation, user experience design, visual design, website development Top Executive: Tom Hileman

HKM Direct Market Communications

Cleveland (216) 651-9500 www.hkmdm.com Direct mail marketing, commercial printing with specialty finishings in line, large format printing Top Executive: Rob Durham, Scott Durham

HMT Associates Inc.

Broadview Heights (216) 369-0109 www.hmtassociates.com Brand activation solutions incorporating content, influencer, experiential, promotional, relationship, social and retailer marketing Top Executive: Patti Conti

Houck Agency PR

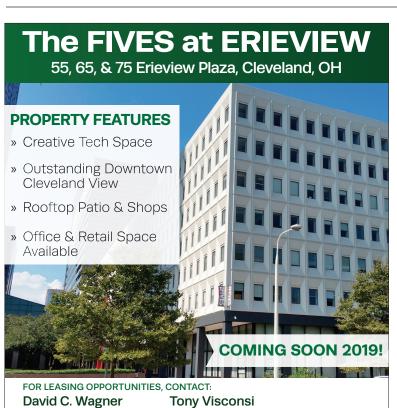
Youngstown (330) 554-5234 www.houckpr.com Outsourced/subcontracted B2B and health care marketing, copywriting, public relations . Top Executive: Jim Houck

Ideas in Focus

Cleveland (440) 287-6844 www.ideasinfocus.com Market research, opportunity assessments, customer personas, brand development, ideation facilitation, brand workshops Top Executive: Jeffrey Hyde







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TonyVisconsi@HannaCRE.com

216.839.2002

HannaCRE.com

PROFESSIONAL SERVICES.

Marketing Services Directory

Impact Communications

Cleveland (216) 861-1063 www.ImpactCommunications.com Top Executive: Bob MacDonald

InfoGrow

Cuyahoga Falls (330) 929-1353 www.infogrowcorp.com Dynamics CRM optimization, marketing automation, business intelligence, marketing services Top Executive: Bob Sullivan

Innis Maggiore Group, Inc.

Canton (800) 460-4111 www.innismaggiore.com Strategic brand positioning and execution Top Executive: Dick Maggiore

Insivia

Cleveland (216) 373-1080 www.insivia.com Strategy consulting, digital and marketing

Top Executive: Andrew Halko

Interactive Cleveland Inc.

Northfield (216) 223-8779 www.interactivecleveland.com SEO, PPC, Google AdWords, social media, digital advertising Top Executive: Sean Hecking

InterCon Group Inc.

Solon
(440) 914-4250
www.intercongroup.com
Search engine marketing (SEO/PPC),
online business development, web
development, data analysis, content
development
Top Executive: Marilyn Dachner

op Executive: Marilyn Dachne

J

Jacq Connect

Bath
(330) 329-2472
www.jacqconnect.us
Strategic communications,
operational assessments, event
planning
Top Executive: Jacquie Skrzypiec

Jakprints Inc.

Cleveland
(216) 622-6360
www.jakprints.com
Commercial litho and digital printing,
apparel printing, stickers and
embroidery
Top Executive: Nick DeTomaso

James Marketing

Cleveland Heights
(216) 932-2503
jamesmarketing.net
B2B marketing materials to promote
product preference, thought
leadership and industry expertise.
Top Executive: Jim Samenuk

JMC Brands

Fairlawn
(330) 331-4423
http://jmcbrands.com
Digital marketing, including social
media, interactive video, content
marketing, organic search, interstitial
advertising, digital branding
Top Executive: Roy Browning

JPT Group Inc.

Bay Village
(440) 835-4525
www.jptgrouppr.com
Content development, planning,
counsel and all forms of marketing
communications
Top Executive: Jim Tabaczynski

K

Karcher Group

North Canton (330) 493-6141 www.tkg.com Online strategy, web design, SEO, content marketing Top Executives: Geoff Karcher, Patrick Willoughby, David Brown

Kiwi Creative

Strongsville
(440) 973-4250
www.kiwicreative.net
Branding, graphic design, WordPress
web development, search engine
optimization, inbound marketing
Top Executive: Jen Lombardi

Kleidon & Associates

Akron
(330) 666-5984
www.kleidon.com
Brand strategy, identity design, web
design, social media, public relations,
print communications, advertising,
photography, video
Top Executive: Dennis Kleidon

Knox Marketing Inc.

Akron (330) 929-7700 knoxmarketing.com Top Executive: Rollin (Randy) Godding III

Knudsen, Gardner & Howe Inc.

Twinsburg
(216) 781-5000
www.kghinc.com
B2B marketing communications to
the automotive aftermarket,
printing/graphic arts industries,
PHC/DIY industries
Top Executive: Tim Knudsen

Kurt A Valenta Design LLC

(724) 766-0418 www.valentadesign.com Brand identities, digital, packaging, print, social, trade shows, web design Top Executive: Kurt Valenta

L

LBL - Branding, Marketing, Printing

Painesville (440) 350-0106 www.lblbranding.com Branding, marketing, printing Top Executive: Brian Gidley

Lead to Conversion

Hudson (855) 473-6582 https://leadtoconversion.com Digital marketing, search marketing, responsive web design, social media marketing, conversion rate optimization Top Executives: Sean Bolton, Doug Ausbury

Lime Creative

Westlake (330) 962-8729 lime-creative.com Logo and brand development, graphic design for print and web Top Executive: Susan Panning

Linear Creative

Cleveland
(216) 741-1533
www.linearcreative.com
Design, direct mail, web
development, video production,
social marketing, online marketing,
Google Ads (formerly Google
AdWords), nonprofits and fundraising
Top Executive: Raymond Jasinski

Linkmedia 360

Independence
(216) 447-9400
www.linkmedia360.com
Digital marketing, analytics,
directional and performance media
Top Executive: Dave Wolf,
Chad Luckie

Little Jacket

Cleveland (216) 373-6979 www.little-jacket.com Branding, design, advertising, interactive, nontraditional media Top Executive: Roger Frank

Little L Communications

Geneva (440) 799-7884 www.littlelcomm.biz Top Executive: Laura Lytle

Long & Short of It

(216) 570-1719
www.lasoi.com
Brand development, customer
insights, strategic planning, ideation.
Top Executive: Dean Ilijasic,
Sue Stabe

Look Strategies

Bay Village (440) 655-6073 http://lookstrategies.com Public relations, strategic consulting, media relations, advertising, graphic design Top Executive: Steve Corcoran

Lost Tribe Media

Akron (330) 376-7079 www.losttribemedia.com Corporate communications, training, museums, nonprofits, live events Top Executive: Chris Smith

M

Madison, Michigan and Market

Youngstown (330) 333-1266 https://madisontomarket.com Social selling, sales process design, content marketing strategy Top Executive: Jeff Herrmann

Mainstreet Growth LLC

Avon Lake (440) 387-3866 www.mainstreetgrowth.com SEO, websites, social, trade shows, public relations Top Executive: Joe Archacki

Mango Bay Internet

Brooklyn Heights
(216) 335-9255
www.MangoBay.com
Web design, internet access and
marketing, IT managed services, lead
generation
Top Executive: Alan "A.J." Jacubenta

Marcus Thomas LLC

Warrensville Heights
(216) 292-4700
www.marcusthomasllc.com
Advertising and marketing
communications, including digital,
mobile, creative, social, content
marketing, PR, research and media
Top Executive: James Nash

Marketing Resources & Results Inc.

Hudson (330) 656-9793 www.resources-results.com Our extensive marketing resources help industrial manufacturers attract customers and develop new

business. Top Executive: Christine Brown



Marketing501 LLC

Brecksville (216) 469-7848

Top Executive: Shirley MacFarland

Marketplace Strategy

Cleveland (216) 346-5900 http://marketplacestrategy.com Amazon optimization and sales acceleration, Amazon Vendor and Seller Central, Amazon Marketplace management

Top Executives: Drew Kramer. Curtis Rummel, Sam Jennings

The Markey Group

Westlake (440) 348-5753 themarkeygroup.com Printing, promotional items, digital marketing, social media, website design and development Top Executives: Rachael Ekey, Kristin Ferguson

The Marshfield Group

Concord Township (440) 974-8448 www.marshfield.com Advertising, brochures, website development, SEO, public relations, social media Top Executive: Thomas Mitchell

Media Design Imaging

Cleveland (216) 539-4634 www.mdifilm.com Branding video, social media, event production Top Executive: Johnny Wu

Media II Inc.

Sagamore Hills 44067 (216) 956-3160 www.mediaii.com Factory automation, material handling, power transmission, hand tools, software, manufacturing, sales Top Executive: Roy Harry

Media Impressions

(440) 808-9669 Media planning and buying services for network television, cable, radio, print, outdoor

Top Executive: Mary Cangelosi

Media Magic Productions LLC

Jefferson (440) 294-2431 www.mediamagicohio.com Fully integrated advertising, public relations, social media campaigns, corporate and documentary video

Top Executive: Cheryl Dickson-Walker

Mills James Creative Media

Cleveland (216) 443-0468 http://millsjames.com Video, audio, broadcast, meetings, events, interactive and digital signage Top Executive: Zelko Cenin

Miracle Resources

Akron (330) 777-2003 www.miracleresources.com Full service marketing and public relations Top Executive: Katherine Miracle

Mitchell Allen Group Inc.

Cleveland (888) 621-6220 mitchellallen.com Brand and marketing strategy, digital and creative solutions, paid digital and traditional media Top Executive: Robert Petersen

The MOD Pros

Cleveland (216) 714-2647 www.themodpros.com A marketing, event planning and project management consulting company helping both companies and individuals. Top Executive: Nicole Rosario

New Image Media Inc.

Warrensville Heights (216) 514-1835 http://newimagemedia.com Video production, animations, graphics and photography Top Executives: Steve Petti, Matt Barker

NgageContent Cleveland (330) 328-2674 http://ngagecontent.com Inbound marketing, content marketing, content strategy, social media, organic search Top Executive: Mike Cottrill

Nicheworks

Cleveland (216) 973-9228 www.nicheworks.co Direct marketing, SEO, content marketing, public relations, web development Top Executive: Les Proctor

Northern Ohio Printing, Inc.

Cleveland (216) 398-0000 www.nohioprint.com Digital foil, sculpted UV, soft touch, specialty finishing, die cut products, wide format signs and banners Top Executive: Gary Chmielewski

OilChangeCat.com

Cuyahoga Falls (330) 475-2856 http://oilchangecat.com Online marketing for the oil change Top Executive: James Houser

Oliver Printing & Packaging

Twinsburg (330) 425-7890 www.oliverprinting.com Top Executive: George Oliver

OpinionRoute LLC

University Heights (216) 446-5046 www.OpinionRoute.com Online surveys, online sample, panels, data quality Top Executive: Terence McCarron

Oppidan Group LLC

Cleveland (216) 771-9988 www.oppidangroup.com Managing publicity, issues, reputations and crises through effective public relations. Top Executive: Tom Andrzejewski

Orchard Designs

Beachwood (440) 290-9320 www.orcharddesigns.com Web design, seo, digital marketing, content marketing, e-commerce Top Executive: Brian Petti

OuterBox

(866) 647-9218 www.outerboxdesign.com SEO, e-commerce SEO, e-commerce web design Top Executive: Justin Smith

Owens Print & Creative Solutions

Beachwood (800) 521-4836 owensoffice.com Color printing, web design, T-shirts, social media marketing Top Executive: James Owens

Palicor Communications

Avon (440) 527-0360 www.palicor.com Top Executive: Carol Palichleb

Partners Riley

Bay Village (216) 902-7106 www.partnersriley.com Strategic branding, advertising and digital marketing
Top Executives: Rick Riley, John

The Partnership LLC

Fairlawn (216) 870-2169 Creative marketing, budget management, media relations, and advertising campaign development and execution Top Executive: Carl White

PM Graphics

(330) 656-1230 www.pmgraphics.com Tabloid and broadsheet newspapers, flyers on both uncoated and coated papers, low cost catalogs Top Executive: Paul McGhee II

Pole Position Marketing

Uniontown (330) 768-7067 www.polepositionmarketing.com SEO, PPC, social media marketing, content marketing, web development, analytics, conversion optimization

Top Executive: Stoney deGeyter

PR 20/20 Cleveland (800) 920-1623 www.pr2020.com Content marketing, marketing automation, lead generation, data analysis, inbound marketing, sales integration, social media, marketing

Top Executive: Paul Roetzer **Precision Market Services**

Hinckley (330) 212-5986 www.precisionmarketservices.com Original content, branding, campaign strategy, web development, direct marketing, loyalties/incentives,

Top Executive: Melinda Mallari

Prelude2Cinema Cleveland (408) 203-6981 www.prelude2cinema.com Media and business consulting Top Executive: Alex Michaels

Prinz Marketing Communications

Akron (330) 867-1707 www.prinzmarketing.com Top Executive: Deborah Prinz

The Prodigal Company

Youngstown (330) 707-2088 www.prodigalcompany.com Developers of Brand MRI process; combines market research with strategic positioning, identifies core messaging value and creative tactics Top Executive: Jeff Hedrich

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Marketing Services Directory

Prosper for Purpose

Cleveland (216) 465-2043 prosperforpurpose.com Branding, public relations, organizational development, nonprofit fundraising, social media, content marketing Top Executive: Lorraine Schuchart

Proximity Marketing

Brunswick (330) 220-6100 www.proximitymarketing.com Web design, search optimization, paid search, social media management and email marketing Top Executives: Mark Priebe, Jeff Worcester

Purple Films LLC

Cleveland (216) 302-8288 http://purple-films.com Storytelling, concept creation, video production, motion graphics Top Executives: Dan Gillespie, Jim Gall

R

R solutions Ltd.

Solon (440) 735-9280 www.rsolutions.us Brand awareness, merchandising, sales promotions, incentives/loyalty progams, local store marketing Top Executive: Rob Adelstein

Radical Reach

Berea (216) 512-1723 http://radicalreach.com Radical reach social media experts Top Executive: Shana Mysko

Radius Advertising

Strongsville (440) 638-3800 www.radiuscleveland.com Creative ad design, web development, public relations, sales promotions, social media Top Executives: Anna Matisak, . Matt Bender

Razor Ltd. LLC

Beachwood (330) 562-9635 www.razor-marketing.com Top line growth with eyes firmly planted on your ultimate valuation Top Executive: C. Cimoroni

Recess Creative

Cleveland (216) 400-7187 www.recesscreative.com Advertising, marketing, brand strategy, web design, mobile app development, social media, SEO Top Executives: Chris Jungjohann, Tim Zeller

North Ridgeville (440) 281-8600 www.rgicreative.com Showrooms, branded factory tours, product experience centers, trade shows, exhibits Top Executive: Ryan Gerber

RH Blake

Cleveland (216) 595-2400 www.rhblake.com Top Executive: Dan Konstantinovsky

Robots and Pencils

Cleveland (866) 515-9897 www.robotsandpencils.com Machine learning and artificial intelligence, bots, mobile, web and full stack development, design, UX Top Executives: Michael Sikorsky, Len Pagon

Rojek Consulting Group

Independence (216) 573-3780 www.rojekconsulting.com Top Executive: Lorraine Stewart

Roop & Co. Strategic Integrated Communication

Cleveland (216) 902-3800 www.roopco.com Branding, content marketing, graphic design, investor relations, media relations, SEO, web development Top Executive: James Roop

Rosenberg Advertising

Lakewood (216) 529-7910 www.rosenbergadv.com Brand development and strategic marketing using both traditional and digital tactics Top Executive: David Rosenberg

RPO PR

Cleveland (646) 628-2009 www.rpo-pr.com Brand communications, media relations, creative campaign development, art direction, crisis communications Top Executive: Kayla Barnes

Ruohonen & Associates LLC

Cleveland (440) 666-7971 www.ruohonenassociates.com Sales and marketing consultants Top Executive: William Ruohonen

S

Sanctuary Marketing Group

North Canton (330) 266-1188 www.sanctuarymg.com Websites, digital marketing, local marketing, strategy, social media marketing, SEO, graphic design, programming, PPC Top Executives: Kelly Brown, Chris Auman

SapientRazorfish

Cleveland (216) 896-8900 www.sapientrazorfish.com Digital business transformation, IT modernization, marketing transformation, customer experience, commerce, data and artificial intelligence Top Executive: Mark Eckman

The Search Guru

Cleveland (440) 306-2418 www.thesearchguru.com Content strategy, link building, technical audits, paid media, marketing analytics, conversion optimization, SEO Top Executive: Leslie Carruthers

shark&minnow

Cleveland (216) 609-3740 http://sharkandminnow.com Research, strategic marketing, business consulting, design, content, civic engagement Top Executives: Eric Kogelschatz, . Hallie Kogelschatz

ShortStackPrinting.com

Warrensville Heights (866) 241-8515 ShortStackPrinting.com Pocket folders, postcards, table tents, brochures, etc. Top Executive: Cal Hunter Jr.

Singleton & Partners

Cleveland (216) 344-9966 www.singletonpartners.com Media planning and buying, integrated marketing campaigns, digital marketing, brand development, visual communications, grassroots/outreach initiatives, communications/public relations, corporate and community event Top Executive: Renee Singleton

Skoda Minotti Strategic

Marketing LLC Mayfield Village (440) 449-6800 www.skodaminottimarketing.com Marketing plan development and plan execution, website design, inbound marketing, SEO and lead generation

Top Executive: Jonathan Ebenstein

Skyline Trisource Exhibits

Valley View (216) 642-6180 www.skylinetrisource.com Exhibit design, production, rentals, graphic design and production, exhibit and event management, logistics

Spark Your Brand Inc.

Chagrin Falls (440) 247-1555 www.sparkyourbrand.net Top Executive: Randy Golenberg

Speedeon Data LLC

Mayfield Heights (866) 647-9219 www.speedeondata.com Mover and life stage trigger marketing programs, data analytics, omni-channel communications deployment Top Executive: Gerard Daher

SpeedPro Imaging Akron

(234) 312-9629 www.speedproakron.com Banners, signage, vehicle wraps, graphics, vinyl, tradeshows, decals, window graphics Top Executive: Gerald Stout

SpeedPro Imaging Cleveland West

Westlake (440) 617-6461 speedproclevelandwest.com Vehicle wraps and graphics, trade show displays, window and wall murals and graphics, signage and banners Top Executive: Jeff Kolenich

Spruce

Cleveland (216) 269-9673 http://spruceagency.com Marketing, public relations, media buying, event management, social media, content marketing Top Executive: Tom Sarago

StandOut Design LLC

(330) 354-9204 www.HelpMeStandOut.com Graphic design, social media marketing, branding, web design, printing, marketing campaigns, listing management, SEO, consulting Top Executive: Dave Norris

Stevens Strategic Communications Inc.

(440) 617-0100

www.stevensstrategic.com Public and media relations, crisis communications, media training, branding, web development, videos Top Executive: Edward Stevens

Sweenev Rocky River (440) 333-0001 www.sweeneypr.com Market research, strategic planning, advertising, branding, graphic design, direct marketing, social media, publicity, web development Top Executive: James Sweeney

Syncshow

Rocky River (440) 356-1903 www.syncshow.com Manufacturing lead generation, sales improvement, digital marketing Top Executive: Christopher Peer

Synergy Marketing Strategy & Research Inc.

(216) 431-0008 www.synergyloyalty.com Applied strategic marketing, marketing research and consumer research, management consulting, organizational development consulting, thought leadership speakers Top Executive: Rachel Talton

Т

T Rice Communications LLC

Euclid (216) 526-3724 www.trcomllc.com Specializing in budget effective advertising and marketing campaigns as well as community outreach events. Top Executive: Tina Rice

Ten10 Design

Chardon (440) 286-4367 www.ten10design.com Promotional products, apparel, printing and graphic design services Top Executive: Casey Zulandt

Think Media Studios

Mayfield Heights (440) 995-0600 http://thinkmediastudios.com Direction, design, production, editorial, animation, 3D modeling, compositing, finishing, virtual reality production and stitching Top Executive: Brian Glazen

thunder::tech

Cleveland (216) 391-2255 www.thundertech.com Advertising, communications, digital marketing, web development, video and graphic design services Top Executive: Jason Therrien

TRG Reality

Cleveland (216) 781-8644 www.trgreality.com Photography, CGI, video production, retouching, project management Top Executive: Martin Reuben

Triad

Cuyahoga Falls (330) 237-3531 www.triadadv.com Custom and responsive web design and development, branding, logo and ID system design, annual reports, planning and placement of traditional and digital media Top Executive: Rick Krochka

True Digital Communications

CCOVIA

Bedford Heights (888) 456-0369 https://truedigitalcom.com/ SEM, SEO, marketing automation, web and social analytics Top Executive: Christopher Baldwin

True Vision Marketing

Chagrin Falls (440) 708-0576 www.truevisionmarketing.com Embroidery, silk screen, promotional products and full sublimation Top Executive: Natalie Remington

Twist Creative Inc.
Cleveland (216) 631-5411 www.twistcreative.com Fully integrated brand and marketing Top Executive: Michael Ozan

V

Visibility Marketing Inc.

Beachwood (440) 684-9920 www.visibilitymarketing.com Performance-driven communication solutions that support sustainable business practices Top Executive: Montrie Adams

Visual Marking Systems Inc.

Twinsburg (330) 425-7100 www.vmsinc.com Graphic overlays, product identification, decals, labels, vehicle wraps, signage Top Executive: Dolf Kahle

Viva La Brand

Beachwood (216) 548-6780 http://vivalabrand.com Brand and marketing strategy, consumer research, ad agency search, recruiting of marketing professionals . Top Executive: Laura Sheridan

Watt Printers (now part of Traxium)

Cleveland (216) 398-2000 www.wattprinters.com Conventional and digital printing, envelope conversion, mailing w/UV inkjet and fulfillment Top Executive: John Gergel

Write 2 the Point

Newbury (216) 410-2395 www.write2thepoint.com Writing, graphic design for corporate annual reports, magazines and brochures Top Executive: Margie Wilber

WRL Advertising

Canton (330) 493-8866 www.wrladv.com 3D modeling and animation, motion graphics, marketing strategy, web development, brand identity and management, print production, intranet Top Executive: Jeff LeBeau

Cleveland (216) 696-2424 www.wyseadv.com Top Executives: Michael Marino. Margaret Weitzel

Women-Owned Businesses

Ranked by full-time local employees as of May 15, 2018



THIS YEAR	COMPANY	FULL-TIME LOCAL EMPLOYEES 5-15-2018	YEAR FOUNDED	PRIMARY INDUSTRY	DESCRIPTION	TOP LOCAL EXECUTIVE
1	InfoCision Management Corp. 325 Springside Drive, Akron 44333 (330) 668-1400/infocision.com	1,200	1982	Telecommunications	Direct marketing company with inbound/outbound call center services	Craig Taylor, CEO Karen Taylor, board chair
2	K&D Group Inc. 4420 Sherwin Road, Willoughby 44094 (440) 946-3600/www.kandd.com	345	1984	Real estate	Owns and manages 12,000 apartments throughout Greater Cleveland, Akron and Canton	Karen M. Paganini, president, COO Douglas E. Price, CEO
3	Home Instead Senior Care - Mentor 7334 Center St., Mentor 44060 (440) 257-5800/www.homeinstead.com	250	2000	Health care	Provides individualized care to help seniors remain at home independently	Therese Zdesar, president
4	Lakeside Facility Services Group 2122 St. Clair Ave. NF, Cleveland 44147 (216) 771-2400/www.lfs-group.com	195	1999	Service - general	Commercial facility maintenance services provider	Katiya Cassese, president
5	Joshen Paper & Packaging Co. 5808 Grant Ave., Cuyahoga Heights 44105 (216) 441-5600/www.joshenpaper.com	175	1988	Distribution	Paper packaging wholesale distributor	Michelle F. Reiner, CEO
6	Mars Electric 6655 Beta Drive, Suite 200, Mayfield Village 44143 (440) 946-2250/www.mars-electric.com	157	1952	Distribution	Wholesale distributor of lighting, gear and electrical products	Fran Doris, CEO
7	Frank Novak & Sons Cos. 23940 Miles Road, Bedford Heights 44128 (216) 475-5440/www.franknovak.com	140	1912	Construction	Commercial finish contractor and manufacturer of custom lighting, acoustic panels and OEM parts	Gayle F. Pinchot, president Pamela Pinchot Bozsvai, vice president
7	Millennium Capital and Recovery Corp. 95 Executive Parkway, Hudson 44236 (877) 500-6272/nationwiderecoverymanagers.com	140	1999	Financial services	National recovery management firm providing skip tracing and impound services for consumer lenders	Jayne R. Bronchetti, president
9	NAE/NWAN 8370 Dow Circle, Suite 100, Strongsville 44136 (877) 222-1645/www.naenwan.com	130	1996	Service - general	Administration company servicing automotive, RV and powersports dealerships nationwide	Kelly Price, CEO David Neuenschwander, president
10	Vocon 3142 Prospect Ave., Cleveland 44115 (216) 588-0800/www.vocon.com	110	1987	Architecture	Global architecture and interior design firm focused on creating distinctive and productive work environments	Deborah V. Donley, principal
11	US Communications and Electric Inc. 4933 NEO Parkway, Garfield Heights 44128 (216) 478-0810 /www.uscande.com	105	1996	Telecommunications	Specializes in voice, data, video and security structured cabling	Patricia Connole, CEO
12	Hanson Services In-Home Assisted Living Providers 17017 Madison Ave., Lakewood 44107 (216) 226-5425/www.hansonservices.com	100	1996	Senior health care	Assisting older adults in their activities of daily living in the privacy of their home	Mary Ann Hanson, founder, CEO
13	Pierre's Ice Cream Co. 6200 Euclid Ave., Cleveland 44103 (216) 432-1144/www.pierres.com	85	1932	Retail - consumer goods	Pierre's Ice Cream, frozen yogurt, sherbet, sorbet and novelties	Shelley Roth, president
14	Onyx Creative 25001 Emery Road, Suite 400, Warrensville Heights 44128 (216) 223-3200/www.onyxcreative.com	83	1974	Architecture	Provides architecture, engineering, interior design and branding services	Mike Crislip, president, partner Carole Sanderson, CFO, partner
15	VMI Group Inc. 8854 Valley View Road, Macedonia 44056 (330) 405-4113/www.thevmigroup.com	77	2012	Construction	Commercial and industrial contractor specializing in foundations and structure	Neille Vitale, president
16	Avantia Inc. 9655 Sweet Valley Drive, Suite 1, Valley View 44125 (216) 901-9366/www.avantia-inc.com	65	2000	Computers - information technology	Custom software, web, mobile, Internet of Things development firm	Jennie Zamberlan, president
16	North Coast Logistics Inc. 18901 Snow Road, Suite A, Brook Park 44142 (216) 362-7159/www.northcoastlogistics.com	65	1992	Transportation	Third party logistics provider specializing in warehousing, distribution and transportation services	Talour Avdek-Gazey, president, principal Mark Kabat, director, sales and marketing
18	Fit Technologies 1375 Euclid Ave., Suite 310, Cleveland 44115 (216) 583-5000/www.fittechnologies.com	60	1999	Computers - information technology	Managed IT services firm specializing in onsite field support, help desk, network infrastructure, internet, wireless and cloud services	Micki Tubbs, CEO, cofounder Michelle Tomallo, president, cofounder
19	MidWest Materials Inc. 3687 Shepard Road, Perry 44081 (440) 259-5200/www.midwestmaterials.com	59	1952	Manufacturing	Steel service center specializing in hot rolled, hot rolled pickled and oiled, coated, cold rolled and high strength steel	Brian D. Robbins, CEO Noreen Koppelman-Goldstein, president
20	Litigation Management Inc. 6000 Parkland Blvd., Mayfield Heights 44124 (440) 484-2000/www.lmiweb.com	56	1984	Law firms - legal services	Provider of medical-legal discovery, litigation, regulatory and settlement support services	Elizabeth B. Juliano, founder, CEO
21	Cynergies Consulting Inc. 26301 Curtiss-Wright Parkway, Richmond Heights 44143 (440) 565-0168/www.cynergies.net	55	1997	Computers - information technology	Information technology staffing provider	Debbie Holy, president
21	Marigold Catering 3901 Lakeside Ave. E., Suite 100, Cleveland 44114 (216) 566-5400/www.marigoldcatering.com	55	1997	Hospitality	Event planning and catering services for both corporate events and social occasions	Joan E. Rosenthal, CEO, founder
23	Flaming River Industries Inc. 800 Poertner Drive, Berea 44017 (440) 826-4488/www.flamingriver.com	52	1987	Manufacturing	Manufacturer of specialty automotive steering and electrical products with custom machining capabilities	Jeanette Ladina, president, owner
24	AAA Advanced Plumbing & Drain 7277 Bessemer Ave., Cleveland 44127 (440) 331-5555/advancedplumber.com	50	1927	Construction	Plumbing and environmental services contractor	Carol Ann Fisco, president, CEO
24	Margaret W. Wong & Associates LLC 3150 Chester Ave., Cleveland 44114 (216) 566-9908/www.imwong.com	50	1986	Law firms - legal services	Immigration and criminal law firm	Margaret W. Wong, president, managing partner
24	The Parker Skin & Aesthetic Clinic 3737 Park East Drive, Suite 109, Beachwood 44122 (216) 464-7333/www.theparkerclinic.com	50	1992	Health care	Dermatology medical practice specializing in cosmetic treatments and services	Lydia Parker, president
24	Richter Healthcare Consultants 8948 Canyon Falls Blvd., Suite 400, Twinsburg 44087 (216) 285-0806/https://richterhc.com	50	1999	Business services	Helps long-term and post-acute care providers address clinical, accounting, implementation and revenue cycle challenges	Jennifer Richter, president, CEO
24	Ullman Oil Company LLC 98812 E. Washington St., Chagrin Falls 44023 (440) 543-5195/www.ullmanoil.com	50	1967	Distribution	Petroleum products distributor	Jennifer W. Berlin, president

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

See all 441 companies in our Women-Owned Business Directory: CrainsCleveland.com/section/WOB







PROFESSIONAL SERVICES

Women Owned Business Directory

ACCOUNTING

Analogy of Pearl

Rocky River (216) 513-4261; analogyofpearl.com Top executive: Radu Bartan

D'Amore Tatman Group LLC

(216) 378-1550; dtgroup.net Top executives: Dominic M. D'Amore Jr., Kathryn E. Tatman

Dyer Roche & Company Inc.

(330) 262-0061; dyerroche.com Top executive: Cathy Roche

Heffernan & Associates Inc.

(440) 519-0200; heffernancpa.com Top executive: Donna M. Heffernan

HHL Group Inc.

Medina

(330) 721-1410; hhlgroup.net Top executive: Laurie Price

Kickstart Accounting Inc.

Seven Hills (216) 310-8299; KickstartAccountingInc.com Top executives: Danielle Hayden, Lindsay Darby

OFG Advisors LLC

Akron

(330) 645-9382; ofgadvisorsllc.com Top executive: Renea Woods-Baylor

PC Coach & Associates LLC

Olmsted Falls (216) 378-9195 Top executive: Donna Metzger

pinnaCLE. Ohio LLC

Lakewood (330) 389-1208

pinnacleaccountant.com Top executive: Michelle L. McCue

Sampson & Associates Inc. CPAs

(440) 331-1100; sampsoncpas.com Top executives: Anna M. Smith, April W. Sampson

Valuation & Litigation Consulting LLC

Independence

(216) 661-6626; valueohio.com Top executive: Terri Lastovka

ADVERTISING - MARKETING - PUBLIC RELATIONS

Amp Strategy

(330) 714-2274; ampstrategy.com Top executives: Morgan Lasher, Kat Pestian

Amplitude Social Media

North Royalton

(216) 264-6006; ampsocialmedia.com Top executive: Nicole Middleton

Ardent Communications Group LLC

Chagrin Falls

(216) 924-2866; ardentcgroup.com Top executive: Jill Arslanian

Bashian & Associates Inc.

Glenwillow

(440) 232-0108; bashian.com Top executive: Alison Bashian

BlackBird

South Fuclid

(216) 288-5399; goblackbirds.com Top executive: Stacey Zur

CMP Communications LLC

Independence (216) 524-1140

Top executive: Charlene Paparizos

Corliss Marketing Communications

(330) 720-6138; corlissmarketing.com

Strongsville (440) 878-0575 creativedgemarketing.com

Cvnthia Earl LLC

Bay Village (440) 522-5072 ClaimYourSpotlight.com Top executive: Cindy Earl

Desidara

(330) 498-0753; desidara.com Top executive: Sue Grabowski

Design Mojo Inc.

Lakewood

(216) 400-9001; weknowmojo.com Top executive: Jane F. Kenney

(216) 233-7033; dbgpr.com Top executive: Diana Beth Greenberg

Dot Org Solutions LLC

(330) 247-2180; dotorgsolutions.com

Early Design + Marketing Group Inc.

(440) 465-4803

earlydesignmarketing.com Top executive: Melissa M. Early

Cleveland Heights (216) 264-6492 thefairmountgroup.com

Top executive: Dawn Hanson

G Force Communication

(216) 235-4566

GForceCommunication.com Top executive: Ann M. Gynn

Gianfagna Strategic Marketing Inc.

Westlake

gianfagnamarketing.com

Hersh PR and Marketing LLC

(216) 359-1800; hershpr.com Top executive: Liz Hersh

InterCon Group Inc.

Top executive: Marilyn Dachner

Chesterland (440) 729-6481; jfd.cc

Top executive: Joanne Frances Durante

Kiwi Creative

(440) 973-4250; kiwicreative.net Top executive: Jen Lombardi

(440) 915-8811

laurelsteinetzconsulting.com Top executive: Laurel M. Steinetz

(216) 395-4128

marvelouswebmedia.com Top executive: Hannah Fitzgerald

Akron

(216) 302-0449; melissaritter.com Top executive: Melissa Ritter

MG Marketing Co.

(330) 608-8231; mgmarketingco.com

The MOD Pros

Cleveland

(216) 714-2647; themodpros.com Top executive: Nicole Michelle Rosario

Modern TECHnique

Avon Lake (440) 497-8547 whatsyourtechnique.com Top executive: Kristi S. Blosser

Mulligan Management Group LLC

(330) 472-7673;

mulliganmanagementgroup.com Top executive: De-de Mulligan

Newfound Identity

(330) 606-6865

newfoundidentity.com Top executive: Patricia Campbell

NMV Strategies

Brecksville (216) 513-8740; nmvstrategies.com Top executive: Nancy M. Valent

Palicor Communications

(440) 527-0360; palicor.com Top executive: Carol Palichleb

Penca Creative Services Inc. Concord Township

(216) 313-0900; pencacreative.com

Top executive: Robin A. Penca **Precision Market Services**

Hinckley (330) 212-5986 precisionmarketservices.com

ProMark Enterprises Inc.

Top executive: Melinda Mallari

Mentor (440) 974-1198; usepromark.com Top executive: Patricia A. Perry

Race Ahead CLE

Cleveland

(440) 554-7018; raceaheadcle.com Top executive: Beth Eaton

Radical Reach

(216) 512-1723; radicalreach.com Top executive: Shana E. Mysko

Regal Promotional Products LLC

(866) 473-4250; regalpromo.com Top executive: Jean A. Corliss

Rojek Consulting Group

Independence

(216) 573-3780; rojekconsulting.com Top executive: Lorraine G. Stewart **Skyline Trisource Exhibits**

(216) 642-6180; skylinetrisource.com

Smart Strategic Business Solutions LLC

(216) 245-7761; ssbsllc.com Top executive: Valerie C. Smart

Sugarbowl Creative (Video

Marketing) Cleveland Heights (440) 941-1776

sugarbowlcreative.com Top executive: Teresa Lynn Crockett

Via Vera Group

Cleveland

(216) 780-0472; viaveragroup.com Top executive: Nikki DiFilippo

Visibility Marketing Inc.

Beachwood (440) 684-9920

visibilitymarketing.com Top executive: Montrie Rucker Adams

Viva La Brand

Beachwood

(216) 548-6780; vivalabrand.com Top executive: Laura Sheridan

Top executive: Jean A. Corliss

Creativedge Marketing

Top executive: Kathy Jiamboi

Uniontown

Top executive: Amy C. Wong

The Fairmount Group LLC

Rocky River

(440) 808-4700

Top executive: Jean M. Gianfagna

Brecksville

(440) 914-4250; intercongroup.com

J.F. Durante & Assoc.

Strongsville

Laurel Steinetz Consulting LLC

Fairview Park

MarvelousWeb Media South Euclid

Melissa Ritter Marketing

Top executive: Meghan Goetz



ARCHITECTURE

Affandi Architectural and Design LLC

Chagrin Falls (937) 829-9400 affandiarchitecture.com Top executive: Chaerani Affandi

C.C. Hodgson Architectural Group

Beachwood (216) 593-0057; ccharch.com Top executive: Cornelia C. Hodgson

DERU Landscape Architecture

Cleveland (216)466-4355; deru-la.com Top executive: Debbie Donley

Onyx Creative

Warrensville Heights (216) 223-3200; onyxcreative.com Top executives: Mike Crislip, Carole Sanderson

Robert P. Madison International Inc.

Cleveland (216) 861-8195; rpmadison.com Top executive: Sandra L. Madison

Van Auken Akins Architects LLC

Cleveland (216) 241-2220; vaakins.com Top executive: Jill V. Akins

Vocon

Cleveland (216) 588-0800; vocon.com Top executive: Deborah V. Donley

BIOTECHNOLOGY

Haima Therapeutics

Cleveland (412) 580-8423 haimatherapeutics.com Top executive: Christa Pawlowski

BUSINESS SERVICES

Bolinds Solutions Services Inc.

Cleveland (216) 479-0290; bolinds.com Top executive: Linda Williams

Destined For Greatness Enterprises

Cleveland Heights (216) 926-6612; destinedforgreatnessenterprises.net Top executive: DeBorah M. Hamilton

e=mc2 Organizing & Coaching Consultants Inc.

(440) 423-1787; emc2organizing.org Top executive: Sandra M. Einstein

Equius Group LLC

South Euclid (216) 744-0939; equiusgroup.biz Top executive: Erica Merritt

Impactive Strategies

Chagrin Falls (440) 537-3811 impactivestrategies.com Top executive: Lisa Crilley Mallis

The Indigo Connection LLC

Strongsville (440) 238-4731 createandconnectbrilliantly.com Top executive: Betsy Bartter Muller

kp associates inc.

Cleveland (330) 653-9516; kpassociatesinc.com Top executive: Paula Beveridge

Kristiaun Joy

Avon Lake (216) 854-2801 Top executive: Kristiaun Copez-Minor

Lauri Burkons Training Consulting

Barberton (330) 338-7064 Top executive: Lauri Burkons

LeadershipEAD LLC

Mantua (330) 274-2693; leadershipead.com Top executive: Sue Thomas

Life Safety Enterprises Inc.

Willoughby (440) 918-1641 lifesafetyenterprises.com Top executive: Angela M. Timperio

Medical Billing Authority LLC

(440) 934-6135 medicalbillingauthority.com Top executive: Sue Irwin

Memoirs Unlimited

Chagrin Falls (440) 543-1020; memoirsu.com Top executive: Margaret Lupyan

Network Notions

Cleveland (216) 287-3422; Networknotions.org Top executive: Katrice Jones

O.E. Strategies Inc.

Broadview Heights (440) 546-0008; oestrategies.com Top executive: Suzanne M. Miklos

Ohio Identification Solutions Inc.

Brunswick (330)460-0545; ohioid.com Top executive: Rhonda Gregory

Pavtime

Solon (440) 349-2641; paytime.com Top executive: Robert Gialamas

Power Presentations Inc.

Brecksville (440) 526-4400 power-presentations.com Top executive: Charisse Jeavons

Premier Virtual Assistance LLC

(216) 532-5529; thepremierva.com Top executive: Jenifer Jay

Richter Healthcare Consultants

Twinsburg (216) 285-0806; richterhc.com Top executive: Jennifer Richter

Silver Fox Editing

Mentor-on-the-Lake (440) 622-5554; silverfoxediting.com Top executive: Donna Fox Nicely

Transcription Smith LLC

Akron (330) 535-8840 transcriptionsmith.com Top executive: Nancy J. Smith

COMPUTERS - INFORMATION TECHNOLOGY

(216) 901-9366; avantia-inc.com Top executive: Jennie Zamberlan

Cynergies Consulting Inc.

Richmond Heights (440) 565-0168; cynergies.net Top executive: Debbie Holy

Eimear Studios LLC

Boardman (330) 333-2041; eimearstudios.com Top executive: Kendra Corpier

Equus Group LLC

Eastlake (440) 840-5077; equusbranding.com Top executive: Biljana Lovrinovic

Fit Technologies

Cleveland (216) 583-5000; fittechnologies.com Top executives: Micki Tubbs, Michelle Tomallo

The Go2IT Group

Westlake (866) 424-1233; go2itgroup.com Top executive: Beverly Sandvick

(440) 891-0465 x102; icnsinc.com Top executive: Diana Fretwell

OPT Solutions Inc.

Sagamore Hills (888) 678-1786; optsolutionsinc.com Top executive: Laura Pettit Rusick

Sole Business Systems Inc.

Cleveland (216) 765-8050; sbscleveland.com Top executive: Edna Talmor Akrish

SpaceBound Inc.

LaGrange (440) 355-8008; spacebound.com Top executive: Patricia A. Miller

VantageOne Software

Eastlake (440) 354-1458 vantageonesoftware.com Top executive: Erica Martin

Viable Synergy LLC

Shaker Heights (216) 816-2299; ViableSynergy.com Top executive: Sunnie Southern-Boukerrou

Vital Resources Inc.

Huron

(440) 614-5150 Top executive: Charlene R. Connell Warwick Inc. Broadview Heights

(216) 787-0300; warwickinc.com Top executives: Heidi Murphy, Laura Green, Steve Leopold

CONSTRUCTION

AAA Advanced Plumbing & Drain

Cleveland (440) 331-5555 advancedplumber.com Top executive: Carol Ann Fisco

Alternalite Electric Inc.

North Olmsted (440) 777-7800; alternalite.com Top executive: Gertrudis (Trudy) Ramos

Botzum Bros Hardware LLC

Akron

(440) 759-8896; Botzum-Bros.com Top executive: Jennifer Rose Hilkert

Break2Build Construction and Maintenance LLC

(216) 785-9327; break2build.com Top executive: Stanya Greathouse

Designer Walls Inc.

Maple Heights (216) 662-3764; designerwalls.com Top executive: Kathleen H. Pierce

Environmental Control Specialists

Hudson (330) 656-3015 econtrolspecialists.com Top executive: Wendy J. Carbone

Frank Novak & Sons Cos.

Bedford Heights (216) 475-5440; franknovak.com Top executives: Gayle F. Pinchot, Pamela Pinchot Bozsvai

LumberOne Supply

Independence (216) 386-1887; lumberone.com Top executive: Heather Husak

Metis Construction Services LLC

Kent (330) 677-7333 metisconstruction.com Top executives: Julie Brandle, Donna Komar

Rebuilders Xchange

Cleveland (216) 551-8175; rbxhub.com Top executives: Jessica Davis, Kris Strickland

Regency Construction Services Inc.

Lakewood (216) 529-1188; regencycsi.com Top executive: Tari S. Rivera

VMI Group Inc.

Macedonia (330) 405-4113; thevmigroup.com Top executive: Neille Vitale

DISTRIBUTION

Hudson Fasteners Inc.

(330) 518-9303; hudsonfasteners.com Top executive: Cris A. Young

Joshen Paper & Packaging Co.

Cuyahoga Heights (216) 441-5600; joshenpaper.com Top executive: Michelle F. Reiner

Mars Electric

Mayfield Village (440) 946-2250; mars-electric.com Top executive: Fran Doris

MAWorkwear LLC Akron (330) 730-0260; maworkwear.com

QCG Services LLC Cleveland (216) 662-0077 Top executive: Nakkia Baker

Top executive: Michele E. Allio

Stevenson Oil & Chemical Corp.

Wickliffe (440) 943-3337; stevensonoil.com Top executive: Barbara Drake

TorqHoist Inc.

Warrensville Heights (216) 292-5585 ; torqhoist.com Top executive: Dorothea M. Polster

Ullman Oil **Company LLC**

Chagrin Falls (440) 543-5195; ullmanoil.com Top executive: Jennifer W. Berlin

Willow Supply Inc.

Brooklyn Heights (216) 749-1199; willowsupplyinc.com Top executive: Diane Saunders

EDUCATION

Advocacy & Communication Solutions LLC

Cleveland (877) 372-0166 advocacyandcommunication.org Top executive: Lori McClung

Aurelius Wells Education LLC

Cleveland (216) 849-7647 aureliuswellseducation.com Top executive: Tatiana Wells

The Bom

(216) 941-7643; thebom.us Top executive: Carolina Martin

CCA

Cleveland Heights (216) 285-0504; ccacle.com Top executive: Tameka James

CHARP EDucation Consulting LLC Shaker Heights

(216) 798-6547 charpeducationconsulting.com Top executive: Charesha Barrett

The College Planning Center LLC

South Euclid (216) 577-3300 mycollegeplanningcenter.com Top executive: Patricia L. Saddle

College Recruiting Specialists

North Olmsted (440) 552-9892 Collegerecruitingspecialists.com Top executive: Kelly MacLean

The Etiquette Factory by Miss Kim

Twinsburg (330) 888-2308 ohioetiquettefactory.com Top executive: Kimberlee Franz

Foundations Educational Consulting LLC

Willowick (216) 755-4038 Top executive: Sara Williams

Getting Our Babies To College 101 Lynhurst (216) 785-3695; gobtc101.com

Literacy Innovations LLC Cleveland (216) 481-7544 Literacyinnovations.net Top executive: Ebony Donley

The Loretta Paganini School of Cooking Chesterland

(440) 729-1110; lpscinc.com Top executive: Loretta Paganini Mama Fasi's Cultural Arts Institute

drumwomanproductions.net Top executive: Linda Thomas Jones

Cleveland

(216) 254-9485

Mathmoguls Inc. Cleveland (216) 659-6663

Top executive: Myras Holmes **North Coast Education Services**

(440) 914-0200; northcoasted.com

Top executive: Carole Richards

Nurturing Excellence Child Enrichment Center

Euclid (216) 712-1080 Top executive: Michelle Denise Madison

Play.Love.Learn Strongsville

South Euclid

(440) 638-4839; playlovelearnoh.com Top executives: Stephanie Koch, Kinsley Funari-Coleman **Project TEACH Inc.**

(216) 382-5875; projectteach.com Top executive: Frances M. Burrows

QuantWys Education & Analytics Cleveland (216) 394-2885; quantwys.com Top executive: Charlotte DeKoning

(330) 541-5275 SigningWithMissSteph.com Top executive: Stephanie Bowlin

Upward Solutions Coaching and

Signing With Miss Steph

. Consulting LLC Middlefield (440) 548-2079 upwardsolutionscc.com Top executive: Lori Gorrell

We Can Code IT Cleveland

(844) 932-2626; wecancodeit.org Top executive: Melanie McGee

PROFESSIONAL SERVICES

Women Owned Business Directory

CCOVIA

EMPLOYEE BENEFITS

Brewster & Brewster Inc.

Painesville (440) 951-8889 brewsterandbrewster.com Top executives: Donna Brewster, Jane Brewster

Corporate Cenine LLC

Medina
(330) 421-7133
thecorporatecanine.com
Top executive: Diane Pekarek

Datagroup LLC

Akron (330) 761-3458; datagroupinfo.com Top executive: Hannah Sharnsky

Noble-Davis Consulting Inc.

Solon (440) 498-8408; nobledavis.com Top executive: Jan L. Davis

ENGINEERING

KS Associates Inc.

Elyria (440) 365-4730; ksassociates.com Top executive: Lynn S. Miggins

MCDA Consulting LLC

Shaker Heights (216) 401-5747; MCDAconsulting.com Top executive: Gina Beim

OCS Process Systems

Westlake (440) 871-6009; ocsprocess.com Top executive: Beth Kloos

ENVIRONMENTAL

Express Lawn Care

Maple Heights (216) 421-5283 Top executive: Grace Hines

HZW Environmental Consultants LLC

Mentor

(440) 357-1260; hzwenv.com Top executive: Barbara Lynn Knecht

EVENT PLANNING

Accessible Arrangements Event Planning

Shaker Heights (216) 855-8978 Top executive: Carole L. Anthony

Achieve Incentives & Meetings

Westlake (440) 835-8220 achieveincentives.com Top executives: Bonnie L. Lawson, Diane M. Lawson

Ariel International Center LLC

Cleveland (216) 344-9441 arielinternationalcenter.com Top executive: Radhika Reddy

Borrow Vintage + Eclectic Rentals

Cleveland (216) 239-1789; borrowrentals.com Top executive: Ann King

Cleveland Bazaar

Cleveland clevelandbazaar.org Top executive: Shannon Okey

Felder & Co. LLC

Cleveland (216) 536-0771; felderandco.com Top executive: Michelle S. Felder

GLO Cleveland (Lab Studios)

Cleveland (216) 202-7292; glointhecity.com Top executive: Shelly Gracon

Miraj International LLC

Pepper Pike (216) 856-4725; mirajinternational.net Top executive: Rita N. Singh

Palmer Event Solutions

Cleveland (216) 236-1117 palmereventsolutions.com Top executive: Gail Palmer

Party Faces Face Painting

Cleveland (216) 376-7511 facebook.com/partyfacesfp Top executive: Cinnamon K. Carswell

PMA Shows

Litchfield 2162336467; pmashows.com Top executive: Traci Sampson

Solus Lighting Ltd.

Cleveland (216) 912-2199; soluslightingltd.com Top executive: Maureen E. Patterson

Sur Lie

Strongsville (440) 570-2520; Surliewine.com Top executive: Jennifer Thomas-Heidt

Tradeshow Multimedia Inc. (TMI)

12162721661; tmiexpos.com Top executive: Anne Abbott

Wholehearted Connections LLC

Richmond Heights (216) 815-5441 wholeheartedconnects.com Top executive: Jeane' B. Holley

Yard Party Custom Lawn Greetings

Olmsted Falls (216) 374-4799; yardpartypeople.com Top executive: Dianne Soucie

FINANCIAL SERVICES

Bell Tower Advisors LLC

Chagrin Falls (440) 318-1820; belltowerllc.com Top executive: Margie C. Carpenter

First Fiduciary Investment Counsel Inc.

Independence

(216) 643-9100; firstfiduciary.com Top executive: Mary F. Anderson

Great Lakes Divorce Financial Solutions LLC

Middleburg Heights (440) 545-1001; greatlakesdfs.com Top executive: Leah Hadley

Great Lakes Investment Management LLC

Middleburg Heights (866) 545-1001; greatlakesinvestment.com

iPlan Group

Westlake (440) 484-5566; iplangroup.com Top executive: Jill Banner

Top executive: Leah Hadlev

Kleinhenz & Associates Ltd.

Cleveland (216) 706-2921; kleinhenzwealth.com Top executive: Karen R. Kleinhenz

Leizman Wealth Management of Raymond James

Beachwood (216) 292-8839; leizmanwealthmanagement.com Top executive: Nancy K. Leizman

Millennium Capital and Recovery Corp.

nationwiderecoverymanagers.com Top executive: Jayne R. Bronchetti

Quiñónez & Associates, a financial advisory practice of Ameriprise Financial Services Inc.

Independence (216) 373-2700; ameripriseadvisors. com/patty.w.quinonez Top executive: Patty Quiñónez

Stratis Financial Services

Sagamore Hills (440) 527-0414 Top executive: Lorrie Stratis

Walden Wealth Partners LLC

Solon

(440) 248-1632; waldenwealth.com Top executives: Karin Maloney Stifler, Sarah A. Hannibal

FITNESS AND WELLNESS

Birdtown CrossFit

Lakewood (440) 724-3994; birdtowncrossfit.com Top executive: Jillian Neimeister

Cleveland City Dance

Cleveland (216) 295-2222 clevelandcitydance.com Top executive: Courtney Laves-Mearini

CrossFit Cleveland

Rocky River (216) 812-7841; crossfitcleveland.com Top executive: Staci D. Russell

D'MAZ Lifestyle Salon Inc.

Beachwood (216) 292-4247; dmazsalon.com Top executive: Denise Zingale Travis

Daily Yoga Highland Heights

(440) 461-9642; dailyyogastudio.com Top executive: Diane B. Jenks

Daybreak Yoga

Lyndhurst (216) 532-3099; daybreak.yoga Top executive: Dawn M. Rivers

Etimi

Outerwear

(440) 477-4775; etimi.com Top executive: Ageleke Tasia Zapis

Forever Phoenix LLC

South Euclid (216) 857-0354 Top executive: Annette L. Hollimon

Impäkt Organic Skincare

Berea (440) 596

(440) 596-8345; impaktorganic.com Top executive: Mandi Michalson

No Diet Weight Solution

Beachwood (216) 464-8778 nodietweightsolution.com Top executive: Dee Wolk

Renegade Soul Cleveland Heights

(440) 373-SOUL Top executive: Samantha Pierce

Stelleri Performance Training Lakewood

(440) 759-9256; stelleritraining.com Top executive: Angela Ridgel

Synergy Sports Therapy

Berea (440) 941-5511 synergysportstherapy.net Top executive: Mary Riley

/edas

(216) 298-5115; vedasfitness.com Top executive: Tammy Polenz

Vedas Spa

Cleveland (216) 302-7426 vedasfitness.com/spa Top executives: Tammy Polenz, Monique Marengo

Whole Vision LLC

South Euclid (216) 640-0342; wholevisionllc.com Top executive: Sara Continenza

Yoga Squirrel

Hudson

(330) 904-2866; yogasquirrelkids.com Top executive: Alex Hubbard

GRAPHIC DESIGN

Bellamy and Belou

Parma

(216) 264-3725; bellamyandbelou.com Top executive: Crystal L. Nowak

Blaz Design

Cleveland (216) 282-0099; blazdesign.com Top executive: Shannon Blaz

Christine Akers Design Services

Cleveland (216) 302-4926; christineakers.co Top executive: Christine Akers

Contempo Design + Communications

Warrensville Heights (216) 831-9557 contempocleveland.com Top executive: Renée DeLuca Dolan

Debbi Paterno Graphic Design

Chesterland (440) 490-3940 debbipaternographics.com Top executive: Debbi Paterno

Design Edge Inc. Richmond Heights (216) 692-3244; design-edge.com

Top executive: Diane M. Ullemeyer **Designsense**North Ridgeville
(440) 315-5263; designsense.cc

Top executive: Julie Arnold Feldman Design

University Heights
(216) 321-0653
linkedin.com/in/jamiefeldman
Top executive: Jamie Feldman

Karen Skunta & Company

Cleveland (216) 687-0200; skunta.com Top executive: Karen A. Skunta

Lisa Griffis Designs LLC

Lakewood (216) 513-2050; lisagriffis.com Top executive: Lisa M. Griffis

Nektar Design

Westlak

(216) 262-2401; nektar-design.com Top executive: Jennifer Minning Grimes

Spiral Design Studios Inc.

Medina (216) 346-1077; spirald.com

Top executive: Jaime Grzybowski **Studio Chartreuse**

Top executive: Charity D'Amato

(216) 221-9710; chartreuseinc.com

Visible Innovations
Sagamore Hills
(216) 650-4804
visibleinnovations.design
Top executive: Krina K, Walsh

HEALTH CARE

Akron Dental Concepts

Fairlawn (330) 666-7440 akrondentalconcepts.com
Top executive: Stephanie Aldrich

Community Behavioral Health Center

Beachwood (216) 831-1494; cbhcweb.com Top executive: Ritu Chattree

Current Electrology

Beachwood (216) 773-2306 currentelectrology.com Top executive: Manisha Newman

Elegant Essentials Ltd.

Medina (800) 350-5053 elegantessentialsonline.com Top executive: Shellie L. Graf

First Connect Corporate Services

Munroe Falls (855) 990-5500; firstconnectplus.com

Home Instead Senior Care - Mentor

Mentor (440) 257-5800; homeinstead.com

Top executive: Therese Zdesar

The Lu-Jean Feng Clinic

Top executive: Lisa Wade

Pepper Pike (216) 831-7007; fengclinic.com Top executives: Lu-Jean Feng, M.D., Linda L. Haas

Magnifiers & More LLC

Mentor

Beachwood

(440) 946-3363 magnifiersandmore.net Top executive: Deborah Kogler

The Parker Skin & Aesthetic Clinic

(216) 464-7333; theparkerclinic.com Top executive: Lydia Parker

Seasons of Care Middleburg Heights (440) 274-4000; seasonsofcare.com

Top executive: Tricia Schaum Transcend Innovations Inc

Brunswick (216) 538-8732 transcendinnovationsinc.com Top executive: Christina Emerson

Visiting Angels - Cleveland

Cleveland (216) 231-6400 visitingangels.com/cleveland Top executives: Constance Hill-Johnson. Kevin Johnson

Wellness EvolutionShaker Heights
(440) 995-0303
wellnessevolution.com
Top executive: Gloria B. Treister

HOSPITALITY

Jilly's Music Room LLC

Top executive: Jill Bacon Madden

Marigold Catering Cleveland (216) 566-5400; marigoldcatering.com

Top executive: Joan E. Rosenthal

(330) 576-5960; jillysmusicroom.com

INSURANCE

Halter Insurance Group Ltd.

(216) 297-0499; halterinsurance.com Top executive: Tracy Halter Patitucci

Mutsko Insurance Services LLC

Mentor (440) 255-5700 mutskoinsurance.com Top executive: Laura L. Mutsko

Women Owned Business Directory

COVIA

Rockport Financial Services/ Botson Insurance

Westlake; (440) 892-8911 Top executive: Joanne Botson

INTERIOR DESIGN

Alexander Interiors LLC

Westlake (216) 712-1175 alexanderinteriors.com Top executive: Kathy Lee Alexander

Brockman Designs

Woodmere (216) 504-4040 brockmandesigns.com Top executive: Sharon M. Brockman

Christine Haught Ltd. Interior Design

Shaker Heights (216) 965-0807; christinehaught.com Top executive: Christine B. Haught

Colleen Primm Design

Strongsville (440) 708-6848 colleenprimmdesign.com Top executive: Colleen Primm

Desired Designs LLC

Shaker Heights (216) 570-8559; desired-designs.com Top executive: Jakecia Durham

Holzheimer Interiors Inc.

Shaker Heights (216) 848-1300 holzheimerinteriors.com Top executive: Jacqueline Holzheimer

KAS Interiors

Chagrin Falls (440) 247-5597; kasinteriors.com Top executive: Laura A. Suglia-Isgro

Schumacher Designs

Bath (330) 620-5563 schumacher-designs.com Top executive: Julia Schumacher

Well Dressed Windows Inc.

(440) 498-9119; dressedwindows.com Top executive: Eileen Zimmerman

LAW FIRMS - LEGAL SERVICES

ABSI Legal Technology Ltd.

Bay Village (440) 250-0608; absiltd.com Top executive: Gayle R. Absi

Cleveland Pro Enterprises LLC

Willowick (440) 497-0024 clevelandproenterprises.com Top executive: Sharnise Sears

Coleman Law LLC

Shaker Heights (216) 991-4510; dacolemanlaw.com Top executive: Deborah A. Coleman

Erin Adams Armstrong Esq. Cleveland

(216) 385-2519 armstrongfamilylaw.com Top executive: Érin Adams Armstrong

Giffen & Kaminski LLC

Cleveland (216) 621-5161; thinkgk.com Top executives: Karen L. Giffen, Kerin Lyn Kaminski

Greer Law Firm Co. LPA

(216) 218-0112; greerlawfirmohio.com Top executive: Jazmine Greer

Harbor Compliance

North Canton (888) 995-5895 harborcompliance.com Top executive: Megan Danz

Jane Flaherty, Attorney at Law, LLC

(440) 628-1440; JaneFlahertyEsq.com Top executive: Jane Flaherty

Litigation Management Inc.

Mayfield Heights (440) 484-2000; lmiweb.com Top executive: Elizabeth B. Juliano

Margaret E. Cooper LLC

Pepper Pike (216) 262-8776; megcooperlaw.com

Margaret W. Wong & Associates LLC

(216) 566-9908; imwong.com Top executive: Margaret W. Wong

Mills, Mills, Fiely & Lucas LLC

Canton (330) 456-0506; mmfllaw.com

Top executive: Laura L. Mills

Northeast Court Reporting Inc.

(216) 475-2766; necourtreporting.com Top executive: Christine Schirripa

P'Simer Law

(216) 716-7850; psimerlaw.com Top executive: Irina Psimer

Ray Robinson Law Co. LPA Independence

(216) 328-2128; rayrob.com Top executive: Sandra M. Kelly

RRG Coding LLC

(216) 839-9143 Top executive: Richarda R. Glass

Thacker Robinson Zinz LPA

(216) 456-3840; trzlaw.com Top executives: Marquettes D. Robinson, Suzanne Bretz Blum

MANAGEMENT CONSULTANTS

ActuComp Ohio LLC

(440) 933-6601 workerscompmonkey.com Top executive: Bonnie R. Fraser

Adaptive Knowledge Institute

(216) 533-7476 adaptiveknowledgeinstitute.com Top executive: Linda L. Bluso

Advanced Performance Inc.

Beachwood (216) 397-9900 APerformanceInc.com Top executive: Sunny Klein Lurie

Aisling Group LLC

Mentor (440) 478-7859; aislinggroupllc.com Top executive: Sarah Eppink

BrownFlynn, an ERM Group company

Cleveland (216) 303-6000; brownflynn.com Top executives: Barbara O. Brown, Margaret P. Flynn

Pivot Growth Partners

(440) 914-0722 pivotgrowthpartners.com Top executive: Regina Olbinsky

Catalyst Consulting Group Inc.

(216) 849-9551; leslieyerkes.com Top executive: Leslie A. Yerkes

Compass Consulting Services LLC

Beachwood (216) 299-7335 compassconsultingservices.com Top executive: Tameka L. Taylor

Consult 2 Code LLC

Cleveland (216) 681-9264; myconsult2code.com

Top executive: Angel Washington **Empowered Leadership LLC**

Aurora (330) 954-3040 stacieriffert.focalpointcoaching.com Top executive: Stacie Riffert

Fulcrum ConsultingWorks Inc.

(216) 486-9570; fulcrumcwi.com Top executive: Rebecca Morgan

Intuitive Risk Management International

(216) 282-7534 intuitiveriskmanagement.com Top executive: Shante R. Roddy

iSOLVit LLC

Mayfield Heights (216) 650-3153; isolvit.org Top executive: Kathy Telban

Jacq Connect

Bath (330) 329-2472; jacqconnect.us Top executive: Jacquie Skrzypiec

Kestada Strategy Consultants LLC

Cleveland (216) 282-4275; kestada.com Top executive: Starlyn H. Priest

Krizman and Associates LLC

Chardon (440) 313-5203 krizman-associates.com Top executive: Ilona Daw-Krizman

LaGuardia Reynolds & Associates

Cleveland (216) 566-0505 laguardiareynolds.com Top executive: Kim Reynolds

LDR Worldwide

Chagrin Falls (440) 230-8819; ldrworldwide.com Top executive: Denise Reading

Live Forward LLC

Bay Village (440) 250-9495; liveforward.us.com Top executive: Susan Cucuzza

Main Stream Enterprises Inc.

Shaker Heights (216) 751-7054; mainstreament.com Top executive: Amy Main Morgenstern

Norma J. Rist CEO Consulting Inc.

(330) 865-5900; normarist.com Top executive: Norma J. Rist

ODA Strategy LLC

Fairview Park (440) 655-4755; odastrategy.com Top executive: Megan O'Donnell Patton

Penn and Associates Inc.

Cleveland Heights (216) 932-4368 pennandassociates.com Top executive: Catherine Penn

Positive Edge Consulting LLC Rocky River

(216) 215-0872; positivedgellc.com Top executive: Cynthia M. Klug

Pradco Chagrin Falls

(440) 337-4700; pradco.com Top executive: Kristin Owen Tull

Resolution Rocky River

(440) 331-4102; norahcsullivan.com Top executive: Norah C. Sullivan

Rustbelt HR

Rocky River (216) 650-0220; rustbelthr.com Top executive: Robin Carlin

S A Yelder Inc. (dba YourPartTimeHRManager)

University Heights (877) 539-1706; YourPartTimeHRManager.com Top executive: Susie McKinney

S&A Consulting Group LLP

Pepper Pike (216) 593-0050 sa-consultinggroup.com Top executive: Rita N. Singh

Sandra Jones and Co.

Chagrin Falls (440) 285-4444; sjandco.com Top executive: Sandra Jones

Schriner Growth Partners

Rocky River (216) 849-1587; schrinergp.com Top executive: Sally Schriner

Seize This Day

Lakewood (888) 229-3357; seizethisday.co Top executive: Diane Helbig

SGRO Consulting

Shaker Heights (216) 283-2309; reallyorganized.com Top executive: Valentina Sgro

Standout Consulting

Shaker Heights (216) 272-9927 standoutconsulting.net Top executive: Molly S. Walsh

Talent Specialists Consulting LLC

Brecksville (440) 823-1583; TalentSpecialists.net Top executive: Jill Windelspecht TechGrit

(330) 206-0868; TechGrit.website Top executives: Andrea F. Margida,

Anthony J. Margida

Alliance

UStoWork Inc. (330) 573-7953; UStoWork.com

Top executive: Carol Howlett

(440) 777-8373; zustco.com Top executive: Christine Zust

MANUFACTURING

CLE Urban Winerv

Cleveland Heights (216) 417-8313; cleurbanwinery.com Top executive: Destiny R. Burns

CryoPlus Inc.

Wooster (330) 683-3375; cryoplus.com Top executive: Kathi Ann Bond

Custom Paper Tubes

Cleveland (216) 362-2964 custompapertubes.com Top executives: Jodi Lombardo, Tracy Trent

Flaming River Industries Inc.

(440) 826-4488; flamingriver.com Top executive: Jeanette Ladina

Green Rock Lighting LLC

Cleveland (216) 651-6446 greenrocklighting.com Top executive: Tina Rose Haddad

Haynes Manufacturing Co. Westlake

(440) 871-2188; haynesmfg.com Top executive: Beth Kloos

Health Journeys

Cleveland (800) 800-8661; healthjourneys.com Top executive: Belleruth Naparstek

Hudco Manufacturing Inc.

Willoughby (440) 951-4040; hudcomfg.com Top executive: Mindy Hudak Sminchak

Master Manufacturing Co.

Cleveland (216) 641-0500; mastermfgco.com Top executive: Iris R. Rubinfield

Midwest Box Co.

Cleveland

(216) 281-3980; midwestboxco.com Top executive: Susan Hecht Remer MidWest Materials Inc. Perry (440) 259-5200

midwestmaterials.com

Noreen Koppelman-Goldstein Montgomery's Pallet Service Inc.

Top executives: Brian D. Robbins,

(330) 297-6677: montgomeryspalletservice.com Top executive: Teresa Montgomery

Rossi Machinery Services Inc.

Ashland (866) 622-4488; rmscnc.com Top executives: Christine Baker Rossi, Michael A. Rossi

Sea Air Space Machining & Molding Streetsboro (440) 248-3025; seaairspace.com

Top executive: Tracy Brent Simply DaVine Bath & Body Aurora (330) 299-5027 simplydavinebathandbody.com

Top executive: Andrea D. Carter ThunderEcho Drum Co.

Medina (330) 225-1488 thunderechodrums.com Top executive: Jane Garson Reed

Top executive: Debbie Jones

Chesterland (440) 490-7554; drinkvalens.com

MEDIA

Braun Ink Shaker Heights (216) 287-3131; braunink.com Top executive: Rebecca Knowles Braun

DBL Promotions Inc.

The Digital Mosaic

South Euclid (216) 310-4482; hubbubonline.com Top executive: Diane B. Jeneks

Top executive: Natalie Bauman

October Research LLC (330) 659-6101; octoberresearch.com Top executive: Erica L. Meyer

(216) 570-0955; thedigitalmosaic.com

Phenomenal Woman Magazine

Richmond Heights (216) 702-0845 phenomenalwoman.me Top executive: Belé Wondwossen

Speak Up and Stay Alive Radio

Chagrin Falls (440) 725-5462 speakupandstayalive.com Top executive: Patricia J. Rullo

Thespis Media Lakewood

(330) 933-0494; thespis-media.com Top executive: Hollie Brubaker

Three Birds Web Design LLC

Garrettsville (330) 577-3336 threebirdswebdesign.com Top executive: Shayne Terry

PROFESSIONAL SERVICES

Women Owned Business Directory



Kent (330) 677-8598 thewritehandofohio.com Top executive: Audrey Cielinski Kessler

Your Teen Media

Beachwood (216) 337-1374; yourteenmag.com Top executive: Susan Borison

NONPROFITS - BUSINESS ASSOCIATIONS

EWAW Women's Intrapreneur & Leadership Career Development Center

Pepper Pike (216) 593-0050 elitewomenaroundtheworld.com Top executive: Rita N. Singh

EYEJ: Empowering Youth, Exploring

Cleveland (216) 785-0010; Eyej.org Top executive: Mai Moore

Gem-N-Me

Cleveland (216) 854-2801; gemnme.com Top executives: Kristiaun Copez-Minor, Penny Willis

Hand 2 Hand Inc.

Bedford (216) 882-5105 hand2handreentryservices.com Top executive: Veronica Robinson

Janus Small Associates LLC

Beachwood (216) 991-6003 janussmallassociates.com . Top executive: Janus S. Small

OFFICE FURNITURE

APG Office Furnishings

Cleveland (216) 621-4590; apgof.com Top executive: Kevin Hoy . Paul Johanni

Hazelwood Hardwood Furniture LLC

Westlake (440) 821-1662 hazelwoodfurniture.com Top executive: Brandi Hazeldine

PERSONNEL SERVICES -STAFFING

360HR LLC

Cleveland (317) 992-1653; 360hr.co Top executive: Tonie Snell

Armor Background Screeners

Westlake (216) 218-1283 armorbackgroundscreeners.com Top executive: Mary Herrick

Corporate Ladder Search Partners Inc.

Uniontown (330) 776-4390; corporate-ladder.com Top executives: Kristen Babbin, Heidi Hopkins

Elite Virtual Assistants

Mayfield Heights (440) 973-7005; elitevirtualassist.com Top executive: Laura Licursi

Howard & O'Brien **Executive Search**

Cleveland (216) 514-8980; howardobrien.com Top executive: Lee Ann Howard

Hunter International Recruiting

(440) 389-0023; hirecruiting.com Top executive: Gabrielle Christman

Lavish Color Salon

Warrensville Heights (216) 378-9870; LavishColorSalon.com Top executive: Tracey Watts-Cirino

Louvenia Simms

Cleveland (440) 715-5661 Louveniascosmetics@gmail.com Top executive: Louvenia D. Simms

Modern Employment Inc.

(440) 602-9400 modern employment.comTop executive: Jan Mismas

Sandra Heath & Associates Inc.

(216) 319-1082; sandraheath.com Top executive: Sandy Heath

Sanford Rose Associates - The Garner Group

Beachwood (440) 893-9408; thegarnergrp.com Top executive: Ginni Garner

TeeMcBee Image Consulting LLC

Avon Lake (440) 670-0440; styledbytee.com Top executive: Traci McBride

Torch Group Inc.

Solon (440) 519-1822; torchgroup.com Top executives: Ronald S. Torch, Michele Torch

PET SERVICES

Aussie Pet Mobile Cuyahoga Valley

Bentleyville (440) 247-1475 petgroomingcuyahogavalley.com Top executive: Darlene Jacobson

Dogs In Suds LLC

Chardon (440) 285-7410; dogsinsuds.com Top executive: Lauren Sobol

Lucky K-9 Professional Grooming on the Go

Avon Lake (440) 541-2680 Top executive: Melissa Figueroa

Three Dog Bakery

Cleveland (216) 339-1929 Top executive: Erin Steidel

Waggin' Tails Custom Pet **Services LLC**

Strongsville (440) 878-0408; wtpetservices.com Top executive: Barbara Turoczy

PHOTOGRAPHY

Above All Aerial & Specialty Photography - Ohio

(877) 247-7496; aboveallohio.com Top executive: Kristina Holthouse

AreddQueen PR & Photography LLC

Bedford Heights (216) 772-6029; areddqueenpr.com Top executive: Anna Redding

Bella Mi Photography

North Olmsted (440) 521-2636; bellamiphotos.com Top executive: Cyndi Lange

Cath Smith Photography LLC

Willoughby (440) 497-0023 cathsmithphotography.com Top executive: Cath Smith

Jean Schnell Photography

Cleveland (216) 269-2951 jeanschnellphotography.com Top executive: Jean Schnell

Jennie Lennon Photography

Hudson (216) 346-2296 jennielennonphotography.com Top executive: Jennie Lennon

Jessie Steimle Photography

Novelty (440) 318-4916 jessiesteimlephotography Top executive: Jessie Steimle

Karen Ollis Photo

Sagamore Hills (216) 403-2396; ollisphoto.net Top executive: Karen Ollis

Old Picture Restoration

Bainbridge (440) 991-6547 oldpicturerestoration.com Top executive: Yvonne Donofrio

Sarah Beirne Photography

Cleveland (216) 704-6387 sarahbeirnephotography.com Top executive: Sarah Beirne

PRINTING

Bush Integrated

(216) 362-6700; bushintegrated.com Top executive: Kathy D. Bush

Evans Printing Company

(440) 248-7474 Top executive: Janis H. Evans

REAL ESTATE

The Advantage in Real Estate Inc.

Avon Lake (216) 227-7000 clevelandrealestatewest.com Top executive: Sandra Maline

Braman Real Estate Services Inc.

South Euclid (216) 288-4506; eviebraman.com Top executive: Evie Braman

Corporate Living

Twinsburg (330) 405-0525; corporateliving.com Top executive: Karen Baldridge

Davison & Company

Chesterland (216) 861-0600 davisonandcompany.com Top executive: Dyann L. Davison

Emerald Built Environments

Bedford Heights (216) 452-0909; emeraldbe.com Top executives: Susann Geithner. Matthew Setzekorn, Laura E. Steinbrink

Gateway Title Agency

Brecksville (440) 546-9660; gatewaytitle.com Top executive: Rachel A. Torchia

K&D Group Inc.

Willoughby (440) 946-3600; kandd.com Top executives: Karen M. Paganini, Douglas E. Price

McSteen & Associates Inc.

(800) 250-3451; mcsteen.com Top executives: Deborah J. Feller, Molly Woeste

Quin Aw. Akron Realtor

(330) 861-6552; akronagent.com Top executive: Quin L. Aw

TitleCo Title Agency

Middleburg Heights (440) 239-1540: titlecotitle.com Top executive: Kim Beth Greco

Walford Industrial Park LLC

Cleveland (216) 218-3980 Top executive: Susan Hecht Remer

RETAIL - CONSUMER GOODS

Almost Heaven Rolls

(815) 980-8401 almostheavenrolls.com Top executive: Gretchen Heiskell

Ambiance Inc. (dba Ambiance, the Store for Lovers!)

Cleveland (440) 234-6996; ambiance.com Top executive: Jennifer Downey

Balloon Crew Inc.

Garfield Heights (216) 341-5100; ballooncrewinc.com Top executive: Jacquie Sopko-Crolius

Bombay Taxi

(216) 548-7216 bombaytaxiboutique.com Top executive: Shibani Faehnle

Cleveland Cold Brew Coffee

South Euclid (216) 820-0550 clevelandcoldbrew.com Top executive: Karen D. Ross

DistinctCLE

Elyria (216) 513-9220; distinctcle.com Top executives: Lauren Nicole Krueger, Danielle Lee Gura

The Framer's Gallery

Brecksville (440) 526-9262 theframersgallery.com Top executives: Christy Ping, Dave Ping

Gallery 143

Uniontown (330) 896-8166; gallery143.net Top executive: M. Joan Smith

girltrunks Swimwear

Twinsburg (440) 796-8723; girltrunks.com Top executive: Debbie Kuhn

Gossamer & **Grace Bra Studio**

Cortland (877) 424-9655 gossamerandgrace.com Top executive: Kelly Franko

Heights Reads

Cleveland Heights (330) 842-2203; heightsreads.com Top executive: Beth Sluzewski

Janine's Gifts & Stuff Seville

(330) 769-4029 Top executive: Janine Sarnowski

Mulholland & Sachs at Eton

Woodmere (216) 831-4444; mulhollandsachs.com Top executives: Anne Sachs Mulholland, Rita M. Sachs

New Day Organics LLC

(440) 241-1209 Top executive: Noreen M. Roman

Our Favorite Things Boutique

Cleveland (216) 738-9637; ourfavoritethings.biz Top executive: Lisa R. McGuthry

(216) 410-5485; oy-l.com Top executive: Andrea Pierce-Naymon

Pat's Granola

Cleveland (917) 623-7230 Top executive: Patricia Bennett

COVIA

Pierre's Ice Cream Co.

Cleveland (216) 432-1144; pierres.com Top executive: Shelley Roth

The Pizza Bagel Lady

Cleveland (440) 714-7001 thepizzabagellady.com Top executive: Terry Thomsen

Plato's Closet Sagamore Hills

Sagamore Hills (330) 748-0733; platosclosetsagamorehills.com Top executive: Christina Marie McCrossin

The Pork Chop Shop

Cleveland (216) 394-0382 Top executive: Emma Beno

RedHead Brands Lowellville

(330) 207-2373; redheadwine.us Top executive: Marisa Ann Sergi **Royal Teez Xpress LLC**

Top executive: Areaun C. Taylor **S&R Bakers LLC**

Cleveland

Parma (216) 337-1143; snrbakers.com Top executive: Susan Rita Manfredonia

(216) 785-7014; RoyalTeezXpress.com

S.W.A.K. Greetings Canton (216) 224-7494

Top executive: Vashti Peters Shannon's Soaps Ltd.

(440) 252-2847; shannonssoaps.com Top executive: Shannon Trepka

Parma

Surili Couture Westlake (440) 600-1456; surilicouture.com Top executive: Anuja Katyal

Sweet Designs Chocolatier

Lakewood (216) 226-4888; sweetdesigns.com Top executive: Ines Rehner

Tribute's Spiritual Gift Shop

(216) 926-9369; tributesgiftshop. wixsite.com/website Top executive: Carmen Carter

Vega Delish (440) 721-8386; vegadelish.com Top executive: Theresa Anderson

Wine Down & Sweets Cafe

Strongsville (440) 268-8305; winedownsweetscafe.com Top executive: Tammy Phillip

SENIOR HEALTH CARE

Alzheimer's Family Care Management & Mediation for Dementia Conflict

Kent

alzheimerfamilycaremanagement.com Top executive: Karen Rice

Careplan Geriatric Care Managers

Chesterland (440) 476-9534; careplangcm.com Top executive: Bridget Mary Ritossa

Hanson Services In-Home Assisted Living Providers Lakewood

(216) 226-5425; hansonservices.com Top executive: Mary Ann Hanson

Women Owned Business Directory



Senior Premier Concierge LLC

Silver Lake (330) 697-8225; spcconcierge.com Top executive: Mary Helen Wright

SERVICE - GENERAL

Central Exterminating Co.

Cleveland (800) 554-1422 centralexterminatingcompany.com Top executive: Cindy Lee Doe

CLEbaby

Cleveland (216) 694-8266; clebaby.com Top executive: Ashley Sova

Cosmic Bobbins

Cleveland (216) 632-0001; cosmicbobbins.com Top executive: Sharie Renee

CustomSiddur

Chesterland (440) 725-2354; customsiddur.com Top executive: Vivian Singer

DeLores Presslev Worldwide LLC

Canton (330) 649-9809; delorespressley.com Top executive: DeLores Pressley

The Good Service Company LLC (dba Wheelys Cle Cafe)

Cleveland; (216) 644-9323

Gray's Auctioneers LLC

Cleveland (216) 226-3300 graysauctioneers.com Top executive: Deborah J. Gray

Hand 2 Hand Creations

(216) 882-5105 hand2handcreations.com Top executive: Veronica Robinson

Heights Floral Designs

Cleveland (216) 321-4114 heightsfloraldesigns.com Top executive: Tammy L. Currier

Hour Personal Concierge

North Ridgeville (440) 283-7451 hourpersonalconcierge.com Top executive: Tracie A. Serre

IDentiphoto Company Ltd.

(440) 306-9000; identiphoto.com Top executive: Pamela Johnson-Acey

Kids Party Entertainment by Angel Bug

North Ridgeville (440) 756-5243; angel-bug.com Top executive: Sandee Tiller

Lakeside Facility Services Group

Cleveland (216) 771-2400; lfs-group.com Top executive: Kativa Cassese

NAE/NWAN

Strongsville (877) 222-1645: naenwan.com Top executive: Kelly Price David Neuenschwander

The Nanny Connection

Solon: (216) 776-2669 yournannyconnection.com Top executive: Melissa Ridler

PetalSweet Cleaning LLC

Medina (330) 635-2294 petalsweetcleaning.com Top executive: Jesica R. Wilfong

Raise Your Vibration LLC

(330) 416-6480; ryvusa.com Top executive: Laurie Price

Redmond Waltz

Cleveland

(216) 361-0014; redmondwaltz.com Top executives: Jennifer Ake-Marriott, Lea Petty

Rose Culinaire LLC

Cleveland (440) 465-5932; roseculinaire.com Top executive: Beatrice Chislow

Saving on Essentials

Munroe Falls (330)338-8352 mbenewiat.mystream.com Top executive: Michelle Benewiat

Summit Building Services

(330) 802-5008 summitbuildingservices.com Top executive: Erin Griffith

Transition Consulting and Coaching

Medina (216) 337-2106 transitionconsultingandcoaching.com

Tying Up Loose Ends LLC ~ A Home **Management Company**

Top executive: Cathy Culp Posner

Chagrin Falls (216) 299-2967: tule4u.com Top executive: Roberta Dusek

U.S. Cheer **Productions**

Hinckley (216) 978-6951 uscheerproductions.com Top executive: Shannon Birch

The Weber Co.

Chesterland (440) 729-0380; webercompany.com Top executive: Trina Nemastil

TELECOMMUNICATIONS

BigOhio Business Telephone Systems

Wadsworth (330) 485-6888; bigohio.com Top executive: Sarah Mackiewicz

InfoCision Management Corp.

(330) 668-1400; infocision.com Top executives: Craig Taylor, Karen Taylor

One View Communications Inc.

Solon (216) 245-9550 oneviewcommunications.com Top executive: Vanessa Carter

US Communications and Electric Inc.

Garfield Heights (216) 478-0810; uscande.com Top executive: Patricia Connole

TELECONFERENCING

SpeakSpace LLC

Cleveland (866) 257-1425; speakspace.com Top executive: Rebecca A. Behan

TOURISM

Communion Social Lounge LLC

Garfield Heights (216) 867-4450; communionsociallounge.com Top executive: Sharece Miller-Curry

Park Avenue Travel Services

Cleveland (216) 692-1200 parkavenuetravelservices.com Top executive: Dora Bourgault

TRANSPORTATION

Airland Express

Cleveland (216) 267-1930 airlandexpressinc.com Top executive: Teresa Marie Smith

All America Moving & Storage

(440) 846-0722; allamericarelo.com Top executive: Meredith McGill

Armbruster Moving & Storage Inc.

Brunswick (330) 220-6400 armbrustermoving.com Top executive: Joan Armbruster

Cash 4 Cars Cleveland

Cleveland (216) 359-1010 cash4carscleveland.com Top executive: Bonnie Satariano

ILF Transportation

Cleveland (216) 417-0215; ILFtransportation.com Top executive: NaJeebah T. Shareef

North Coast Logistics Inc.

Brook Park (216) 362-7159 northcoastlogistics.com Top executives: Talour Avdek-Gazey, Mark Kabat

Team Worldwide

Middleburg Heights (440) 816-1515; teamww.com Top executive: Michele A. Drew

WildFire Express Delivery

Chagrin Falls (440) 543-1307 WildFireExpressDelivery.com Top executive: Vicky Grover

Advertising Section __

PEOPLE ON THE MOVE

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weatherhead.case.edu



REAL ESTATE

REAL ESTATE AUCTIO THURSDAY, JAN. 24, 2019 AT 11AM | REGISTRATION STARTS AT 10AM

AUCTIONS

LOCATION: Cleveland Marriott Fast, 26300 Harvard Rd., Warrensville Hts., OH 44122



npressive 1,830 \pm SF, 2-story, colonial style, single family home, 3 BR,2½BA, w/ detached a car garage & storage shed. Circa 1932, $2\pm$ Ac. of land. Move-in ready w/ hardwood floors, replace, gas heat & central A/C. Unfinished basement & attic. Huge wooded lot. 155± feet o hore Blvd. City sewer & water. Zoned R-2. RESERVE PRICE \$95,000

7659 LAKESHORE BLVD. MENTOR, OHIO 44060 Well maintained, 6,200± SF, single story, church (or multi-use) bldg on 2.39± Ac. W/ pave parking for 50+ vehicles. Circa 1963 - 20', free span ceiling in a sanctuary w/ stained glass windows, light oak millwowk & hardwood flooring, 3 offices, conference room, 2 restrooms nursery, commercial grade kitchen & social hall. Zoned R-2. Huge wooded lot. Approx. 170± for frontage on Lakeshore Blvd. RESERVE PRICE 575,000

15324 STATE ROAD PARMA, OHIO 44134

14,000±SF, 2-story, brick, comm'l bldg - circa 1943. Former Bar & Rest. w/ stage
& outdoor patio. Includes parking lot for 50+ vehicles. 2nd floor - possible renta
income or apartments. Misc. rest. equip., tables, chairs, kitchen equip. included.
City sewer & water. Zoned Retail-Business. Located south of I-480 & State Road interchange. RESERVE PRICE \$165,000

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www.empirebusinesses.com

BUSINESS SERVICES



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Minority-Owned Businesses Ranked by local full-time employees



THIS YEAR	COMPANY	FULL-TIME LOCAL STAFF JAN. 1, 2018	YEAR FOUNDED	MINORITY OWNERSHIP %	BUSINESS DESCRIPTION	TOP EXECUTIVE
1	Janitorial Services Inc. (JSI) 8555 Sweet Valley Drive, Valley View (216) 341-8601/www.jsijanitorial.com	504 (1)	1969	100% Hispanic/Latino	Janitorial services company serving businesses throughout Northeast Ohio	Ronald Martinez Sr., president Ronald Martinez Jr., vice president
2	New Horizons Acquisition Corp. 211 Woodlawn Ave., Norwalk (419) 660-4000/newhorizonsbaking.com	265 (2)	1967	100% African-American/ black	Commercial bakers	Tilmon (Tim) F. Brown, CEO
3	The Anderson-DuBose Co. 5300 Tod Ave. SW, Lordstown (440) 248-8800/www.anderson-dubose.com	206	1991	100% African-American/ black	Distributor of food, paper and cleaning products to McDonald's and Chipotle food chains	Warren E. Anderson, chairman, CEO
4	ASW Global LLC 3375 Gilchrist Road, Mogadore (888) 363-8492/www.aswglobal.com	120	1983	100% African-American/ black	Third-party logistics, distribution management, fulfillment, transportation management, value-added warehousing, packaging, promotional merchandise	Andre Thornton, president, CEO
5	MVP Plastics 15005 Enterprise Way, Middlefield (440) 834-1790/www.mvpplastics.com	85	2009	100% African-American/ black	Provider of custom injection molding, manufacturing engineering and foam distribution	Darrell L. McNair, president, CEO
6	Cook Paving and Construction Co. Inc. 4545 Spring Road, Suite 1, Brooklyn Heights (216) 267-7705/www.cookpaving.com	75	1950	100% African American/ black	Construction firm providing asphalt paving and underground utilities construction, concrete installation and repair, conduit repair and installation, cable placing, mechanical broom sweeping and milling	Linda A. Fletcher, president, CEO
6	Visiting Angels - Cleveland 12200 Fairhill Road, second floor, B-wing, Cleveland (216) 231-6400/www.visitingangels.com/cleveland	75	2002	100% African-American/ black	A non-medical in-home service provider assisting seniors and older adults	Constance Hill-Johnson Kevin Johnson, managing directors
8	Safe Choice LLC 11811 Shaker Blvd., Suite 415, Cleveland (216) 231-7233/www.safechoicellc.com	70	2010	100% African-American/ black	Provider armed and unarmed security guards	Anita L. Spencer, president, owner Anthony Spencer, vice president, co-owner
9	Apex Dermatology and Skin Surgery Center 5800 Landerbrook Drive, Suite 250, Mayfield Heights (440) 646-1600/www.apexskin.com	60	2011	100% Hispanic/Latino	Medical practice specializing in medical, surgical and aesthetic dermatology for patients of all ages and ethnic skin types.	Jorge Garcia-Zuazaga, president
10	DLZ 614 W. Superior Ave., Suite 1000, Cleveland (216) 771-1090/www.dlz.com	56	1916	100% Asian	Architecture, engineering and construction services firm	Vickie Wildeman, vice president
11	Fit Technologies 1375 Euclid Ave., Suite 310, Cleveland (216) 583-5000/www.fittechnologies.com	55	1999	82% LGBT	Managed IT services firm specializing in onsite field support, help desk, network infrastructure, internet, wireless and cloud services	Micki Tubbs, CEO, cofounder Michelle Tomallo, president, cofounder
11	JDD Inc. 3615 Superior Ave., Cleveland (216) 224-4025/www.jdd-inc.com	55	1994	100% African-American/ black	Janitorial company serving medical buildings, manufacturing facilities, schools, retailers and financial institutions	James Vaughan Jr., president
13	Evergreen Cooperative Laundry Inc. 540 E. 105 St., Cleveland (216) 268-3548/www.evgoh.com	51	2009	98% African-American/ black; 2% Hispanic/Latino	Commercial laundry primarily serving the health care industry	Allen Grasa, president
14	Green City Growers Cooperative 5800 Diamond Ave., Cleveland (216) 268-0200/www.evgoh.com	44	2011	80% African-American/ black; 12% Asian; 8% Hispanic/Latino	Year-round 325-acre, pesticide-free hydroponic greenhouse growing lettuce, herbs and micro-greens	John McMicken, interim president
15	Margaret W. Wong & Associates LLC 3150 Chester Ave., Cleveland (216) 566-9908/www.imwong.com	40	1986	67% Asian	Immigration and criminal law firm	Margaret W. Wong, president, managing partner
16	RW Delivery Inc. 12487 Plaza Drive, Cleveland (216) 267-2000/www.rwdelivery.com	37	1994	51% African-American/black	Local and long-haul trucking- and transportation-related services provider	Richard Wall, CEO
17	Spectrum Global Holdings LLC 468 Richmond Road, Richmond Heights (216) 206-6743/www.spectrum-global.com	35	2003	100% African-American/ black	Consulting firm providing expertise in business growth strategy and economic development/entrepreneurship; manager of loan funds	Nnamdi Michael Obi, CEO
18	RAR Contracting Inc. 4545 Spring Road, Suite 2, Brooklyn Heights (440) 735-1946/None	33	2004	100% African-American/ black	Ready-mix concrete and aggregate materials supplier Hauling of construction materials and equipment	Keith Rogers, president, owner
19	Jordan and Tristen Investments LLC 3740 Euclid Ave., Suite 100, Cleveland (216) 881-5643/www.jitserv.com	31	2002	100% African American/ black	Provider of outsourced operations management and staffing services	Brian E. Hall, owner, CEO
20	Accurate Staffing Inc. 1650 S. Arlington St., Suite 4, Akron (330) 630-0700/www.accuratestaffinginc.com	30	2008	100% LGBT	Staffing firm specializing in filling light industrial, clerical, distribution, warehouse, medical, technical and professional positions	Paul T. Kennedy, president, CEO
20	E.F. Boyd & Son Inc. 2165 E. 89th St., Cleveland (216) 791-0770/www.efboyd.com	30	1905	100% African-American/ black	Family funeral home company serving Greater Cleveland with two locations	William F. Boyd II, CEO
20	Fox Enterprise Services 7630 Freedom Ave. NW, North Canton (330) 497-5200/www.foxenterpriseservices.com	30	1999	51% Hispanic/Latino	Aluminum composite metal fabricator	Delilah J. Volpe, CEO Anthony M. Volpe, vice president
20	International Container Systems LLC (dba Elsons International) 16601 St. Clair Ave., Cleveland (216) 481-8219 /www.elsonsinternational.com	30	1984	51% African-American/black	Manufacturer and distributor of corrugated packaging	Andrew Jackson, CEO
20	Mac Productions Inc. 13115 Puritas Ave., Suite 3, Cleveland (888) 415-8882/macproductions.net	30	1999	100% African-American/ black	Technology solutions provider	John A. Stubbs, chairman, CEO, CMO
25	SDS Delivery Systems Inc. 3100 E. 45th St., Cleveland (800) 313-6201/NA	25	1995	100% African-American/ black	Local and statewide delivery company	Mark Stevens, president

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

PROFESSIONAL SERVICES.

Minority Owned Business Directory



ACCOUNTING

Cheryl Carter Hutchings, CPA LLC

Shaker Heights; (216) 626-6176 Top executive: Cheryl C. Hutchings

OFG Advisors LLC

137 S. Main St., Suite 206 Akron; (330) 645-9382 www.ofgadvisorsllc.com Top executive: Renea Woods-Baylor

ADVERTISING - MARKETING -PUBLIC RELATIONS

C7Branding 9871 Tanbark Trail Mentor; (216) 240-7797 C7Branding.com Top executive: Frechic Dickson

DAR Public Relations Inc.

6370 SOM Center Road, Suite 202 Solon; (440) 542-1060 www.darpr.com Top executive: Dannette Render

Dorsey & Co.

3077 Meadowbrook Blvd. Cleveland Heights; (216) 812-8408 www.dorsey-co.com Top executive: Julius C. Dorsey Jr.

EGO Trip Media

14921 Lake Ave., Suite 5 Lakewood; (216) 313-5006 www.egotripmedia.com Top executive: TiaMarshae E. Sanford

Fully Promoted Cleveland

3683 Clague Road North Olmsted; (440) 716-8899 www.embroidme-northolmsted.com Top executive: Cristina Bertero

Linear Creative

3901 Lakeside Ave. E., Suite 203 Cleveland; (216) 741-1533 www.linearcreative.com Top executive: Raymond W. Jasinski

The MOD Pros

Cleveland; (216) 714-2647 www.themodpros.com Top executive: Nicole Michelle Rosario

North Coast Latino

P.O. Box 6381 Cleveland; (440) 670-7017 Top executive: Louis Angel Acosta

North Coast Minority Health Media & Events

Cleveland; (440) 670-7017 www.MinorityHealthAwareness.com Top executive: Louis Angel Acosta

Precision Market Services

P.O. Box 291 Hinckley; (330) 212-5986 www.precisionmarketservices.com Top executive: Melinda Mallari

Prelude2Cinema

2904 Ambler Ave. Cleveland; (408) 203-6981 www.prelude2cinema.com Top executive: Alex P. Michaels

Strategic Resources Consulting

3214 Prospect Ave. Ceveland; (216) 417-7477 www.astrategicmove.com Top executive: Kenneth Dowell

Visibility Marketing Inc. 24700 Chagrin Blvd., Suite 306 Beachwood; (440) 684-9920 www.visibilitymarketing.com Top executive: Montrie Rucker Adams

ADVOCACY

Advocacy & Communication Solutions LLC

1277 W. 104th St. Cleveland; (877) 372-0166 www.advocacyandcommunication.org Top executive: Lori McClung

Plexus LGBT & Allied Chamber of Commerce

P.O. Box 91697 Cleveland; (888) 753-9879 www.thinkplexus.org Top executive: Michelle Tomallo

ARCHITECTURE

3D Visual Concepts

4671 Darbyshire Drive North Randall; (216) 475-9590 www.visceptsdemos.com Top executive: Woodrow Marcus

Moody Nolan Inc.

1621 Euclid Ave., Suite 1150 Cleveland; (216) 432-0696 www.moodynolan.com Top executive: Anne M. Hartman

Robert P. Madison International Inc.

2930 Euclid Ave. Cleveland; (216) 861-8195 www.rpmadison.com Top executive: Sandra L. Madison

Turner Architects + Associates LLC

14766 Stillbrooke Drive Strongsville; (440) 878-0799 Top executive: Lee Chester Turner

Ubiquitous Design Ltd.

3443 Lee Road Shaker Heights; (216) 752-4444 www.udltd.com Top executive: W. Daniel Bickerstaff II

AUTOMOTIVE

All Around Body Shop Inc.

582 S. Arlington St. Akron; (330) 773-9597 aabodyshop.com Top executive: Raj Basran

BEAUTY SALONS - BARBERS

Abed-Nego - dba Total Beauty Care Salon

22501 Emery Road Warrensville Heights; (216) 475-3809 Top executive: Josephine Marie Gilmore

Hair Geek Studio

365 S. Main St Akron; (330) 319-0062 Facebook.com/HairGeekStudios Top executive: Sapreea English

Ms. Christina Nails Simply You

5530 State Road, Suite 7 Parma; (216) 369-7715 Top executive: Christina Holloway

UrbanKutzCleveland.com

11106 Detroit Ave. Cleveland; (216) 521-1100 UrbanKutzCleveland.com Top executive: Waverly R. Willis

BUSINESS SERVICES

ACN

15601 Holmes Ave. Cleveland; (440) 552-7064 Emmanuel.acndirect.com Top executive: Judith Wortor

Balance Innovation & Design

3615 Superior Ave., Suite 4402-B Cleveland; (440) 247-4711 www.balanceinc.com Top executive: Rene Polin

Brenda Malone Creative

3440 Purdue St. Cuyahoga Falls; (216) 338-1322 www.brendamalonecreative.com Top executive: Brenda L. Malone

DeLores Pressley Worldwide LLC 551 36th St., N.W.

Canton; (330) 649-9809 www.delorespressley.com Top executive: DeLores Pressley

Dispute Resolution Solutions Group LLC 30049 Harvard Road

Beachwood; (216) 496-9158 www.drsgllc.org
Top executive: Veronica A. Rice

Excel HR Consulting LLC 919 Saint Ambrose Drive Akron; (330) 329-9321 www.excelhrconsulting.com Top executive: LaTonya "L.T." Myers

Gray's Auctioneers LLC

10717 Detroit Ave. Cleveland; (216) 226-3300 www.graysauctioneers.com Top executive: Deborah J. Gray

Krystal Klear Communications LLC

17412 Maple Heights Blvd. Maple Heights; (216) 387-0375 www.krystalklearexperience.com Top executive: Audra T. Jones

Mac Productions Inc.

13115 Puritas Ave., Suite 3 Cleveland; (888) 415-8882 macproductions.net Top executive: John A. Stubbs

MCH Research Technology Inc.

1936 Columbus Road, Suite 3 Cleveland; (216) 443-0470 Top executive: Álicia Michele Hudson

6170 Third Ave.

Lakewood; (216) 586-4575 mindful.work Top executive: Helen Griffin Jr.

PC Associates (dba Horizons Inc.)

Kent; (330) 524-1051 Top executive: Tony Triplett

The Presidents' Council 1701 E. 12th St., Suite 106 Cleveland; (216) 771-8702

www.thepresidentscouncil.com Top executive: Erica Celeste Penick **Transcription Smith LLC**

87 Oakdale Ave. Akron; (330) 535-8840 http://transcriptionsmith.com Top executive: Nancy J. Smith

COMPUTERS - INFORMATION TECHNOLOGY

Cleveland Classic TV

Cleveland; (216) 224-7068 www.classtorations.com Top executive: Craig Siplin

Computer Repair Extraordinaire & Consultants

1350 Wilbur Ave. Akron; (330) 983-9828 www.crec1.com Top executive: Emmanuel J. Smith

Dixit Ltd.

668 Echo Drive Gates Mills; (440) 423-0700 www.Ohioedge.com Top executives: Sandeep Dixit, Tanmayee Dixit

Fit Technologies 1375 Euclid Ave., Suite 310

Cleveland; (216) 583-5000 www.fittechnologies.com Top executives: Micki Tubbs, Michelle Tomallo

Moss-Card Consulting Inc.

4500 Lee Road, Suite 139 Cleveland; (216) 587-4343 www.mosscard.com Top executive: Carol Moss

PC Repair on Wheels 23820 Lorain Road

Cleveland; (440) 777-7881 www.pcrow.com Top executive: Mike Parikh

StarTech Consulting Inc. 6746 Rivercrest Drive

Cleveland; (440) 546-9500 www.startech-consult.com Top executive: Joe Bains

We Build Apps LLC

Garfield Heights; (216) 785-1030 We Build Apps LLC Top executive: Rodney Colley

CONSTRUCTION

Adrian Maldonado & Associates Inc.

659 Grayton Road Berea; (216) 372-0039 www.adrianmaldonadoandassociates.com Top executive: Adrian Maldonado

The AKA Team

4711 Hinckley Industrial Parkway Cleveland; (216) 751-2000 www.akateam.com Top executive: Ariane B. Kirkpatrick

Automatic Mechanical

3681 Ludgate Road Shaker Heights; (216) 235-7006 Top executives: Patricia Roberts, Robert Roberts

Brigadier Construction Services LLC

3100 E. 45th St., Suite Annex 2 Cleveland; (216) 426-8822 www.brigadierconstruction.com Top executive: Shawnte V. Thompson

Cook Paving and Construction Co. Inc.

4545 Spring Road, Suite 1 Brooklyn Heights; (216) 267-7705 www.cookpaving.com Top executive: Linda A. Fletcher

The Construction Green Team

5000 Euclid Ave. Cleveland; (216) 512-0180 www.tcgreenteam.com Top executive: Margaret Hewitt

Denise Flagging and Construction **Services Inc.** 4541 St. Germain Blvd.

Top executive: Denise Stallworth **Evergreen Energy Solutions Inc.** 540 E. 105 St. Cleveland; (216) 851-4906

Cleveland; (216) 403-2429

Top executive: Brett Jones GonzOil Inc.

www.evgoh.com

5260 Fulton Drive, N.W. Canton; (330) 497-5888 www.gonzoilinc.com Top executives: Frank W. Gonzalez, Doug W. Gonzalez

JR Insulation Services LLC

6834 Ottawa Road Cleveland; (216) 633-9327 JRinsulationservices.com Top executive: Jose Luis Rivas

Level Ground Contracting

4977 Johnston Parkway Cleveland; (216) 302-2639 Top executive: Venita M. Caver

QCG Services LLC

4500 Lee Road, Suite 205 Cleveland; (216) 662-0077 Top executive: Nakkia Baker

R.L. Hill Management Inc.

31875 Aurora Road Solon; (440) 439-0490 www.rlhillmgmt.com Top executive: Ralphael L. Hill

RAR Contracting Inc.

4545 Spring Road, Suite 2 Brooklyn Heights; (440) 735-1946 Top executive: Keith Rogers

Sammons Safety Services LLC

1220 Delos St. Akron; (330) 571-3520 www.sammonssafetyservices.com Top executive: ShaRonda Sammons

W & W Development Company

852 Highland Road E., Suite 3-B Macedonia; (330) 468-2444 ohiowwdevelopers.com Top executive: Willie Trowsdell Jr.

PROFESSIONAL SERVICES.

Minority Owned Business Directory



Wallace Construction & Maintenance

13307 Thornhurst St. Garfield Heights; (216) 225-3662 Top executive: Virgil T. Wallace

YellowLite

1925 St. Clair Ave. N.E., Cleveland; (216) 333-1364/www.yellowlite.com Top executive: Azam Kazmi

DISTRIBUTION

Amerisochi Inc.

7923 Munson Road, Mentor: (440) 257-9010/www.amerisochi.com Top executive: Shu See

The Anderson-DuBose Co.

5300 Tod Ave. S.W.. Lordstown: (440) 248-8800/www.anderson-dubose.com Top executive: Warren E. Anderson

Diversified Services Corp. 4415 Euclid Ave., Suite 343, Cleveland; (216) 881-9300/www.heritagefare.net Top executive: Wendell E. Turner

Servco Products Inc.

836 E. 140th St. Cleveland; (216) 249-1900 www.servcoproducts.com Top executive: Eric Cleveland

DRY CLEANING AND LAUNDRY

All Star Laundry Services Inc.

12717 Euclid Ave. Cleveland; (440) 349-0332 www.allstarlaundryservice.com Top executive: Carmelita Burrell

Evergreen Cooperative Laundry Inc.

540 E. 105 St. Cleveland; (216) 268-3548 www.evgoh.com Top executive: Allen Grasa

EDUCATION

Cleveland Minority Organ Tissue Transplant Education Program (MOTTEP) 11717 Euclid Ave.

Cleveland; (216) 229-6170 www.clevelandmottep.org Top executive: Linda D. Kimble

ELECTRICAL

Alternalite Electric Inc. 4171 Linden Circle

North Olmsted; (440) 777-7800 www.alternalite.com Top executive: Gertrudis (Trudy) Ramos

BBC Electric Company Inc.

6820 Bushnell Court Cleveland; (216) 780-0808 bbcelectric.com Top executive: Barney B. Callahan

Cardinal Electric Power Inc.

5984 W. South Range Road Salem; (330) 398-2077 www.cardinalelectricpower.com Top executive: Raja Sambandham

Megalight

581 Boston Mills Road, Suite 500 Hudson; (330) 650-0008 www.megalight.com Top executive: Dillon Jiang

ENGINEERING

50 Public Square, Suite 626 Cleveland; (216) 736-7110 Top executives: Greg Shumate, Matthew

614 W. Superior Ave., Suite 1000 Cleveland; (216) 771-1090 www.dlz.com Top executive: Vickie Wildeman

Pro Geotech Inc.

3201 E. Royalton Road Broadview Heights; (440) 717-1415 www.progeotech.com Top executive: Shanmugam Sivakumaran

R Engineering Team LLC

3100 E. 45 St., Suite 306 Cleveland; (216) 361-2500 www.rengineeringteam.com Top executive: Tom Roberts Jr.

ENVIRONMENTAL

Bolinds Solutions Services Inc.

850 Euclid Ave., Unit 1314 Cleveland; (216) 479-0290 www.bolinds.com Top executive: Linda Williams

EVENT PLANNING

Ariel Pearl Center

4175 Pearl Road Cleveland; (216) 344-9441 www.arielpearlcenter.com Top executive: Radhika Reddy

Covesa Kelly Events

7735 Granger Road, Suite A Valley View; (888) 266-0681 www.covesakellyevents.com Top executive: Covesa K. Gragg

Felder & Co. LLC

Cleveland; (216) 536-0771 www.felderandco.com Top executive: Michelle S. Felder

Media Design Imaging

1419 E. 40th St. Cleveland; (216) 539-4634 www.mdifilm.com Top executive: Johnny Wu

Park & Play Party

Garfield Heights; (216) 205-2387 www.parkplayparty.com Top executive: Lakeesha M. Bussey

EVENT VENUES

Ariel International Center LLC

1163 E. 40th St., Suite 201 Cleveland; (216) 344-9441 www.arielinternationalcenter.com Top executive: Radhika Reddy

Lina Wines LLC

Garfield Heights; (216) 246-2899 www.linawines.com Top executive: Sharece Miller-Curry

FINANCIAL SERVICES

Ariel Economic Development Fund LLC

1163 E. 40th St., Suite 201 Cleveland; (216) 344-9441 www.arielventures.com Top executive: Radhika Reddy

Ariel Ventures LLC

1163 E. 40th St., Suite 201 Cleveland; (216) 344-9441 www.arielventures.com Top executive: Radhika Reddy

Ohio Lakeside Regional Investment Center

26943 Westwood Road, Suite A, Westlake (440) 249-0639/www.uslakesideeb5.com Top executive: Yong Fu

Quiñónez & Associates, a financial advisory practice of Ameriprise Financial Services

6100 Rockside Woods Blvd., N., Suite 240 Independence; (216) 373-2700 ameripriseadvisors.com/patty.w.quinonez Top executive: Patty Quiñónez

FITNESS AND WELLNESS

Amalgam Arts & Wellness LLC

Cleveland; (216) 374-8674 www.AmalgamArtsWellness.com Top executive: Andrea McCormick

Bay Lanes Bowling

27229 Wolf Road Bay Village; (440) 871-0911 www.baylanesbowl.com Top executive: Mark Nazario

FLORIST

Urban Orchid

1455 W. 29 St. Cleveland; (216) 785-3618 www.theurbanorchid.com Top executive: Brandon Sitler

FUNERAL HOMES

E.F. Boyd & Son Inc.

2165 E. 89th St. Cleveland; (216) 791-0770 www.efboyd.com Top executive: William F. Boyd II

HEALTH CARE

Advanced Homecare Professionals Inc.

14077 Cedar Road, Suite 200 South Euclid; (216) 761-1000 Advancedhomecarep.com Top executive: Madeline Dudley

Apex Dermatology and Skin Surgery Center

5800 Landerbrook Drive, Suite 250 Mayfield Heights; (440) 646-1600 www.apexskin.com Top executive: Jorge Garcia-Zuazaga

Direct Health Solutions HR LLC

11811 Shaker Blvd., Suite 123 Cleveland; (216) 242-2990 www.directhrsolution.com Top executive: Trina Kinnebrew

Hometech Healthcare Services LLC

17325 Euclid Ave., Suite 3024 Cleveland; (216) 481-8770 www.hometechhealthcare.com Top executive: Ed Long

Janet Lee Kemp, M.D., Ltd

29425 Chagrin Blvd., Suite 301 Pepper Pike; (216) 292-0610 www.clevelandchildpsychiatrist.com Top executive: Janet Kemp

Premier Medical Supplies Inc.

18234 S. Miles Road Cleveland; (216) 823-2777 premiermedohio.com Top executive: Claude Allen McCann

The Ragland House LLC

3655 W. 104th St. Cleveland; (216) 408-3539 theraglandhouse.com Top executive: Khadeijah D. Ragland

Sports and Spine Physical Therapy Inc.

Beachwood; (216) 593-7070 www.sportspine.com Top executive: Leon Anderson III

Visiting Angels - Cleveland 12200 Fairhill Road, second floor, B-wing Cleveland; (216) 231-6400 www.visitingangels.com/cleveland Top executives: Constance Hill-Johnson, Kevin Johnson

INSURANCE

Carrington Financials 1417 Orchardview Drive

Copley; (234) 716-5600 Top executive: Carrington J. Chatman

Taylor Oswald LLC 1100 Superior Ave., Suite 1330

Cleveland; (216) 452-5952 www.tayloroswald.com Top executive: Eddie Taylor Jr.

INTERIOR DESIGN

Works Of Wonder

P.O. Box 13206, Akron; (234) 466-0110 Top executive: Lucille Anderson

JANITORIAL SERVICES AND SUPPLIES

Angelic Windows

15903 Norway Ave. Cleveland; (216) 281-7081 www.angelicwindows.com Top executive: Marixa Marrero

Avenger Services

30123 Jackson Ave. Wickliffe; (216) 299-0923 www.AvengerServices.com Top executive: Arturo Luna

Immaculate Queens Cleaning LLC

11820 Lake Ave., Apt. 1B Lakewood; (216) 258-3902 www.immaculatequeenscleaningllc.com Top executive: Jennifer Marie Jordan

Janitorial Services Inc. (JSI)

8555 Sweet Valley Drive Valley View; (216) 341-8601 www.jsijanitorial.com Top executives: Ronald Martinez Sr., Ronald Martinez Jr.

JDD Inc.

3615 Superior Ave. Cleveland; (216) 224-4025 www.jdd-inc.com Top executive: James Vaughan Jr.

ServiceMaster by Davis

4711 Hinckley Industrial Parkway Cleveland; (216) 595-1750 www.svmbydavis.com Top executive: Amonica Davis

United Commercial Cleaning Crew LLC

2000 Auburn Court, Suite 200 Beachwood; (216) 272-0040 http://unitedcleaningcrew.com Top executive: Rhonda Renee' Teal

LAW FIRMS - LEGAL SERVICES

The Chandra Law Firm LLC

1265 W. 6th St., Suite 400 Cleveland; (216) 578-1700 www.chandralaw.com Top executive: Subodh Chandra

Forbes, Fields & Associates Co. L.P.A.

614 W. Superior Ave., Suite 700 Cleveland; (216) 696-7170 www.forbes-fields.com Top executives: George L. Forbes, Darrell Fields

Lei Jiang Law Firm

26943 Westwood Road Westlake; (440) 835-2271 www.leijianglaw.com Top executive: Lei Jiang

Margaret W. Wong & Associates LLC

3150 Chester Ave. Cleveland; (216) 566-9908 www.imwong.com Top executive: Margaret W. Wong

Wood Law Firm LLC

1144 E. 170th St. Cleveland; (216) 375-4200 www.woodlawoh.com Top executive: Wayne C. Wood

LOGISTICS

ASW Global LLC

3375 Gilchrist Road Mogadore; (888) 363-8492 www.aswglobal.com Top executive: Andre Thornton

Moving Lives LLC

1760 E. 228th St., Euclid; (216) 703-5067/www.movinglivesohio.com Top executive: Robert Booker Knighton III

MANAGEMENT CONSULTANTS

Anderson Consulting Group LLC

Cleveland; (440) 561-0772 facebook.com/advantagegrants Top executive: Kendra L. Anderson

PROFESSIONAL SERVICES.

Minority Owned Business Directory



Arbelos Partners LLC

Pepper Pike; (216) 369-9272 www.arbelospartners.com Top executive: Djifa Amefia

Bell & Lindsay Inc.

2316 Richmond Road Beachwood; (216) 765-0939 www.bellindsay.com Top executive: Josie B. Lindsay

ColemanWick

2525 Market Ave., Suite B Cleveland; (216) 991-4550 www.colemanwick.com Top executive: Odell Coleman

Compass Consulting Services LLC

Beachwood; (216) 299-7335 www.compass consulting services.comTop executive: Tameka L. Taylor

The Domingo Group LLC

P.O. Box 425, Twinsburg; (440) 941-1280/www.TheDomingoGroup.com Top executive: James Domingo

Excelarise LLC

9260 Forest Point Circle Macedonia; (330) 256-5481 excelarise.com Top executive: Zeeba Mercer

GPI Enterprises Inc.

3637 Medina Road, Suite 60 Medina; (330) 321-2461 www.e-gpi.com Top executive: Christopher Murillo

Indus International Inc.

24700 Chagrin Blvd., Suite 104 Beachwood; (216) 570-3452 Top executives: Pradip P. Kamat, Michael Salkind

Kairos Consulting LLC

Cleveland; (216) 210-0855 www.kairosconsultingllc.com Top executive: Bill Appleton

KapaMed Consulting LLC

2680 N. Moreland Blvd., Suite 502 Cleveland; (216) 513-6977 Top executive: Fehmida Kapadia

Keen Point Consulting LLC

9473 Madison Road Montville; (216) 513-3011 www.keenpointconsulting.com Top executive: Anthony L. Gillespie

Keene Advisory Group - Executive Search Consultants

1701 E. 12th St., Suite 106 Cleveland; (216) 496-5012 www.keeneadvisorygroup.com Top executive: Eric Douglas Keene

Kestada Strategy Consultants LLC

P.O. Box 24120 Cleveland; (216) 282-4275 www.kestada.com Top executive: Starlyn H. Priest

Smart Strategic Business Solutions LLC

2249 Elm St., Suite 508 Cleveland; (216) 245-7761 www.ssbsllc.com Top executive: Valerie C. Smart

Spectrum Global Holdings LLC

468 Richmond Road Richmond Heights; (216) 206-6743 www.spectrum-global.com Top executive: Nnamdi Michael Obi

MANUFACTURING

EW Welding and Fabricating Inc.

336 Wyleswood Drive Berea; (440) 826-9038 www.ewweldfab.com Top executive: Eli Waiters

Fox Enterprise Services

7630 Freedom Ave. N.W., North Canton; (330) 497-5200/foxenterpriseservices.com Top executives: Delilah Volpe, Anthony Volpe

Green City Growers Cooperative

5800 Diamond Ave. Cleveland; (216) 268-0200 www.evgoh.com Top executive: John McMicken

International Container Systems LLC (dba **Elsons International)**

16601 St. Clair Ave. Cleveland; (216) 481-8219 www.elsonsinternational.com Top executive: Andrew Jackson

MVP Plastics

15005 Enterprise Way Middlefield; (440) 834-1790 www.mvpplastics.com
Top executive: Darrell L. McNair

New Horizons Acquisition Corp.

211 Woodlawn Ave. Norwalk; (419) 660-4000 newhorizonsbaking.com Top executive: Tilmon (Tim) F. Brown

Ray's Sausage Co. 3146 E. 123rd St. Cleveland; (216) 921-8782 www.rayssausage.com Top executive: Renee Cash

MEDIA

Corporate Biographies Cleveland; (216) 849-8198 www.corporatebiographies.com Top executive: Alexis Edelman

Digizoom Media

50 Public Square, Suite 200 Cleveland; (216) 526-0700 digizoommedia.com Top executive: Richard E. Stewart

FashionTV Network

P.O. Box 110208 Cleveland; (216) 301-0620 www.fashiontvnetwork.com Top executives: Jonathan L. Thomas, Neal

The Render Ranch

5223 W.48th St. Parma; (440) 499-5370 www.therenderranch.com Top executive: Alexander Rivera

OFFICE - ADMINISTRATIVE SERVICES

BIG-HR (Benefit Innovations Group)

6000 Lombardo Center, Suite 145 Seven Hills; (216) 503-0045 www.bigbenefitsgroup.com Top executive: Cheryl Perez

Tracey's Transcription Services Inc.

4040 Erie St., Box 715 Willoughby; (216) 347-7139 www.traceystranscription.com Top executive: Tracey L. Baker

OFFICE FURNITURE

RCF Group

2425 W. 11 St. Cleveland; (216) 781-8200 www.thercfgroup.com Top executives: Carl Satterwhite, Scott

PERSONNEL SERVICES - STAFFING

Accurate Staffing Inc.

1650 S. Arlington St., Suite 4 Akron; (330) 630-0700 www.accuratestaffinginc.com Top executive: Paul T. Kennedy

Jordan and Tristen Investments LLC

3740 Euclid Ave, Suite 100 Cleveland; (216)881-5643 www.jitserv.com Top executive: Brian E. Hall

PHOTOGRAPHY

Mariana Edelman Photography & Design

773 Northbridge Court Macedonia; (216) 798-7921 www.marianaedelman.com Top executive: Mariana Edelman

PRINTING

Full Color Printings

1452 W. 110th St. Cleveland; (216) 227-8521 fullcolorprintings.com Top executive: Michael Brunstedt

Howling Print & Promo

Chardon; (440) 363-4999 www.HowlingforBusiness.com Top executive: Ed Hamner

REAL ESTATE

Anthony Aviles, Realtor

8444 Mentor Ave. Mentor; (216) 212-9219 www.AnthonyAviles.com Top executive: Anthony Aviles

Ariel Broadview Center

1163 E. 40th St., Suite 201 Cleveland; (216) 344-9441 Top executive: Radhika Reddy

Bailey Shelton ASA/SRA

8210 Macedonia Commons Blvd. Macedonia; (216) 587-1322 www.fcresearch.net Top executive: Bailey Shelton

DTS Property Management

15000 Aspinwall Ave. Cleveland; (888) 928-1555 www.dtspropertymanagement.com Top executive: Antonio Robinson

Foster Group Appraisers

2521 Falmouth Road Fairlawn; (330) 869-8418 fostergroupappraisers.appraiserxsites.com Top executive: Deborah Ann Foster

Phoenix Development Group LLC

PO Box 22853 Beachwood; (216)910-PHNX www.phoenixdevelopmentgrp.com Top executive: April Bebee

Sherry M. Callahan Inc.

P.O. Box Cleveland; (216) 554-8008 Sherrycallahan.howardhanna.com Top executive: Sherry M. Callahan

RESTAURANTS

Communion Social Lounge LLC

4653 Warner Road Garfield Heights; (216) 867-4450 www.communionsociallounge.com Top executive: Sharece Miller-Curry

2999 Payne Ave., Suite 102 Cleveland; (216) 696-6556 www.liwahrestaurant.com Top executive: Donna Hom

RETAIL

Pearls Essentials Handmade Cosmetics

Akron; (234) 542-9186 Top executive: Ebony Penland

Peer Pantry 1513 Aqua Marine Blvd. Avon Lake; (216) 314-8003 www.peerpantrycle.com Top executive: Marcus Coleman

Simply DaVine Bath & Body

114 Barrington Town Square, Suite 152 Aurora; (330) 299-5027 www.simplydavinebathandbody.com Top executive: Andrea D. Carter

Styles of Imagination

3500 Pavne Ave., Unit 1C Cleveland; (216) 713-0353 www.stylesofimagination.com Top executive: Diane Linston

SECURITY SERVICES

Safe Choice LLC

11811 Shaker Blvd., Suite 415 Cleveland; (216) 231-7233 www.safechoicellc.com Top executives: Anita L. Spencer, Anthony

SOCIAL SERVICES

Branches and Roots LLC

P.O. Box 161143 Rocky River; (216) 417-8406 www.branchesandroots.us Top executive: Matthew T. Hout-Reilly

Final Moments Concierge Services LLC

23360 Chagrin Blvd. Suite 106 Beachwood; (216) 916-9446 www.finalmomentsconcierge.com Top executive: Beverly J. Roach

TELECOMMUNICATIONS

MAC Installations & Consulting

16601 St. Clair Ave. Cleveland; (440) 735-1932 www.macinstallations.com Top executives: June Taylor, Andrew Jackson

One View Communications Inc.

7367 Austin Powder Drive Glenwillow; (216) 245-9550 www.oneviewcommunications.com Top executive: Vanessa Carter

TRANSPORTATION

1st Choice Movers and More

540 E. 105 St., Suite 213 Cleveland; (216) 441-7933 Top executive: Shann Adams

ASAP Movers

1700 W. Market St., Suite 153 Akron; (800) 597-2728 www.asapmovers.net Top executive: Kevin M. Sykes

The Hard Body Haulers Corp.

1863 Noble Road East Cleveland; (216) 202-0405 www.hardbodyhaulers.com Top executive: Eshon Howard

Interstate Freight Carriers LLC

30700 Bainbridge Road, Suite A Solon; (440) 349-8109 www.icfreight.com Top executive: Dara L. Perrin

KLN Logistics (dba AIT Worldwide)

6749 Eastland Road Middleburg Heights; (800) 763-7113 www.klnlogistics.com Top executive: Kimberly M. Martinez-Giering

Marine Services International Inc.

14508 S. Industrial Ave. Maple Heights; (216) 587-3500 www.marineservicesintl.com Top executive: Michelle L. Panik

MJP Trucking LLC

1367 Easton Way Brunswick Hills; (440) 655-8540 MJPTrucking.com Top executive: Laura Ann Pajestka

RW Delivery Inc.

12487 Plaza Drive Cleveland; (216) 267-2000 www.rwdelivery.com Top executive: Richard Wall

SDS Delivery Systems Inc.

3100 E. 45th St Cleveland; (800) 313-6201 Top executive: Mark Stevens

THE LIST

Breweries
Ranked by barrels produced in 2017

THIS YEAR	COMPANY	BARRELS PRODUCED IN 2017	LOCAL STAFF FULL-TIME/ PART-TIME 7-1-2018	TOP SELLING BEERS	TAP ROOM?	RESTAURANT?	SELL BEER IN STORES?		HEAD BREWER	TOP LOCAL EXECUTIVE
1	Great Lakes Brewing Co. 2516 Market Ave., Cleveland 44113 (216) 771-4404/www.greatlakesbrewing.com	150,000	140 61	Dortmunder Gold Lager, Christmas Ale, Commodore Perry IPA	•	•	•	1988	Mark Hunger	Patrick Conway, co-owner Daniel Conway, co-owner Bill Boor, CEO
2	Fat Head's Brewery 17450 Engle Lake Drive, Middleburg Heights 44130 (216) 898-0242/fatheads.com	30,000	166 104	Head Hunter IPA, Bumble Berry Ale, Sunshine Daydream Session IPA	•	•	•	2009	Matt Cole	Matt Cole, brewmaster
3	Platform Beer Co. 4125 Lorain Ave., Cleveland 44113 (216) 202-1386/https://platformbeer.co	19,000	25 15	New Cleveland, Speed Merchant, Rosellini	•		•	2014	Danny Monnot	Paul Benner Justin Carson, co-owners
4	Thirsty Dog Brewing Co. 529 Grant St., Suite B, Akron 44311 (330) 252-2739/http://thirstydog.com	15,000	78 20	12 Dogs of Christmas, Blood Orange IPA, Labrador Lager	•	•	•	1997	Joe Lero	John P. Najeway, co-owner
5	The Brew Kettle Taproom and Smokehouse 8377 Pearl Road, Strongsville 441.36 (440) 239-8788/http://thebrewkettle.com	10,000	102 66	White Rajah, Winter Warmer, Big Woody Lager	•	•	•	1995	Jack Kephart	Chris Russo, owner
6	Market Garden Production Brewery 1849 W. 24th St., Cleveland 44113 (216) 373-0700/www.marketgardenbrewery.com	6,500	20 15	Progress Pilsner, Prosperity Wheat, Citramax IPA	•		•	2011	Andy Tveekrem	Sam Sloane McNulty, cofounder
7	Royal Docks Brewing Co. 7162 Fulton Drive N.W., Canton 44718 (330) 353-9103/http://docks.beer	3,500	10 18	Tanglefoot IPA, Leatherhead IPA, Backyard Crusher	•	•	•	2014	Dave Sutula Eric Smith	John R. Bikis Adriana I. Bikis, owners
8	Sibling Revelry Brewing 29305 Clemens Road, Westlake 44145 (440) 471-8589/http://siblingrevelrybrewing.com	2,000-2,500 (November 2017 estimate) (1)	22 10	IPA, Red, Swing State	•		•	2016	Pete Velez	David Sorace, operations manager
9	Hoppin' Frog Brewery 1680 E. Waterloo Road, Route 224, Akron 44306 (330) 352-4578/www.hoppinfrog.com	1,865	10 14	B.O.R.I.S. The Crusher Oatmeal- Imperial Stout, Turbo Shandy Citrus Ale, Gangster Frog IPA	•	•	•	2006	Fred Karm	Fred Karm, founder, president, brewmaster
10	Hofbrauhaus Brewpub 1550 Chester Ave., Cleveland 44114 (216) 621-2337/http://hofbrauhauscleveland.com	1,400	25 85	Original Lager, Hefeweizen, Dunkel	•	•		2014	Josh Jones	Andi Udris, president, managing owner
11	Market Garden Brewpub 1947 W. 25th St., Cleveland 44113 (216) 621-4000/www.marketgardenbrewery.com	1,300	80 20	Frosty Lime Wit with Tangerine, Prosperity Wheat, Chinook Strike IPA	•	•	•	2011	Andy Tveekrem	Sam Sloane McNulty, cofounder
12	Butcher and the Brewer 2043 E. 4th St., Cleveland 44115 (216) 338-7906/www.butcherandthebrewer.com	1,130	50 25	Repeater Kolsch, Stop Hop Kaboom, Albino Stout	•	•		2007	John McGroarty	Jason Workman, operating partner
13	Canton Brewing Co. 120 3rd St. N.W., Canton 44702 (330) 409-0343/drinkcantonbeer.com	1,050	10 25	Tuscora Pilsner, Cascade Pale Lager, Carpe Noctum Coffee Porter	•	•		2014	Dylan Hamilton	David Beule, owner
14	Avon Brewing Co. 37040 Detroit Road, Avon 44011 (440) 937-1816/www.avonbrewingcompany.com	1,000	5 30	Ohana Wheat, Eagle IPA, King KoKonut Imperial Porter	•	•		2016	Mathias Hauck	Mathias Hauck, general manager, brewmaster
15	Willoughby Brewing Co. 4057 Erie St., Willoughby 44094 (216) 255-4727/http://willoughbybrewing.com	938	5 25	Peanut Butter Cup Coffee Porter, Nut Smasher	•	•		1998	Rick Seibt	Rick Seibt, brewmaster Jeremy Van Horn, partner
16	Saucy Brew Works 2885 Detroit Ave., Cleveland 44113 (216) 666-2568/www.saucybrewworks.com	900	10 12	Habituale, B.F. Hefe, IPA ASAP	•	•	•	2017	Eric Anderson	Brent Zimmerman, CEO
17	Collision Bend 1250 Old River Road, Cleveland 44113 (216) 273 7879/www.collisionbendbrewery.com	850	65 30	Lake Erie Sunset, Old River Kolsch, East Bank IPA	•	•	•	2017	Luke Purcell	N/A
18	Rocky River Brewing Co. 21290 Center Ridge Road, Rocky River 44116 (440) 895-2739/http://rockyriverbrewco.com	800	30 15	Hop Goblin IPA, Rocky River Pirate Light and On Blueberry Hill Blueberry Ale		•		1998	Jim Lieb	Gary Cintron, president
19	Shale Brewing Co. 7253 Whipple Ave. N.W., North Canton 44720 (330) 776-8812/www.shalebrewing.com	800	4 12	Roughneck Red, Deep Driller Porter, Cold Rolled Ale	•	•	•	2012	Jason Gasper- Hulvat	Jenna Rae Gorski, operations and marketing manager
20	Hansa Brewery 2717 Lorain Ave., Cleveland 44113 (216) 281-3177/www.hansabrewery.com	750	4 5	Black Flag SchwarzBier, FemDom Kolsch, No Fox Pilsner	•	•		2016	Corey Miller	Corey Miller, brewmaster
21	Goldhorn Brewery 1361 E. 55th St., Cleveland 44103 (216) 465-1352/goldhornbrewery.com	650	8 5	Polka City Pilsner, Dead Man's Curve IPA, Agora Altbier	•	•	•	2016	Joel Warger	Rick Semersky, owner
22	Mucky Duck Brewing Co. 4019 S. Main St., Akron 44319 (330) 644-0137/muckyduckbrewery.com	600	4 21	PLX IPA, Nauti or Nice Christmas Ale, WTM Irish Red Ale	•	•	•	2013	Erica L. Wathey	Joseph A. Wathey, managing member
23	Terrestrial Brewing Co. 7524 Father Frascati Drive, Cleveland 44102 (216) 465-9999/facebook.com/terrestrialbrewing	500	5 3	Public Pilsner, Promised Land, Fanboi	•			2017	Ralph Sgro	Ryan Bennett
24	The Bottlehouse Brewing Co. 2050 Lee Road, Cleveland Heights 44118 (216) 214-2120/thebottlehousebrewingcompany.com	500	4 8	Rising Star Coffee Stout, Barrel Aged Sours, Bike To Work Pale Ale	•			2012	Brian Benchek	Brian Benchek, owner, brewmaster
25	Bad Tom Smith Brewing 1836 W. 25 St., Cleveland 44113 (216) 862-9296/www.badtomsmithbrewing.com	500	2 5	Wickked Sheryl's Blush Pale Ale, Jailbreak Churro Brown Ale, Hazy River New England IPA	•	•		2012	Sean Smith Garth P. Moore	John R. Vojtush, managing partner Sheryl L. Vojtush
25	Railroad Brewing Co. 1010 Center Road, Avon 44011 (440) 723-8234/www.railroadbrewingcompany.com	500	2 8	Tender Blonde, Red Caboose, Trainwreck IPA	•		•	2015	Jerome Moore	Tom Wagner, president
27	R. Shea Brewing 1662 Merriman Road, Akron 44313 (330) 794-5654/rsheabrewing.com	488	9 15	Orange-Mango Citra Shandy, Whirlpool Party IPA, Polymer	•	•		2015	Ron Shea	Ron Shea, owner, founder, brewmaster
28	Wadsworth Brewing Co. 126 Main St., Wadsworth 44281 (330) 475-4935/wadsworthbrewingcompany.com	396	3 15	River Styx Monster DIPA, Thelma Lou Blonde Ale, WBC Shandy	•	•		2017	Ernie Joy	Ernie Joy, brewmaster, owner

THIS YEAR	COMPANY	BARRELS PRODUCED IN 2017	LOCAL STAFF FULL-TIME/ PART-TIME 7-1-2018	TOP SELLING BEERS	TAP ROOM?	RESTAURANT?	SELL BEER IN STORES?		HEAD BREWER	TOP LOCAL EXECUTIVE
29	Lockport Brewery 10891 Ohio 212, Bolivar 44612 (330) 874-6037/www.lockportbeer.com	375	4 6	Gateway American Ale, Ruckus IPA, Strawbeery Ale	•	•		2016	Andrew Marburger	Lauren Marburger, co-owner
30	Ohio Brewing Co. (2) 2250 Front St., Cuyahoga Falls 44221 (234) 208-6243/http://ohiobrewing.com	350	20 20	Jingle Bell Ale, Verich Gold, O'Hoppy Ale IPA	•	•	•	1997	N/A	Chris Verich, owner
31	HiHO Brewing Co. 1707 Front St., Cuyahoga Falls 44221 (234) 334-7564/www.hihobrewingco.com	350	2 13	Gorges Blonde Ale, Bossy Lady IPA, Touchdown Brown Ale	•	•		2016	Jon Hovan	Ali Hovan, business operations
32	Paladin Brewing 6520 Mahoning Ave., Austintown 44515 (330) 550-6338/www.paladinbrewing.com	350	1 3	Sir Kenneth Blonde Ale, Red Dragon Raspberry Brown Ale and Double Edge Sword IPA	•	•		2015	John Chandler	John Chandler, owner, brewer Abby Chandler, events, sales, social media, assistant
33	Working Class Brewery 17448 Lorain Road, Cleveland 44111 (216) 417-5112/Workingclassbrewery.com	264	2 8	Aviator IPA, Clockout Peanut Butter Chocolate Stout, Patrolman's Pale Ale	•			2015	Richard Skains	Richard Skains, president, head brewer
34	Brick and Barrel 1844 Columbus Road, Cleveland 44113 (216) 331-3308/www.brickandbarrelbrewing.com	250	2 3	Bitter Chief IPA, McTavish Wee Heavy, Noble Saison	•		•	2014	Karl Spiesman	Karl Spiesman, owner, brewer
35	Boss Dog Brewing Co. 2179 Lee Road, Cleveland Heights 44118 (216) 321-2337/BossDogBrewing.com	100	15 15	Dog Pound Brown Ale, Holy Toledo Pilsener, Antidote IPA	•	•		2017	Jason Sweet	Josh Sweet, owner
36	Sandy Springs Brewing Co. 232 N. Market St., Minerva 44657 (330) 522-4024/www.sandyspringsbrewery.com	100	2 8	Lost Gold, Dalai Mama, 232 Octane	•	•		2017	Andy Conrad	Andy Conrad Amanda Conrad, owners, brewers
37	The Cleveland Brewery 777 E. 185th St., Cleveland 44119 (216) 534-6992/http://theclevelandbrewery.com	100	1 4	Celtic Warrior, 185th Street Wheat, Rock N Roll IPA	•			2014	John Fuduric	John Fuduric, owner
38	Paradigm Shift Brewing 128 North Ave. N.E., Massillon 44646 (330) 880-0008/Paradigmshiftbrew.com	68	4 2	N/A	•			2017	Michael Malinowski	Michael Malinowski, president
39	Nano Brew Cleveland 1859 W. 25th St., Cleveland 44113 (216) 862-6631/http://nanobrewcleveland.com	52	20 10	Citramax IPA, Prosperity Wheat, Frosty Lime Wit with Tangerine	•	•	•	2012	Andy Tveekrem	Sam Sloane McNulty, cofounder

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Douglas K. Reynolds, president, owner

Douglas K. Reynolds

2017

Information is provided by the companies unless footnoted. Breweries that submitted the same number for barrels produced are then ranked by full-time employees. Send feedback to Chuck Soder: csoder@crain.com. Originally published July 30, 2018.

(1) Sibling Revelry did not give Crain's a final number for 2017; this was an estimate provided to Crain's in early November 2017. (2) This is a new location; it is under construction and tentatively slated to open in March 2019.

Sampsel House Kolsch, Old Man Gilbert Vanilla Porter, Uniontown IPA

4 32

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THE LIST

Wineries

Ranked by gallons produced in 2017

Uniontown Brewing Co. 105 W. Main St., Ashland 44805 (419) 908-8542/uniontownbrewing.com

THIS YEAR	WINERY	GALLONS PRODUCED IN 2017	STAFF FULL TIME PART TIME (1)	YEAR FOUNDED	PRIMARY WINE TYPES MADE	TASTING ROOM		VINEYARD	TOP EXECUTIVE
1	Ferrante Winery & Ristorante 5585 Ohio Route 307, Geneva 44041 (440) 622-3957/www.ferrantewinery.com	95,000	20 30	1937	Chardonnay, riesling, pinot grigio, gewürztraminer, gruner, dolcetto, pinot noir, cabernet franc, vidal ice wine	•	•	•	Nicholas Ferrante, winemaker, general manager
2	Debonne Vineyards 7840 Doty Road, Madison 44057 (440) 466-3485/www.debonne.com	70,000	20 20	1971	European and native varieties	•		•	Tony S. Debevc, vice president
3	L'uva Bella Winery 6597 Center Road, Lowellville 44436 (330) 536-6450/www.luvabella.com	55,000	8 25	2006	Passion, Purple Rain, RedHead, Reserves; California, Italian and local grapes; wine making juices and supplies	•	•		Ruth A. Sergi Frank R. Sergi, owners
4	Gervasi Vineyard 1700 55th St. N.E., Canton 44721 (330) 497-1000/www.gervasivineyard.com	25,000	50 300	2009	Twenty-eight varietals from sweet white to dry red including three estate wines made from Gervasi Vineyard vines	•	•	•	Scott A. Swaldo, general manager, co-owner
5	Crafted Artisan Meadery 1189 Ohio Route 43, Mogadore 44260 (330) 628-4444/craftedmead.com	25,000	2 6	2012	Mead	•			Kent Waldeck, owner
6	Deer's Leap Winery & Restaurant 1520 Harpersfield Road, Geneva 44041 (440) 466-1248/www.deersleapwinery.com	24,000	5 15	2011	Sweet fruit and speciaity wines as well as a full line of dry red and white wines	•	•		Robert C. Bostwick, winemaker, CEO
7	Klingshirn Winery 33050 Webber Road, Avon Lake 44012 (440) 933-6666/www.klingshirnwine.com	24,000	3 10	1935	American labruscas, hybrid and vinifera	•			Lee Klingshirn, president
8	Laurentia Vineyard and Winery 4599 S. Madison Road, Madison 44057 (440) 296-9175/www.laurentiawinery.com	15,000	11 30	2010	Dry wines including chardonnay, cabernet sauvignon, pinot noir, rose, pinot gris, riesling, merlot, cabernet franc, gewürztraminer	•	•	•	Leonard Blackie, vice president
9	The Vineyards at Pine Lake 14101 Market St., Columbiana 44408 (330) 549-0195	11,000	7 58	2016	Cabernet sauvignon, pinot noir, merlot, syrah, Pine Lake Red, Cire, Lindale, Avily, chardonnay, sauvignon blanc	•	•	•	Joseph S. Glista, CEO
10	Laurello Vineyards 4573 Ohio Route 307 E., Geneva 44041 (440) 415-0661/www.laurellovineyards.com	11,000	1 18	2002	Dry and off-dry white and red vinifera wines	•	•	•	Kimberly A. Laurello, owner, winemaker
11	Grand River Wine Cellars 5750 Madison Road, Madison 44057 (440) 298-9838/www.grandrivercellars.com	10,000	10 30	2005	Riesling, chardonnay, cabernet franc, ice wine	•	•	•	Cindy Lindberg, president
12	Vino Veritas Cellars 4103 Memphis Ave., Cleveland 44109 (216) 650-9877/Vinoveritascellarscle.com	10,000	4 2	2011	California red and white blends, cabernet, chardonnay, zinfandel	•	•	•	Anthony Nunes Insana, owner, vitner
13	Bent Ladder 13550 Mt. Eaton Road, Doylestown 44230 (330) 485-1089/bentladder.com	10,000	2 6	2016	Estate grown French-American hybrids and hard ciders	•			Matt Vodraska, proprietor

THE LIST Wineries

Ranked by gallons produced in 2017

THIS YEAR	WINERY	GALLONS PRODUCED IN 2017	STAFF FULL TIME PART TIME (1)	YEAR FOUNDED	PRIMARY WINE TYPES MADE	TASTING ROOM		VINEYARD	TOP EXECUTIVE
14	The Winery at Spring Hill 6062 S. Ridge Road W., Geneva 44041 (440) 466-0626/thewineryatspringhill.com	7,500	3 20	2008	Vinifera, French hybrid, labrusca, dessert/ice wines, hard cider	•	•	•	Tom Swank, vice president of operations, winemaker
15	CLE Urban Winery 2180B Lee Road, Cleveland Heights 44118 (216) 417-8313/www.cleurbanwinery.com	7,500	2 7	2015	Red, white and fruit-infused varietals	•			Destiny R. Burns
16	South River Vineyard 6062 S. River Road, Geneva 44041 (440) 466-6676/www.southrivervineyard.com	7,500	2 5	2002	Red blends and cool climate whites	•		•	Gene P. Sigel, president
17	Mastropietro Winery Inc. 14558 Ellsworth Road, Berlin Center 44401 (330) 547-2151/www.mastropietrowinery.com	7,000	2 12	2005	Traditional red and white grape wines, dry to sweet	•		•	Daniel E. Mastropietro, winemaker, owner
18	D & D Smith Winery 401 W. Main St., Norwalk 44857 (419) 577-0242/www.ddsmithwinery.com	5,000	0 3	2008	Lake Erie	•	•	•	Danielle Smith Denny Smith, members
19	McAlpine Meadery 10035 Johnsford Road, Beach City 44608 (330) 756-5019/www.mcalpinemead.com	4,000	4 2	2014	Mead	•			Jeremiah Geisinger, owner
20	Hundley Cellars 6451 N. River Road, Geneva 44041 (440) 361-4573/www.hundleycellars.com	4,000	3 1	2014	Full selection from oaked chardonnay to sweet and fruit forward	•	•	•	Tracey Pringle, CFO
21	It's Your Winery 1484 Medina Road, Suite 113, Medina 44256 (330) 784-9463/www.itsyourwinery.com	3,200	1 0	2003	Semi-sweet fruit wines, dry wines	•			Dave Foltz, president
22	Nauti Vine Winery 3950 S. Main St., Akron 44319 (330) 644-5444/nautivinewine.com	3,086	4 24	2013	West Coast grapes from cabernet sauvignon to riesling	•	•		Joseph A. Wathey Erica L. Wathey, co-owners
23	The Lakehouse Inn Winery 5653 Lake Road, Geneva-on-the-Lake 44041 (440) 361-9018/www.thelakehouseinn.com	3,000	31 26	2001	Riesling, pinot grigio, chardonnay, pinot noir, cabernet sauvignon, sauvignon blanc	•	•	•	Karen M. Fagnilli, CEO, cofounder
24	Harpersfield Vineyard 6387 Ohio Route 307 W., Geneva 44041 (440) 466-4739/www.harpersfield.com	3,000	3 2	1979	Pinot noir, chardonnay, pinot gris, cabernet franc, gruner veltliner	•		•	Patty A. Ribic, president, owner
25	Silver Run Vineyard & Winery 376 Eastern Road, Doylestown 44230 (330) 671-1115/silverrunwinery.com	3,000	2 2	2010	French-hybrid dry reds, dry/semi-dry vidal and riesling and sweet American and fruit varieties	•		•	Ed Sunkin, winemaker
26	Maple Ridge Vineyard 6326 Dewey Road, Madison 44057 (440) 829-8783	2,300	0 3	2001	Chardonnay, pinot noir, riesling, cabernet franc, pinot gris, red meritage, gewürztraminer, traminette, sémillon	•		•	Patricia lubelt, president; Jim lubelt, principal; Ron Harvey, Nina Harvey, owners, investors
27	Feisty Brood Meadery 145 W. Aurora Road, Northfield 44067 (440) 590-6909/http://feistymead.com	2,000	2 0	2014	Mead				Brian McMillin
28	Newman Creek Cellars 28 Charles Ave. S.E., Massillon 44646 (330) 904-3546/newmancreekcellars.com	2,000	0	2012	Many types available	•			Bob Mann, owner
29	Spirits in Willoughby 3872 Erie St. (front), Willoughby 44094 (440) 525-5699/SpiritsinWilloughby.com	1,760	2 2	2017	Sangiovese, super Tuscan, syrah, barbera, cabernet, chardonnay, merlot, sweet red blend	•			Dominic DelBalso, winemaker, sommelier Niki Evans, manager
30	Buccia Vineyard 518 Gore Road, Conneaut 44030 (440) 593-5976/www.bucciavineyard.com	1,500	1 3	1979	Dry to semi-sweet white, rose and red wines	•		•	Bill Holden, managing partner
31	The Brew Mentor 9528 Diamond Centre Drive, Mentor 44060 (440) 951-2739/www.thebrewmentor.com	1,253	1 7	2010	Varied	•			Brian Seelinger, owner
32	Laleure Vineyards 17335 Nash Road, Middlefield 44062 (440) 548-5120/www.laleurevineyards.com	1,200	1 6	1997	Chardonnay, pinot noir, cabernet franc, riesling, chambourcin and vignoles	•		•	Richard Hill, owner
33	Cherry Road Winery 1133 27th St. N.W., Massillon 44647 (330) 265-5830/www.cherryroadwinery.com	1,000	2	2016	Nine wines ranging from dry cabernet to sweet niagara	•			Judy Robinson, owner
34	West Main Street Winery 234 W. Main St., Ravenna 44266 (330) 839-8042/www.wmswinery.com	1,000	2 0	2015	Cabernet sauvignon, carménère, pinot noir, chardonnay, riesling	•			Jim Wade, owner, winemaker
35	Markko Vineyard 4500 S. Ridge Road, Conneaut 44030 (440) 593-3197/www.markko.com	1,000	1 10	1968	Chardonnay, pinot noir, J riesling, cabernet sauvignon	•		•	Arnie Esterer, owner
36	Diletto Winery 9182 Youngstown-Salem Road, Canfield 44406 (330) 286-3925/www.dilettowinery.com	800	2 8	2014	Locally sourced fruit wines, hard ciders, variety of sangria flavors and fruit brandy	•	•		Jacqueline Shell, owner
37	Silver Cellar Winery LLC 10519 Brosius Road, Garrettsville 44231 (330) 221-0246	600	0	2016	Cabernet, merlot, pinto noir, syrah, moscato, riesling	•			George Macek, owner
38	Cana Valley Winery LLC 5665 Waterloo Road E., Atwater 44201 (330) 596-3017	500	1	2011	Dry and sweet wines	•			Kelvin Anderson, owner
39	Park Avenue Winery 4316 Park Ave., Ashtabula 44004 (216) 401-4941/www.parkavenuewinery.com	500	1 0	2014	Concord, vidal, cayuga, cabernet franc	•			Lori Albrecht
40	Urban Vintner 37484 N. Industrial Parkway, Willoughby 44094 (440) 487-1988/urbanvintner.net	500	1 0	2016	Dry vinifera wines	•			Edward F. Trebets, owner

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

THE LIST

Caterers

Ranked by full-time equivalent catering employees in Northeast Ohio

THIS YEAR	COMPANY	LOCAL STAFF 6-30-2018 CATERING/ TOTAL	SEATED GUESTS	OFFER OFF- SITE CATERING?	PARTS OF REGION SERVED	CATERING SPECIALTIES	OTHER SERVICES	TOP LOCAL EXECUTIVE
1	Taste of Excellence 16888 Pearl Road, Strongsville (440) 845-0800/www.taste-food.com	150 200	3,000	•	All	Locally sourced and organic food, freshly prepared custom menus	In-house rental equipment and linens, unique venues, event planning and execution	Christopher Winter, vice president William Rini, president
2	Levy Restaurants 1 St. Clair Ave. N.E. / 601 Erieside Ave., Cleveland (440) 928-1518/www.levyrestaurants.com	80 100	3,500		In-house only	Corporate conference, gala and wedding	Catering only	Matthew Del Regno, regional general manager
3	Holiday Inn Cleveland South 6001 Rockside Road, Independence (216) 524-8050/www.hirockside.com	45 100	1,000		In-house only	Corporate meetings, trade shows, banquets, weddings	360 overnight guestrooms, event planning, audio visual equipment-technical support	Tom Moore, vice president
4	Hilton Cleveland Downtown 100 Lakeside Ave. E., Cleveland (216) 413-5000/clevelanddowntown.hilton.com	42 (1) 96	1,240		In-house only	Fundraising galas, weddings, corporate events, bar/bat mitzvahs, holiday parties	Event planning, meeting planning, audio visual	Emily Wassink, Jaclyn Hererra, Melissa Szeghy, catering managers
5	Normandy Catering Inc. 30310 Palisades Parkway, Wickliffe (440) 585-5850/www.NormandyCatering.com	40 40	2,000	•	Cleveland, Ashtabula, Akron, Canton	Full service catering, deliveries, school food, corporate catering	Equipment rentals, tables, chairs, plates, flatware, event planning	James C. Carmigiano, CEO
6	Lago 1091 W. 10th St., Cleveland (216) 862-8065/lagoeastbank.com	40 NA	600	•	Cleveland proper and surrounding suburbs	Specializing in full service event catering and production with fine dining restaurant quality food	Event planning, lighting, design, decor, audio visual	Nicole Salerno, owner
7	Food for Thought Inc. 7574 St. Clair Ave., Mentor (440) 946-0383/foodforthought-ohio.com	40 40	250	•	Everything from Lorain to Youngstown to Ashtabula	Corporate, special occasion and drop off catering	Event planning, service staff	Bonnie J. Matthew, president, owner; Robert Hufgard, vice president, owner
8	Executive Caterers at Landerhaven 6111 Landerhaven Drive, Mayfield Heights (440) 449-0700/www.executivecaterers.com	30 50	10,000	•	Entire region; Cleveland Public Auditorium, English Oak Room	Weddings, bar/bat mitzvahs, corporate events, social parties, kosher catering	Event planning, wedding cakes, floral, decor, linens, lighting, audio visual	Harlan Diamond, president
9	Driftwood Catering 27840 Aurora Road, Solon (440) 567-2386/http://thedriftwoodgroup.com	30 150	5,000	•	All	Gourmet food, hospitality, unique menu design	Event planning, rental coordination	Chris Hodgson, owner
10	Caterology 23050 Miles Road, Bedford Heights (440) 836-4633/www.cater-ology.com	27 37	3,000	•	All	Corporate, weddings, special occasions, barbecue, on-site woodfired pizza	Event planning, consulting	Larry Moore George Vozary, owners
11	Tangier Banquets and Catering 532 W. Market St., Akron (330) 376-7171/www.thetangier.com	25 25	1,000	•	Summit County	Mediterranean cuisine	Event planning, private rooms, audio visual equipment	Angelica George, general manager
12	LaCentre Conference & Banquet Facility 25777 Detroit Road, Westlake (440) 250-2000/www.lacentre.com	15 35	800	•	Cuyahoga County	Multicultural events, wedding receptions, corporate, social and family events	Event planning, audio visual and lighting and decor options	Sarah Zoker, general manager
12	Marigold Catering 3901 Lakeside Ave. E., Suite 100, Cleveland (216) 566-5400/www.marigoldcatering.com	15 70	800	•	All	Weddings, benefits, life cycle events, intimate home parties	Event planning, rentals and serving staff	Joan E. Rosenthal, CEO, founder
14	Spice Catering 5800 Detroit Ave., Cleveland (216) 432-9090/http://spicecaters.com	15 35	400	•	All	Local, seasonal, outdoors, experiential dining	Event planning, consulting, rentals, staffing	Jess Edmonds, catering director Ben Bebenroth, chef
15	DoubleTree By Hilton Cleveland-South Independence 6200 Quarry Lane, Independence (216) 447-1300/clevelandsouth.doubletree.com	15 50	300		In-house only	Corporate and association events, weddings, reunions	Event planning, guest rooms, pool, audio visual, free parking	Jason Elo, general manager
16	Brennan's Catering and Banquet Center 13000 Triskett Road, Cleveland (216) 251-2131/BrennansCatering.com	12 12	1,000	•	Cuyahoga County	Weddings, luncheons, breakfasts, corporate and social events, barbecues, clambakes, holidays	Catering only	John Brennan Jr., president
17	Bubba's Q-World Famous Bar-B-Que and Catering 820 Center Road, Avon (440) 937-7859 x1/http://bubbasqdining.com	11 20	1,000	•	All	Barbecue, patented boneless ribs, corporate events, wedding rehearsals, birthdays, graduations	NA	Brittani Bo Baker, catering manager; Tammy Woodrum, catering supervisor
18	Old Carolina Barbecue Co. 5757 Mayfair Road, North Canton (330) 289-7046/http://oldcarolina.com	10 75	5,000	•	Within 30 miles of our locations	Weddings, meetings, parties, reunions, corporate events	Event planning	Brian Bailey, cofounder
19	Special Moments Catering 9127 State Route 14, Streetsboro (800) 562-0595/SpecialMomentsCatering.com	10 20	1,000	•	Cuyahoga, Summit, Lake, Geauga, Stark, Medina and Portage counties	Off-premise catering	Event planning, rentals, bartending	Stephen Kolar, owner
20	Hard Rock Rocksino Northfield Park 10777 Northfield Road, Northfield (220) 908-7771/hrrnp.com	10 992	500	•	20-mile radius	Corporate, social and networking events, trade shows, receptions, mixers, galas, conferences	Event planning, audio visual, lights, in-house production	Mark Birtha, president
21	Fire Food and Drink 13320 Shaker Square, Cleveland (216) 921-3473/firefoodanddrink.com	9 30	500	•	All	NA	Event planning	Douglas Katz, owner, executive chef
22	Crowne Plaza Cleveland at Playhouse Square 1260 Euclid Ave., Cleveland (216) 615-7500/crowneplaza.com/clvplayhousesq	8 90	320		In-house only	Customizable catering menus available for any event	On-site audio visual; dedicated on-site catering specialist and meetings director	Gayle Zdanowicz, director of sales
23	House of Blues 308 Euclid Ave., Cleveland (216) 274-3353/houseofblues.com/cleveland	8 58	250		In-house only	Customized menus available, focus on Southern-inspired dishes	Live entertainment, in-house audio visual	Scott Kapp, general manager
24	Michaud's Catering & Event Center 16808 Pearl Road, Strongsville (440) 238-7078/www.michaudscatering.com	6 8	2,000	•	Drop off - Cuyahoga and surrounding areas	Weddings, receptions, buffet, sit- down, family style, hors d'oeuvres, cater-out, take-out	Linens, uplighting, pub tables, audio visual, decorating, indoor/outdoor wedding site	Chuck Cooke Jr., head chef Donna Michaud, vice president Doris Cooke, sales manager
25	Hilton Garden Inn Cleveland Downtown and Gateway Conference Center 1100 Carnegie Ave., Cleveland (216) 658-6400/clevelanddowntown.gardeninn.com	6 55	400		In-house only	Corporate, social and nonprofit events; weddings	Event planning, audio visual, dedicated sales contact	Joel Hoffmaster, general manager
26	Stancato's 7380 State Road, Parma (440) 886-6242 x5/stancatos.com	5 NA	3,000	•	1.5-hour radius	Large variety of pasta, pizza, chicken, complete meals	Restaurant, lounge, pick up and private dining	Perry P. Stancato, president
27	Zack Bruell Events 1 Wade Oval Drive, Cleveland (216) 231-4600 x3372/zackbruellevents.com	5 10	600	•	Cuyahoga, Lake, Geauga and Summit counties	Chef Zack Bruell cuisine	Catering only	Zack E. Bruell, chef owner

THE LIST

Caterers

Ranked by full-time equivalent catering employees in Northeast Ohio

THIS YEAR	COMPANY	LOCAL STAFF 6-30-2018 CATERING/ TOTAL	SEATED GUESTS	OFFER OFF- SITE CATERING?	PARTS OF REGION SERVED	CATERING SPECIALTIES	OTHER SERVICES	TOP LOCAL EXECUTIVE
28	Del's Catering 472 Preserve Lane, Macedonia (216) 780-0723/www.delscatering.com	5 5	500	•	All	Corporate catering	Event planning, room transformation, cooking demonstrations	Del Stephens, chef, owner
29	La Fiesta & La Taqueria Catering 5115 Wilson Mills Road, Richmond Heights (440) 666-7234/lafiestacleveland.com	5 7	400	•	Cuyahoga County and south to Canton	Food truck, 200 person banquet room, corporate fajita/taco bars	12 foot projector, food truck, planning, table centerpieces	Brian Adkins, general manager
30	Catering by Verba's 5025 E. Mill Road, Broadview Heights (216) 749-6232/www.cateringbyverbas.com	4 4	1,000	•	Cuyahoga, Lorain, Lake, Geauga, Summit	Weddings, corporate events, carry out, concerts, off-premise events, chef-driven cuisine	Event planning, rentals, concerts	Joe Verba, president
31	Conference & Dining Services at LCCC 1005 N. Abbe Road, Elyria (440) 366-4100/lorainccc.edu/spitzer	4 4	400	•	Lorain County and surrounding areas	Weddings, social events, galas, external catering, meetings/ conferences, fundraisers	Technology and equipment rental, valet service, external/off-site meetings	Dean Johnson, manager
32	Sainato's at Rivergate 1852 Columbus Road, Cleveland (216) 772-4400/www.sainatosatrivergate.com	4 15	150	•	40 mile radius	Parties, corporate events	NA	Urvashi O'Toole, manager
33	Catering by Heinen's 4540 Richmond Road, Warrensville Heights (866) 475-2371/www.heinens.com	3 3	600	•	All	Off-premise catering, fully staffed events	Rentals, planning, floral, chefs, bartenders	Jeffrey Heinen, CEO
34	Pearl Flower Catering 1 Mt. Zion Circle, Oakwood Village (216) 798-8688/pearlflowercatering.com	3 4	500	•	Cleveland, Akron and surrounding areas	Full-service and delivery for corporate, wedding and social events	Catering only	Tiwanna Scott-Williams, chef, owner
35	The Ritz-Carlton Cleveland 1515 W. 3rd St., Cleveland (216) 623-1300/www.ritzcarlton.com/cleveland	3 190	420		In-house only	Sole caterer of The Silver Grille, kosher catering, wedding and social celebration event catering	Event planning, audio-visual	Yael Ron, general manager David Rabinsky, director of social catering
36	Pura Vida 170 Euclid Ave., Cleveland (216) 987-0100/https://puravidabybrandt.com	2.5	500	•	Cuyahoga, Lake, Lorain, Summit, Portage and Medina counties	Full service but specializing in vegetarian, vegan, gluten free cuisine	Restaurant and hospitality consulting	Brandt Evans, chef, owner
37	Delaware North 2401 Ontario St., Cleveland (216) 420-4002/www.delawarenorth.com	2 3	500		In-house only	Corporate and private events	Audio visual	Chris Miller, director, food and beverage
38	Embassy Suites by Hilton Cleveland Beachwood 3775 Park East Drive, Beachwood (216) 765-8066/www.embassybeachwood.com	1 NA	375		In-house only	Corporate meetings, weddings, bar and bat mitzvahs, social events	NA	Tulio S. Garonzi, director of sales and marketing Larry Rose

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

This list is not comprehensive. To submit your firm, visit bit.ly/2LiNalP

Companies with the same number of local full-time equivalent catering employees are then ranked by the maximum number of seated guests they can serve per event. Information is provided by the companies. Send all feedback to Chuck Soder: csoder@crain.com. Originally published Sept. 10, 2018. (1) Full-time only

THE LIST

Credit Unions

Ranked by Dec. 31, 2017 assets

		ASSETS (MILLIONS)		LOANS	SHARES & DEPOSITS	NUMBER		
THIS YEAR	CREDIT UNION	DEC. 31, 2017	DEC. 31, 2016	% CHANGE	(MILLIONS) DEC. 31, 2017	(MILLIONS) DEC. 31, 2017	OF	WHO CAN JOIN? (1)	TOP EXECUTIVE
1	Seven Seventeen Credit Union 3181 Larchmont Ave. NE, Warren (330) 372-8100/www.sscu.net	\$976.0	\$916.9	6.4%	\$813.1	\$810.5	79,661	All who live, work, worship or attend school in Trumbull, Mahoning, Columbiana, Portage, Summit or Stark counties	Gary Soukenik president, CEO
2	Century Federal Credit Union 1240 E. 9th St., Suite 719, Cleveland (216) 535-3200/www.cenfedcu.org	\$385.9	\$375.3	2.8%	\$259.6	\$335.9	26,116	Employees of federal agencies and select Northeast Ohio organizations (any organization may join)	Sharon L. Churchill president, CEO
3	Firefighters Community Credit Union 4664 E. 71 St., Cuyahoga Heights (216) 621-4644/www.ffcommunity.com	\$248.7	\$242.5	2.6%	\$181.5	\$221.2	32,890	All who live, work, worship or attend school in Cuyahoga, Geauga, Lake, Lorain, Medina, Portage and Summit counties	Ben Laurendeau president, CEO
4	Cardinal Credit Union 8500 Westport Drive, Mentor (440) 266-2200/www.cardinalcu.com	\$244.1	\$243.1	0.4%	\$185.8	\$212.5	33,483	All who live, work, worship or attend school in Cuyahoga, Lake, Geauga, Ashtabula, Portage, Summit, Mahoning, Trumbull and Columbiana counties	Christine Blake president, CEO
5	CSE Federal Credit Union 1380 Market Ave. N., Canton (330) 452-9801/www.csefcu.com	\$233.7	\$225.9	3.5%	\$158.7	\$208.2	42,367	All who live, work, worship or attend school in Stark County	R. Stanley Barnes president, CEO
6	GenFed Financial Credit Union 2492 Wedgewood Drive, Suite B, Akron (330) 784-5451/www.genfed.com	\$230.5	\$230.9	-0.2%	\$152.6	\$191.9	24,410	All who live, work, worship, attend school or volunteer in Lorain, Summit, Erie, Medina and (excluding volunteers) Cuyahoga and Portage counties; employees of various companies	Joyce R. Jones president, CEO
7	VacationLand Federal Credit Union 2911 Hayes Ave., Sandusky (419) 625-9025/www.vlfcu.org	\$215.2	\$203.0	6.0%	\$146.5	\$170.2	18,847	All who live, work, worship or attend school in Erie County and employees of certain school districts in Huron County	Bryan P. Myers CEO
8	Firestone Federal Credit Union 31 Hanna Parkway, Akron (234) 352-1100/www.fofcu.com	\$207.4	\$205.1	1.2%	\$30.7	\$171.5	10,051	Bridgestone/Firestone employees	Wayne A. Chapman president, CEO
9	Lormet Community Federal Credit Union (2) 2051 Cooper Foster Park Road, Amherst (440) 960-6600/www.lormet.com	\$181.3	\$153.4	18.1%	\$121.7	\$161.1	21,759	All who live, work, worship, or attend school in Lorain County	Daniel R. Cwalina president, CEO
10	Ohio Catholic Federal Credit Union 13623 Rockside Road, Garfield Heights (888) 696-4462/www.ohiocatholicfcu.com	\$166.5	\$160.4	3.8%	\$119.1	\$140.9	13,819	Anyone connected with the Catholic Diocese in Ohio; Diocesan parishes, schools or organizations; or the Ohio Catholic Foundation	Todd R. Turner CEO

		ASSETS	(MILLIONS)		LOANS	SHARES & DEPOSITS	NUMBER		
THIS YEAR	CREDIT UNION	DEC. 31, 2017	DEC. 31, 2016	% CHANGE	(MILLIONS)	(MILLIONS) DEC. 31, 2017	OF	WHO CAN JOIN? (1)	TOP EXECUTIVE
11	BFG Federal Credit Union 445 S. Main St., Akron (330) 374-2990/www.bfgfcu.org	\$150.2	\$151.2	-0.6%	\$88.8	\$136.9	26,435	All who live, work, worship, volunteer or attend school in Summit County	Michael J. Owens president, CEO
12	Best Reward Credit Union (2) 5681 Smith Road, Brook Park (216) 367-8000/www.bestrewardcu.coop	\$147.0	\$149.5	-1.6%	\$33.3	\$99.0	13,215	All who live, work, worship or attend school in Cuyahoga, Lake, Geauga, Medina, Summit, Lorain and Portage counties	John J. Shirilla president, CEO
13	PSE Credit Union Inc. 5225 Regency Drive, Parma (440) 843-8300/www.psecreditunion.org	\$131.3	\$128.0	2.6%	\$70.0	\$119.4	19,078	All who live, work, worship or attend school in Cuyahoga or Medina counties	Joseph C. Anderson president, CEO
14	Associated School Employees Credit Union 1690 S. Canfield Niles Road, Youngstown (330) 792-4000/www.asecu.com	\$131.2	\$129.2	1.5%	\$84.8	\$116.0	13,564	All who live, work, worship or attend school in Mahoning, Trumbull or Columbiana counties	Michael Kurish president, CEO
15	Ohio Educational Credit Union 4141 Rockside Road, Suite 400, Seven Hills (216) 621-6296/www.ohecu.com	\$128.7	\$128.0	0.6%	\$98.4	\$116.5	17,599	Employees, students and alumni of any school or college in Ohio	Jerome R. Valco CEO
16	Towpath Credit Union 2969 Smith Road, Akron (330) 664-4700/www.towpathcu.com	\$127.0	\$122.0	4.1%	\$75.5	\$111.0	22,000	All who live, work, worship or attend school in Akron, Fairlawn, Cuyahoga Falls, Bath, Copley township or Richfield township	Rose Bartolomucci president, CEO
17	Stark Federal Credit Union (2) 4100 Dressler Road NW, Canton (330) 493-8325/www.starkcu.org	\$124.5	\$121.2	2.8%	\$59.0	\$110.6	14,098	All who live, work, worship or attend school in Stark or Carroll counties	Nino J. Gemma president, CEO
18	Lakeview Federal Credit Union 2909 State Road, Ashtabula (440) 998-2707/www.lakeviewfcu.com	\$96.7	\$95.8	0.9%	\$49.3	\$84.8	8,545	All who live, work or worship in Ashtabula County	Sherry S. Cornell president, CEO
19	Cleveland Selfreliance Federal Credit Union 6108 State Road, Parma (440) 884-9111/www.clevelandselfreliance.com	\$88.7	\$89.1	-0.5%	\$24.9	\$73.0	3,582	Members of the Ukrainian American community	Orest Liscynesky treasurer, manager
20	Golden Circle Credit Union 4118 Lincolnway E., Massillon (330) 479-3130/http://goldencirclecu.com	\$87.6	\$88.4	-0.9%	\$54.7	\$72.9	10,000	All who live, work, attend school or worship in Stark County	Jeffrey J. McClain CEO
21	Community One Credit Union of Ohio (2) 6583 Frank Ave. NW, North Canton (330) 305-3050/www.c1cu.com	\$83.0	\$73.3	13.3%	\$38.0	\$76.0	9,359	All who live, work, worship or attend school in Stark County	Evelyn L. Canterbur president, CEO
22	Medina County Federal Credit Union (2) 1353 Reimer Road, Wadsworth (330) 334-1023/www.medfed.com	\$77.8	\$73.1	6.4%	\$33.7	\$69.2	8,961	All who live, work, worship or educate in Medina County	Pete Grimm president
23	Community First (2) 2043 E. Prospect Road, Ashtabula (440) 997-5919/http://cfcua.com	\$75.8	\$75.2	0.9%	\$31.7	\$64.2	5,603	All who live, work, worship or attend school in Ashtabula County	Mark DeGeorge CEO

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)

Get all 37 credit unions in Excel and more executive names. Become a Data Member: CrainsCleveland.com/data Information is supplied by the companies unless footnoted. Send feedback to Chuck Soder: csoder@crain.com. Originally published March 5, 2018.

(1) Family members of individuals in these groups are often eligible to join. (2) Source: www.ncua.gov and company website

THE LIST

Data Center Companies Ranked by square feet of data center space in Northeast Ohio

THIS YEAR	NAME	LOCAL DATA CENTER SPACE (SQUARE FEET)	LOCAL STAFF (FULL TIME) 5-1-2018	# OF DATA CENTERS LOCAL/ TOTAL	YEAR LOCAL DATA CENTERS OPENED	OTHER OHIO LOCATIONS	SERVICES	TOP LOCAL EXECUTIVE
1	H5 Data Centers 1425 Rockwell Ave., Cleveland 44114 (440) 732-1011/http://h5datacenters.com	184,500 (1)	15	1 12	2013	Cincinnati	Colocation, wholesale, build to suit, turn key data center offerings	Mark Rau, director Jeremy Lavelle, facility manager
2	Expedient 15248 NEO Parkway, Garfield Heights 44128 (216) 373-8500/www.expedient.com	40,000	41	2 11	2007; 2009; 2015	Upper Arlington, Dublin	Infrastructure as a service, cloud services, disaster recovery, colocation; managed services, remote backups, storage area network	David Saliba, vice president
3	BlueBridge Networks 1255 Euclid Ave., Cleveland 44115 (216) 621-2583/www.bluebridgenetworks.com	40,000	18	2 5	2004 (Cleveland)	Cleveland, Mayfield Heights, Columbus	Cloud computing, hosting, collocation, migration, managed services, storage, backups, replication and managed security	Kevin J. Goodman, managing director, partner
4	LightSpeed Hosting 387 Medina Road, Suite 200, Medina 44256 (888) 929-9639/www.lightspeedhosting.com	33,600	4	2 2	2015 (Medina), 2018 (Valley City)	Valley City	Cloud server, colocation, VoIP, fiber internet, desktop virtualization, mining colocation	Joshua Benjamin Holmes, CEO Mark Hogan, CIO
5	Involta LLC P.O. Box 2133, Akron 44309 (330) 752-7163/www.involta.com	32,100	100	4 15	2001 (Youngstown), 2012, 2016 (Akron), 2017 (Independence)	NA	Colocation, private cloud, hybrid cloud, IT consulting, managed services	Tom Lang, data center manager
6	SecureData 365 4726 Hills and Dales Road NW, Canton 44708 (888) 912-3282/www.securedata365.com	28,000 (1)	18	2 2	2009 (Canton); 2015 (Cleveland)	NA	Technology and cloud computing services including colocation, disaster recovery, backup services, managed virtual servers/desktops	Ernie Blood, CEO
7	DataBank 1255 Euclid Ave., Suite 200, Cleveland 44115 (800) 840-7533/www.databank.com	20,000	23	1 16	2017	NA	Colocation, connectivity, cloud and hybrid solutions, managed services, compliance and security services	Aaron Noviski, senior director
8	vXchnge Cleveland Data Center 200 Prospect Ave., Cleveland 44113 (216) 302-2108/www.vxchnge.com	14,000	10	1 14	2013	NA	Remote hands, roof right access, 24x7x365 onsite techs, compliance certificates, hybrid cloud	Jeff Strogin, site manager
9	Mango Bay Internet 1277 E. Schaaf Road, Brooklyn Heights 44131 (216) 335-9255/www.MangoBay.com	5,000	10	1	2000	NA	Colocation, cloud servers, web design, hosting, SEO, internet marketing, security, DSL, fiber internet, managed services	Alan "A.J." Jacubenta, president, owner
10	Enterprise Data Solutions Inc. 1717 Superior Ave., Cleveland 44114 (216) 781-0575/www.edsi.us.com	3,000	21	1	2002	NA	Managed hosting, cloud services, virtual servers, backup, disaster recovery, professional services	Patrick Connor, president
11	Bay Pointe Tech Services 2662 Brecksville Road, Richfield 44286 (800) 746-1420/http://baypointetechnology.com	1,500	11	1 1	2013	NA	Infrastructure as a service, disaster recovery, colocation, private and hybrid cloud, flexible space options, managed services	Sheryl L. Wilson, president

RESEARCHED BY CHUCK SODER (CSODER@CRAIN.COM)



This index does not include direct

1 EDI Source Inc. 96 1-888-OHIOCOMP 45
-000-UNIOCUMP 43
x+ Solutions 37 x. Schulman Inc. (LyondellBasell) 40
AAA Advanced Plumbing & Drain 107
AB Bernstein 12 Abington Foundation 68
Abington Foundation 68 Accurate Staffing Inc. 100, 114
The Adcom Group Inc. 101
Advance Capital Management 11
ECOM 89, 91 hola Human Capital Management 45
he A. I. Root Company
Root Candles) 45
AKHIA 101 Akron Children's Hospital 30, 34, 48
Akron Community Foundation 67
kron Public Schools 30, 34
Akron Zoological Park 62 The Albert M. Higley Co. 39, 78
Alco-Chem Inc. 45
Aleris 38, 99
Alexander Mann Solutions Corp. 100 Align Capital Partners 14
llegro Real Estate
rokers & Advisors 36
Alliance Community Hospital 49 Alliance Solutions Group 37, 100
Allos Ventures 37, 100
Alpha Group Agency Inc. 94
Altenheim Senior Living 50, 60
Althans Insurance Agency Inc. 94 American Electric Power Co. 42
American Financial Group Inc. 42
American Greetings 43
American Medical Personnel Inc. 100 American Ring 45
Amin, Turocy & Watson LLP 87
Amotec Inc. 100
Ancora 12, 36 The Anderson-DuBose Co. 38, 114
Andover Bancorp Inc. 36, 114
Andover Bank 8
Andrews Osborne Academy 71 Angstrom Graphics 44, 101
Angstrom Graphics 44, 101 Anna Maria of Aurora 50
Aon 94
Apex Dermatology and Skin Surgery Center 114
Skin Surgery Center 114 Apple Creek Banking Co. 9
Apple Growth Partners 92
Applied Industrial
Technologies Inc. 40, 42 Apteryx Inc. 97
Aqua Doc 37
ARC Document Solutions 101
ArcelorMittal 30, 35, 98 Archbishop Hoban High School 70
Area Temps Inc. 44, 100
Arisdyne Systems Inc. 43
Arkinetics Inc. Architects - Urbanists 90
Arthur J. Gallagher & Co. 94
ortiFlex Manufacturing LLC 99
ortWall 36 Ashland University 68
shland University 68 shtabula County Medical Center 48
ASM International 62
SMGi 36
Associated Materials Inc. 32, 38, 98 Associated School Employees
Credit Union 123
Associated Software
Consultants Inc. 97
Assured Partners of Ohio 94 ASW Global LLC 114
Athersys Inc. 41
Atlantic Food Distributors 44
Atlantis Capital Management 13
AtriCure Inc. 43 Aultman Health Foundation 30
Aultman Hospital 48
Aurum Wealth Management 11
The Austin Co. 39, 90, 91 Automated Packaging
Systems Inc. 34, 39, 98
Automation Tool and Die 45
Avalution Consulting LLC 37
Avantia Inc. 36, 107 Avery Dennison 32, 98
Avon Brewing Co. 118
Avon Hospital 48
В
<i>)</i>
Babcock & Wilcox 34, 43

tories.	
Dalor 9 Hostotlar II D	20 05
Baker & Hostetler LLP BalancePoint Staffing Inc.	38, 85 100
Baldwin Wallace University	69
The Bank of Magnolia Co. BankUnited N.A.	9 16
Banyan Technology	36, 96
Barberton Community Foundation Barnes Wendling CPAs Inc.	n 67 92
Battelle Memorial Institute	43
Baumgarten & Co. LLP CPA Bay Pointe Tech Services	93 123
BDI Worldwide	38
BDO Beaumont School	92, 94 70
Beauty Shoppe Seymour Building	
Beese Fulmer Private Wealth Management	13
Belcan Technical Services	100
Bellwether Enterprise Real Estate Capital LLC	e 36
Bendix Commercial Vehicle	30
Systems LLC Rendix Spicer Foundation Proke L	38, 43 LC 43
Bendix Spicer Foundation Brake L Benedictine High School	70
Benesch Benjamin Rose Institute on Aging	39, 85 60
Bent Ladder	119
Bertec Corp.	43
Best Reward Credit Union Beverage Distributors Inc.	123 44
BFG Federal Credit Union	123
Bialosky Cleveland Big Lots Inc.	37, 89 42
Blackburn OEM Wheel Solutions	37
Blue Point Capital Partners BlueBridge Networks	14 123
Bober, Markey, Fedorovich & Co.	92
Bonezzi Switzer Polito &	07
Hupp Co. LPA Boss Dog Brewing Co.	87 119
Bostwick Design Partnership	89
The Bottlehouse Brewing Co. Bowling Green State	118
University - Firelands	69
Boyd Watterson Asset Management LLC	12
BrandMuscle	96
Braun & Steidl Architects Inc., a Studio of Prime AE Group	90
Brennan's Catering and	30
Banquet Center Brennan, Manna & Diamond	121 85
Brethren Care Village	50
The Brew Kettle Taproom and Smokehouse	118
The Brew Mentor	120
Brewster & Brewster Inc.	94
Briar Hill Health Care Residence Brick and Barrel	50 119
Bricker & Eckler LLP	89
Bridgestone Americas Inc. 32, Broadleaf Partners LLC	34, 98 13
Brokaw	101
Brookdale Westlake Village Retirement Community	50
Brouse McDowell LPA	85
Brunswick Insurance Cos. Bubba's Q-World Famous	45
Bar-B-Que and Catering	121
Buccia Vineyard	120
Buckeye Community Bank Buckingham, Doolittle &	9
Burroughs LLC	85
Buckley King LPA Budget Dumpster	85 36
Burgess & Niple	91
Burns White Burton D. Morgan Foundation	89 67
Butcher and the Brewer	118
BuyerQuest Inc. BWX Technologies Inc. 32,	96 34, 98
Byline Bank	16
С	
C.C. Hodgson Architectural Group	90
The Cafaro Co.	44
Calfee, Halter & Griswold LLP Cana Valley Winery LLC	85 120
Canal Holdings LLC	14
Canton Brewing Co. CapitalWorks LLC	118 14
CAPTRUST	11
Car Parts Warehouse Cardinal Credit Union	39, 44 122
Cardinal Health Inc.	42
CardinalCommerce CardioInsight Technologies Inc.	96 43
Carnegie Investment Counsel	12, 37
The Carter Lumber Co. Carver Financial Services Inc.	38 37
Car vor i ir iai iciai Jei vices II IC.	5/

7			
Case Alumni Foundation Case Western Reserve Unive	arcity	67 30,	Conve
35, 43, 68	il Silly	50,	Const
Catering by Heinen's		122	Core
Catering by Verba's Caterology		122 121	Corne Corne
Catholic Charities, Diocese o	f	60	Corne
Cleveland Cavitch Familo & Durkin Co. L	.PA	60 85	Cornv Corpu
CBIZ Inc.	41, 92	2, 94	Corrig
CBIZ Retirement Plan Adviso Services	ıy	11	Cortla Cortla
CBLH Design Inc.		90	Covel
CDM Smith Inc. Cedar Fair LP	40	91 0, 42	Cover Covia
Celtic Bank Corp.	ı	16	(form
The Centers for Families and Children & Circle Health Serv		60	CPI-HI Crafte
Central Catholic High School		70	Creat
Century Federal Credit Unior CFBank NA	1	122 8	Cres (Cresc
Chagrin Valley Engineering L		91	Crimo
Champion Personnel System Channel Products	ı Inc.	100 37	Crista Crogh
Chapman & Chapman Inc.		94	Crowe
Char and Chuck Fowler Famil Foundation	ly	67	Crowr Crowr
Charles River Laboratories		33	Playh
Chase Properties The Chelko Consulting Group	1	14 95	CSE F
Chemed Corp.		42	CT Lo
Chemical Bank Cherry Road Winery	{	8, 16 120	Custo Custo
CHN Housing Partners		60	Cuyal
Christian Community School Christian Healthcare Ministri		71 60	Colleg Cuyal
Cincinnati Children's Hospita		00	Cuyal
Medical Center Cincinnati Financial Corp.		43 42	Cuyah Cyner
Cinecraft Productions Inc.		45	Cypric
Cintas Corp. Citizens Bank		42 8, 16	D
City Architecture Inc.	(90	D&D
City of Akron		2, 34	D&S A
City of Cleveland Ciuni & Panichi Inc.	30	0, 35 92	Resty D'Am
Civista Bancshares Inc.		41	Dakot
Civista Bank Clark-Reliance Corp.		8 99	Dana Danie
CLE Urban Winery		120	Data-
CleanLife Energy The Cleveland Brewery		36 119	DataE Dave's
Cleveland Bricks		36	The D
Cleveland Browns Cleveland Cavaliers		38 39	Davis Day K
Cleveland Central Catholic		70	Deaco
High School Cleveland Clinic 30, 34	1, 35, 43	70 3, 48	The D Debor
Cleveland Clinic Akron Gener			Deer's
Hospital Cleveland Electric Laborator	ies	48 45	Del's (Delaw
Cleveland Foundation		67	Deloit
Cleveland Heights-University City School District		ts 3, 35	Demn DeSal
Cleveland Indians Baseball C	О.	39	Devic
Cleveland International Fund Cleveland Metropolitan	Lta.	14	Diamo Diebo
School District		0, 35	DiGer
The Cleveland Museum of Al Cleveland Museum of Natura		60	Digita Digita
History		60	Dilett
Cleveland Selfreliance Feder Credit Union	al	123	Dimit Dingu
Cleveland Sight Center	00.0	62	Direct
Cleveland State University Cleveland-Cliffs Inc.	32, 35 40	5, 68 0, 42	Direct Direct
CliftonLarsonAllen LLP		92	Disco
CM Wealth Advisors Inc. CNB Bank (ERIEBANK)	8	11 8, 16	Dix & I DLR G
Cohen & Co.	3	7, 92	Lesko
Coleman Professional Servic College Now Greater Clevela		60 62	DLZ Dollar
The College of Wooster		69	Domir
Collision Bend Color 3 Embroidery Inc.		118 36	Domo Donle
Commercial & Savings Bank		9	Dorsk
Community First Community Foundation of		123	Doubl Cleve
Lorain County		67	Drape
Community One Credit Unior of Ohio	1	123	Driftw Drum
Community West Foundation	า	67	DS Ar
Compass Self Storage COMS Interactive LLC		36 96	DS Be
Concordia at Sumner		50	Duke
Conduent Conference & Dining Service	S	94	Dworl
at LCCC	J	122	E
Conneaut Savings Bank Constantino's Markets		10 45	E&H F E.F. Bo
Consumers Bancorp Inc.		41	e2b to
Consumers National Bank	8	8, 16	Early

67	Convergys Corp. (Synnex Corp.)	42
30,	Cook Paving and	
		114
122	CoreNetwork Fund	14
122 121	Cornerstone Capital Advisors Cornerstone Christian Academy	11 71
121	Cornerstone Wealth Management	11
60	Cornwell Quality Tools Co.	39
85	Corpus LLC	79
, 94	Corrigan Krause	92
11	Cortland Bancorp Cortland Savings and Banking Co.	41 8
90	Covelli Enterprises Inc. 33, 35	
91	Coventry League Capital Partners	14
, 42	Covia Holdings	
16	,	, 42
60	CPI-HR Crafted Artisan Mandan	94 119
60 70	Crafted Artisan Meadery Creative Benefit Strategies	95
122	Cres Cor	44
8	Crescendo Commercial Realty	36
91	Crimcheck	37
100 37	Cristal USA Inc.	99
94	Croghan Colonial Bank Crowe LLP	93
J 1	Crown Equipment Corp.	43
67	Crowne Plaza Cleveland at	
33	/	121
14 95		122
95 42	CT Consultants Inc. CT Logistics	91 97
, 16	Custom Rubber Corp.	45
120	Customers Bank '	16
60	Cuyahoga Community	CC
71 60	College 32, 35 Cuyahoga County 30	, 68
00	Cuyahoga County Public Library	35
43	Cuyahoga Valley Christian Academy	70
42	Cynergies Consulting Inc.	107
45	Cyprium Investment Partners LLC	14
42 , 16	D	
90	D & D Smith Winery	120
, 34	D&S Automotive Collision and	
, 35	Restyling	45
92	D'Amore Tatman Group LLC	93
41 8	Dakota Software Dana Inc. 42	96 , 43
99	Daniel's Amish Collection	37
120	Data-Basics Inc.	96
36		123
119	Dave's Supermarkets 33, 35	
36 38	The Davey Tree Expert Co. Davis & Young	38 89
39	Day Ketterer Ltd.	85
	Deaconess Foundation	68
70	The Dealership	79
, 48	,	119 119
48		122
45		122
67	Deloitte LLP and its subsidiaries	92
S	Demming Financial Services Corp.	11
, 35 39	DeSales Associates Devicor Medical Products Inc.	95 43
14	Diamond Innovations Inc.	43
	Diebold Nixdorf 32, 34, 40	
, 35	DiGeronimo Companies 38	, 44
60	Digital Print Solutions	37
60	DigitalC Diletto Winery	79 120
00	Dimit Architects	90
123	Dingus & Daga Inc.	93
62	Direct Opinions	101
, 68	Direct Recruiters Inc. 37, 3	
, 42 92	Directional Aviation Discount Drug Mart Inc. 30, 35, 38	38
11		101
. 16	DLR Group Westlake Reed	
, 92	Leskosky 89	, 91
60 62	DLZ 45, 91, 3	
69	Dollar Bank FSB Dominion Energy Ohio	10 32
118	Domokur Architects	90
36	Donley's Inc. 39, 44	, 78
9	Dorsky + Yue International	90
123	DoubleTree By Hilton Cleveland-South Independence	121
67	Draper Triangle Ventures	14
	Driftwood Catering :	121
123	Drummond Road Capital	14
67 26	DS Architecture	89
36 96	DS Benefits Group DSW Inc.	94 42
50		101
94	Dworken & Bernstein Co. LPA	87
100	E	
122 10		44
45	E&H Hardware Group E.F. Boyd & Son Inc.	44 114
41	e2b teknologies Inc.	96
, 16	Early Stage Partners LP	14

East Manufacturing Corp. 4		
	1	no
Totan 22 25 40 42 4		
Eaton 32, 35, 40, 42, 43		
Eaton Charitable Fund		67
Echo Health		37
Edgewater Capital Partners		14
Eliza Bryant Village		62
Eliza Jennings		60
Elizabeth Park Capital Management		13
Elk & Elk		87
Elyria Catholic High School		70
Embassy Suites by Hilton		
Cleveland Beachwood	1	22
	Т	44
Emerald Development & Economic		
Network (EDEN) Inc.		60
Emerald Resource Group	1	00
Emerson Climate Technologies Inc.		43
Energy Focus Inc.		41
Enterprise Data Solutions Inc.	1	23
Environmental Design Group		91
Ernst & Young LLP 32, 35		
		43
Ethicon Endo-Surgery Inc.		
Euclid City School District		35
Euclid Hospital		49
Euthenics inc.		91
Eva L. and Joseph M. Bruening		J_
		~~
Foundation		68
Event Source		36
Evergreen Cooperative Laundry Inc.	1	14
Evergreen Industrial Batteries	_	36
	-	
EverStaff International		00
Evolution Capital Partners LLC		14
Executive Caterers at Landerhaven	1	21
Expedient		23
•	_	36
Exscape Designs		30
F		
Fairmount Santrol Foundation		68
Fairport Asset Management		11
Fairview Hospital		48
Fairway Wealth Management LLC		11
Falls Communications	1	01
Famous Enterprises Inc. 38	R.	44
Farmers National Banc Corp.		41
Farmers National Bank of Canfield		8
Farmers Savings Bank		8
Farmers State Bank		9
Fat Head's Brewery	1	18
Fathom		01
Fay Sharpe LLP		85
The Fedeli Group		94
The Federal Metal Co.		45
Federal Reserve Bank of		
	_	~-
Cleveland 3:	3,	35
Cleveland 3: FedEx Custom Critical Inc.	3,	35 34
FedEx Custom Critical Inc.		34
FedEx Custom Critical Inc. Feisty Brood Meadery	1	34 20
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc.	1	34 20 96
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc.	1	34 20 96 43
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante	1	34 20 96 43 19
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc.	1	34 20 96 43 19
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42	1 2,	34 20 96 43 19 43
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 43 Fifth Third Bancorp	1 1 2,	34 20 96 43 19 43 42
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. Fifth Third Bancorp Fifth Third Bank	1 2, 8,	34 20 96 43 19 43 42 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 43 Fifth Third Bancorp Fifth Third Bank Findley	1 2, 8,	34 20 96 43 19 43 42 16 94
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink	1 2, 8,	34 20 96 43 19 43 42 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink	1 2, 8,	34 20 96 43 19 43 42 16 94
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 47 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community	1 2, 8,	34 20 96 43 19 43 42 16 94 21
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21 22 48
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union	1 2, 8, 1	34 20 96 43 19 42 16 94 21 22 48 22
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21 22 48
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain	1 2, 8, 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment	1 2, 8, 1 1 8,	34 20 96 43 19 43 21 22 48 22 16 16 10
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc.	1 2, 8, 1 1 8,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 10 10
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp	1 2, 8, 1 1 8,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 16 10 10
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank	1 2, 8, 1 1 8,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 16 10 10 13 42 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp	1 2, 8, 1 1 8,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 16 10 10
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank	1 2, 8, 1 1 8,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 10 10 13 42 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue	1 2, 8, 1 1 8,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 10 10 13 42 16 99 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania	1 1 2, 8, 1 1 1 8,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 16 10 10 13 42 16 98 8
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc.	1 12, 8, 1 1 18,	34 20 96 43 19 42 16 94 21 22 48 22 16 10 10 13 42 16 16 16 19 43 43 43 44 45 45 46 46 46 46 46 46 46 46 46 46 46 46 46
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania	1 12, 8, 1 1 18,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 16 10 10 13 42 16 98 8
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank	1 12, 8, 1 1 18,	34 20 96 43 19 42 16 94 21 22 48 22 16 10 10 13 42 16 16 16 19 43 43 43 44 45 45 46 46 46 46 46 46 46 46 46 46 46 46 46
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc.	1 1,22, 8, 1 1 1,1 1,8,	34 20 96 43 19 42 16 94 21 22 42 21 16 10 10 13 42 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. First Energy Corp. 30, 34, 35, 44	1 1, 2, 8, 1 1 1, 1, 8, 0, 0, 0, 0, 0, 0, 0	34 20 96 43 19 42 16 94 21 22 48 22 16 10 10 13 43 16 43 16 43 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips	1 1, 1, 2, 8, 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16 10 10 13 43 16 43 16 43 16 43 16 43 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Lakewood First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 49 Fisher Phillips Fit Technologies 37, 107,	1 1, 1, 2, 8, 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16 10 10 13 43 16 43 16 43 16 43 16 43 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Lakewood First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 49 Fisher Phillips Fit Technologies 37, 107,	1 1, 1, 2, 8, 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16 10 10 13 43 16 43 16 43 16 43 16 43 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First OBank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services	1 1 1 2, 8, 1 1 1 1 8,	34 20 96 43 19 43 42 16 94 21 22 48 22 16 10 10 11 16 16 43 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc.	1 1, 1, 2, 8, 1 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1	34 20 96 43 19 43 42 16 94 21 22 48 22 16 10 10 11 34 16 43 16 43 16 43 16 43 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1.	1 1, 1, 2, 8, 1 1, 1, 1, 8, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,	34 20 96 43 19 43 42 16 94 2 2 48 22 16 10 10 13 42 16 43 16 43 16 43 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 14 Fleet Response	1 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1	34 20 96 43 19 42 16 10 10 13 16 16 16 16 16 17 18 18 19 19 19 19 19 19 19 19 19 19 19 19 19
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1.	1 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1	34 20 96 43 19 43 42 16 94 2 2 48 22 16 10 10 13 42 16 43 16 43 16 43 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. First Energy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1- Fleet Response Food for Thought Inc.	1 12, 8, 1 1 1 8, 1 1 1 1 1 1 1 1 1 1 1 1 1	34 20 96 43 19 43 42 16 16 10 10 11 16 16 16 16 16 17 18 18 19 19 19 19 19 19 19 19 19 19 19 19 19
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1- Fleet Response Food for Thought Inc. Ford Motor Co. 30, 35	1 12, 8, 1 1 1 8, 1 1 1 1 1 1 1 1 1 1 1 1 1	34 20 96 43 19 43 42 16 16 10 10 11 16 16 16 16 16 17 18 18 19 19 19 19 19 19 19 19 19 19 19 19 19
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1- Fleet Response Food for Thought Inc. Ford Motor Co. 30, 33, 35 Forest City Realty	1 1, 1, 2, 8, 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	34 20 96 43 19 42 16 16 10 10 13 21 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 4: Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. First Utah Bank First Western SBLC Inc. First Energy Corp. 30, 34, 35, 44 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flaeshstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 3: Forest City Realty Trust Inc. (Brookfield) 44	1 1, 2, 8, 1 1 1 1, 1 1, 1 1, 1 1, 1 1,	34 20 43 19 44 21 22 48 22 16 10 10 13 42 16 16 28 14 36 77 45 18 42 16 16 28 14 36 77 45 18 42 18 18 42 18 42 18 18 42 18 42 18 18 18 18 18 18 18 18 18 18 18 18 18
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 44 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 33 Forest City Realty Trust Inc. (Brookfield) 44 FormFire LLC	1 1, 2, 8, 1 1 1 1, 1 1, 1 1, 1 1, 1 1,	34 20 96 43 19 42 16 16 10 10 13 21 16 16 16 16 16 16 16 16 16 16 16 16 16
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 42 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 44 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 33 Forest City Realty Trust Inc. (Brookfield) 44 FormFire LLC	1 1, 2, 8, 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	34 20 43 19 44 21 22 48 22 16 10 10 13 42 16 16 28 14 36 77 45 18 42 16 16 28 14 36 77 45 18 42 18 18 42 18 42 18 18 42 18 42 18 18 18 18 18 18 18 18 18 18 18 18 18
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 33 Forest City Realty Trust Inc. (Brookfield) 46 FormFire LLC Fortney & Weygandt Inc.	1 1 2, 8, 1 1 1 8, 1 1 5, 0, 1 1 4, 1 5, 0,	34 20 43 19 44 26 16 10 10 13 21 61 61 62 81 43 67 79 45 18 42 61 61 62 81 63 67 68 68 68 68 68 68 68 68 68 68 68 68 68
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First OBank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 41 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 33 Forest City Realty Trust Inc. (Brookfield) 44 FormFire LLC Fortney & Weygandt Inc. Foundation Software 37, 44	1 1 ₂ , 8, 1 1 8, 1 1, 15, 0, 4,	34 20 43 19 44 26 16 10 10 13 21 61 61 62 81 43 67 79 45 18 49 69 69 69 69 69 69 69 69 69 69 69 69 69
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First OBank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 33 Forest City Realty Trust Inc. (Brookfield) 46 FormFire LLC Fortney & Weygandt Inc. Foundation Software 37, 44 Four-Fifteen Group	1 1, 1, 2, 8, 1 1 1, 8, 1 1, 1 1, 1 1, 1	34 29 43 19 44 26 16 10 10 13 21 61 61 62 81 46 67 79 45 18 49 69 69 69 69 69 69 69 69 69 69 69 69 69
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Western SBLC Inc. First Western SBLC Inc. Firstenergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 33 Forest City Realty Trust Inc. (Brookfield) 46 FormFire LLC Fortney & Weygandt Inc. Foundation Software 37, 45 Four-Fifteen Group Fox Enterprise Services	1 1, 1, 2, 8, 1 1 1, 8, 1 1, 1 1, 1 1, 1	34 29 43 19 44 26 16 10 10 13 21 61 61 62 81 46 67 79 45 18 49 69 69 69 69 69 69 69 69 69 69 69 69 69
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Savings and Loan Association of Lorain First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First OBank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 33 Forest City Realty Trust Inc. (Brookfield) 46 FormFire LLC Fortney & Weygandt Inc. Foundation Software 37, 44 Four-Fifteen Group	1 1, 1, 2, 8, 1 1 1, 8, 1 1, 1 1, 1 1, 1	34 29 43 19 44 26 16 10 10 13 21 61 61 62 81 46 67 79 45 18 49 69 69 69 69 69 69 69 69 69 69 69 69 69
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Lakewood First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 3: Forest City Realty Trust Inc. (Brookfield) 46 FormFire LLC Fortney & Weygandt Inc. Foundation Software 37, 4- Four-Fifteen Group Fox Enterprise Services FrameCo	1 1, 1, 2, 8, 1 1 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1	34 20 43 19 44 26 16 10 10 13 26 16 27 45 28 28 28 29 46 16 20 47 45 29 46 16 29 47 45 29 46 16 29 47 47 47 47 47 47 47 47 47 47 47 47 47
FedEx Custom Critical Inc. Feisty Brood Meadery FeneTech Inc. Ferno Washington Inc. Ferrante Winery & Ristorante Ferro Corp. 40, 45 Fifth Third Bancorp Fifth Third Bank Findley Fire Food and Drink Firefighters Community Credit Union Firelands Regional Medical Center Firestone Federal Credit Union First Bank First Commonwealth Bank NA First Federal Lakewood First Federal Lakewood First Fiduciary Investment Counsel Inc. First Financial Bancorp First Home Bank First IC Bank The First National Bank of Bellevue First National Bank of Pennsylvania First Solar Inc. First Utah Bank First Western SBLC Inc. FirstEnergy Corp. 30, 34, 35, 46 Fisher Phillips Fit Technologies 37, 107, Five Lakes Professional Services Flaming River Industries Inc. Flashstarts 1. Fleet Response Food for Thought Inc. Ford Motor Co. 30, 3: Forest City Realty Trust Inc. (Brookfield) 46 FormFire LLC Fortney & Weygandt Inc. Foundation Software 37, 4- Four-Fifteen Group Fox Enterprise Services FrameCo	1 1, 1, 2, 8, 1 1 1 8, 1 1 1 1 1 1 1 1 1 1 1 1 1	34 20 43 19 44 26 16 10 10 13 26 16 27 45 28 28 28 29 46 16 20 47 45 29 46 16 29 47 45 29 46 16 29 47 47 47 47 47 47 47 47 47 47 47 47 47

				PERMITS AND
Fred W. Albrecht	Hospice of the Western Reserve 34, 60	Krugliak, Wilkins, Griffiths &	Marymount Hospital 48	The Nord Center 62
Grocery Co. 32, 34, 38, 44	House of Blues 121 Howard Hanna Real Estate	Dougherty Co. LPA 85 KS Associates Inc. 91	Mastropietro Winery Inc. 120 Matasar Jacobs LLC 89	Nord Family Foundation 67 Nordson Corp. 33, 40, 42, 43, 98
Fredon Corp. 45 FrontLine Service 60	Services 30, 35	KS Associates Inc. 91 Kulas Foundation 68	Materion Corp. 41, 43	Nordson Corp. 33, 40, 42, 43, 98 Nordson Corporation Foundation 67
Futuri Media 36	HPM Partners LLC 11	Natas i odridacioni oo	MavenHill Capital 14	Normandy Catering Inc. 121
G	HSB Architects + Engineers 90	<u> </u>	Max-Ventures LLC 14	North American Coating
	Hundley Cellars 120	L Brands Inc. 42	Mazanec, Raskin & Ryder Co., LPA 88	Laboratories 37
Gallagher Sharp LLP 85	Hunger Network of	L'uva Bella Winery 119	McAlpine Meadery 120	North Coast Angel Fund 14
Ganley Auto Group 32, 35, 38, 44	Greater Cleveland 62	La Fiesta & La Taqueria Catering 122	McCarthy, Lebit, Crystal & Liffman Co. LPA 85	North Coast Logistics Inc. 107 North Coast Venture Fund 14
GAR Foundation 67 The Garland Co. 38	Hunter's Manufacturing Co. 43 Huntington Bancshares Inc. 42	LaCentre Conference & Banquet Facility 121	Liffman Co. LPA 85 McDonald Hopkins LLC 85	North Point Portfolio Managers Corp. 13
Gateway Retirement Community 50	Huntington Insurance Inc. 94	Lago 121	McDonald Partners LLC 11	Northeast Factory Direct 36
GE Lighting 43	Huntington National	Lake Catholic High School 70	McGlinchey Stafford PLLC 88	Northeast Ohio Medical University 69
Geauga Mechanical Co. 37, 45	Bank 8, 16, 30, 34, 35	Lake Center Christian School 71	McGregor Foundation 50	Northeast Ohio Regional
Geauga Savings Bank 10	HW&Co. 92	Lake City Plating 37	McHenry & Associates Inc. 91	Sewer District 34, 35
General Motors Co. 30, 35, 98	HWH Architects Engineers	Lake Erie College 69	MCM Capital Partners 14	Northern Trust Co. 9
GenFed Financial Credit Union 122	Planners Inc. 90, 91	Lake Health 30	McMahon DeGulis LLP 89	Northwest Bank 10
The Gent Machine Co 45 The George Gund Foundation 67	Hyland 32, 35, 38, 96 Hylant 95	Lake Ridge Academy 71 The Lakehouse Inn Winery 120	McManus, Dosen & Co. 93 Meaden & Moore 92	Notre Dame College 69 Notre Dame-Cathedral Latin School 70
The George Gund Foundation 67 Gervasi Vineyard 119	Hylant 95 Hyster-Yale Materials Handling Inc. 40	Lakeland Community College 68	Medical Mutual of Ohio 32, 35, 38	Nottingham Spirk Design
Giant Eagle Inc. 30, 34, 35	Tryster rate reactions randing inc.	Lakeside Facility Services Group 107	Medina County 33	Associates Inc. 45
Gilbane Building Co. 78		Laketec 37	Medina County Federal Credit Union 123	Novogradac & Co. LLP 93
Gilmour Academy 70	Ideastream 60	Lakeview Federal Credit Union 123	Medina Hospital 49	0
Global Executive Solutions Group 100	Illinois Tool Works Inc. 43	Lakewood City School District 34, 35	MediQuant 36	
Global Transport Inc. 36	In His Steps Foundation 67	Laleure Vineyards 120	Medpace Holdings Inc. 42	O'Neill Healthcare Lakewood 50
Gojo Industries Inc. 43 Golden Circle Credit Union 123	Incom Integrated Computer Systems Inc. 97	Lancaster Colony Corp. 42 Landing Point Financial Group 11	Menorah Park 33, 35, 60 Mercer 94	O'Toole, McLaughlin, Dooley & Pecora 89 Oak Associates Ltd. 12
Goldhorn Brewery 118	Systems Inc. 97 Independence Bank 8, 16	Landing Point Financial Group 11 Laudan Properties 37	Mercy Allen Hospital 49	Oak Associates Ltd. 12 Oberlin College 32, 69
Goodwill Industries of Greater	Independence Construction 78	LaunchHouse 79	Mercy Health - Lorain Hospital 32, 48	OEC 96
Cleveland and East Central Ohio Inc. 60	Infinity Construction Co. Inc. 78	LaunchPoint BDF 14	Mercy Health - St. Elizabeth	Ogletree, Deakins, Nash,
Goodyear Tire &	Infinium Wall Systems 37	Laurel Lake Retirement	Boardman Hospital 48	Smoak & Stewart P.C. 88
Rubber Co. 30, 34, 40, 42, 43, 98	InfoCision Management Corp. 34, 107	Community 50, 60	Mercy Health - St. Elizabeth	Ohio Aerospace Institute 60
GPD Group 89, 91	Insight2Profit 37	Laurel School 71	Youngstown Hospital 48	Ohio Brewing Co. 119
GrafTech International Ltd. 40, 42, 43	Integrity Staffing Services Inc. 100 Intelligrated 43	Laurello Vineyards 119	Mercy Health - St. Joseph Warren Hospital 48	Ohio CAT 38 Ohio Catholic Federal Credit Union 122
Grand River Academy 71 Grand River Wine Cellars 119	Intelligrated 43 International Container Systems LLC	Laurentia Vineyard and Winery 119 Lawrence School 71	Mercy Medical Center 32	Ohio Educational Credit Union 123
Grant Thornton LLP 92	(dba Elsons International) 114	LDA Architects Inc. 90	Metisentry 36	Ohio Living Breckenridge Village 50
Great Day Improvements LLC	Invacare Corp. 41, 43, 99	Legacy Capital Partners 14	The MetroHealth System 30, 35, 48	Ohio Living Lake Vista 50
(Patio Enclosures and	Involta LLC 123	Legacy Roofing Services 36	Mettler-Toledo International Inc. 42	Ohio Savings Bank, a division of
Stanek Windows) 39, 99	It's Your Winery 120	Leikin Motor Cos. 45	Meyers, Roman, Friedberg and Lewis 85	New York Community Bank 10
Great Lakes Brewing Co. 44, 118	IWG 79	Lesko Associates Inc. 90	MGO Investment Advisors Inc. 11	Ohio State University 43
Great Lakes Cold Storage 36	J	Levy Restaurants 121	Michael Baker International 91	Ohio University 43
Great Lakes Integrated 101 Greater Cleveland Food Bank 60	10.00	LexisNexis 43 LG Fuel Cell Systems 43	Michaud's Catering & Event Center 121 Middlefield Banc Corp. 41	Old Carolina Barbecue Co. 121 Oliver Printing & Packaging 101
Greater Cleveland Regional	J Roc Development 79 JACK Entertainment 32, 35	LG Fuel Cell Systems 43 The Libman Actuarial Group Inc. 95	Middlefield Banking Co. 8, 16	Oliver Printing & Packaging 101 Olympic Steel Inc. 41
Transit Authority 32, 35	Jakprints Inc. 101	LightSpeed Hosting 123	Middough Inc. 91	Omnova Solutions Inc. 41
Green City Growers Cooperative 114	Janik LLP 89	Limelight 79	MidTown Tech Hive 79	ON Partners 37
Greenspace Construction	Janitorial Services Inc. (JSI) 114	Lincoln Electric 30, 35, 40, 42, 98	MidWest Materials Inc. 45, 107	OnShift 36
Services (GCS) 36	Jarrett Cos. 44	Lincoln Financial Advisors/	Milano Monuments 45	Onyx Creative 89, 107
Greif Inc. 42	Jarrett Logistics Systems 36, 39	Sagemark Consulting 11	The Millcraft Paper Co. 39, 45	Orbital Research Inc. 43
Group Management	JDD Inc.	Linestream Technologies 97	Millennium Capital and Recovery Corp. 107	Oriana House Inc. 60
Services Inc. 30, 34, 35, 37 Grow America Fund Inc. 16	Jencen Architecture 90 Jennings 50, 60	Lineweaver Wealth Advisors 11 Linkmedia 360 101	Millwood Inc. 38, 99	Orlando Baking Co. 44 Osborn Engineering 36, 91
Growth Capital Corp. 16	Jentner Wealth Management 11	Linsalata Capital Partners 14	MIM Software Inc. 96	Oswald Cos. 94
	Jewish Family Service Association	Litigation Management Inc. 107	Minute Men Cos. 44	Our Lady of the Elms School 71
Н	of Cleveland 60	Littler 87	Moen Inc. 43	Owens Corning 42, 43
H5 Data Centers 123	The J.M. Smucker Co. 32, 40, 42, 98	Live Oak Banking Co. 16	Molten Metal Equipment	Owens-Illinois Inc. 42, 43
Hahn Loeser & Parks LLP 85	Jo-Ann Stores LLC 33, 34	Lockport Brewery 119	Innovations LLC 43	P
Hansa Brewery 118	John Carroll University 68	Lorain County Community College 68	Monarch Teaching Technologies Inc. 97 Montefiore 60	
Hanson Services In-Home	John Huntington Fund for Education 68 John P. Murphy Foundation 68	Lormet Community Federal Credit Union 122	Montefiore 60 Moody Nolan Inc. 90	Padua Franciscan High School 70 Paladin Brewing 119
Assisted Living Providers 107 Hantz Bank 16	John P. Murphy Foundation 68 Jones Day 35, 38, 85	The Lubrizol Corp. 30, 43, 98	Morgenthaler Private Equity 14	Paladin Brewing 119 Panel Master 37
Hard Rock Rocksino	Jordan and Tristen Investments LLC 114	The Lubrizol Foundation 67	Motorcars Cleveland 39, 44	Panzica Construction Co. 39, 78
Northfield Park 33, 34, 121	Joshen Paper & Packaging Co. 107	Lutheran High School East 70	MPLX LP 42	Paradigm Shift Brewing 119
Harpersfield Vineyard 120	JPMorgan Chase & Co. 16, 32, 35	The Lutheran Home at	MRI Software LLC 39, 96	Paradigm Wealth Management LLC 11
Hartland & Co. 37	JPMorgan Chase Bank NA 8	Concord Reserve 50	ms consultants 90, 91	Paragon Bank 16
Hasenstab Architects Inc. 89	Judson Services Inc. 50, 60	Lutheran Hospital 49 Lutheran Metropolitan Ministry 62	Mt. Sinai Health Care Foundation 67 MTD Products Inc. 43	Park Avenue Winery 120 The Park National Bank 9
Hathaway Brown School 70 Hawken School 70	JumpStart Inc. 14, 60, 64 Just In Time Staffing 100	Lutheran Metropolitan Ministry 62 Lutheran West High School 70	Mucky Duck Brewing Co. 118	The Park National Bank 9 Park-Ohio Holdings Corp. 41
HBM Architects LLC 90	JWI Capital LLC 14	Editional West Ingliserious 70	The Musical Arts Association	Parker Hannifin
HDR 91	K	M	(Cleveland Orchestra) 60	Corp. 32, 35, 40, 42, 43, 98
Hebrew Academy of Cleveland 70		Mac Productions Inc. 114	Mutual Capital Partners 14	Parker Hannifin Foundation 67
HELP Foundation Inc. 62	K&D Group Inc. 39, 44, 107	Mac Trailer Manufacturing Inc. 43	MVP Plastics 114 Myers Industries Inc. 41	The Parker Skin & Aesthetic Clinic 107
Henning Industrial Software Inc. 97 Hess Print Solutions 101	K2M Design 37, 90 KA Inc., a NELSON Brand 89	Mace Security International Inc. 41 MacNealy Hoover Investment	•	Parma City School District 32, 35 Payroll4Construction.com 36
Heureka Software 97	Kaczmar Architects Inc. 90	Management Inc. 13	N	Pearl Flower Catering 122
Hexion Inc. 43	Karpinski Engineering 91	Macy's Inc. 42	n2y LLC 96	Pearne & Gordon LLP 87
Hickok Inc. 41	Kastner, Westman & Wilkins LLC 89	Magnificat High School 70	Nacco Industries Inc. 41	Pease & Associates LLC 92
HiHO Brewing Co. 119	Kaufman & Co. 37	MAI Capital Management LLC 12	NAE/NWAN 107	Peg's Foundation 67
Hileman Group 36, 101	Kaufman Container 45	Main Sequence Technology Inc. 96	Nano Brew Cleveland 119	Peoples Bank NA 8
The Hillman Group Inc. 43	Keene Building Products 37	Majestic Steel USA Inc. 38, 44	Nanotek Instruments Inc. 43	Pepperidge Farm 98
Hillcrest Hospital 48 Hilton Cleveland Downtown 121	Kelley & Ferraro LLP 88	Makovich & Pusti Architects Inc. 90 Malone University 69	National Associates Inc. 95 National Safety Apparel 37	Peppertree Capital Management 14 Perspectus Architecture 37, 89
Hilton Garden Inn Cleveland Downtown	Kelly Services Inc. 100 The Kelvin & Eleanor Smith	Maloney + Novotny LLC 92	Nauti Vine Winery 120	Pierre's Ice Cream Co. 107
and Gateway Conference Center 121	Foundation 67	Mango Bay Internet 123	NCA Financial Planners 11	PK Financial Group Inc. 94
Hiram College 69	Kendal at Oberlin 50	The Mannik & Smith Group Inc. 91	Neptune Plumbing & Heating Co. 37, 45	Plante Moran PLLC 92
Hiti, DiFrancesco and	The Kent H. Smith Charitable Trust 68	Mansfield Plumbing Products LLC 98	Nesco Resource 100	Platform Beer Co. 118
Siebold Inc. (HD+S) 90	Kent State University 30, 43, 68	Mansour Gavin LPA 87	Nestle 30, 98	Playhouse Square Foundation 60
HKM Direct Market	KeyBank Foundation 67	Maple Ridge Vineyard 120	New Frontier Cider Co. 120	Plug and Play Cleveland 15
Communications 101	KeyBank NA 8, 16	Marathon Petroleum Corp. 42 Marcus Thomas LLC 101	New Horizons Acquisition Corp. 39, 44, 99, 114	PM Graphics 101 PNC Bank 8, 16
HMT Associates Inc. 101 Hobe & Lucas CPAs Inc. 93	KeyCorp 30, 35, 40, 42 KHM Travel Group 36	Marcus Thomas LLC 101 Margaret W. Wong &	New Innovations Inc. 39, 44, 99, 114	PNC Bank 8, 16 PNC Erieview Capital 15
Hofbrauhaus Brewpub 118	Krim Travel Group 36 Killbuck Savings Bank Co. 9	Associates LLC 107, 114	Newman Creek Cellars 120	Pointe Blank Solutions Ltd. 96
Holiday Inn Cleveland South 121	King Nut Cos. 44	Marigold Catering 107, 121	Newtek Small Business Finance Inc. 16	Polymer Valley Chemicals 45
Holy Name High School 70	Kirtland Capital Partners 14	Market Garden Brewpub 118	Nexus Engineering Group LLC 91	PolyOne Corp. 34, 40, 42, 43, 98
Home Federal Savings & Loan	Klingshirn Winery 119	Market Garden Production Brewery 118	NFP 94	Portage Community Bank 8
Association of Niles 10	Koehler Fitzgerald LLC 36	Markko Vineyard 120	Nicola, Gudbranson & Cooper LLC 88	The Portaro Group 37
Home Instead Senior Care - Mentor 107 Home Savings Bank 8	Kohrman Jackson & Krantz LLP 85	Marous Brothers Construction 45 Mars Electric 44, 107	NMS Inc. Certified Public Accountants 93	Porter Wright Morris & Arthur LLP 87 Positive Education Program 60
Home Savings Bank 8 Hometown Bank 8	Koinonia Homes Inc. 60 Kokosing Inc. 78	Mars Electric 44, 107 Marsh & McLennan Agency LLC 95	NOA Bank 16	PPG 32, 35, 43, 98
The Hoover Foundation 68	KPMG LLP 92	MarshBerry 37	Noble-Davis Consulting Inc. 94	PreEmptive Solutions LLC 96
Hoppin' Frog Brewery 118	The Kroger Co. 42	Martha Holden Jennings Foundation 67	NOMS Healthcare 37	Preformed Line Products Co. 41





and St. Thomas Ćampuses

Summa Health System -

Barberton Campus

Summit County

119

101

Sandy Springs Brewing Co.

SapientRazorfish

Saucy Brew Works

Schaeffler Group USA

30, 34

USI Insurance

' (0			• ; •
91	Sundance Systems Inc.		97
91 87	Suresite Consulting Group		37
98	Sutter O'Connell		88
11	Sutton Bank	20 42	8
42 .14	Swagelok Co. 30, 35,	38, 43,	98
- '	<u>T</u>		
62	Taft Stettinius & Hollister LLP		85
.23	Tangier Banquets and Caterin	g 1	.21
88	Tarkett North America Tarolli, Sundheim, Covell &		98
94	Tummino LLP		85
11	Taste of Excellence	1	.21
.22	TBS Inc.		79
36	Technical Assurance Inc. TEKsystems Inc.	1	36 00.
35	Teradata Corp.		43
13	Terrestrial Brewing Co.		.18
.18	Testoil	40	37
98 98	TFS Financial Corp. ThenDesign Architecture	40, 37	42 89
98	Third Federal Savings & Loan	10, 33,	
39	Thirsty Dog Brewing Co.		.18
99	Thompson Hine LLP		85
.18 92	Thorson Baker + Associates Ir Thrasher, Dinsmore & Dolan Ll		91 88
99	thunder::tech		.01
34	The Timken Co. 32, 40,		
15 92	TimkenSteel Corp.	30, 41,	
.20	TMW Systems Inc. Todd Associates Inc.		96 94
.20	Towpath Credit Union	1	.23
	TPI Efficiency		36
89 44	TransDigm Group Inc. TravelCenters of America LLC	40,	42 41
43	Triathlon Medical Ventures		15
	Tribute Inc.		96
68	Trinity High School		70
67	Trinity Pension Consultants TriPoint Medical Center		94
07	True Hire		48 37
42	True Wealth Design		11
94	Trumbull Regional Medical Cer	nter	48
37 89	Tucker Ellis LLP		85
50	U		
96	U.S. Bank	8,	16
97	U.S. Cotton		99
96 49	U.S. Lighting Group Inc. U.S. Office of Personnel		41
.20	Management	30, 34,	35
48	UCP of Greater Cleveland	,,	62
.21	UH Rehabilitation Hospital		49
45 .14	Ullman Oil Company LLC Ulmer & Berne LLP	1	.07 85
36	Uniontown Brewing Co.	1	.19
.21	United		35
.20 44	United Community Financial C		41
77	United Midwest Savings Bank United Way of Greater Clevela		16 60
50	Universal Windows Direct		36
F0	University Hospitals	30,	35
50 37	University Hospitals Ahuja		48
85	Medical Center University Hospitals Bedford N	/ledical	40
15	Center - UH Regional Hospital		49
96	University Hospitals Cleveland	b	40
11 70	Medical Center University Hospitals Conneau	t	48
50	Medical Center		49
50	University Hospitals Elyria		
71 71	Medical Center		48
/ 1	University Hospitals Geauga Medical Center		48
48	University Hospitals Geneva		
70	Medical Center		49
.21	University Hospitals Parma Medical Center		48
45	University Hospitals Portage		40
90	Medical Center		48
87 67	University Hospitals Richmond		
67 .23	Center - UH Regional Hospital University Hospitals Samarita		49
68	Medical Center	11	49
79 1.0	University Hospitals St. John		
16 45	Medical Center	24 42	48
35	University of Akron 32, University of Cincinnati	34, 43,	68 43
16	University of Dayton		43
95	University of Mount Union		69
43 68	University School		43
50	University School Unverferth Manufacturing		70
97	Company Inc.		43
90	Urban Vintner	1	.20
34	UrbanCode Ursuline College		96 69
48	US Communications and		υď
40	Electric Inc.	1	.07
48	US Freight LLC		37

V	
VA Northeast Ohio Healthcare	
System	48
VacationLand Federal Credit Union	122
Valley Ford Truck Inc. 39	9, 45
Valley Freightliner	45
Valley Growth Ventures	15
Van Auken Akins Architects LLC	90
Van Cleef Asset Management Inc.	13
Vantage Aging	62
Vantage Benefit Advisors Inc.	94
Vantage Financial Group Inc.	11
Velocys Inc.	43
Vertiv	43
Victory Capital Holdings Inc.	41
Victory Capital Management Inc.	12
ViewRay Inc.	41
Villa Angela-St. Joseph High School	70
The Village at Marymount	50
The Village Network	60
Vino Veritas Cellars	119
The Vineyards at Pine Lake	119
Visiting Angels - Cleveland	114
	101
Vitamix 34, 35, 44	1,98
	107
Vocational Guidance Services	60
Vocon 45, 89,	107
Volunteers of America of Greater Ohio	60
	60
Vorys, Sater, Seymour and Pease LLF	123
vXchnge Cleveland Data Center	123
W	
Wadsworth Brewing Co.	118
Walden Wealth Partners LLC	11
Walsh Jesuit High School	70
Walsh University	69

Westeyari village	50
West Main Street Winery	120
West Medical Center	48
West Town Bank & Trust	16
Western Reserve Academy	70
Western Reserve Area Agency	
on Aging	60
Western Reserve Hospital	34, 48
Western Reserve Masonic	- , -
Community	50
Westfield	32, 38
Westfield Bank FSB	10
Weston Hurd LLP	85
Wheeling & Lake Erie Railway	39
WHS Engineering Inc.	36
Wickens Herzer Panza	87
Willis Towers Watson	94
Willoughby Brewing Co.	118
Willoughby-Eastlake City Schools The Winery at Spring Hill	120
Winfield Associates Inc.	13
Winslow Asset Management Inc.	13
Wiss, Janney, Elstner Associates II	
Wolff Bros. Supply Inc.	39
Woodforest National Bank	9
Working Class Brewery	119
World Synergy	37
Worldpay Inc.	42
Worthington Industries	42
WTWH Media LLC	37
Wyse	101
<u>X, Y, Z</u>	
Xellia Pharmaceuticals USA LLC	99
YellowLite	36
YMCA of Greater Cleveland	60
The Youngstown Foundation	67
Youngstown State University	32,68
YRC Worldwide Inc.	32, 34
Zack Bruell Events	121
Zapis Capital Group LLC	15
Zashin & Rich Co. LPA	87
Ziegler Metzger LLP	89
Zinner & Co. LLP	93
ZII II CI O CO. LLF	33

Zito Insurance Agency Inc.

Weltman, Weinberg & Reis Co. LPA

42

50

Wendy's Co.

Weslevan Village

dvertiser Index

Walter | Haverfield

Wells Fargo Bank NA

Watt Printers

Welltower Inc.

Wasmer, Schroeder & Company LLC

Watervale Equity Partners

Wayne Savings Bancshares Inc.

Wayne Savings Community Bank

Wegman, Hessler & Vanderburg

Auvertiser inc	ICA		45.1
Ancora	12	Home Savings Bank	18
Aon Risk Services	95	Howard Hanna - Kaufman	75
Baldwin Wallace University	69	Industrial Commercial Properties	2
BDO	37	Jewish Federation of Cleveland	65
Beacon Marshall Companies	108	John S. Grimm	52
Benesch	21	Jumpstart Inc.	31
Benjamin Rose Institute on Aging	g 53	KPMG	29
CBF Industries	54	Laurel School	71
Chemical Bank	13	Law Offices of Phillip A. Helon	54
Cicogna Electric & Sign Co.	108	Legacy Srategic Asset Mgt	
City of Aurora	10	of Wells Fargo Adv LLC	66
City of Beachwood	15	Maloney + Novotny LLC	93
City of Cleveland Heights	79	Marcus & Millichap	3
Ciuni & Panichi	15	McCarthy, Lebit, Crystal & Liffan	87
Civista Bank	10	McGregor Foundation	53
Cleveland Foundation	63	Metropolitan at the 9	128
Cleveland Metroparks	33	Middlefield Banking Company	9
College Now Greater Cleveland	62	Nesco Resource	55
Colortone Staging and Rentals	9	Newmark	73
Connected Gourmet	104	OEC	97
Cooperative Business Services	108	Post-Up Stand	105
Cox Business	36	Recovery Resources	53
Cuyahoga Community College	69	Sisters of Charity Health System	47
Delta Dental	59	Skoda Minotti	78
Dollar Bank	7	Sky Quest LLC	5
Downtown Cleveland Alliance	35	Sleggs, Danzinger And Gill	86
Executive Caterers	54	Taft Stettinius Hollister	88
Fairmount Santrol	61	Thompson Hine	23
Geauga Savings Bank	52	UBS Financial Services	105
Geis Companies	55	Vedas Key Center, LLC	55
Hanna Commercial	104	Weatherhead School of	
Hathaway Brown School	71	Management Case Western	
Holy Name	104	Reserve University	113

85

12

101

41

16

8



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2019 EVENT CALENDAR



CRAIN'S HEALTH CARE FORUM

Tentative Date: June

Industry experts will examine some of the top issues facing health care.



WOMEN OF NOTE AWARDS

Tentative Date: July

Crain's honors the dedication and achievements of Northeast Ohio's top female business leaders who enrich our region with their professional talents and unique perspectives.



ARCHER AWARDS

Tentative Date: August

A tribute to Northeast Ohio's leading human resources professionals who are building companies with the best people, talent, development and culture.



CRAIN'S TWENTY IN THEIR 20S

Tentative Date: November

Crain's Cleveland Business singles out 20 up-and-coming professionals who haven't turned 30 yet.



CRAIN'S FORTY UNDER 40

Tentative Date: November

A tribute to the next generation of rising stars who have taken a leading role in our business community.



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