

2021 ECONOMIC AND FISCAL IMPACT REPORT

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PREPARED BY



SILVERLODE
CONSULTING
A GBX Group Company

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EXECUTIVE SUMMARY

JumpStart is a nationally recognized venture development organization helping entrepreneurs grow, researchers commercialize, and corporations innovate. JumpStart provides capital, services, and connections to accelerate the growth of entrepreneurship and drive equitable and transformative economic impact. This proven combination of support resources helps technology startups and small businesses go further, faster.

- **Capital** – JumpStart invests equity capital in high-potential, early-stage tech companies and helps small businesses access grant funding and business-friendly lending programs.
- **Services** – JumpStart delivers technical assistance, education, and programs to help tech startups and small businesses overcome obstacles, drive growth, and create jobs.
- **Connections** – JumpStart leverages an extensive network of resources—from advisors to corporate clients and investors—who help entrepreneurs start and scale.

Collaboration is integral to JumpStart’s mission. Technology startups are served directly by JumpStart and/or one of the collaborative partners who make up the Northeast Ohio Startup Network¹ and the Northwest Ohio Startup Network.²

The Ohio Third Frontier funds a closely connected network of service providers organized under the Entrepreneurial Services Provider (ESP) Program.

Small businesses seeking assistance are served directly by JumpStart’s Small Business Support Services or one of its partner organizations in the Cleveland Business Growth Collaborative³ and the Toledo Business Growth Collaborative.⁴

¹Northeast Ohio ESP Network partners include Bounce Innovation Hub, Braintree Business Development Center, BRITE Energy Innovators, Great Lakes Innovation and Development Enterprise (GLIDE), The Manufacturing Advocacy & Growth Network (MAGNET), Northeast Ohio Medical University (NEOMED), Ohio Aerospace Institute (OAI), University of Akron Research Foundation (UARF), and Youngstown Business Incubator (YBI).

²Northwest Ohio ESP Network partners include the University of Toledo (UT), ProMedica, and Mercy Health.

³ Cleveland BGC providers include Cleveland Neighborhood Progress, Commission on Economic Inclusion (COEI), Council of Smaller Enterprises (COSE), Economic Community Development Institute (ECDI), Hispanic Business Center (HBC), The Manufacturing Advocacy and Growth Network (MAGNET), Ohio Aerospace Institute (OAI), Ohio Minority Supplier Diversity Council (OMSDC), The Presidents' Council, and The Urban League.

⁴ Toledo BGC providers include Assets Toledo, Center for Innovative Food Technology (CIFT), Economic Community Development Institute (ECDI), LISC Toledo, Toledo Regional Chamber of Commerce, University of Toledo Minority Business Development Center (NWO MBDC), Northwest Ohio Hispanic Chamber of Commerce (NOHCC), Toledo African American Chamber of Commerce, Toledo Lucas County Port Authority, Toledo Lucas County Public Library, and Women of Toledo.

JumpStart engaged Silverlode Consulting to estimate the economic and fiscal impact of this work during the calendar year 2021. IMPLAN, one of the most widely used and accepted methodologies for estimating regional economic impacts, was used to complete the analysis.

Companies assisted by JumpStart and its partners were surveyed and the data was provided to Silverlode. These surveys were administered by JumpStart and its partners. The companies surveyed provided the employment, payroll, revenue, and other operational data necessary to prepare these analyses.

This Executive Summary presents economic impacts from three perspectives:

- 1. Total Economic Impact (Startups and Small Businesses)** – The economic impact of the companies served by JumpStart and its partners (model 1A) and JumpStart alone (1B).
- 2. JumpStart's Three Areas of Work** – The economic impact of companies supported by: JumpStart Capital (2A), JumpStart Services (2B), and JumpStart's collaborative partners (funded through one of JumpStart's strategic partnerships) (2C).
- 3. Tech Startups & Small Businesses** – The total economic impact of tech startups (3A) and small businesses (3B) served by JumpStart and its partners.

SUBSET ECONOMIC IMPACT MODELS

In addition to the overall economic impact of JumpStart and its partners discussed above, this report also analyzes data through different subset economic impact models or “slices.” Each slice analyzes the economic impact of startups and small businesses through a specific subset of geographic service area, program type, business sector (tech startup or small business), and company description (total, led by women, led by Black entrepreneurs or led by Hispanic/Latino entrepreneurs).

It is important to note these subset slices are not additive. No single slice should be added to another slice to create a total, since companies may be part of more than one model. Instead, each economic model should be viewed as a separate and distinct look at the economic impact of startups and/or small businesses served by JumpStart and/or its partners. The full components of each of these models are further explained in the Areas of Analysis section of this report.







1. TOTAL ECONOMIC IMPACT (STARTUPS & SMALL BUSINESSES)

Startups and Small Businesses served by JumpStart and its partners have an immense economic and fiscal impact on the State of Ohio, supporting \$1.2 billion of economic activity in 2021. The estimates for Northwest Ohio and Northeast Ohio should not be added together to create a total for Ohio. Companies may be part of more than one service area and regional impacts should be viewed as separate and distinct views of the economic impact of startups and/or small businesses served by JumpStart and/or its partners in that region.

TOTAL ECONOMIC IMPACT (JUMPSTART + PARTNERS)

The following table summarizes the estimated economic impact of surveyed companies assisted by JumpStart and its partners in Ohio, Northeast Ohio⁵, and Northwest Ohio⁶. Startups and Small Businesses assisted by JumpStart and its partners in 2021 directly and indirectly supported an estimated \$1.2 billion of economic output, approximately \$715 million of labor income and more than 7,000 households in the State of Ohio.

1A. JumpStart + Partners Total Work

 <p>Economic Output Ohio: \$1.2 billion Northeast OH: \$985 million Northwest OH: \$91 million</p>	 <p>Labor Income Ohio: \$715 million Northeast OH: \$569 million Northwest OH: \$46 million</p>	 <p>Federal Taxes Ohio: \$143 million Northeast OH: \$116 million Northwest OH: \$9 million</p>
 <p>Jobs Ohio: 10,874 Northeast OH: 8,673 Northwest OH: 884</p>	 <p>Households Supported Ohio: 7,311 Northeast OH: 5,831 Northwest OH: 594</p>	 <p>State and Local Taxes Ohio: \$67 million Northeast OH: \$54 million Northwest OH: \$4 million</p>

Since 2010, the cumulative work of JumpStart and its partners has directly and indirectly supported more than \$10.3 billion of total economic output⁷.

In addition to generating jobs and taxes for communities, technology companies supported by JumpStart and its partners had 825 issued patents, 229 provisional patents, and 679 pending patents in 2021.







⁵ Northeast Ohio consists of the following 21 counties: Ashland, Ashtabula, Carroll, Columbiana, Crawford, Cuyahoga, Erie, Geauga, Holmes, Huron, Lake, Lorain, Mahoning, Medina, Portage, Richland, Stark, Summit, Trumbull, Tuscarawas, and Wayne.

⁶ Northwest Ohio consists of the following 18 counties: Allen, Auglaize, Defiance, Fulton, Hancock, Hardin, Henry, Lucas, Mercer, Ottawa, Paulding, Putnam, Sandusky, Seneca, Van Wert, Williams, Wood, and Wyandot.

⁷ JumpStart provided the economic impact estimates for 2010 through 2021.

TOTAL ECONOMIC IMPACT (JUMPSTART ONLY)

The following table summarizes the estimated economic impact of Startups and Small Businesses funded and/or assisted directly by JumpStart, excluding companies assisted solely by collaborative partner organizations. Companies served by JumpStart directly and indirectly supported an estimated \$1.1 billion of economic output, approximately \$622 million of labor income and more than 6,000 households in Ohio in 2021.







1B. JumpStart Total Work		
 Economic Output Ohio: \$1.1 billion	 Labor Income Ohio: \$622 million	 Federal Taxes Ohio: \$125 million
 Jobs Ohio: 9,207	 Households Supported Ohio: 6,190	 State and Local Taxes Ohio: \$59 million

2. JUMPSTART'S THREE AREAS OF WORK

JumpStart defines its work for the communities it serves in three primary categories — capital, services, and connections with collaborative organizations (funded through one of JumpStart's many strategic initiatives).







TOTAL IMPACT OF JUMPSTART CAPITAL

The following table summarizes the estimated economic impact of technology companies funded directly by one of JumpStart's venture capital funds. JumpStart's active portfolio companies in 2021 directly and indirectly supported an estimated \$665 million of economic output, approximately \$329 million of labor income and nearly 3,000 households in Ohio.

2A. JumpStart Funded Companies		
 Economic Output Ohio: \$665 million Northeast OH: \$540 million	 Labor Income Ohio: \$329 million Northeast OH: \$261 million	 Federal Taxes Ohio: \$67 million Northeast OH: \$54 million
 Jobs Ohio: 4,180 Northeast OH: 3,374	 Households Supported Ohio: 2,810 Northeast OH: 2,268	 State and Local Taxes Ohio: \$33 million Northeast OH: \$26 million



TOTAL IMPACT OF JUMPSTART SERVICES

The following table summarizes the estimated economic impact of companies (both tech startups and traditional small businesses) receiving business assistance services directly from JumpStart. Companies receiving technical assistance by JumpStart supported an estimated \$1.1 billion of economic output, approximately \$622 million of labor income and more than 6,000 households in Ohio.

2B. JumpStart Total Work		
 Economic Output Ohio: \$1.1 billion	 Labor Income Ohio: \$622 million	 Federal Taxes Ohio: \$125 million
 Jobs Ohio: 9,207	 Households Supported Ohio: 6,190	 State and Local Taxes Ohio: \$59 million

TOTAL IMPACT OF JUMPSTART'S COLLABORATIVE PARTNERS

The following table summarizes the estimated economic impact of companies (both tech startups and traditional small businesses) receiving funding and/or business assistance from JumpStart's collaborative partners, excluding those companies assisted solely by JumpStart. Companies receiving technical assistance from JumpStart's partners in 2021 directly and indirectly supported an estimated \$952 million of economic output, approximately \$526 million of labor income and more than 5,000 households in the State of Ohio.







2C. JumpStart Collaborative Partner Work		
 Economic Output Ohio: \$952 million	 Labor Income Ohio: \$526 million	 Federal Taxes Ohio: \$105 million
 Jobs Ohio: 7,580	 Households Supported Ohio: 5,096	 State and Local Taxes Ohio: \$50 million

3. TECH STARTUPS & SMALL BUSINESSES

JumpStart and its various partners work with a combination of technology startups and small businesses. To better understand the unique impact of each of these business types, the models are divided into separate categories and presented in the tables below.







TOTAL IMPACT OF TECH STARTUPS

The following table summarizes the estimated economic impact of technology startups assisted by JumpStart and its partners through the Entrepreneurial Service Provider (ESP) program. Technology companies receiving technical assistance from JumpStart and its partners in 2021 directly and indirectly supported an estimated \$1.1 billion of economic output, approximately \$629 million of labor income and more than 6,000 households in Ohio.

3A. Tech Startups Total Work		
 <p>Economic Output Ohio: \$1.1 billion Northeast OH: \$1.0 billion Northwest OH: \$69 million</p>	 <p>Labor Income Ohio: \$629 million Northeast OH: \$599 million Northwest OH: \$44 million</p>	 <p>Federal Taxes Ohio: \$127 million Northeast OH: \$123 million Northwest OH: \$8 million</p>
 <p>Jobs Ohio: 8,959 Northeast OH: 8,528 Northwest OH: 613</p>	 <p>Households Supported Ohio: 6,023 Northeast OH: 5,734 Northwest OH: 412</p>	 <p>State and Local Taxes Ohio: \$59 million Northeast OH: \$57 million Northwest OH: \$3 million</p>

TOTAL IMPACT OF SMALL BUSINESSES

The following table summarizes the estimated economic impact of small businesses assisted by JumpStart and its partners. Small businesses receiving technical assistance from JumpStart and its partners in 2021 directly and indirectly supported an estimated \$135 million of economic output, approximately \$80 million of labor income and more than 1,000 households in the State of Ohio in 2021.

3B. Small Business Total Work		
 <p>Economic Output Ohio: \$135 million Northwest OH: \$36 million</p>	 <p>Labor Income Ohio: \$80 million Northwest OH: \$14 million</p>	 <p>Federal Taxes Ohio: \$15 million Northwest OH: \$3 million</p>
 <p>Jobs Ohio: 1,646 Northwest OH: 325</p>	 <p>Households Supported Ohio: 1,107 Northwest OH: 219</p>	 <p>State and Local Taxes Ohio: \$8 million Northwest OH: \$2 million</p>

ABOUT JUMPSTART

CAPITAL, SERVICES, AND CONNECTIONS

JumpStart is a venture development organization serving tech startups, small businesses, corporate partners, and research institutions across Northern Ohio. It provides capital, services, and connections to accelerate the growth of entrepreneurship across the communities it serves.

JumpStart delivers venture capital investment to early-stage technology startups throughout Ohio and provides access to grant and loan capital for small businesses in Northeast and Northwest Ohio. Funding alone does not ensure successful outcomes, therefore JumpStart also provides high-impact technical services, one-on-one advising, deep-dive workshops, and accelerator programs to help both small businesses and startups compete in the fast-paced and competitive culture of entrepreneurship. JumpStart fosters connections through networking and peer-to-peer learning opportunities in addition to playing a leadership role in entrepreneurial ecosystems across Northern Ohio.

JumpStart's work is resourced through a diversified funding model, which includes receiving a mix of charitable giving, public investment, and financial returns. JumpStart and ecosystem partners leverage funding from the Ohio Third Frontier by matching each dollar with self-sustained funding. In this way, collective economic impact is amplified through a unique blend of public resources and private investment. Strategic partners including KeyBank, The Cleveland Foundation, Burton D. Morgan Foundation, Stark Community Foundation, Toledo Community Foundation, the cities of Cleveland and Toledo, as well as many others help fund JumpStart's mission and advance significant economic impact across Northern Ohio.

EVOLUTION OF JUMPSTART

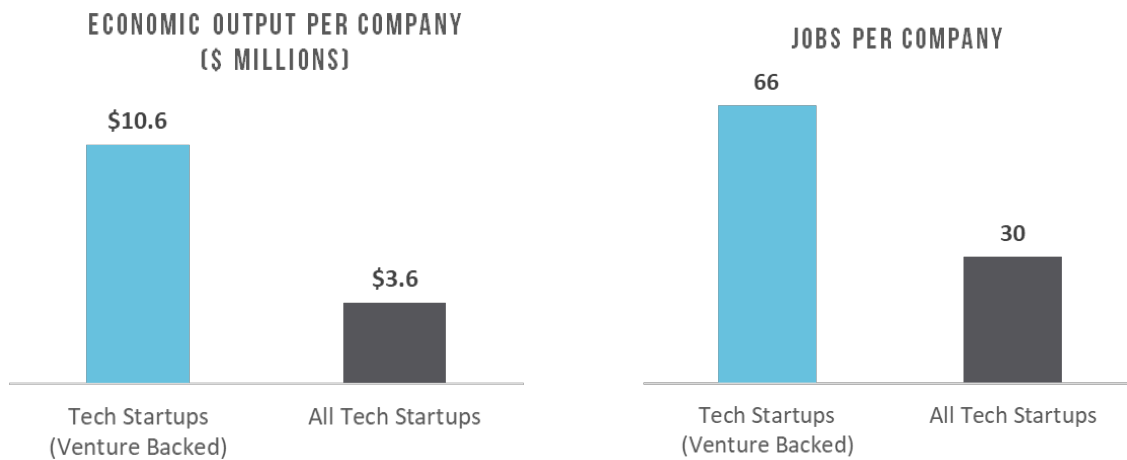
JumpStart was founded in 2004 to accelerate the growth of startups through venture investing and technical assistance. Today, JumpStart is focused on the economic transformation of communities. This evolution in mission intersects with numerous aspects of the organization's work, including:

- **Venture Capital Investment** – With more than \$140 million under management across four funds, JumpStart invests in technology startups throughout Ohio and the Midwest, assisting founders in turning innovative ideas into high-growth companies.
- **Small Business Services** – JumpStart has expanded from focusing on tech startups to helping traditional businesses across all sectors.
- **Diversity and Inclusion** – JumpStart is committed to advancing inclusive economic growth and making entrepreneurship accessible to historically-disconnected communities. In 2021, JumpStart engaged 863 companies, 60% of which were led by women, 37% of which were led by Black entrepreneurs, and 7% of which were led by Hispanic/Latino entrepreneurs.

IMPACT OF VENTURE BACKED STARTUPS

The impact of companies backed by JumpStart venture capital in 2021 created more economic output and jobs per company than the wider group of tech startups, which included companies which received technical assistance from JumpStart or its partners but did not receive funding.

Venture backed companies supported close to three times more economic output per company and more than twice the number of jobs per company when compared to all tech startup companies.



Companies supported by JumpStart venture capital funding directly and indirectly generated an estimated \$665 million of economic output in Ohio in 2021 and supported an estimated 4,180 direct, indirect, and induced jobs⁸. 63 companies supported by JumpStart funding in Ohio responded to a survey in 2021 and provided adequate survey information for modeling.

The wider group of technology companies that are served by JumpStart and its partners are collectively called Tech Startups in this report.⁹ In 2021, companies supported by JumpStart and its partners’ Tech ESP services and capital directly and indirectly generated an estimated \$1.1 billion of economic output in the State of Ohio. These Tech Startup companies supported an estimated 8,959 direct, indirect, and induced jobs in Ohio. 301 companies supported by JumpStart and its partners’ Tech ESP services and funding in Ohio responded to a survey in 2021 and provided adequate survey information for modeling. As such, the 63 venture backed companies, which represent just 21% of the total Tech Startup companies, accounted for 60% of the economic output generated by all tech startups and 47% of the total jobs generated by all tech startups.

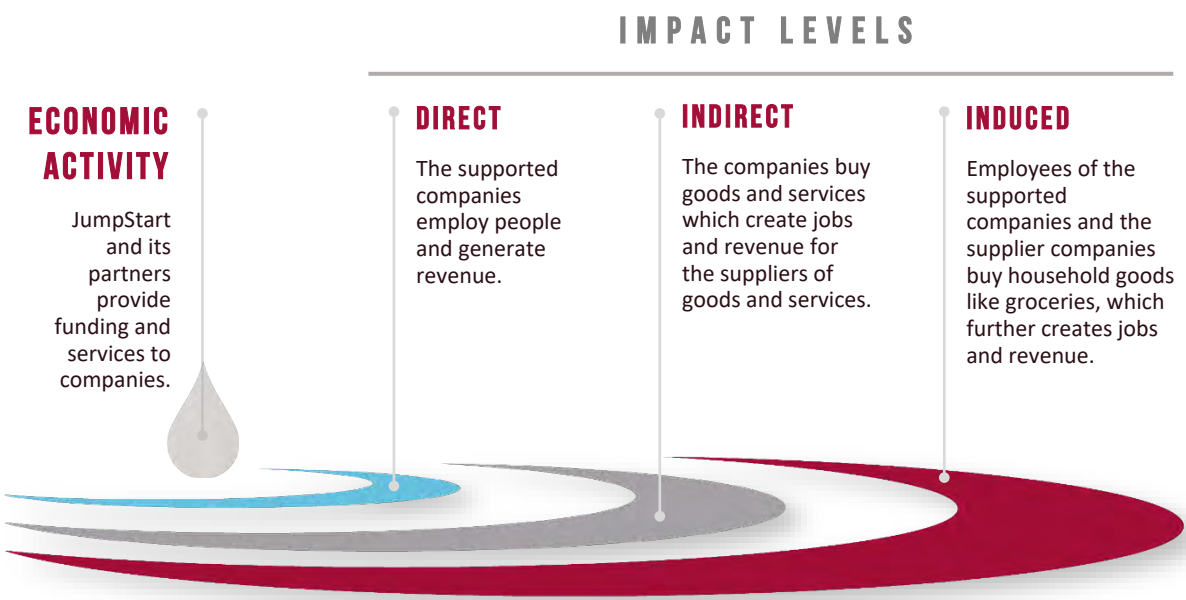
⁸ Direct, indirect, and induced impacts are only calculable for modelable companies.

⁹ Technology companies are comprised of the following four segments (companies may fall into more than one segment): JumpStart Serviced Companies, JumpStart Funded Companies (i.e. ventured backed startups), Network Serviced Companies, and Exited Startups Companies.

STUDY METHODOLOGY

WHAT IS AN ECONOMIC IMPACT ANALYSIS?

Economic impact analysis provides a comprehensive look at how an organization, industry, or event affects the economy of a region. All economic activities create “ripples” in the economy that are referred to as indirect and induced effects. These ripple effects are quantified by using a methodology known as Regional Input-Output Analysis. Economic and fiscal impacts can be divided into component parts, which are referred to as direct, indirect, and induced. These economic impacts are more thoroughly explained in the *Study Methodology* section of this report.



To further explain this ripple effect, imagine an entrepreneur who owns a fitness studio. She joins JumpStart’s Small Business Impact Program and works with JumpStart mentors to develop her business plan and rebrand her business. The fitness studio subsequently experiences an increase in sales and hires new employees. The entrepreneur’s economic activity (e.g., jobs, payroll, revenue, etc.) are **direct impacts**. If the fitness studio purchases new exercise bikes, the jobs and revenue associated with producing, delivering, etc. the bikes are **indirect impacts** of the company supported by JumpStart’s services. When the employees of both the fitness studio and the bike manufacturer use their paychecks to buy groceries, this household spending is the **induced impacts** from the company supported by JumpStart’s services.

TERMINOLOGY

A **direct** effect describes an initial change in the economy and is the starting point for economic impact analysis. Changes in an economy create “ripples” of economic activity throughout the region being analyzed, with the ripples being described as indirect and induced Effects. A positive direct effect causes increased purchases within the economy being modeled, as well as “leakage” of economic activity out of the economy being studied in the form of imports into the economy from other areas outside the economy. In this report, direct jobs include both those employed and employed as contractors by the companies served by JumpStart and its partners as reported in the survey response data.

Indirect effects represent changes in the industries that provide goods and services to the economic activity being modeled (e.g., suppliers, service providers, etc.). **Induced** effects represent the impact of changes in household spending resulting from the direct and indirect effects. Indirect and induced effects occur in repeating cycles, but diminish in each round as economic activity “leaks” from the region being modeled. Indirect and induced effects are estimated using IMPLAN. **Total Impact** refers to the final cumulative result of all rounds of direct, indirect, and induced economic activity.

The table below provides definitions for terminology included in this report.

	Direct	Indirect and Induced
Economic Output	The total value of goods and services produced by the activity being modeled. Output is roughly equivalent to sales or revenue associated with the direct activity.	IMPLAN estimate of the total value of goods and services produced by indirect and induced economic activity. Output often represents sales or revenue associated with this activity.
Jobs	Jobs directly engaged in the activity being analyzed.	IMPLAN estimate of the number of jobs supported by the purchase of goods and services by the activity being modeled (indirect) as well as by changes in household spending (induced).
Labor Income (Earnings)	Actual wages and benefits associated with direct jobs. Earnings of contractors were estimated based on the earnings of each company’s employees.	IMPLAN estimate of the total labor income (wages, benefits, and proprietor income) associated with the indirect and induced economic activity.
Households Supported	IMPLAN estimate of the number of households supported by the economic activity being analyzed.	IMPLAN estimate of the number of households supported by indirect and induced economic activity.
State and Local Taxes	IMPLAN estimate of all taxes paid to state and local units of government as a direct result of the economic activity being analyzed.	IMPLAN estimate of all taxes paid to state and local units of government due to indirect and induced economic activity.
Federal Taxes	IMPLAN estimate of all taxes paid to the Federal government as a direct result of the economic activity being analyzed.	IMPLAN estimate of all taxes paid to the Federal government due to indirect and induced economic activity.

DATA AND ANALYSIS

Silverlode Consulting was engaged by JumpStart to estimate the economic and fiscal impact of the companies served by JumpStart and its partners during calendar year 2021.

SURVEY DATA

JumpStart administered surveys to all companies who received services and funding from JumpStart and/or its partners as part of the Northeast Ohio and Northwest Ohio Entrepreneurial Services Provider (ESP) programs or the programs focused on small businesses, including JumpStart's Small Business Support Services and the Business Growth Collaboratives.

All of the following criteria (as reported by the companies) were required for a company to be included in the modeling for this report:

1. A valid NAICS code was provided¹⁰
2. At least one job was reported for 2021.
3. At least one of the following was provided for 2021: payroll or sales.

Of the 1,122 companies that responded to the surveys, 530 (47%) provided sufficient information to be included in the economic impact modeling. This is expected, as almost all the companies without modelable data are very young and do not yet have direct jobs, payroll, and/or sales to report. JumpStart will continue to service and survey these companies to measure their growth over time. These companies will be included in future economic impact analyses and should eventually be included in future economic models as they grow and create direct jobs, payroll, and revenues.

IMPLAN

IMPLAN (IMpacts for PLANning), one of the most well-respected and widely used methodologies for assessing regional economic impacts, was used to estimate the annual impact of the operating activities for companies served by JumpStart and its partners. 2019 IMPLAN data, the most current data which reflects pre-COVID-19 economic conditions, was used for this study. A minimum of two companies with modelable data needed to exist for a model to be run on a specific program, geography, and demographic.

DATA QUALITY

Data was collected from surveys administered electronically to program participants by JumpStart using Qualtrics. In instances where a company included enough information to be included in IMPLAN modeling, but provided incomplete data (e.g., job count, payroll, or revenue was missing), and where data for companies consolidated by industry was incomplete, the missing data was estimated by IMPLAN using industry averages.

¹⁰ The North American Industry Classification System is the standard used by Federal statistical agencies to classify companies according to type of economic activity.

ABOUT IMPLAN

Portions of this analysis were completed using the IMPLAN (IMpact Analysis for PLANning) economic impact modeling system. IMPLAN is a general input-output model that was originally developed by the U.S. Forest Service in the 1970s and is now one of the most respected and widely used approaches to regional economic impact analysis. IMPLAN is used by more than 1,000 universities, government agencies, and consultants to estimate the economic and fiscal impacts of investments and/or changes in one or more industries. Data underlying the IMPLAN model is derived from industry surveys conducted periodically by the U.S. Bureau of Economic Analysis (BEA), as well as other sources.

ABOUT SILVERLODE CONSULTING

Silverlode Consulting was founded in 2002 by two leaders of EY's and PwC's consulting practices. As a national leader in the field of economic impact analysis, we have helped hundreds of organizations, ranging from non-profit arts groups to multi-national corporations, to measure their impacts on their communities and communicate those impacts to their stakeholders. By meticulously estimating and effectively communicating the direct, indirect, and induced jobs, earnings, taxes and other impacts of projects, the presence of an organization, or an investment in a community, our work has helped clients to gain approvals, secure funding, and positively shift public opinion. More information about our firm and our work in the area of economic impact analysis can be found on our website at www.silverlodeconsulting.com.

AREAS OF ANALYSIS

This report includes analysis of the impact of companies served by JumpStart and its collaborative partners as represented by 130 different “slices”. Each slice represents an individual economic impact model. The models are indicated by program and geography in the table below. A blue box indicates a program model in the body of this report. A gray box indicates a program model located in the Appendix of this report. All program models include models for total companies, companies led by women, companies led by Black entrepreneurs and companies led by Hispanic/Latino entrepreneurs except for Exited ESP companies (these are modeled only in total) and those where less than two companies with modelable data exist. Cleveland Small Business Support Services and Toledo Business Growth Collaborative programs also include models for Impact Program Participants.

	Ohio	Northeast Ohio	Cuyahoga County	City of Cleveland	Northwest Ohio	Lucas County	City of Toledo	New York
1. JumpStart + Partners Total Work	✓	✓	✓	✓	✓	✓	✓	
2. JumpStart Total Work	✓							
3. Tech Startups Total Work	✓	✓	✓	✓	✓	✓	✓	
JumpStart Serviced Companies	✓	✓			✓			
JumpStart Funded Companies	✓	✓						
Network Serviced Companies	✓				✓			
Exited ESP Companies	✓	✓						
4. Small Businesses Total Work	✓				✓			
Cleveland Small Business Support Services			✓	✓				
Cleveland Business Growth Collaborative			✓					
Toledo Small Business Support Services						✓	✓	
Toledo Business Growth Collaborative						✓	✓	
5. JumpStart Collaborative Partners Total Work	✓							
6. KeyBank Programs (not included in totals)								
KeyBank Business Boost & Build: NY								✓
KeyBank Center for Technology, Innovation and Inclusive Growth	✓							

Blue models are in body of report
 Grey models are in appendix

Select geographies are defined as follows:

- Northeast Ohio consists of the following 21 counties: Ashland, Ashtabula, Carroll, Columbiana, Crawford, Cuyahoga, Erie, Geauga, Holmes, Huron, Lake, Lorain, Mahoning, Medina, Portage, Richland, Stark, Summit, Trumbull, Tuscarawas, and Wayne.
- The City of Cleveland consists of the following 18 zip codes: 44101, 44102, 44103, 44104, 44105, 44106, 44108, 44109, 44110, 44111, 44113, 44114, 44115, 44119, 44120, 44127, 44128, and 44135.
- Northwest Ohio consists of the following 18 counties: Allen, Auglaize, Defiance, Fulton, Hancock, Hardin, Henry, Lucas, Mercer, Ottawa, Paulding, Putnam, Sandusky, Seneca, Van Wert, Williams, Wood, and Wyandot.
- The City of Toledo consists of the following zip codes: 43604, 43605, 43606, 43607, 43608, 43609,

43610, 43611, 43612, 43614, 43615, 43616, 43620, and 43623.

The areas of analysis included in this report are further described below. A blue check mark indicates a model in the body of this report. A gray check mark indicates a model located in the Appendix of this report.

- 1. JumpStart + Partners Total Work** – The impact of all companies supported by JumpStart and partner programs on the State of Ohio modeled for the following geographies and demographics:

	Companies led by			
	Total	Women	Black Entrepreneurs	Hispanic/Latino Entrepreneurs
Ohio	✓	✓	✓	✓
Northeast Ohio	✓	✓	✓	✓
Cuyahoga County	✓	✓	✓	✓
City of Cleveland	✓	✓	✓	✓
Northwest Ohio	✓	✓	✓	✓
Lucas County	✓	✓	✓	✓
City of Toledo	✓	✓	✓	✓

- 2. JumpStart Total Work** – The impact of all companies supported by JumpStart programs on the State of Ohio (this excludes data from any companies assisted solely by JumpStart partner organizations) modeled for the following demographics:

	Companies led by			
	Total	Women	Black Entrepreneurs	Hispanic/Latino Entrepreneurs
Ohio	✓	✓	✓	✓

- 3. Tech Startups Total Work** – The impact of all companies supported by JumpStart programs and Northeast Ohio Startup Network partner programs on the State of Ohio modeled for the following geographies and demographics:

	Companies led by			
	Total	Women	Black Entrepreneurs	Hispanic/Latino Entrepreneurs
Tech Startups Total Work	Ohio	✓	✓	✓
	Northeast Ohio	✓	✓	✓
	Cuyahoga County	✓	✓	✓
	City of Cleveland	✓	✓	✓
	Northwest Ohio	✓	✓	✓
	Lucas County	✓	✓	✓
	City of Toledo	✓	✓	✓
JumpStart Serviced Companies	Ohio	✓	✓	✓
	Northeast Ohio	✓	✓	✓
	Northwest Ohio	✓	✓	✓
JumpStart Funded Companies	Ohio	✓	✓	✓
	Northeast Ohio	✓	✓	✓
Network Serviced Companies	Ohio	✓	✓	✓
	Northwest Ohio	✓	✓	✓
Exited ESP Companies	Ohio	✓		
	Northeast Ohio	✓		

- 4. Small Businesses Total Work** – The impact of all companies supported by JumpStart and partner small business support programs on the State of Ohio modeled for the following geographies and demographics:

		Companies led by				Impact Program Participants
		Total	Women	Black Entrepreneurs	Hispanic/Latino Entrepreneurs	
Small Businesses Total Work	Ohio	✓	✓	✓	✓	
	Northwest Ohio	✓	✓	✓	✓	
Cleveland Small Business Support Services	Cuyahoga County	✓	✓	✓	✓	✓
	City of Cleveland	✓	✓	✓	✓	✓
Cleveland Business Growth Collaborative						
	Cuyahoga County	✓	✓	✓	✓	
Toledo Small Business Support Services	Lucas County	✓	✓	✓		
	City of Toledo	✓	✓	✓		
Toledo Business Growth Collaborative	Lucas County	✓	✓	✓		✓
	City of Toledo	✓	✓	✓		

- 5. JumpStart Partners Total Work** – The impact of all companies supported by JumpStart partner programs/services¹¹ on the State of Ohio modeled for the following demographics:

		Companies led by			
		Total	Women	Black Entrepreneurs	Hispanic/Latino Entrepreneurs
	Ohio	✓	✓	✓	✓

- 6. KeyBank Programs** – The impact of companies supported by KeyBank Business Boost & Build: New York in the State of New York and KeyBank Center for Technology, Innovation and Inclusive Growth in the State of Ohio modeled for the following demographics. These results are not incorporated into the totals in any other sections of the report.

		Companies led by			
		Total	Women	Black Entrepreneurs	Hispanic/Latino Entrepreneurs
KeyBank Business Boost & Build: NY	New York	✓	✓	✓	
KeyBank Center for Technology, Innovation and Inclusive Growth	Ohio	✓	✓	✓	

¹¹JumpStart partner programs/services are defined as any funding and/or business assistance provided to companies by one of the many partner organizations JumpStart works with through its partnership work.

1. JUMPSTART + PARTNERS TOTAL WORK ECONOMIC IMPACTS

The impact of all companies supported by JumpStart and Partner programs across Ohio is summarized in this section. JumpStart and Partner programs include all Tech Startups and small business programs. Additional details on Tech Startups and small business programs are included in sections 3. Tech Startups Total Work and 4. Small Businesses Total Work of this report.

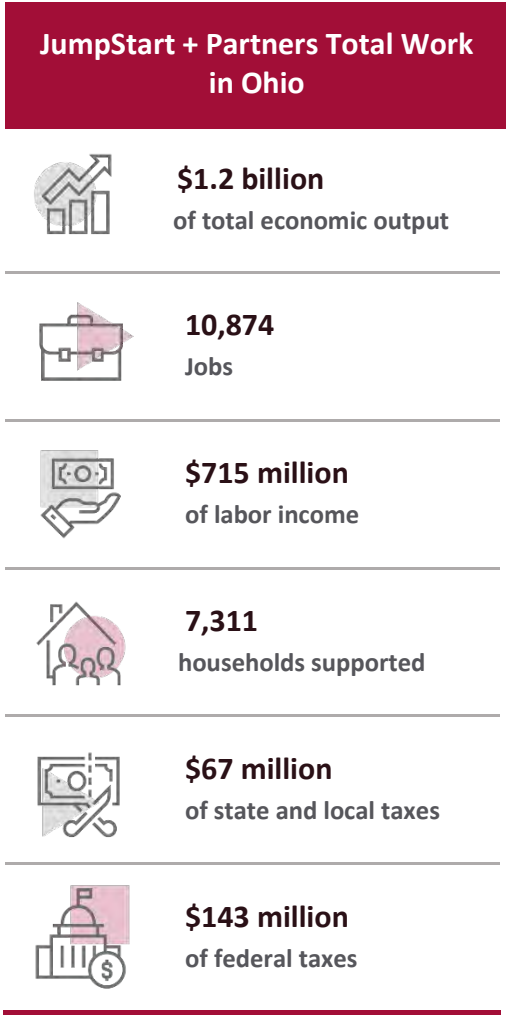
The impact of six additional geographies (Northeast Ohio, Cuyahoga County, the City of Cleveland, Northwest Ohio, Lucas County, and the City of Toledo) have been estimated to respond to requests from funders and key community stakeholders. These are included in Appendix 1: JumpStart + Partners Total Work Economic Impacts. The impact is also modeled for companies led by women, companies led by Black entrepreneurs and companies led by Hispanic/Latino entrepreneurs for each of the geographies.

JUMPSTART + PARTNERS TOTAL WORK – OHIO¹²

In 2021, companies supported by JumpStart and its partners’ services and funding directly and indirectly generated an estimated \$1.2 billion of economic output in the State of Ohio. This output includes an estimated \$743 million of economic output generated by companies led by women, \$179 million of output generated by companies led by Black entrepreneurs, and \$71 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart + Partners Total Work companies supported an estimated 10,874 direct, indirect, and induced jobs¹³ in Ohio, 6,364 of which were connected with the economic activity of companies led by women, 2,169 with the economic activity of companies led by Black entrepreneurs and 626 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ programs and funding had approximately \$715 million of associated annual labor income, including benefits, and sustained an estimated 7,311 households in Ohio.

Companies that received services and funding from JumpStart and its partners generated an estimated \$67 million of state and local taxes in Ohio and \$143 million of federal taxes during 2021.



¹² 1,122 companies supported by JumpStart + partners’ work in Ohio responded to a survey in 2021. 530 (47%) companies overall, 315 (47%) companies led by women, 192 (48%) companies led by Black entrepreneurs and 39 (56%) companies led by Hispanic/Latin entrepreneurs responded to a survey AND provided adequate survey information for modeling.

¹³ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART + PARTNERS TOTAL WORK, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	6,413	4,461	10,874
Earnings	\$ 479,379,000	\$ 235,645,000	\$ 715,024,000
Households Supported	4,312	2,999	7,311
State & Local Taxes	\$ 29,511,000	\$ 37,878,000	\$ 67,389,000
Federal Taxes	\$ 93,856,000	\$ 49,551,000	\$ 143,407,000
Output	\$ 524,635,000	\$ 720,992,000	\$ 1,245,627,000

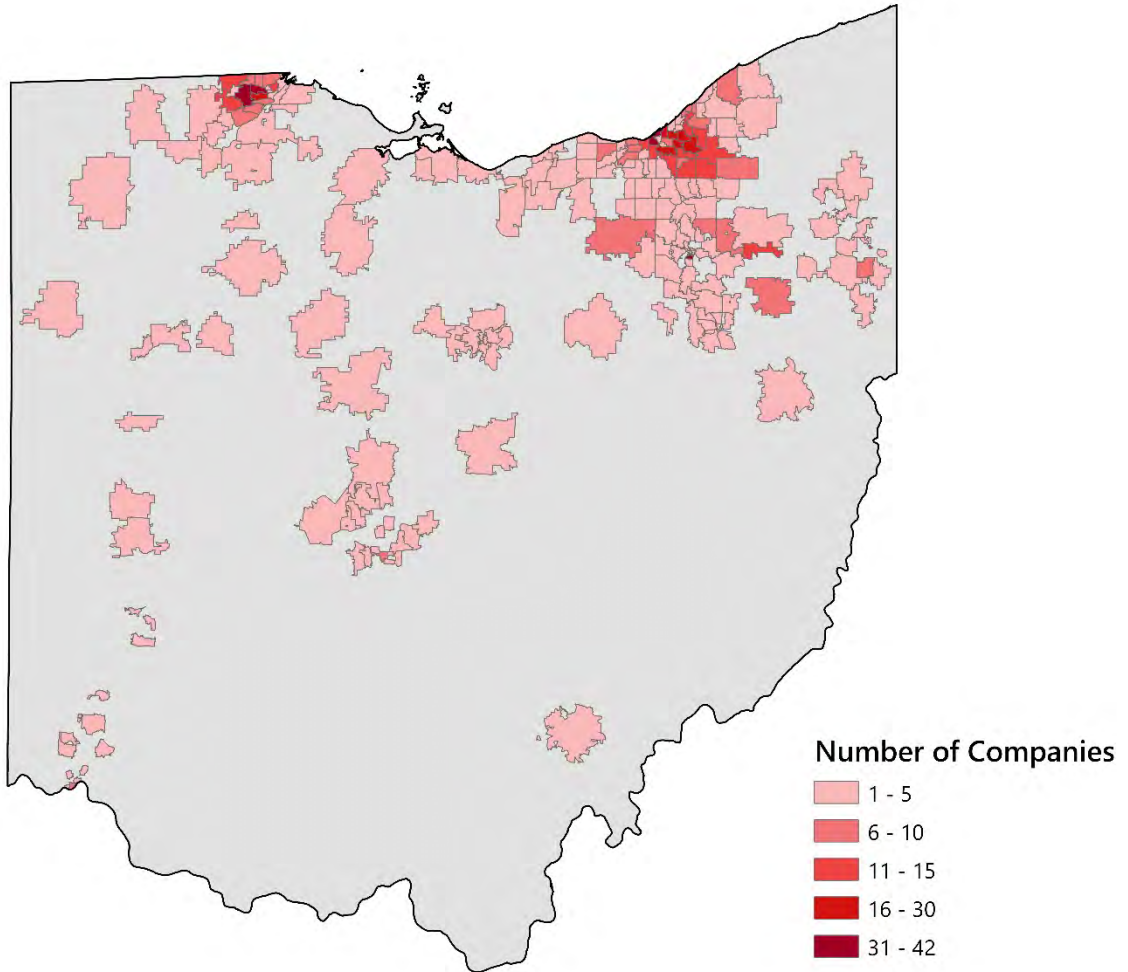
Companies Led by Women			
Jobs	3,826	2,538	6,364
Earnings	\$ 262,873,000	\$ 134,905,000	\$ 397,778,000
Households Supported	2,572	1,707	4,279
State & Local Taxes	\$ 18,152,000	\$ 21,475,000	\$ 39,627,000
Federal Taxes	\$ 51,778,000	\$ 28,326,000	\$ 80,104,000
Output	\$ 333,002,000	\$ 410,468,000	\$ 743,470,000

Companies Led by Black Entrepreneurs			
Jobs	1,478	691	2,169
Earnings	\$ 74,624,000	\$ 36,261,000	\$ 110,885,000
Households Supported	994	464	1,458
State & Local Taxes	\$ 3,514,000	\$ 5,849,000	\$ 9,363,000
Federal Taxes	\$ 13,931,000	\$ 7,630,000	\$ 21,561,000
Output	\$ 66,512,000	\$ 112,210,000	\$ 178,722,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	368	258	626
Earnings	\$ 28,082,000	\$ 13,449,000	\$ 41,531,000
Households Supported	247	174	421
State & Local Taxes	\$ 1,734,000	\$ 2,390,000	\$ 4,124,000
Federal Taxes	\$ 5,485,000	\$ 2,843,000	\$ 8,328,000
Output	\$ 29,819,000	\$ 41,536,000	\$ 71,355,000

The following maps depict the geographic distribution of the companies¹⁴ served by JumpStart and its partners in Ohio by zip code.

JUMPSTART + PARTNERS TOTAL WORK, OHIO COMPANIES SERVED



¹⁴ Companies represented in the maps include all companies served, not just modelable companies.

2. JUMPSTART TOTAL WORK ECONOMIC IMPACTS

The impact of all startups and small businesses supported by JumpStart programs in Ohio are summarized in this section. Technology companies are served directly by JumpStart through the Northeast Ohio Startup Network¹⁵ and the Northwest Ohio Startup Network.¹⁶ Small businesses seeking assistance are served directly by JumpStart's Cleveland Small Business Support Services, Toledo Small Business Support Services, Cleveland Business Growth Collaborative, and Toledo Business Growth Collaborative. In addition to services provided to companies, JumpStart invests in tech entrepreneurs throughout the state of Ohio and provides capital options, including loans and grants, to small businesses in Northern Ohio.

Additional details on Tech Startups and small business programs are included in section 3. Tech Startups Total Work and 4. Small Businesses Total Work of this report. This impact is also modeled for companies led by women, companies led by Black entrepreneurs, and companies led by Hispanic/Latino Entrepreneurs.

¹⁵ Northeast Ohio ESP Network partners include Bounce Innovation Hub, Braintree Business Development Center, BRITE Energy Innovators, Great Lakes Innovation and Development Enterprise (GLIDE), The Manufacturing Advocacy & Growth Network (MAGNET), Northeast Ohio Medical University (NEOMED), Ohio Aerospace Institute (OAI), University of Akron Research Foundation (UARF), and Youngstown Business Incubator (YBI).

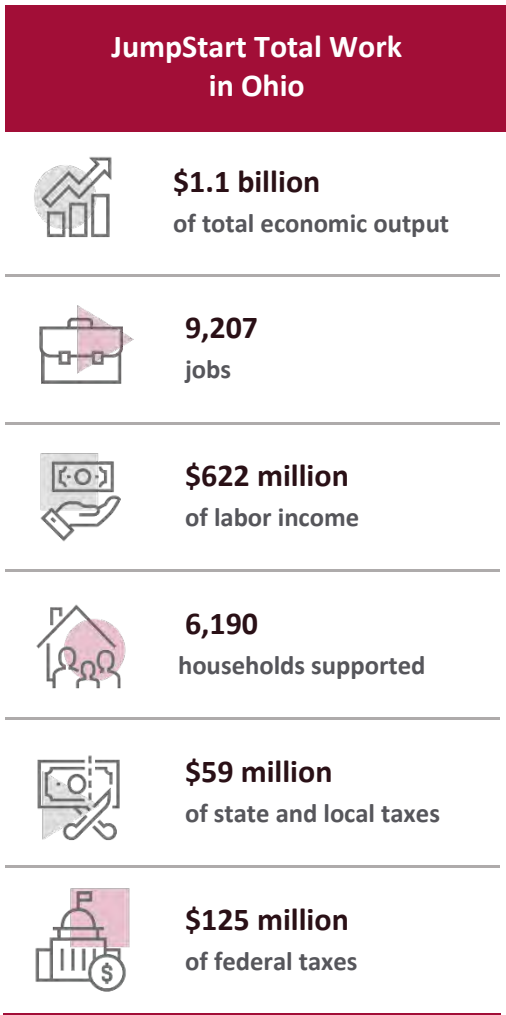
¹⁶ Northwest Ohio ESP Network partners include the University of Toledo (UT), ProMedica, and Mercy Health.

JUMPSTART TOTAL WORK – OHIO¹⁷

In 2021, companies supported by JumpStart services and funding directly and indirectly generated an estimated \$1.1 billion of economic output in the State of Ohio. This output includes an estimated \$689 million of economic output generated by companies led by women, \$158 million of output generated by companies led by Black entrepreneurs, and \$66 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart companies supported an estimated 9,207 direct, indirect, and induced jobs¹⁸ in Ohio, 5,493 of which were connected with the economic activity of companies led by women, 1,871 with the economic activity of companies led by Black entrepreneurs, and 556 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart programs and funding had approximately \$622 million of associated annual labor income, including benefits, and sustained an estimated 6,190 households in Ohio.

Companies receiving services and funding from JumpStart generated an estimated \$59 million of state and local taxes in Ohio and \$125 million of federal taxes during 2021.



¹⁷ 863 companies supported by JumpStart in Ohio responded to a survey in 2021. 433 (50%) companies overall, 257 (49%) companies led by women, 160 (50%) companies led by Black entrepreneurs and 34 (54%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

¹⁸ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART TOTAL WORK, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	5,350	3,857	9,207
Earnings	\$ 418,129,000	\$ 203,542,000	\$ 621,671,000
Households Supported	3,597	2,593	6,190
State & Local Taxes	\$ 25,822,000	\$ 32,701,000	\$ 58,523,000
Federal Taxes	\$ 81,841,000	\$ 42,796,000	\$ 124,637,000
Output	\$ 438,804,000	\$ 621,669,000	\$ 1,060,473,000

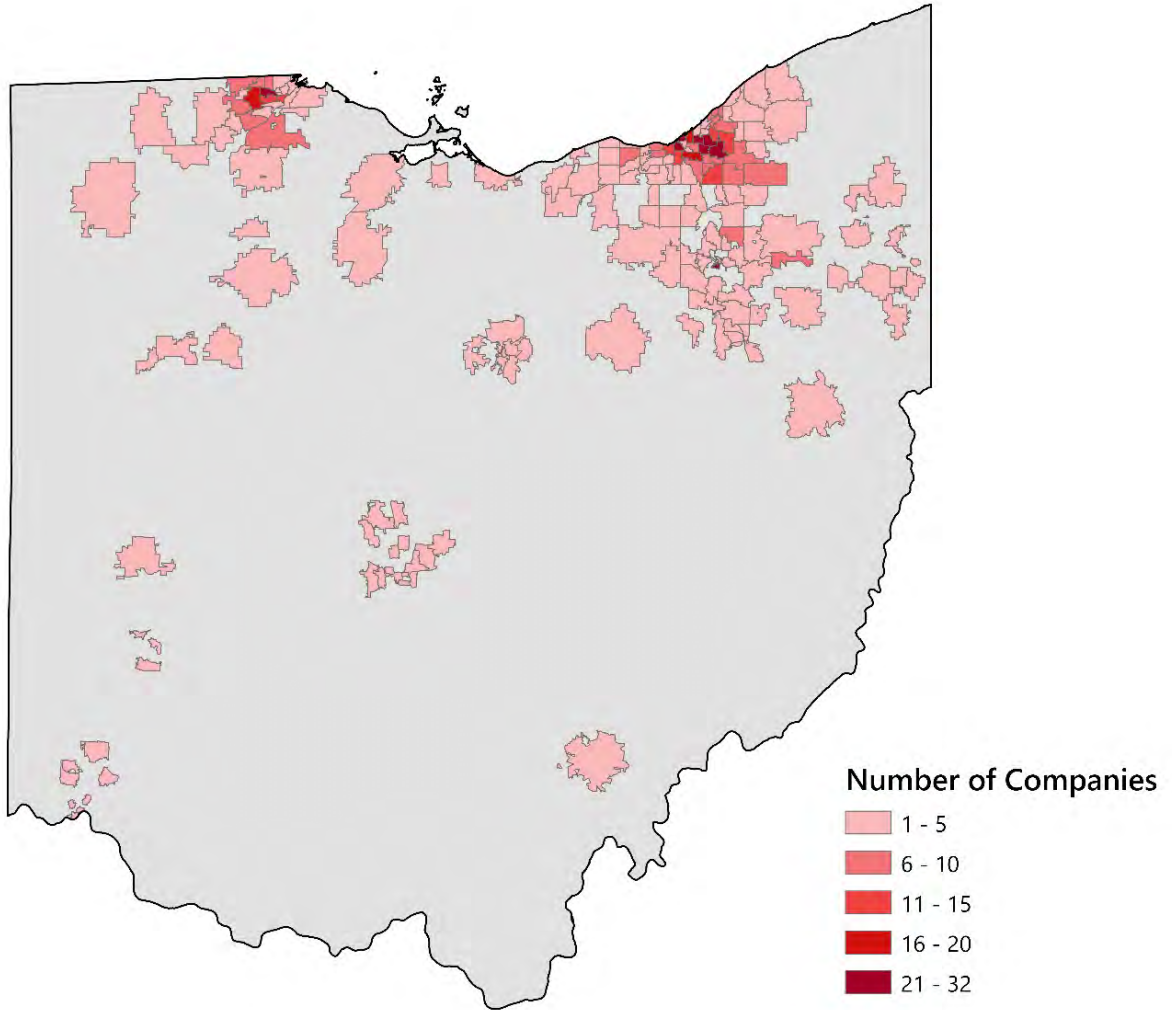
Companies Led by Women			
Jobs	3,200	2,293	5,493
Earnings	\$ 233,310,000	\$ 122,947,000	\$ 356,257,000
Households Supported	2,151	1,542	3,693
State & Local Taxes	\$ 17,409,000	\$ 19,463,000	\$ 36,872,000
Federal Taxes	\$ 46,453,000	\$ 25,808,000	\$ 72,261,000
Output	\$ 315,219,000	\$ 373,387,000	\$ 688,606,000

Companies Led by Black Entrepreneurs			
Jobs	1,252	619	1,871
Earnings	\$ 67,091,000	\$ 32,504,000	\$ 99,595,000
Households Supported	842	416	1,258
State & Local Taxes	\$ 3,192,000	\$ 5,243,000	\$ 8,435,000
Federal Taxes	\$ 12,527,000	\$ 6,839,000	\$ 19,366,000
Output	\$ 57,501,000	\$ 100,308,000	\$ 157,809,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	323	233	556
Earnings	\$ 24,578,000	\$ 12,163,000	\$ 36,741,000
Households Supported	217	157	374
State & Local Taxes	\$ 1,608,000	\$ 2,156,000	\$ 3,764,000
Federal Taxes	\$ 4,827,000	\$ 2,568,000	\$ 7,395,000
Output	\$ 28,611,000	\$ 37,476,000	\$ 66,087,000

The following map depicts the companies¹⁹ served by JumpStart in Ohio by zip code.

JUMPSTART TOTAL WORK, OHIO COMPANIES SERVED



¹⁹ Companies represented in the map include all companies served, not just modelable companies.

3. TECH STARTUPS TOTAL WORK ECONOMIC IMPACTS

Technology companies are served by JumpStart and 10 partners²⁰ through The Northeast Ohio Startup Network and three partners²¹ through the Northwest Ohio Startup Network, two distinct but closely connected networks of support organizations. These support organizations are all funded in part by Ohio Third Frontier and organized under the Entrepreneurial Services Provider (ESP) Program to support the 21 counties in the Northeast Ohio region and the 18 counties in the Northwest Ohio region. This section analyzes the economic impact of Ohio tech companies which JumpStart and its partners supported through funding and/or services in 2021. Tech Startups Total Work is also modeled for Northeast Ohio, Cuyahoga County, the City of Cleveland, Northwest Ohio, Lucas County, and the City of Toledo in the Appendix.

Tech Startups Total Work is comprised of the following four segments (companies may fall into more than one segment), the impacts of which are estimated individually in this section for Ohio:

- **JumpStart Serviced Companies** received business advisory services directly from JumpStart staff in 2021 or earlier.
- **JumpStart Funded Companies** received direct investment from one or more of the following JumpStart equity investment funds: Evergreen, Focus, and NEXT.
- **Network Serviced Companies** received services from one or more of JumpStart's Network partners' staff in 2021 or earlier.
- **Exited Startup Companies** were serviced or funded by the ESP Network and/or JumpStart and were acquired or had an IPO in 2021.

Additional models for Northeast Ohio (for JumpStart Serviced Companies, JumpStart Funded Companies, and Existed Startup Companies) and Northwest Ohio (for JumpStart Serviced companies and Network Serviced Companies) are included in the Appendix.

The impacts for all Tech Startups segments except Exited Startup Companies are also modeled for companies led by women, companies led by Black entrepreneurs, and companies led by Hispanic/Latino entrepreneurs in all instances where at least two modelable companies exist.

²⁰ Northeast Ohio ESP Network partners include Bounce Innovation Hub, Braintree Business Development Center, BRITE Energy Innovators, Great Lakes Innovation and Development Enterprise (GLIDE), The Manufacturing Advocacy & Growth Network (MAGNET), Northeast Ohio Medical University (NEOMED), Ohio Aerospace Institute (OAI), University of Akron Research Foundation (UARF), and Youngstown Business Incubator (YBI).

²¹ Northwest Ohio ESP Network partners include the University of Toledo (UT), ProMedica, and Mercy Health.

TECH STARTUPS TOTAL WORK – OHIO²²

In 2021, companies supported by JumpStart and its partners' Tech ESP services and funding in Northeast Ohio and Northwest Ohio directly and indirectly generated an estimated \$1.1 billion of economic output in the State of Ohio. This output includes an estimated \$631 million of economic output generated by companies led by women, \$94 million of output generated by companies led by Black entrepreneurs, and \$56 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These Tech Startup Companies supported an estimated 8,959 direct, indirect, and induced jobs²³ in Ohio, 4,919 of which were connected with the economic activity of companies led by women, 911 with the economic activity of companies led by Black entrepreneurs, and 397 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the ESP programs and funding had approximately \$629 million of associated annual labor income, including benefits, and sustained an estimated 6,023 households in Ohio.

Companies receiving Tech ESP services and funding from JumpStart and its partners generated an estimated \$59 million of state and local taxes in Ohio and \$127 million of federal taxes during 2021.

Tech Startups Total Work In Ohio



\$1.1 billion
of total economic output



8,959
jobs



\$629 million
of labor income



6,023
households supported



\$59 million
of state and local taxes



\$127 million
of federal taxes

²² 669 companies supported by JumpStart and its partners' Tech ESP services and funding in Ohio responded to a survey in 2021. 301 (45%) companies overall, 141 (46%) companies led by women, 43 (40%) companies led by Black entrepreneurs and 13 (59%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

²³ Direct, indirect, and induced impacts are only calculable for modelable companies.

TECH STARTUPS TOTAL WORK, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	5,040	3,919	8,959
Earnings	\$ 422,102,000	\$ 207,260,000	\$ 629,362,000
Households Supported	3,389	2,634	6,023
State & Local Taxes	\$ 26,454,000	\$ 33,002,000	\$ 59,456,000
Federal Taxes	\$ 83,399,000	\$ 43,546,000	\$ 126,945,000
Output	\$ 468,190,000	\$ 631,864,000	\$ 1,100,054,000

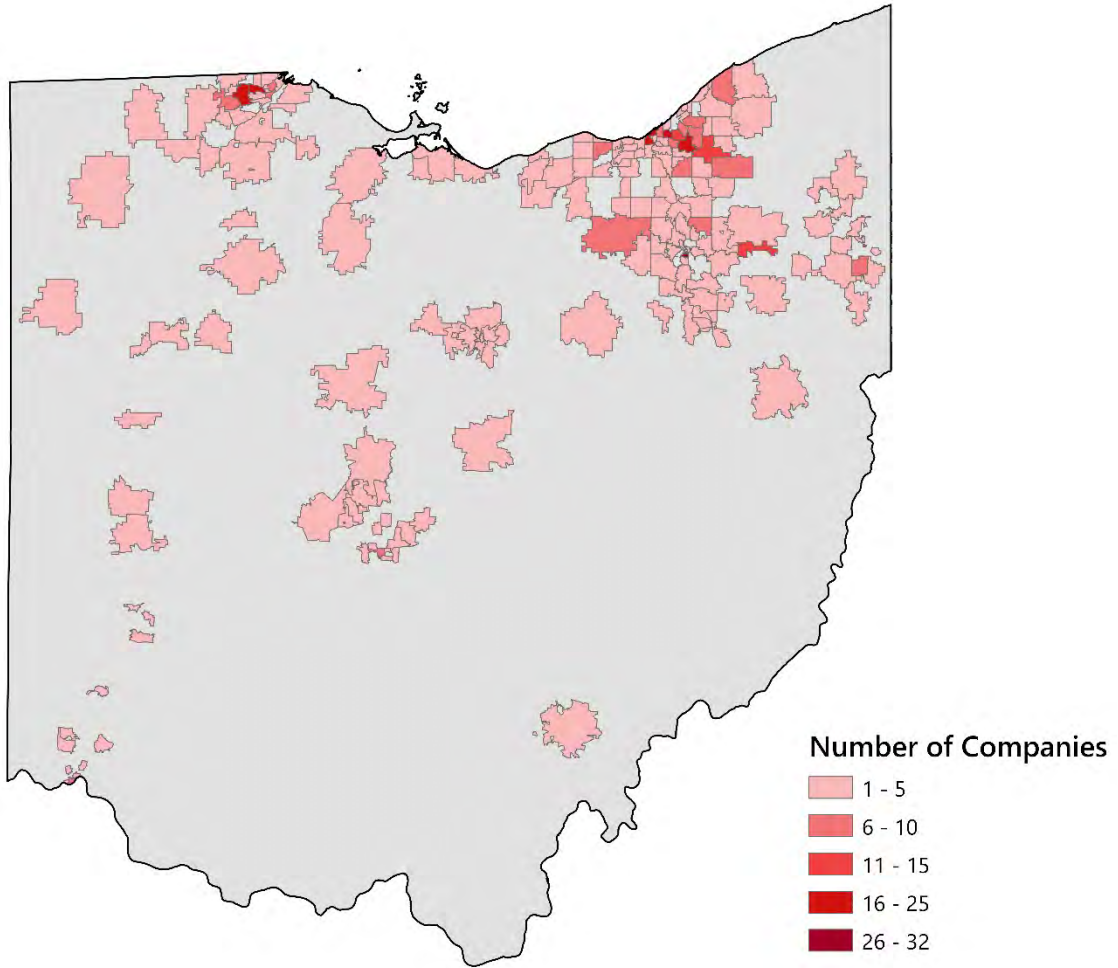
Companies Led by Women			
Jobs	2,791	2,128	4,919
Earnings	\$ 220,087,000	\$ 113,454,000	\$ 333,541,000
Households Supported	1,876	1,431	3,307
State & Local Taxes	\$ 15,814,000	\$ 17,725,000	\$ 33,539,000
Federal Taxes	\$ 44,055,000	\$ 23,789,000	\$ 67,844,000
Output	\$ 288,265,000	\$ 343,084,000	\$ 631,349,000

Companies Led by Black Entrepreneurs			
Jobs	556	355	911
Earnings	\$ 35,417,000	\$ 18,956,000	\$ 54,373,000
Households Supported	374	238	612
State & Local Taxes	\$ 1,630,000	\$ 2,945,000	\$ 4,575,000
Federal Taxes	\$ 6,780,000	\$ 3,968,000	\$ 10,748,000
Output	\$ 35,852,000	\$ 57,845,000	\$ 93,697,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	204	193	397
Earnings	\$ 18,915,000	\$ 10,156,000	\$ 29,071,000
Households Supported	137	130	267
State & Local Taxes	\$ 1,238,000	\$ 1,529,000	\$ 2,767,000
Federal Taxes	\$ 3,783,000	\$ 2,123,000	\$ 5,906,000
Output	\$ 25,684,000	\$ 30,810,000	\$ 56,494,000

The following map depicts the geographic distribution of Tech Startups companies²⁴ served by JumpStart and its partners in Ohio by zip code.

TECH STARTUPS TOTAL WORK, OHIO COMPANIES SERVED



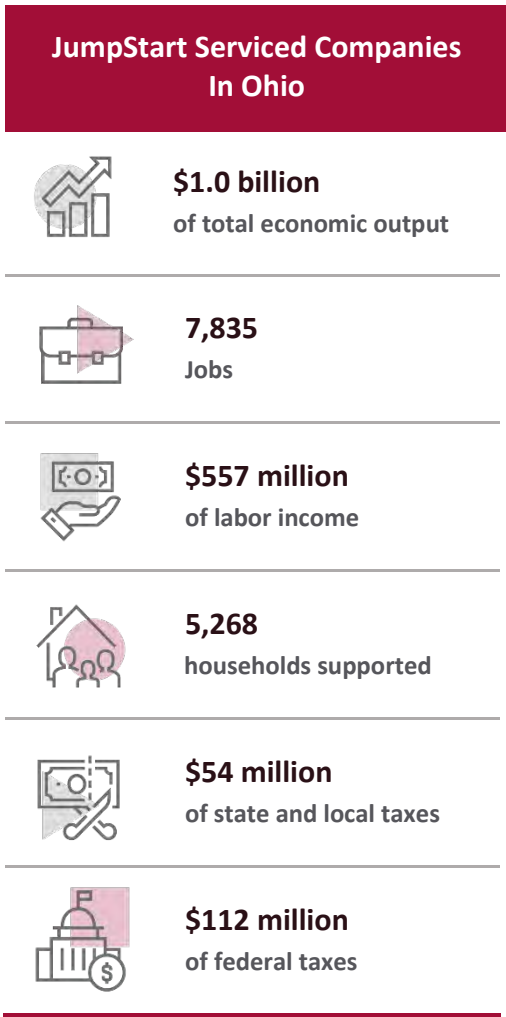
²⁴ Companies represented in the map include all companies served, not just modelable companies.

JUMPSTART SERVICED COMPANIES – OHIO²⁵

In 2021, companies supported by JumpStart services in Northeast Ohio and Northwest Ohio directly and indirectly generated an estimated \$1.0 billion of economic output in Ohio. This output includes an estimated \$586 million of economic output generated by companies led by women, \$83 million of output generated by companies led by Black entrepreneurs, and \$37 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart Serviced Companies supported an estimated 7,835 direct, indirect, and induced jobs²⁶ in Ohio, 4,270 of which were connected with the economic activity of companies led by women, 843 with the economic activity of companies led by Black entrepreneurs, and 299 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the JumpStart Serviced Companies had approximately \$557 million of associated annual labor income, including benefits, and sustained an estimated 5,268 households in the State of Ohio.

Companies receiving JumpStart services generated an estimated \$54 million of state and local taxes in Ohio and \$112 million of federal taxes during 2021.



²⁵ 501 companies supported by JumpStart services in Ohio responded to a survey in 2021. 246 (49%) companies overall, 115 (50%) companies led by women, 35 (43%) companies led by Black entrepreneurs and 10 (56%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

²⁶ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART SERVICED COMPANIES, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	4,265	3,570	7,835
Earnings	\$ 366,289,000	\$ 190,856,000	\$ 557,145,000
Households Supported	2,867	2,401	5,268
State & Local Taxes	\$ 23,642,000	\$ 30,136,000	\$ 53,778,000
Federal Taxes	\$ 72,299,000	\$ 40,056,000	\$ 112,355,000
Output	\$ 452,465,000	\$ 580,122,000	\$ 1,032,587,000

Companies Led by Women			
Jobs	2,381	1,889	4,270
Earnings	\$ 187,210,000	\$ 101,886,000	\$ 289,096,000
Households Supported	1,601	1,270	2,871
State & Local Taxes	\$ 15,094,000	\$ 15,739,000	\$ 30,833,000
Federal Taxes	\$ 38,090,000	\$ 21,345,000	\$ 59,435,000
Output	\$ 278,990,000	\$ 307,199,000	\$ 586,189,000

Companies Led by Black Entrepreneurs			
Jobs	520	323	843
Earnings	\$ 32,889,000	\$ 17,222,000	\$ 50,111,000
Households Supported	350	217	567
State & Local Taxes	\$ 1,506,000	\$ 2,684,000	\$ 4,190,000
Federal Taxes	\$ 6,296,000	\$ 3,605,000	\$ 9,901,000
Output	\$ 30,842,000	\$ 52,444,000	\$ 83,286,000

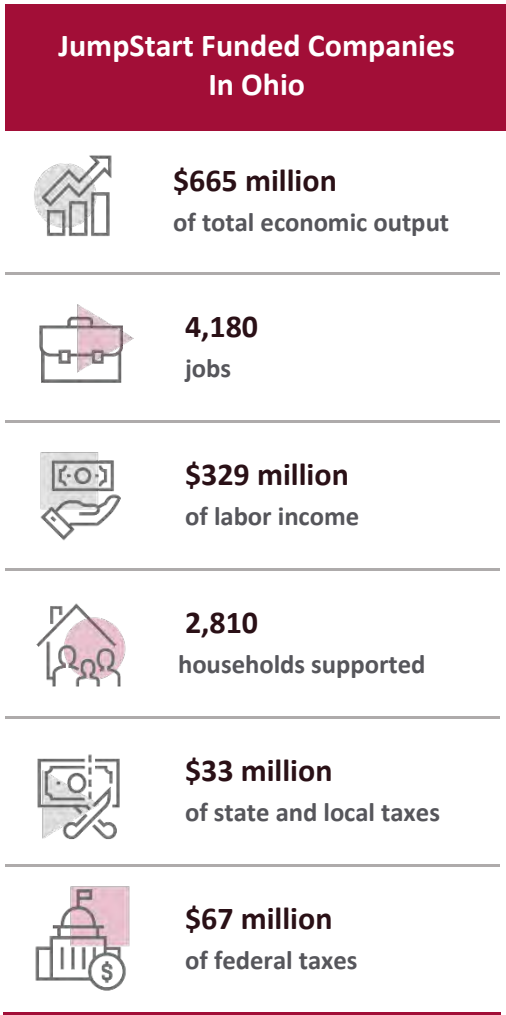
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	167	132	299
Earnings	\$ 15,456,000	\$ 6,801,000	\$ 22,257,000
Households Supported	112	89	201
State & Local Taxes	\$ 1,041,000	\$ 1,090,000	\$ 2,131,000
Federal Taxes	\$ 3,116,000	\$ 1,430,000	\$ 4,546,000
Output	\$ 16,548,000	\$ 20,606,000	\$ 37,154,000

JUMPSTART FUNDED COMPANIES – OHIO²⁷

In 2021, companies supported by JumpStart funding directly and indirectly generated an estimated \$665 million of economic output in Ohio. This output includes an estimated \$398 million of economic output generated by companies led by women, \$63 million of output generated by companies led by Black entrepreneurs and \$14 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart Funded Companies supported an estimated 4,180 direct, indirect, and induced jobs²⁸ in Ohio, 2,504 of which were connected with the economic activity of companies led by women, 446 with the economic activity of companies led by Black entrepreneurs, and 99 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the JumpStart Funded Companies had approximately \$329 million of associated annual labor income, including benefits, and sustained an estimated 2,810 households in Ohio.

Companies that received JumpStart funding generated an estimated \$33 million of state and local taxes in Ohio and \$67 million of federal taxes during 2021.



²⁷ 69 companies supported by JumpStart funding in Ohio responded to a survey in 2021. 63 (91%) companies overall, 29 (88%) companies led by women, 11 (92%) companies led by Black entrepreneurs, and 2 (67%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

²⁸ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART FUNDED COMPANIES, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	2,024	2,156	4,180
Earnings	\$ 211,722,000	\$ 116,913,000	\$ 328,635,000
Households Supported	1,361	1,449	2,810
State & Local Taxes	\$ 14,737,000	\$ 18,421,000	\$ 33,158,000
Federal Taxes	\$ 42,646,000	\$ 24,542,000	\$ 67,188,000
Output	\$ 307,578,000	\$ 357,148,000	\$ 664,726,000

Companies Led by Women			
Jobs	1,236	1,268	2,504
Earnings	\$ 125,386,000	\$ 68,040,000	\$ 193,426,000
Households Supported	831	853	1,684
State & Local Taxes	\$ 9,915,000	\$ 10,470,000	\$ 20,385,000
Federal Taxes	\$ 26,031,000	\$ 14,250,000	\$ 40,281,000
Output	\$ 192,561,000	\$ 205,598,000	\$ 398,159,000

Companies Led by Black Entrepreneurs			
Jobs	213	233	446
Earnings	\$ 21,171,000	\$ 12,572,000	\$ 33,743,000
Households Supported	143	157	300
State & Local Taxes	\$ 1,070,000	\$ 1,896,000	\$ 2,966,000
Federal Taxes	\$ 4,088,000	\$ 2,620,000	\$ 6,708,000
Output	\$ 25,284,000	\$ 37,969,000	\$ 63,253,000

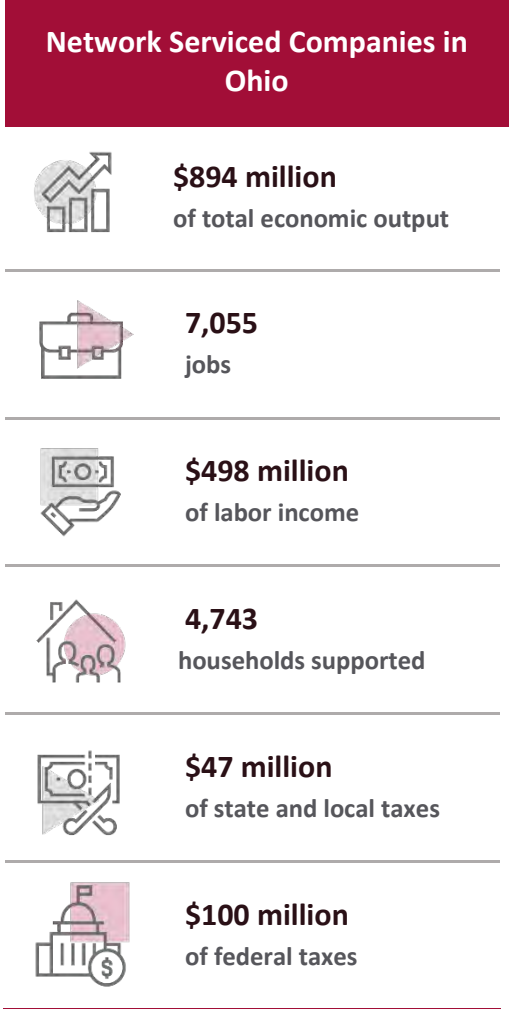
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	42	57	99
Earnings	\$ 5,755,000	\$ 2,872,000	\$ 8,627,000
Households Supported	28	39	67
State & Local Taxes	\$ 274,000	\$ 434,000	\$ 708,000
Federal Taxes	\$ 1,085,000	\$ 598,000	\$ 1,683,000
Output	\$ 6,018,000	\$ 8,443,000	\$ 14,461,000

NETWORK SERVICED COMPANIES – OHIO²⁹

In 2021, companies supported by ESP Network services in Northeast Ohio and Northwest Ohio directly and indirectly generated an estimated \$894 million of economic output in Ohio. This output includes an estimated \$497 million of economic output generated by companies led by women, \$68 million of output generated by companies led by Black entrepreneurs, and \$31 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These Network Serviced Companies supported an estimated 7,055 direct, indirect, and induced jobs³⁰ in the State of Ohio, 3,781 of which were connected with the economic activity of companies led by women, 533 with the economic activity of companies led by Black entrepreneurs, and 240 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the Network Serviced Companies had approximately \$498 million of associated annual labor income, including benefits, and sustained an estimated 4,743 households in the State of Ohio.

Companies receiving ESP Network services generated an estimated \$47 million of state and local taxes in Ohio and \$100 million of federal taxes during 2021.



²⁹ 582 companies supported by ESP Network services in Ohio responded to a survey in 2021. 255 (44%) companies overall, 116 (44%) companies led by women, 29 (36%) companies led by Black entrepreneurs and 9 (53%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

³⁰ Direct, indirect, and induced impacts are only calculable for modelable companies.

NETWORK SERVICED COMPANIES, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	3,876	3,179	7,055
Earnings	\$ 328,209,000	\$ 169,843,000	\$ 498,052,000
Households Supported	2,606	2,137	4,743
State & Local Taxes	\$ 20,096,000	\$ 26,805,000	\$ 46,901,000
Federal Taxes	\$ 64,283,000	\$ 35,634,000	\$ 99,917,000
Output	\$ 377,704,000	\$ 516,618,000	\$ 894,322,000

Companies Led by Women			
Jobs	2,087	1,694	3,781
Earnings	\$ 170,323,000	\$ 91,472,000	\$ 261,795,000
Households Supported	1,403	1,139	2,542
State & Local Taxes	\$ 11,621,000	\$ 14,199,000	\$ 25,820,000
Federal Taxes	\$ 33,681,000	\$ 19,163,000	\$ 52,844,000
Output	\$ 220,389,000	\$ 276,294,000	\$ 496,683,000

Companies Led by Black Entrepreneurs			
Jobs	297	236	533
Earnings	\$ 20,361,000	\$ 12,980,000	\$ 33,341,000
Households Supported	200	158	358
State & Local Taxes	\$ 1,047,000	\$ 1,972,000	\$ 3,019,000
Federal Taxes	\$ 3,939,000	\$ 2,710,000	\$ 6,649,000
Output	\$ 27,997,000	\$ 39,709,000	\$ 67,706,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	131	109	240
Earnings	\$ 9,760,000	\$ 5,907,000	\$ 15,667,000
Households Supported	88	73	161
State & Local Taxes	\$ 503,000	\$ 864,000	\$ 1,367,000
Federal Taxes	\$ 1,899,000	\$ 1,233,000	\$ 3,132,000
Output	\$ 12,738,000	\$ 18,103,000	\$ 30,841,000

EXITED STARTUP COMPANIES – OHIO³¹

Exited Companies are companies that were serviced or funded by the ESP Network and/or JumpStart and were acquired or had an IPO in 2021. In 2021, Exited Startup Companies directly and indirectly generated an estimated \$87 million of economic output in Ohio.

These Exited Startup Companies supported an estimated 505 direct, indirect, and induced jobs in Ohio. The jobs supported by the Exited Companies had approximately \$40 million of associated annual labor income, including benefits, and sustained an estimated 340 households in Ohio.

Exited Startup Companies generated an estimated \$4 million of state and local taxes in Ohio and \$8 million of federal taxes during 2021.

Exited Startup Companies In Ohio



\$87 million
of total economic output



505
jobs



\$40 million
of labor income



340
households supported



\$4 million
of state and local taxes



\$8 million
of federal taxes

³¹ Five Exited Companies in Ohio responded to a survey in 2021. Five (100%) companies responded to a survey AND provided adequate survey information for modeling.

EXITED STARTUP COMPANIES, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	203	302	505
Earnings	\$ 23,262,000	\$ 16,847,000	\$ 40,109,000
Households Supported	136	204	340
State & Local Taxes	\$ 1,303,000	\$ 2,470,000	\$ 3,773,000
Federal Taxes	\$ 4,587,000	\$ 3,499,000	\$ 8,086,000
Output	\$ 37,202,000	\$ 49,654,000	\$ 86,856,000

4. SMALL BUSINESSES TOTAL WORK ECONOMIC IMPACTS

This section analyzes the economic impact of small businesses in Ohio which JumpStart and its partners supported through funding and/or services in 2021. **Small Businesses Total Work** is comprised of the following four programs which are modeled in the specified geographies:

- **Cleveland Small Business Support Services** (Cuyahoga County)
- **Toledo Small Business Support Services** (Lucas County)
- **Cleveland Business Growth Collaborative** (Cuyahoga County)
- **Toledo Business Growth Collaborative** (Lucas County)

The Toledo Business Growth Collaborative provides small business assistance in the Greater Toledo community. This is the first year survey data was available for this program, which began in 2020.

The impacts of Total Work with Small Businesses in Northwest Ohio, Cleveland Small Business Support Services in the City of Cleveland, Toledo Small Business Support Services in the City of Toledo, and Toledo Business Growth Collaborative in the City of Toledo appear in the Appendix.

The impacts for all small business programs and geographies are also modeled for companies led by women, companies led by Black entrepreneurs, and companies led by Hispanic/Latino entrepreneurs in all instances where at least two modelable companies exist.

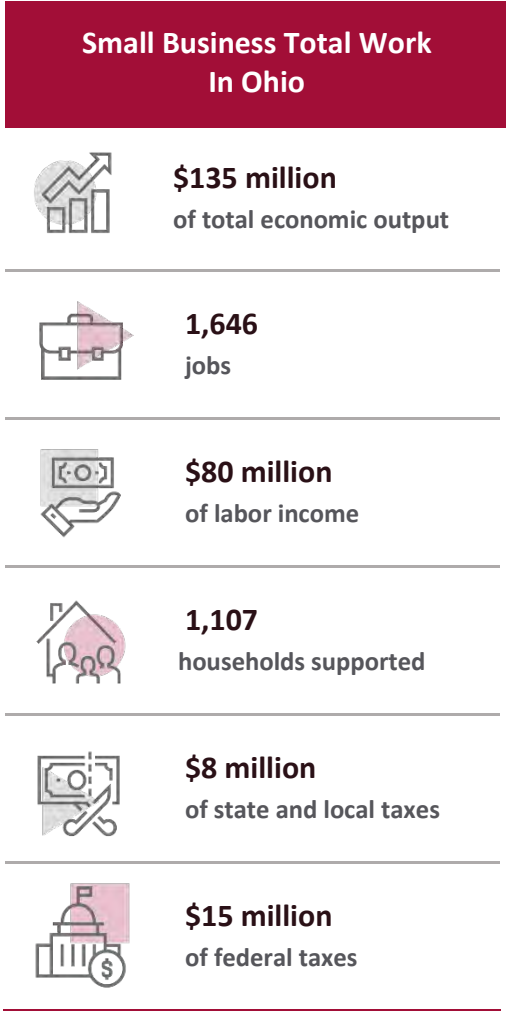
The impact of Cleveland Small Business Support Services in Cuyahoga County and the City of Cleveland and Toledo Business Growth Collaborative in Lucas County are also modeled for Impact Program Participants.

SMALL BUSINESSES TOTAL WORK – OHIO³²

In 2021, small businesses supported by JumpStart and its partners’ work directly and indirectly generated an estimated \$135 million of economic output in Ohio. This output includes an estimated \$121 million of economic output generated by companies led by women, \$81 million of output generated by companies led by Black entrepreneurs, and \$29 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These small businesses supported an estimated 1,646 direct, indirect, and induced jobs³³ in Ohio, 1,304 of which were connected with the economic activity of companies led by women, 1,097 with the economic activity of companies led by Black entrepreneurs, and 257 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ small business programs and funding had approximately \$80 million of associated annual labor income, including benefits, and sustained an estimated 1,107 households in Ohio.

Companies receiving small business support services and funding from JumpStart and its partners generated an estimated \$8 million of state and local taxes in Ohio and \$15 million of federal taxes during 2021.



³² 390 companies supported by JumpStart and its partners’ small business work in Ohio responded to a survey in 2021. 194 (50%) companies overall, 146 (48%) companies led by women, 130 (51%) companies led by Black entrepreneurs and 24 (52%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

³³ Direct, indirect, and induced impacts are only calculable for modelable companies.

SMALL BUSINESSES TOTAL WORK, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	1,143	503	1,646
Earnings	\$ 53,403,000	\$ 26,291,000	\$ 79,694,000
Households Supported	768	339	1,107
State & Local Taxes	\$ 3,094,000	\$ 4,560,000	\$ 7,654,000
Federal Taxes	\$ 9,845,000	\$ 5,560,000	\$ 15,405,000
Output	\$ 52,997,000	\$ 82,484,000	\$ 135,481,000

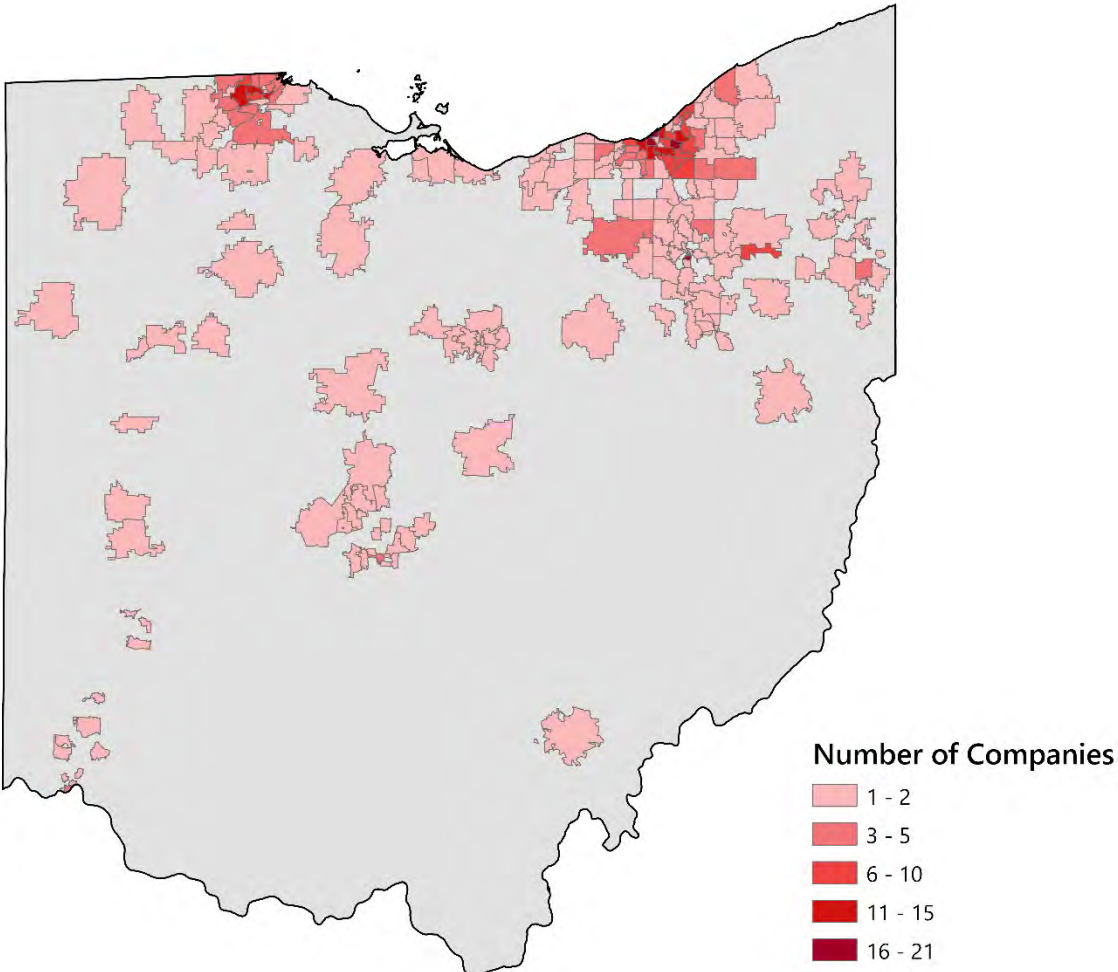
Companies Led by Women			
Jobs	870	434	1,304
Earnings	\$ 42,402,000	\$ 22,808,000	\$ 65,210,000
Households Supported	585	292	877
State & Local Taxes	\$ 2,548,000	\$ 3,913,000	\$ 6,461,000
Federal Taxes	\$ 7,766,000	\$ 4,812,000	\$ 12,578,000
Output	\$ 49,551,000	\$ 71,260,000	\$ 120,811,000

Companies Led by Black Entrepreneurs			
Jobs	784	313	1,097
Earnings	\$ 35,579,000	\$ 16,288,000	\$ 51,867,000
Households Supported	527	211	738
State & Local Taxes	\$ 1,793,000	\$ 2,722,000	\$ 4,515,000
Federal Taxes	\$ 6,497,000	\$ 3,443,000	\$ 9,940,000
Output	\$ 29,839,000	\$ 50,938,000	\$ 80,777,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	156	101	257
Earnings	\$ 9,123,000	\$ 5,361,000	\$ 14,484,000
Households Supported	105	68	173
State & Local Taxes	\$ 567,000	\$ 1,067,000	\$ 1,634,000
Federal Taxes	\$ 1,712,000	\$ 1,137,000	\$ 2,849,000
Output	\$ 12,063,000	\$ 16,870,000	\$ 28,933,000

The following maps depict the geographic distribution of small businesses³⁴ served by JumpStart and its partners in Ohio by zip code.

SMALL BUSINESSES TOTAL WORK, OHIO COMPANIES SERVED



³⁴ Companies represented in the maps include all companies served, not just modelable companies.

JUMPSTART SMALL BUSINESS ASSISTANCE PROGRAMS

JumpStart offers technical assistance to small businesses in Northeast and Northwest Ohio through the Cleveland Small Business Support Services and Northwest Ohio Small Business Support Services programs.

CLEVELAND SMALL BUSINESS SUPPORT SERVICES

Cleveland Small Business Support Services offers free, one-on-one business advising services to any entrepreneur or small business owner who lives in the City of Cleveland or owns a business making an impact on the City of Cleveland. The program is supported by KeyBank Foundation, the Cleveland Foundation, and the City of Cleveland.

NORTHWEST OHIO SMALL BUSINESS SUPPORT SERVICES

JumpStart provides business assistance to small businesses in Northwest Ohio through direct advising and community partnerships. In each region, technical assistance services include:

- **One-on-One Client Meetings** – JumpStart offers direct business advisory services including establishment of development milestones and plans for accessing resources and capital.
- **Impact Programs** – JumpStart offers a 12-week intensive business assistance course two times per year for revenue generating businesses. The program focuses on helping entrepreneurs develop financial projections, collaborate with peer companies, and craft a capital pitch. The Impact program culminates in an Entrepreneur Showcase Event which serves as a pitch competition for cash prizes.
- **Events** – JumpStart hosts and sponsors numerous events for entrepreneurs including a variety of workshops on business strategies and tips, and open mic pitch nights.

CLEVELAND SMALL BUSINESS SUPPORT SERVICES – CUYAHOGA COUNTY³⁵

In 2021, companies supported by Cleveland Small Business Support Services in Cuyahoga County directly and indirectly generated an estimated \$52 million of economic output in Cuyahoga County. This output includes an estimated \$41 million of economic output generated by companies led by women, \$32 million of output generated by companies led by Black entrepreneurs, \$9 million of output generated by companies led by or Hispanic/Latino entrepreneurs and \$21 million generated by Impact Program Participants.

These Cleveland Small Business Support Services companies supported an estimated 984 direct, indirect, and induced jobs³⁶ in Cuyahoga County, 750 of which were connected with the economic activity of companies led by women, 658 with the economic activity of companies led by Black entrepreneurs, 165 with the economic activity of companies led Hispanic/Latino entrepreneurs and 390 with the economic activity of Impact Program Participants.

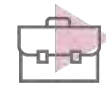
The jobs supported by Cleveland Small Business Support Services programs had approximately \$45 million of associated annual labor income, including benefits, and sustained an estimated 662 households in Cuyahoga County.

Cleveland Small Business Support Services companies in Cuyahoga County generated an estimated \$3 million of state and local taxes in Ohio and \$8 million of federal taxes during 2021.

Cleveland Small Business Support Services In Cuyahoga County



\$52 million
of total economic output



984
jobs



\$45 million
of labor income



662
households supported



\$3 million
of state and local taxes



\$8 million
of federal taxes

³⁵ 243 companies supported by Cleveland Small Business Support Services work in Cuyahoga County responded to a survey in 2021. 139 (57%) companies overall, 107 (55%) companies led by women, 91 (58%) companies led by Black entrepreneurs, 21 (58%) companies led by Hispanic/Latino entrepreneurs and 7 (11%) of Impact Program Participants responded to a survey AND provided adequate survey information for modeling.

³⁶ Direct, indirect, and induced impacts are only calculable for modelable companies.

CLEVELAND SMALL BUSINESS SUPPORT SERVICES, CUYAHOGA COUNTY LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	801	183	984
Earnings	\$ 34,396,000	\$ 10,371,000	\$ 44,767,000
Households Supported	539	123	662
State & Local Taxes	\$ 1,785,000	\$ 1,491,000	\$ 3,276,000
Federal Taxes	\$ 5,696,000	\$ 1,957,000	\$ 7,653,000
Output	\$ 22,133,000	\$ 30,348,000	\$ 52,481,000
Companies Led by Women			
Jobs	611	139	750
Earnings	\$ 26,047,000	\$ 7,920,000	\$ 33,967,000
Households Supported	411	93	504
State & Local Taxes	\$ 1,381,000	\$ 1,135,000	\$ 2,516,000
Federal Taxes	\$ 4,300,000	\$ 1,494,000	\$ 5,794,000
Output	\$ 17,362,000	\$ 23,220,000	\$ 40,582,000
Companies Led by Black Entrepreneurs			
Jobs	538	120	658
Earnings	\$ 24,121,000	\$ 6,711,000	\$ 30,832,000
Households Supported	362	80	442
State & Local Taxes	\$ 1,078,000	\$ 998,000	\$ 2,076,000
Federal Taxes	\$ 3,975,000	\$ 1,269,000	\$ 5,244,000
Output	\$ 12,591,000	\$ 19,700,000	\$ 32,291,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	136	29	165
Earnings	\$ 5,073,000	\$ 1,703,000	\$ 6,776,000
Households Supported	91	20	111
State & Local Taxes	\$ 315,000	\$ 232,000	\$ 547,000
Federal Taxes	\$ 850,000	\$ 320,000	\$ 1,170,000
Output	\$ 3,996,000	\$ 4,939,000	\$ 8,935,000
Impact Program Companies			
Jobs	323	67	390
Earnings	\$ 11,780,000	\$ 3,812,000	\$ 15,592,000
Households Supported	217	45	262
State & Local Taxes	\$ 721,000	\$ 541,000	\$ 1,262,000
Federal Taxes	\$ 1,970,000	\$ 721,000	\$ 2,691,000
Output	\$ 9,241,000	\$ 11,276,000	\$ 20,517,000

TOLEDO SMALL BUSINESS SUPPORT SERVICES – LUCAS COUNTY³⁷

In 2021, companies supported by Toledo Small Business Support Services directly and indirectly generated an estimated \$35 million of economic output in Lucas County. This output includes an estimated \$31 million of economic output generated by companies led by women and \$17 million of output generated by companies led by Black entrepreneurs. There was not enough data provided by companies led by Hispanic/Latino entrepreneurs or Impact Program Participants to estimate the impacts of these companies.

These Toledo Small Business Support Services companies supported an estimated 280 direct, indirect, and induced jobs³⁸ in Lucas County, 237 of which were connected with the economic activity of companies led by women and 158 with the economic activity of companies led by Black entrepreneurs. The jobs supported by Toledo Small Business Support Services had approximately \$13 million of associated annual labor income, including benefits, and sustained an estimated 188 households in Lucas County.

Lucas County companies receiving Toledo Small Business Support Services from JumpStart generated an estimated \$1 million of state and local taxes in Ohio and \$2 million of federal taxes during 2021.

Toledo Small Business Support Services in Lucas County



\$35 million
of total economic output



280
jobs



\$13 million
of labor income



188
households supported



\$1 million
of state and local taxes



\$2 million
of federal taxes

³⁷ 86 companies supported by Toledo Small Business Support Services work in Lucas County responded to a survey in 2021. 34 (40%) companies overall, 26 (38%) companies led by women, 23 (43%) companies led by Black entrepreneurs, one (20%) company led by Hispanic/Latino entrepreneurs and one (4%) Impact Program Participant responded to a survey AND provided adequate survey information for modeling.

³⁸ Direct, indirect, and induced impacts are only calculable for modelable companies.

TOLEDO SMALL BUSINESS SUPPORT SERVICES, LUCAS COUNTY LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	175	105	280
Earnings	\$ 7,525,000	\$ 5,358,000	\$ 12,883,000
Households Supported	118	70	188
State & Local Taxes	\$ 656,000	\$ 661,000	\$ 1,317,000
Federal Taxes	\$ 1,185,000	\$ 1,018,000	\$ 2,203,000
Output	\$ 19,070,000	\$ 15,430,000	\$ 34,500,000
Companies Led by Women			
Jobs	143	94	237
Earnings	\$ 6,030,000	\$ 4,787,000	\$ 10,817,000
Households Supported	96	63	159
State & Local Taxes	\$ 567,000	\$ 582,000	\$ 1,149,000
Federal Taxes	\$ 923,000	\$ 908,000	\$ 1,831,000
Output	\$ 17,469,000	\$ 13,749,000	\$ 31,218,000
Companies Led by Black Entrepreneurs			
Jobs	105	53	158
Earnings	\$ 4,485,000	\$ 2,747,000	\$ 7,232,000
Households Supported	71	35	106
State & Local Taxes	\$ 264,000	\$ 342,000	\$ 606,000
Federal Taxes	\$ 639,000	\$ 524,000	\$ 1,163,000
Output	\$ 9,207,000	\$ 7,962,000	\$ 17,169,000

BUSINESS GROWTH COLLABORATIVE PROGRAMS

This coalition of 10 Cleveland organizations³⁹ was convened by the Greater Cleveland Partnership's Commission on Economic Inclusion and JumpStart, with support from the Cleveland Foundation, PNC Bank, the City of Cleveland, Cuyahoga County, Burton D. Morgan Foundation, and the Gund Foundation. This coalition collectively provides the Cleveland Business Growth Collaborative programs.

The coalition of 11 Greater Toledo organizations⁴⁰ was convened by JumpStart to identify and fill gaps in the small business assistance service continuum and connect clients to resources. This coalition collectively provides the Toledo Business Growth Collaborative programs.

The overarching goal of the Cleveland and Toledo Business Growth Collaboratives is to improve the level of coordination among available entrepreneurial resources by breaking down barriers to business growth opportunities for historically disadvantaged communities.

³⁹ Ohio Minority Supplier Development Council (OMSDC), Greater Cleveland Partnership Council on Equity and Inclusion (COEI), Hispanic Business Center (HBC), Presidents' Council, Cleveland Neighborhood Progress, Economic Community Development Institute (ECDI), The Manufacturing Advocacy & Growth Network (MAGNET), The Urban League of Greater Cleveland, The Council of Smaller Enterprises (COSE), and The Ohio Aerospace Institute (OAI).

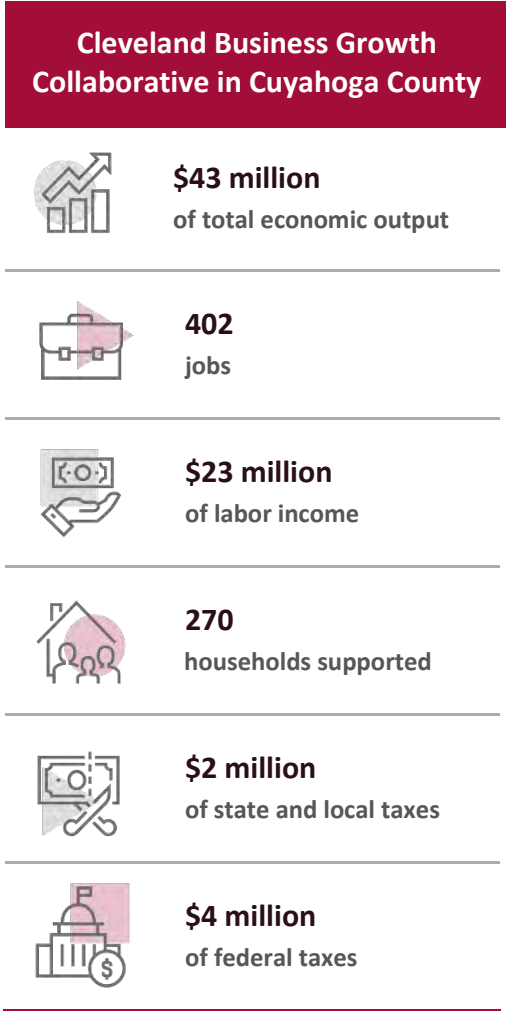
⁴⁰ Assets Toledo, Center for Innovative Food Technology (CIFT), Economic Community Development Institute (ECDI), LISCC Toledo, Toledo Regional Chamber of Commerce, University of Toledo Minority Business Development Center (NWO MBDC), Northwest Ohio Hispanic Chamber of Commerce (NOHCC), Toledo African American Chamber of Commerce, Toledo Lucas County Port Authority, Toledo Lucas County Public Library, and Women of Toledo.

CLEVELAND BUSINESS GROWTH COLLABORATIVE – CUYAHOGA COUNTY⁴¹

In 2021, companies supported by Cleveland Business Growth Collaborative programs directly and indirectly generated an estimated \$43 million of economic output in Cuyahoga County. This output includes an estimated \$38 million of economic output generated by companies led by women, \$25 million of output generated by companies led by Black entrepreneurs, and \$19 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These Cleveland Business Growth Collaborative companies supported an estimated 402 direct, indirect, and induced jobs⁴² in Cuyahoga County, 334 of which were connected with the economic activity of companies led by women, 293 with the economic activity of companies led by Black entrepreneurs, and 96 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by Cleveland Business Growth Collaborative programs had approximately \$23 million of associated annual labor income, including benefits, and sustained an estimated 270 households in Cuyahoga County.

Cuyahoga County companies receiving Cleveland Business Growth Collaborative services and funding generated an estimated \$2 million of state and local taxes in Ohio and \$4 million of federal taxes during 2021.



⁴¹ 70 companies supported by Cleveland Business Growth Collaborative programs in Cuyahoga County responded to a survey in 2021. ⁴² (60%) companies overall, 29 (57%) companies led by women, 35 (59%) companies led by Black entrepreneurs and 5 (63%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁴² Direct, indirect, and induced impacts are only calculable for modelable companies.

CLEVELAND BUSINESS GROWTH COLLABORATIVE, CUYAHOGA COUNTY LEVEL IMPACT DETAILS

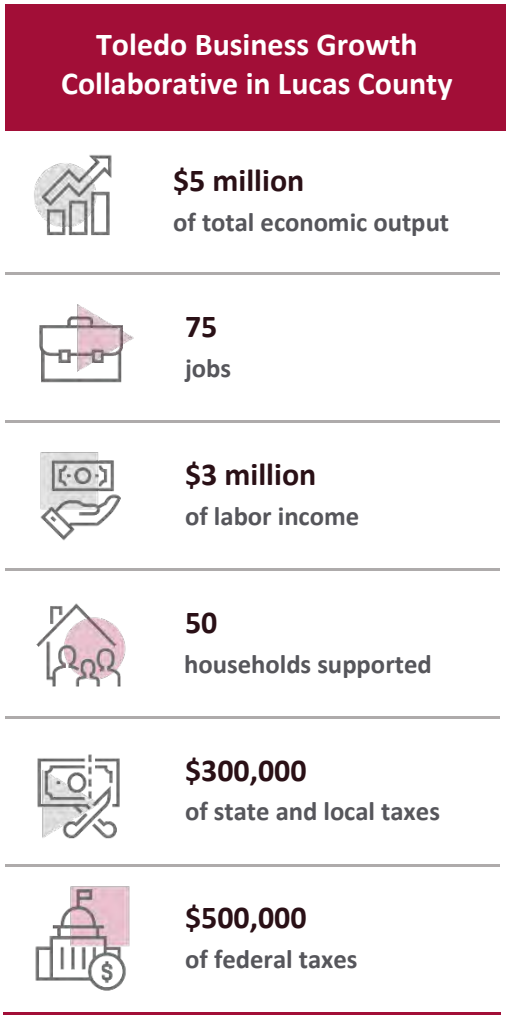
	Direct	Indirect & Induced	Total
Total Companies			
Jobs	274	128	402
Earnings	\$ 15,855,000	\$ 7,343,000	\$ 23,198,000
Households Supported	184	86	270
State & Local Taxes	\$ 849,000	\$ 1,186,000	\$ 2,035,000
Federal Taxes	\$ 2,602,000	\$ 1,377,000	\$ 3,979,000
Output	\$ 22,233,000	\$ 20,975,000	\$ 43,208,000
Companies Led by Women			
Jobs	222	112	334
Earnings	\$ 13,996,000	\$ 6,428,000	\$ 20,424,000
Households Supported	149	76	225
State & Local Taxes	\$ 692,000	\$ 1,069,000	\$ 1,761,000
Federal Taxes	\$ 2,282,000	\$ 1,207,000	\$ 3,489,000
Output	\$ 19,547,000	\$ 18,434,000	\$ 37,981,000
Companies Led by Black Entrepreneurs			
Jobs	221	72	293
Earnings	\$ 10,626,000	\$ 4,132,000	\$ 14,758,000
Households Supported	149	48	197
State & Local Taxes	\$ 507,000	\$ 607,000	\$ 1,114,000
Federal Taxes	\$ 1,726,000	\$ 775,000	\$ 2,501,000
Output	\$ 12,660,000	\$ 11,925,000	\$ 24,585,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	40	56	96
Earnings	\$ 4,628,000	\$ 3,220,000	\$ 7,848,000
Households Supported	27	38	65
State & Local Taxes	\$ 334,000	\$ 588,000	\$ 922,000
Federal Taxes	\$ 779,000	\$ 602,000	\$ 1,381,000
Output	\$ 10,072,000	\$ 9,052,000	\$ 19,124,000

TOLEDO BUSINESS GROWTH COLLABORATIVE – LUCAS COUNTY⁴³

In 2021, companies supported by Toledo Business Growth Collaborative programs directly and indirectly generated an estimated \$5 million of economic output in Lucas County. This output includes an estimated \$5 million of economic output generated by companies led by women, \$1 million of output generated by companies led by Black entrepreneurs and approximately \$400,000 of output generated by Impact Program Participants. There was not enough data provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

These Toledo Business Growth Collaborative companies supported an estimated 75 direct, indirect, and induced jobs⁴⁴ in Lucas County, 41 of which were connected with the economic activity of companies led by women, 40 with the economic activity of companies led by Black entrepreneurs and 5 with the economic activity of companies led by Impact Program Participants. The jobs supported by Toledo Business Growth Collaborative programs had approximately \$3 million of associated annual labor income, including benefits, and sustained an estimated 50 households in Lucas County.

Lucas County companies receiving Toledo Business Growth Collaborative services and funding generated an estimated \$300,000 of state and local taxes in Ohio and \$500,000 of federal taxes during 2021.



⁴³ 32 companies supported by Toledo Business Growth Collaborative programs in Lucas County responded to a survey in 2021. 8 (25%) companies overall, six (22%) companies led by women, six (30%) companies led by Black entrepreneurs, zero companies led by Hispanic/Latino entrepreneurs and two (67%) companies led by Impact Program Participants responded to a survey AND provided adequate survey information for modeling.

⁴⁴ Direct, indirect, and induced impacts are only calculable for modelable companies.

TOLEDO BUSINESS GROWTH COLLABORATIVE, LUCAS COUNTY LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	61	14	75
Earnings	\$ 1,937,000	\$ 726,000	\$ 2,663,000
Households Supported	41	9	50
State & Local Taxes	\$ 219,000	\$ 107,000	\$ 326,000
Federal Taxes	\$ 333,000	\$ 141,000	\$ 474,000
Output	\$ 3,187,000	\$ 2,246,000	\$ 5,433,000
Companies Led by Women			
Jobs	30	11	41
Earnings	\$ 1,201,000	\$ 541,000	\$ 1,742,000
Households Supported	20	8	28
State & Local Taxes	\$ 187,000	\$ 77,000	\$ 264,000
Federal Taxes	\$ 205,000	\$ 105,000	\$ 310,000
Output	\$ 2,863,000	\$ 1,691,000	\$ 4,554,000
Companies Led by Black Entrepreneurs			
Jobs	36	4	40
Earnings	\$ 816,000	\$ 219,000	\$ 1,035,000
Households Supported	24	3	27
State & Local Taxes	\$ 38,000	\$ 34,000	\$ 72,000
Federal Taxes	\$ 142,000	\$ 42,000	\$ 184,000
Output	\$ 510,000	\$ 659,000	\$ 1,169,000
Impact Program Participants			
Jobs	4	1	5
Earnings	\$ 130,000	\$ 51,000	\$ 181,000
Households Supported	3	-	3
State & Local Taxes	\$ 9,000	\$ 8,000	\$ 17,000
Federal Taxes	\$ 23,000	\$ 10,000	\$ 33,000
Output	\$ 216,000	\$ 153,000	\$ 369,000

5. JUMPSTART COLLABORATIVE PARTNERS TOTAL WORK ECONOMIC IMPACTS

This section summarizes the estimated economic impact of companies (both tech startups and small businesses) receiving funding and/or business assistance from one of the many partner organizations JumpStart works with through its strategic initiatives work.

JUMPSTART COLLABORATIVE PARTNERS TOTAL WORK – OHIO⁴⁵

In 2021, companies supported by JumpStart’s Collaborative partners directly and indirectly generated an estimated \$952 million of economic output in Ohio. This output includes an estimated \$547 million of economic output generated by companies led by women, \$99 million of output generated by companies led by Black entrepreneurs, and \$53 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These companies supported an estimated 7,580 direct, indirect, and induced jobs⁴⁶ in Ohio, 4,202 of which were connected with the economic activity of companies led by women, 897 with the economic activity of companies led by Black entrepreneurs, and 349 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart’s Collaborative Partner programs and funding had approximately \$526 million of associated annual labor income, including benefits, and sustained an estimated 5,096 households in Ohio.

Companies receiving services and funding from JumpStart’s Collaborative partners generated an estimated \$50 million of state and local taxes in Ohio and \$105 million of federal taxes during 2021.

JumpStart Collaborative Partners Total Work in Ohio



\$952 million
of total economic output



7,580
jobs



\$526 million
of labor income



5,096
households supported



\$50 million
of state and local taxes



\$105 million
of federal taxes

⁴⁵ 672 companies supported by JumpStart Collaborative Partners work in Ohio responded to a survey in 2021. 302 (45%) companies overall, 151 (45%) companies led by women, 68 (46%) companies led by Black entrepreneurs and 14 (50%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

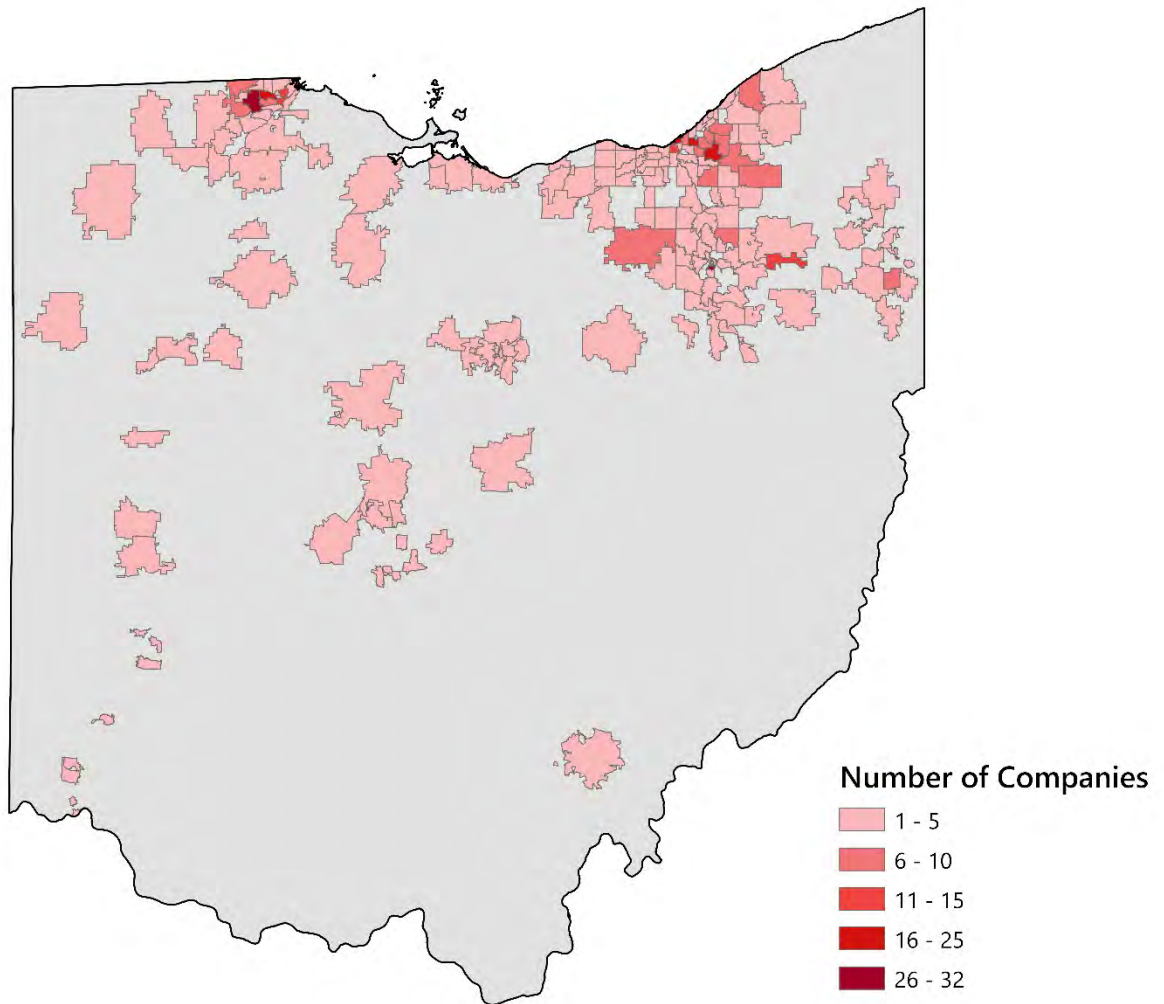
⁴⁶ Direct and indirect impacts are only calculable for modelable companies.

JUMPSTART COLLABORATIVE PARTNER WORK: OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	4,208	3,372	7,580
Earnings	\$ 346,240,000	\$ 180,039,000	\$ 526,279,000
Households Supported	2,829	2,267	5,096
State & Local Taxes	\$ 21,228,000	\$ 28,700,000	\$ 49,928,000
Federal Taxes	\$ 67,592,000	\$ 37,792,000	\$ 105,384,000
Output	\$ 402,927,000	\$ 548,703,000	\$ 951,630,000
Companies Led by Women			
Jobs	2,341	1,861	4,202
Earnings	\$ 185,866,000	\$ 100,328,000	\$ 286,194,000
Households Supported	1,574	1,251	2,825
State & Local Taxes	\$ 12,562,000	\$ 15,882,000	\$ 28,444,000
Federal Taxes	\$ 36,513,000	\$ 21,040,000	\$ 57,553,000
Output	\$ 242,926,000	\$ 304,299,000	\$ 547,225,000
Companies Led by Black Entrepreneurs			
Jobs	552	345	897
Earnings	\$ 32,017,000	\$ 18,715,000	\$ 50,732,000
Households Supported	371	232	603
State & Local Taxes	\$ 1,638,000	\$ 2,963,000	\$ 4,601,000
Federal Taxes	\$ 6,069,000	\$ 3,922,000	\$ 9,991,000
Output	\$ 40,961,000	\$ 57,720,000	\$ 98,681,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	171	178	349
Earnings	\$ 14,611,000	\$ 9,662,000	\$ 24,273,000
Households Supported	115	120	235
State & Local Taxes	\$ 849,000	\$ 1,661,000	\$ 2,510,000
Federal Taxes	\$ 2,803,000	\$ 2,029,000	\$ 4,832,000
Output	\$ 22,810,000	\$ 29,834,000	\$ 52,644,000

The following maps depict companies⁴⁷ served by JumpStart partnerships in Ohio by zip code.

JUMPSTART COLLABORATIVE PARTNER WORK, OHIO COMPANIES SERVED



⁴⁷ Companies represented in the maps include all companies served, not just modelable companies.

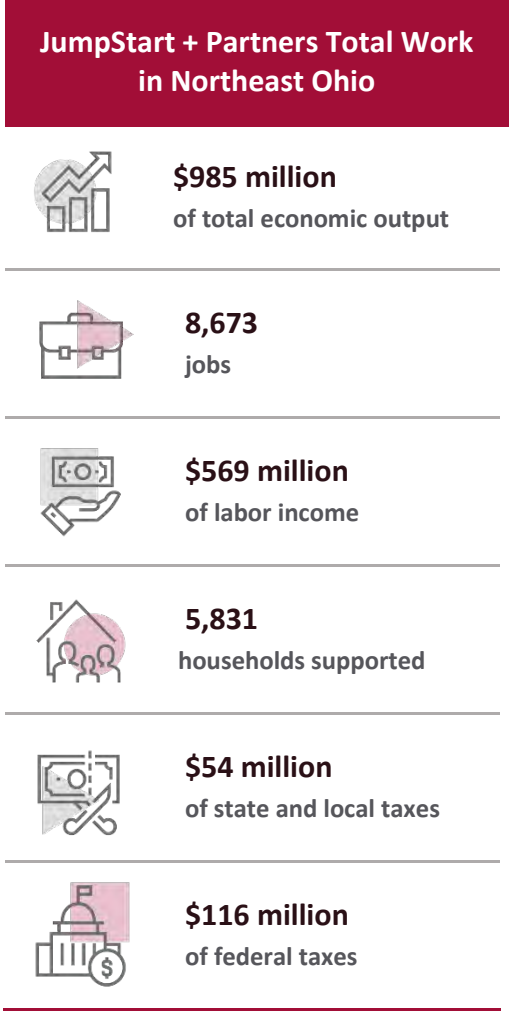
APPENDIX 1: JUMPSTART + PARTNERS TOTAL WORK ECONOMIC IMPACTS

JUMPSTART + PARTNERS TOTAL WORK – NORTHEAST OHIO⁴⁸

In 2021, companies supported by JumpStart and its partners’ services and funding directly and indirectly generated an estimated \$985 million of economic output in Northeast Ohio. This output includes an estimated \$595 million of economic output generated by companies led by women, \$131 million of output generated by companies led by Black entrepreneurs, and \$41 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart + Partners Total Work companies supported an estimated 8,673 direct, indirect, and induced jobs⁴⁹ in Northeast Ohio, 5,088 of which were connected with the economic activity of companies led by women, 1,604 with the economic activity of companies led by Black entrepreneurs, and 419 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ programs and funding had approximately \$569 million of associated annual labor income, including benefits, and sustained an estimated 5,831 households in Northeast Ohio.

Northeast Ohio companies receiving services and funding from JumpStart and its partners generated an estimated \$54 million of state and local taxes in Ohio and \$116 million of federal taxes during 2021.



⁴⁸ 786 companies supported by JumpStart + partners’ work in Northeast Ohio responded to a survey in 2021. 411 (52%) companies overall, 243 (52%) companies led by women, 141 (53%) companies led by Black entrepreneurs and 29 (60%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁴⁹ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART + PARTNERS TOTAL WORK, NORTHEAST OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	5,067	3,606	8,673
Earnings	\$ 381,876,000	\$ 186,664,000	\$ 568,540,000
Households Supported	3,407	2,424	5,831
State & Local Taxes	\$ 23,846,000	\$ 30,296,000	\$ 54,142,000
Federal Taxes	\$ 76,529,000	\$ 39,893,000	\$ 116,422,000
Output	\$ 414,610,000	\$ 569,987,000	\$ 984,597,000

Companies Led by Women			
Jobs	3,017	2,071	5,088
Earnings	\$ 210,395,000	\$ 108,573,000	\$ 318,968,000
Households Supported	2,028	1,393	3,421
State & Local Taxes	\$ 14,766,000	\$ 17,479,000	\$ 32,245,000
Federal Taxes	\$ 42,548,000	\$ 23,173,000	\$ 65,721,000
Output	\$ 265,956,000	\$ 329,365,000	\$ 595,321,000

Companies Led by Black Entrepreneurs			
Jobs	1,090	514	1,604
Earnings	\$ 56,581,000	\$ 26,502,000	\$ 83,083,000
Households Supported	733	345	1,078
State & Local Taxes	\$ 2,720,000	\$ 4,380,000	\$ 7,100,000
Federal Taxes	\$ 10,942,000	\$ 5,675,000	\$ 16,617,000
Output	\$ 48,417,000	\$ 82,351,000	\$ 130,768,000

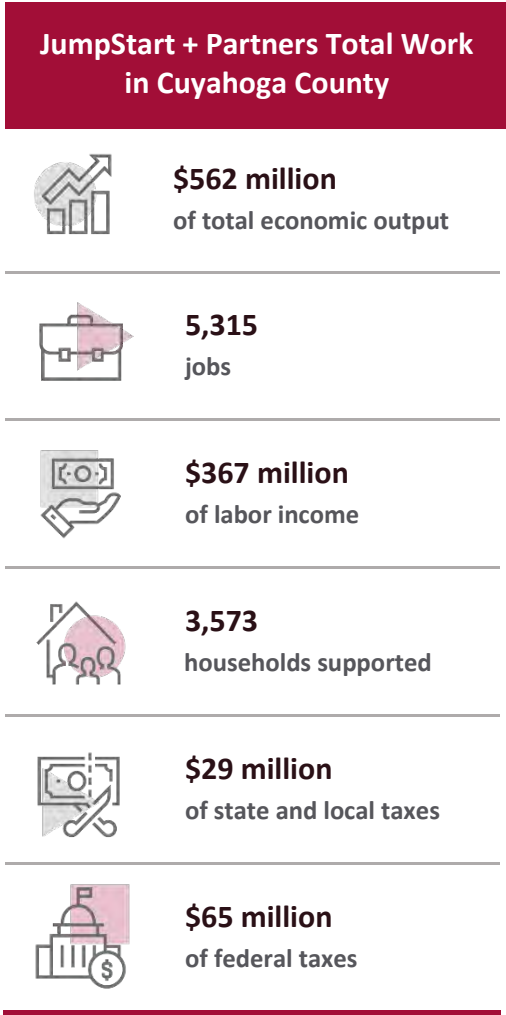
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	260	159	419
Earnings	\$ 17,049,000	\$ 8,216,000	\$ 25,265,000
Households Supported	175	107	282
State & Local Taxes	\$ 908,000	\$ 1,570,000	\$ 2,478,000
Federal Taxes	\$ 3,339,000	\$ 1,772,000	\$ 5,111,000
Output	\$ 15,384,000	\$ 25,717,000	\$ 41,101,000

JUMPSTART + PARTNERS TOTAL WORK – CUYAHOGA COUNTY⁵⁰

In 2021, companies supported by JumpStart and its partners’ services and funding directly and indirectly generated an estimated \$562 million of economic output in Cuyahoga County. This output includes an estimated \$397 million of economic output generated by companies led by women, \$62 million of output generated by companies led by Black entrepreneurs, and \$24 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart + Partners Total Work companies supported an estimated 5,315 direct, indirect, and induced jobs⁵¹ in Cuyahoga County, 3,517 of which were connected with the economic activity of companies led by women, 1,147 with the economic activity of companies led by Black entrepreneurs, and 247 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ programs and funding had approximately \$367 million of associated annual labor income, including benefits, and sustained an estimated 3,573 households in Cuyahoga County.

Cuyahoga County companies receiving services and funding from JumpStart and its partners generated an estimated \$29 million of state and local taxes in Ohio and \$65 million of federal taxes during 2021.



⁵⁰ 502 companies supported by JumpStart + partners’ work in Cuyahoga County responded to a survey in 2021. 283 (56%) companies overall, 183 (56%) companies led by women, 127 (55%) companies led by Black entrepreneurs and 25 (60%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁵¹ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART + PARTNERS TOTAL WORK, CUYAHOGA COUNTY LEVEL IMPACT DETAILS

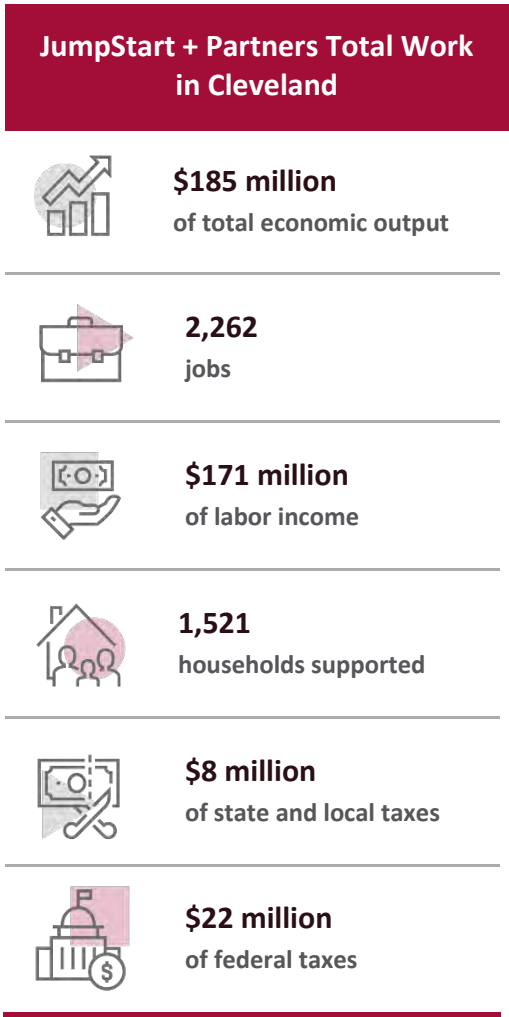
	Direct	Indirect & Induced	Total
Total Companies			
Jobs	3,570	1,745	5,315
Earnings	\$ 265,178,000	\$ 102,126,000	\$ 367,304,000
Households Supported	2,400	1,173	3,573
State & Local Taxes	\$ 15,296,000	\$ 13,410,000	\$ 28,706,000
Federal Taxes	\$ 45,794,000	\$ 18,970,000	\$ 64,764,000
Output	\$ 277,916,000	\$ 283,877,000	\$ 561,793,000
Companies Led by Women			
Jobs	2,389	1,128	3,517
Earnings	\$ 168,595,000	\$ 67,647,000	\$ 236,242,000
Households Supported	1,606	759	2,365
State & Local Taxes	\$ 11,736,000	\$ 8,989,000	\$ 20,725,000
Federal Taxes	\$ 29,721,000	\$ 12,578,000	\$ 42,299,000
Output	\$ 208,887,000	\$ 188,209,000	\$ 397,096,000
Companies Led by Black Entrepreneurs			
Jobs	927	220	1,147
Earnings	\$ 43,296,000	\$ 12,319,000	\$ 55,615,000
Households Supported	623	148	771
State & Local Taxes	\$ 1,784,000	\$ 1,790,000	\$ 3,574,000
Federal Taxes	\$ 7,127,000	\$ 2,324,000	\$ 9,451,000
Output	\$ 25,665,000	\$ 35,929,000	\$ 61,594,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	172	75	247
Earnings	\$ 8,762,000	\$ 4,305,000	\$ 13,067,000
Households Supported	116	50	166
State & Local Taxes	\$ 526,000	\$ 743,000	\$ 1,269,000
Federal Taxes	\$ 1,462,000	\$ 809,000	\$ 2,271,000
Output	\$ 12,001,000	\$ 12,273,000	\$ 24,274,000

JUMPSTART + PARTNERS TOTAL WORK – CLEVELAND⁵²

In 2021, companies supported by JumpStart and its partners’ services and funding directly and indirectly generated an estimated \$185 million of economic output in the City of Cleveland. This output includes an estimated \$135 million of economic output generated by companies led by women, \$23 million of output generated by companies led by Black entrepreneurs, and \$4 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart + Partners Total Work companies supported an estimated 2,262 direct, indirect, and induced jobs⁵³ in Cleveland, 1,384 of which were connected with the economic activity of companies led by women, 644 with the economic activity of companies led by Black entrepreneurs, and 132 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ programs and funding had approximately \$171 million of associated annual labor income, including benefits, and sustained an estimated 1,521 households in Cleveland.

Cleveland companies receiving services and funding from JumpStart and its partners generated an estimated \$8 million of state and local taxes in Ohio and \$22 million of federal taxes during 2021.



⁵² 258 companies supported by JumpStart + partners’ work in Cleveland responded to a survey in 2021. 159 (62%) companies overall, 107 (62%) companies led by women, 75 (58%) companies led by Black entrepreneurs and 15 (58%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁵³ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART + PARTNERS TOTAL WORK, CLEVELAND LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	2,140	122	2,262
Earnings	\$ 163,467,000	\$ 7,535,000	\$ 171,002,000
Households Supported	1,439	82	1,521
State & Local Taxes	\$ 7,694,000	\$ 715,000	\$ 8,409,000
Federal Taxes	\$ 20,883,000	\$ 1,048,000	\$ 21,931,000
Output	\$ 164,451,000	\$ 20,107,000	\$ 184,558,000

Companies Led by Women			
Jobs	1,312	72	1,384
Earnings	\$ 91,620,000	\$ 4,744,000	\$ 96,364,000
Households Supported	882	49	931
State & Local Taxes	\$ 6,486,000	\$ 450,000	\$ 6,936,000
Federal Taxes	\$ 12,294,000	\$ 661,000	\$ 12,955,000
Output	\$ 121,826,000	\$ 12,766,000	\$ 134,592,000

Companies Led by Black Entrepreneurs			
Jobs	628	16	644
Earnings	\$ 28,525,000	\$ 986,000	\$ 29,511,000
Households Supported	422	11	433
State & Local Taxes	\$ 755,000	\$ 106,000	\$ 861,000
Federal Taxes	\$ 3,436,000	\$ 141,000	\$ 3,577,000
Output	\$ 20,029,000	\$ 2,840,000	\$ 22,869,000

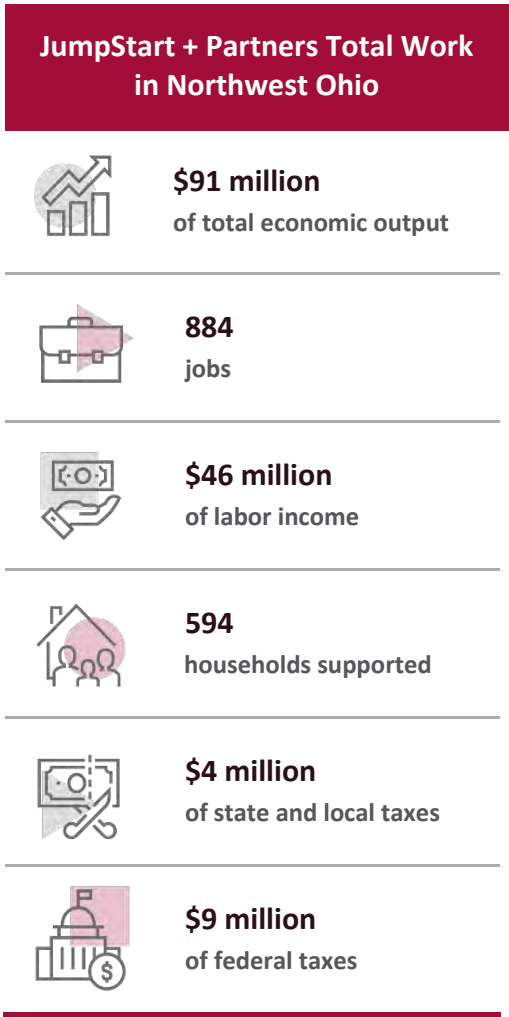
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	129	3	132
Earnings	\$ 4,281,000	\$ 169,000	\$ 4,450,000
Households Supported	87	2	89
State & Local Taxes	\$ 182,000	\$ 17,000	\$ 199,000
Federal Taxes	\$ 519,000	\$ 24,000	\$ 543,000
Output	\$ 3,166,000	\$ 492,000	\$ 3,658,000

JUMPSTART + PARTNERS TOTAL WORK – NORTHWEST OHIO⁵⁴

In 2021, companies supported by JumpStart and its partners’ services and funding directly and indirectly generated an estimated \$91 million of economic output in Northwest Ohio. This output includes an estimated \$74 million of economic output generated by companies led by women, \$22 million of output generated by companies led by Black entrepreneurs, and \$2 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart + Partners Total Work companies supported an estimated 884 direct, indirect, and induced jobs⁵⁵ in Northwest Ohio, 724 of which were connected with the economic activity of companies led by women, 327 with the economic activity of companies led by Black entrepreneurs, and 36 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ programs and funding had approximately \$46 million of associated annual labor income, including benefits, and sustained an estimated 594 households in Northwest Ohio.

Northwest Ohio companies receiving services and funding from JumpStart and its partners generated an estimated \$4 million of state and local taxes in Ohio and \$9 million of federal taxes during 2021.



⁵⁴ 274 companies supported by JumpStart + partners’ work in Northwest Ohio responded to a survey in 2021. 77 (28%) companies overall, 56 (32%) companies led by women, 41 (35%) companies led by Black entrepreneurs and 6 (32%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁵⁵ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART + PARTNERS TOTAL WORK, NORTHWEST OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	592	292	884
Earnings	\$ 32,103,000	\$ 13,485,000	\$ 45,588,000
Households Supported	398	196	594
State & Local Taxes	\$ 1,635,000	\$ 2,293,000	\$ 3,928,000
Federal Taxes	\$ 5,733,000	\$ 2,814,000	\$ 8,547,000
Output	\$ 49,102,000	\$ 42,350,000	\$ 91,452,000

Companies Led by Women			
Jobs	482	242	724
Earnings	\$ 26,479,000	\$ 11,107,000	\$ 37,586,000
Households Supported	324	163	487
State & Local Taxes	\$ 1,331,000	\$ 1,811,000	\$ 3,142,000
Federal Taxes	\$ 4,675,000	\$ 2,309,000	\$ 6,984,000
Output	\$ 39,754,000	\$ 34,646,000	\$ 74,400,000

Companies Led by Black Entrepreneurs			
Jobs	252	75	327
Earnings	\$ 8,136,000	\$ 3,416,000	\$ 11,552,000
Households Supported	169	51	220
State & Local Taxes	\$ 423,000	\$ 563,000	\$ 986,000
Federal Taxes	\$ 1,359,000	\$ 713,000	\$ 2,072,000
Output	\$ 11,369,000	\$ 10,813,000	\$ 22,182,000

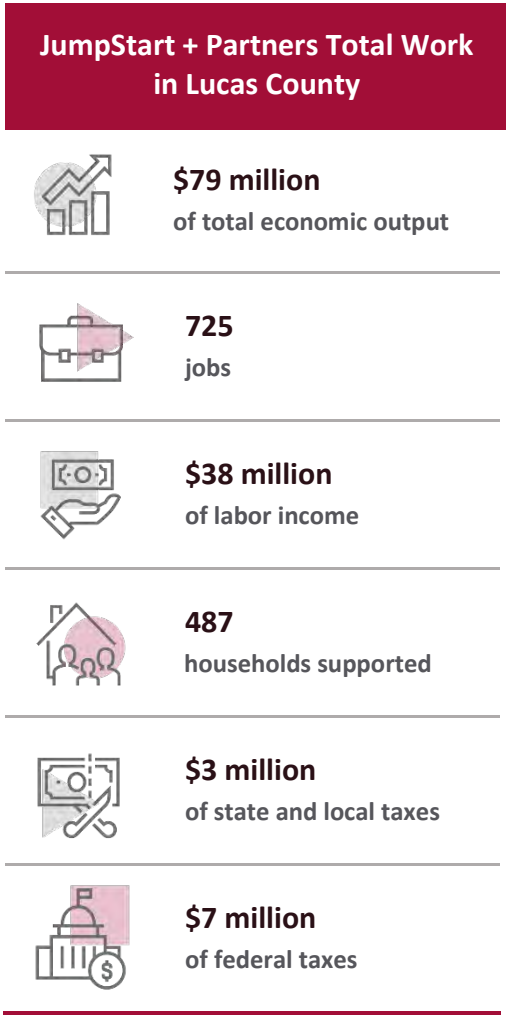
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	28	8	36
Earnings	\$ 887,000	\$ 364,000	\$ 1,251,000
Households Supported	19	5	24
State & Local Taxes	\$ 57,000	\$ 72,000	\$ 129,000
Federal Taxes	\$ 171,000	\$ 78,000	\$ 249,000
Output	\$ 1,304,000	\$ 1,171,000	\$ 2,475,000

JUMPSTART + PARTNERS TOTAL WORK – LUCAS COUNTY⁵⁶

In 2021, companies supported by JumpStart and its partners’ services and funding directly and indirectly generated an estimated \$79 million of economic output in Lucas County. This output includes an estimated \$65 million of economic output generated by companies led by women, \$21 million of output generated by companies led by Black entrepreneurs, and \$1 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart + Partners Total Work companies supported an estimated 725 direct, indirect, and induced jobs⁵⁷ in Lucas County, 624 of which were connected with the economic activity of companies led by women, 287 with the economic activity of companies led by Black entrepreneurs, and 19 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ programs and funding had approximately \$38 million of associated annual labor income, including benefits, and sustained an estimated 487 households in Lucas County.

Lucas County companies receiving services and funding from JumpStart and its partners generated an estimated \$3 million of state and local taxes in Ohio and \$7 million of federal taxes during 2021.



⁵⁶ 235 companies supported by JumpStart + partners’ work in Lucas County responded to a survey in 2021. 68 (29%) companies overall, 49 (32%) companies led by women, 38 (34%) companies led by Black entrepreneurs and 4 (25%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁵⁷ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART + PARTNERS TOTAL WORK, LUCAS COUNTY LEVEL IMPACT DETAILS

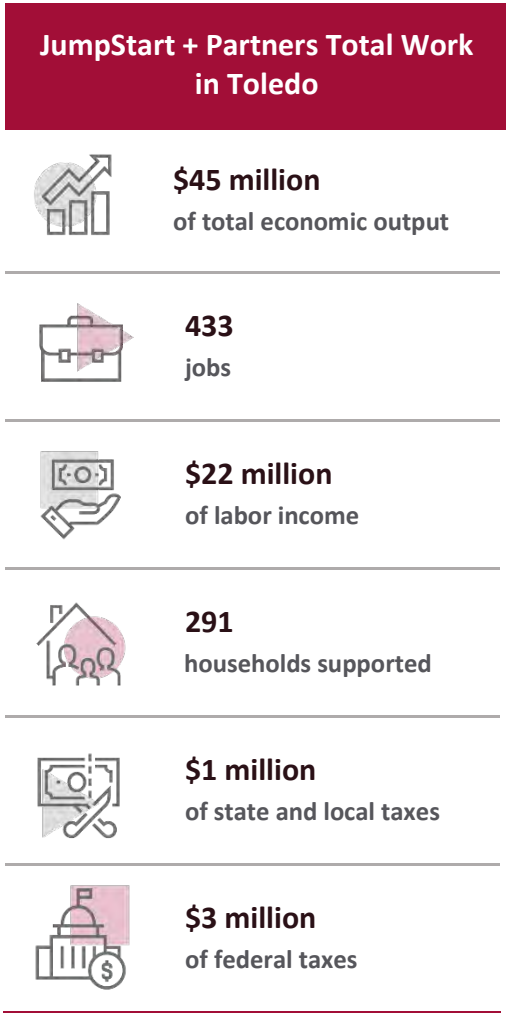
	Direct	Indirect & Induced	Total
Total Companies			
Jobs	493	232	725
Earnings	\$ 25,701,000	\$ 11,932,000	\$ 37,633,000
Households Supported	331	156	487
State & Local Taxes	\$ 1,296,000	\$ 1,600,000	\$ 2,896,000
Federal Taxes	\$ 4,236,000	\$ 2,284,000	\$ 6,520,000
Output	\$ 44,362,000	\$ 34,695,000	\$ 79,057,000
Companies Led by Women			
Jobs	427	197	624
Earnings	\$ 22,082,000	\$ 10,088,000	\$ 32,170,000
Households Supported	287	133	420
State & Local Taxes	\$ 1,075,000	\$ 1,297,000	\$ 2,372,000
Federal Taxes	\$ 3,587,000	\$ 1,927,000	\$ 5,514,000
Output	\$ 35,643,000	\$ 29,216,000	\$ 64,859,000
Companies Led by Black Entrepreneurs			
Jobs	220	67	287
Earnings	\$ 7,280,000	\$ 3,441,000	\$ 10,721,000
Households Supported	148	45	193
State & Local Taxes	\$ 365,000	\$ 448,000	\$ 813,000
Federal Taxes	\$ 1,116,000	\$ 660,000	\$ 1,776,000
Output	\$ 11,074,000	\$ 10,145,000	\$ 21,219,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	16	3	19
Earnings	\$ 442,000	\$ 173,000	\$ 615,000
Households Supported	11	2	13
State & Local Taxes	\$ 36,000	\$ 24,000	\$ 60,000
Federal Taxes	\$ 80,000	\$ 33,000	\$ 113,000
Output	\$ 606,000	\$ 500,000	\$ 1,106,000

JUMPSTART + PARTNERS TOTAL WORK – TOLEDO⁵⁸

In 2021, companies supported by JumpStart and its partners’ services and funding directly and indirectly generated an estimated \$45 million of economic output in Toledo. This output includes an estimated \$35 million of economic output generated by companies led by women, \$13 million of output generated by companies led by Black entrepreneurs, and approximately \$500,000 of output generated by companies led by Hispanic/Latino entrepreneurs.

These JumpStart + Partners Total Work companies supported an estimated 433 direct, indirect, and induced jobs⁵⁹ in Toledo, 376 of which were connected with the economic activity of companies led by women, 215 with the economic activity of companies led by Black entrepreneurs, and 12 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ programs and funding had approximately \$22 million of associated annual labor income, including benefits, and sustained an estimated 291 households in Toledo.

Toledo companies receiving services and funding from JumpStart and its partners generated an estimated \$1 million of state and local taxes in Ohio and \$3 million of federal taxes during 2021.



⁵⁸ 183 companies supported by JumpStart + partners’ work in Toledo responded to a survey in 2021. 52 (28%) companies overall, 40 (33%) companies led by women, 30 (34%) companies led by Black entrepreneurs and 3 (30%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁵⁹ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART + PARTNERS TOTAL WORK, TOLEDO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	366	67	433
Earnings	\$ 18,476,000	\$ 3,377,000	\$ 21,853,000
Households Supported	246	45	291
State & Local Taxes	\$ 672,000	\$ 408,000	\$ 1,080,000
Federal Taxes	\$ 2,479,000	\$ 531,000	\$ 3,010,000
Output	\$ 35,588,000	\$ 9,879,000	\$ 45,467,000
Companies Led by Women			
Jobs	322	54	376
Earnings	\$ 15,355,000	\$ 2,720,000	\$ 18,075,000
Households Supported	216	37	253
State & Local Taxes	\$ 521,000	\$ 295,000	\$ 816,000
Federal Taxes	\$ 2,022,000	\$ 425,000	\$ 2,447,000
Output	\$ 26,921,000	\$ 7,845,000	\$ 34,766,000
Companies Led by Black Entrepreneurs			
Jobs	193	22	215
Earnings	\$ 6,306,000	\$ 1,128,000	\$ 7,434,000
Households Supported	130	15	145
State & Local Taxes	\$ 227,000	\$ 123,000	\$ 350,000
Federal Taxes	\$ 763,000	\$ 177,000	\$ 940,000
Output	\$ 9,979,000	\$ 3,333,000	\$ 13,312,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	11	1	12
Earnings	\$ 293,000	\$ 35,000	\$ 328,000
Households Supported	7	1	8
State & Local Taxes	\$ 27,000	\$ 4,000	\$ 31,000
Federal Taxes	\$ 42,000	\$ 5,000	\$ 47,000
Output	\$ 353,000	\$ 108,000	\$ 461,000

APPENDIX 2: TECH STARTUPS TOTAL WORK ECONOMIC IMPACTS

TECH STARTUPS TOTAL WORK – NORTHEAST OHIO⁶⁰

In 2021, companies supported by JumpStart and its partners’ Tech ESP services and funding directly and indirectly generated an estimated \$1.0 billion of economic output in Northeast Ohio. This output includes an estimated \$588 million of economic output generated by companies led by women, \$91 million of output generated by companies led by Black entrepreneurs, and \$56 million of output generated by companies led by Hispanic/Latino entrepreneurs.

These Tech Startup Companies supported an estimated 8,528 direct, indirect, and induced jobs⁶¹ in Northeast Ohio, 4,581 of which were connected with the economic activity of companies led by women, 895 with the economic activity of companies led by Black entrepreneurs, and 392 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the ESP programs and funding had approximately \$599 million of associated annual labor income, including benefits, and sustained an estimated 5,734 households in Northeast Ohio.

Northeast Ohio companies receiving Tech ESP services and funding from JumpStart and its partners generated an estimated \$57 million of state and local taxes in Ohio and \$123 million of federal taxes during 2021.

Tech Startups Total Work in Northeast Ohio



\$1.0 billion
of total economic output



8,528
jobs



\$599 million
of labor income



5,734
households supported



\$57 million
of state and local taxes



\$123 million
of federal taxes

⁶⁰ 563 companies supported by JumpStart + partners’ Tech ESP work in Northeast Ohio responded to a survey in 2021. 277 (49%) companies overall, 129 (49%) companies led by women, 39 (42%) companies led by Black entrepreneurs and 11 (73%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁶¹ Direct, indirect, and induced impacts are only calculable for modelable companies.

TECH STARTUPS TOTAL WORK, NORTHEAST OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	4,796	3,732	8,528
Earnings	\$ 406,110,000	\$ 192,563,000	\$ 598,673,000
Households Supported	3,224	2,510	5,734
State & Local Taxes	\$ 25,950,000	\$ 31,038,000	\$ 56,988,000
Federal Taxes	\$ 82,267,000	\$ 41,142,000	\$ 123,409,000
Output	\$ 440,253,000	\$ 586,244,000	\$ 1,026,497,000

Companies Led by Women			
Jobs	2,582	1,999	4,581
Earnings	\$ 205,855,000	\$ 104,553,000	\$ 310,408,000
Households Supported	1,736	1,344	3,080
State & Local Taxes	\$ 15,384,000	\$ 16,512,000	\$ 31,896,000
Federal Taxes	\$ 42,359,000	\$ 22,288,000	\$ 64,647,000
Output	\$ 273,016,000	\$ 315,198,000	\$ 588,214,000

Companies Led by Black Entrepreneurs			
Jobs	543	352	895
Earnings	\$ 34,955,000	\$ 18,316,000	\$ 53,271,000
Households Supported	365	237	602
State & Local Taxes	\$ 1,637,000	\$ 2,881,000	\$ 4,518,000
Federal Taxes	\$ 6,859,000	\$ 3,897,000	\$ 10,756,000
Output	\$ 35,280,000	\$ 55,785,000	\$ 91,065,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	196	196	392
Earnings	\$ 18,991,000	\$ 10,045,000	\$ 29,036,000
Households Supported	132	132	264
State & Local Taxes	\$ 1,251,000	\$ 1,529,000	\$ 2,780,000
Federal Taxes	\$ 3,873,000	\$ 2,135,000	\$ 6,008,000
Output	\$ 25,691,000	\$ 30,527,000	\$ 56,218,000

TECH STARTUPS TOTAL WORK – CUYAHOGA COUNTY⁶²

In 2021, companies supported by JumpStart and its partners’ Tech ESP services and funding directly and indirectly generated an estimated \$468 million of economic output in the Cuyahoga County. This output includes an estimated \$350 million of economic output generated by companies led by women, \$30 million of output generated by companies led by Black entrepreneurs, and approximately \$200,000 of output generated by companies led by Hispanic/Latino entrepreneurs.

These Tech Startup Companies supported an estimated 4,048 direct, indirect, and induced jobs⁶³ in Cuyahoga County, 2,613 of which were connected with the economic activity of companies led by women, 372 with the economic activity of companies led by Black entrepreneurs, and 29 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the ESP programs and funding had approximately \$301 million of associated annual labor income, including benefits, and sustained an estimated 2,722 households in Cuyahoga County.

Cuyahoga County companies receiving Tech ESP services and funding from JumpStart and its partners generated an estimated \$24 million of state and local taxes in Ohio and \$53 million of federal taxes during 2021.

Tech Startups Total Work in Cuyahoga County



\$468 million
of total economic output



4,048
jobs



\$301 million
of labor income



2,722
households supported



\$24 million
of state and local taxes



\$53 million
of federal taxes

⁶² 225 companies supported by JumpStart + partners’ Tech Startups work in Cuyahoga County responded to a survey in 2021. 118 (52%) companies overall, 58 (56%) companies led by women, 18 (37%) companies led by Black entrepreneurs and three (60%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁶³ Direct, indirect, and induced impacts are only calculable for modelable companies.

TECH STARTUPS TOTAL WORK, CUYAHOGA COUNTY LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	2,610	1,438	4,048
Earnings	\$ 216,177,000	\$ 84,457,000	\$ 300,634,000
Households Supported	1,755	967	2,722
State & Local Taxes	\$ 12,965,000	\$ 10,791,000	\$ 23,756,000
Federal Taxes	\$ 37,719,000	\$ 15,649,000	\$ 53,368,000
Output	\$ 234,950,000	\$ 232,828,000	\$ 467,778,000

Companies Led by Women			
Jobs	1,660	953	2,613
Earnings	\$ 131,266,000	\$ 58,120,000	\$ 189,386,000
Households Supported	1,116	641	1,757
State & Local Taxes	\$ 10,041,000	\$ 7,285,000	\$ 17,326,000
Federal Taxes	\$ 23,634,000	\$ 10,761,000	\$ 34,395,000
Output	\$ 189,680,000	\$ 160,322,000	\$ 350,002,000

Companies Led by Black Entrepreneurs			
Jobs	280	92	372
Earnings	\$ 11,969,000	\$ 5,438,000	\$ 17,407,000
Households Supported	188	62	250
State & Local Taxes	\$ 563,000	\$ 672,000	\$ 1,235,000
Federal Taxes	\$ 2,031,000	\$ 1,011,000	\$ 3,042,000
Output	\$ 14,648,000	\$ 15,622,000	\$ 30,270,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	28	1	29
Earnings	\$ 258,000	\$ 58,000	\$ 316,000
Households Supported	19	-	19
State & Local Taxes	\$ 7,000	\$ 9,000	\$ 16,000
Federal Taxes	\$ 43,000	\$ 11,000	\$ 54,000
Output	\$ 50,000	\$ 170,000	\$ 220,000

TECH STARTUPS TOTAL WORK – CLEVELAND⁶⁴

In 2021, companies supported by JumpStart and its partners’ Tech ESP services and funding directly and indirectly generated an estimated \$158 million of economic output in the City of Cleveland. This output includes an estimated \$127 million of economic output generated by companies led by women and \$14 million of output generated by companies led by Black entrepreneurs. Not enough data was provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

Cleveland Tech Startup Companies supported an estimated 1,650 direct, indirect, and induced jobs⁶⁵ in Cleveland, 893 of which were connected with the economic activity of companies led by women and 258 with the economic activity of companies led by Black entrepreneurs. The jobs supported by the ESP programs and funding had approximately \$142 million of associated annual labor income, including benefits, and sustained an estimated 1,109 households in Cleveland.

Cleveland companies receiving Tech ESP services and funding from JumpStart and its partners generated an estimated \$7 million of state and local taxes in Ohio and \$18 million of federal taxes during 2021.

Tech Startups Total Work in Cleveland



\$158 million
of total economic output



1,650
jobs



\$142 million
of labor income



1,109
households supported



\$7 million
of state and local taxes



\$18 million
of federal taxes

⁶⁴ 104 companies supported by JumpStart + partners’ Tech Startups work in Cleveland responded to a survey in 2021. 61 (59%) companies overall, 27 (57%) companies led by women, 11 (38%) companies led by Black entrepreneurs and one (33%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁶⁵ Direct, indirect, and induced impacts are only calculable for modelable companies.

TECH STARTUPS TOTAL WORK, CLEVELAND LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	1,546	104	1,650
Earnings	\$ 135,429,000	\$ 6,401,000	\$ 141,830,000
Households Supported	1,039	70	1,109
State & Local Taxes	\$ 6,711,000	\$ 596,000	\$ 7,307,000
Federal Taxes	\$ 17,494,000	\$ 885,000	\$ 18,379,000
Output	\$ 141,531,000	\$ 16,812,000	\$ 158,343,000
Companies Led by Women			
Jobs	825	68	893
Earnings	\$ 68,678,000	\$ 4,597,000	\$ 73,275,000
Households Supported	555	45	600
State & Local Taxes	\$ 5,807,000	\$ 394,000	\$ 6,201,000
Federal Taxes	\$ 9,600,000	\$ 636,000	\$ 10,236,000
Output	\$ 114,937,000	\$ 12,194,000	\$ 127,131,000
Companies Led by Black Entrepreneurs			
Jobs	247	11	258
Earnings	\$ 9,934,000	\$ 708,000	\$ 10,642,000
Households Supported	166	7	173
State & Local Taxes	\$ 300,000	\$ 53,000	\$ 353,000
Federal Taxes	\$ 1,247,000	\$ 100,000	\$ 1,347,000
Output	\$ 11,911,000	\$ 1,968,000	\$ 13,879,000

TECH STARTUPS TOTAL WORK – NORTHWEST OHIO⁶⁶

In 2021, companies supported by JumpStart and its partners’ Tech ESP services and funding directly and indirectly generated an estimated \$69 million of economic output in Northwest Ohio. This output includes an estimated \$54 million of economic output generated by companies led by women, \$17 million of output generated by companies led by Black entrepreneurs, and approximately \$500,000 of output generated by companies led by Hispanic/Latino entrepreneurs.

These Tech Startup Companies supported an estimated 613 direct, indirect, and induced jobs⁶⁷ in Northwest Ohio, 461 of which were connected with the economic activity of companies led by women, 120 with the economic activity of companies led by Black entrepreneurs, and 9 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the ESP programs and funding had approximately \$44 million of associated annual labor income, including benefits, and sustained an estimated 412 households in Northwest Ohio.

Northwest Ohio companies receiving Tech ESP services and funding from JumpStart and its partners generated an estimated \$3 million of state and local taxes in Ohio and \$8 million of federal taxes during 2021.

Tech Startups Total Work in Northwest Ohio



\$69 million
of total economic output



613
jobs



\$44 million
of labor income



412
households supported



\$3 million
of state and local taxes



\$8 million
of federal taxes

⁶⁶ 182 companies supported by JumpStart + partners’ Tech Startups work in Northwest Ohio responded to a survey in 2021. 40 (22%) companies overall, 22 (28%) companies led by women, 10 (29%) companies led by Black entrepreneurs and two (25%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁶⁷ Direct, indirect, and induced impacts are only calculable for modelable companies.

TECH STARTUPS TOTAL WORK, NORTHWEST OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	364	249	613
Earnings	\$ 32,439,000	\$ 11,395,000	\$ 43,834,000
Households Supported	245	167	412
State & Local Taxes	\$ 1,258,000	\$ 1,997,000	\$ 3,255,000
Federal Taxes	\$ 5,973,000	\$ 2,388,000	\$ 8,361,000
Output	\$ 33,051,000	\$ 35,895,000	\$ 68,946,000

Companies Led by Women			
Jobs	268	193	461
Earnings	\$ 24,541,000	\$ 8,803,000	\$ 33,344,000
Households Supported	180	130	310
State & Local Taxes	\$ 944,000	\$ 1,466,000	\$ 2,410,000
Federal Taxes	\$ 4,486,000	\$ 1,836,000	\$ 6,322,000
Output	\$ 26,265,000	\$ 27,438,000	\$ 53,703,000

Companies Led by Black Entrepreneurs			
Jobs	66	54	120
Earnings	\$ 4,130,000	\$ 2,608,000	\$ 6,738,000
Households Supported	44	37	81
State & Local Taxes	\$ 224,000	\$ 361,000	\$ 585,000
Federal Taxes	\$ 790,000	\$ 533,000	\$ 1,323,000
Output	\$ 8,918,000	\$ 8,244,000	\$ 17,162,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	8	1	9
Earnings	\$ 151,000	\$ 67,000	\$ 218,000
Households Supported	5	1	6
State & Local Taxes	\$ 6,000	\$ 11,000	\$ 17,000
Federal Taxes	\$ 30,000	\$ 14,000	\$ 44,000
Output	\$ 257,000	\$ 199,000	\$ 456,000

TECH STARTUPS TOTAL WORK – LUCAS COUNTY⁶⁸

In 2021, companies supported by JumpStart and its partners’ Tech ESP services and funding directly and indirectly generated an estimated \$52 million of economic output in Lucas County. This output includes an estimated \$39 million of economic output generated by companies led by women, approximately \$900,000 of output generated by companies led by Black entrepreneurs, and approximately \$400,000 of output generated by companies led by Hispanic/Latino entrepreneurs.

These Tech Startup Companies supported an estimated 362 direct, indirect, and induced jobs⁶⁹ in Lucas County, 292 of which were connected with the economic activity of companies led by women, 18 with the economic activity of companies led by Black entrepreneurs, and 9 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the ESP programs and funding had approximately \$24 million of associated annual labor income, including benefits, and sustained an estimated 243 households in Lucas County.

Lucas County companies receiving Tech ESP services and funding from JumpStart and its partners generated an estimated \$2 million of state and local taxes in Ohio and \$4 million of federal taxes during 2021.

Tech Startups Total Work in Lucas County



\$52 million
of total economic output



362
jobs



\$24 million
of labor income



243
households supported



\$2 million
of state and local taxes



\$4 million
of federal taxes

⁶⁸ 98 companies supported by JumpStart + partners’ Tech Startups work in Lucas County responded to a survey in 2021. 22 (22%) companies overall, 10 (24%) companies led by women, five (28%) companies led by Black entrepreneurs and two (25%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁶⁹ Direct, indirect, and induced impacts are only calculable for modelable companies.

TECH STARTUPS TOTAL WORK, LUCAS COUNTY LEVEL IMPACT DETAILS

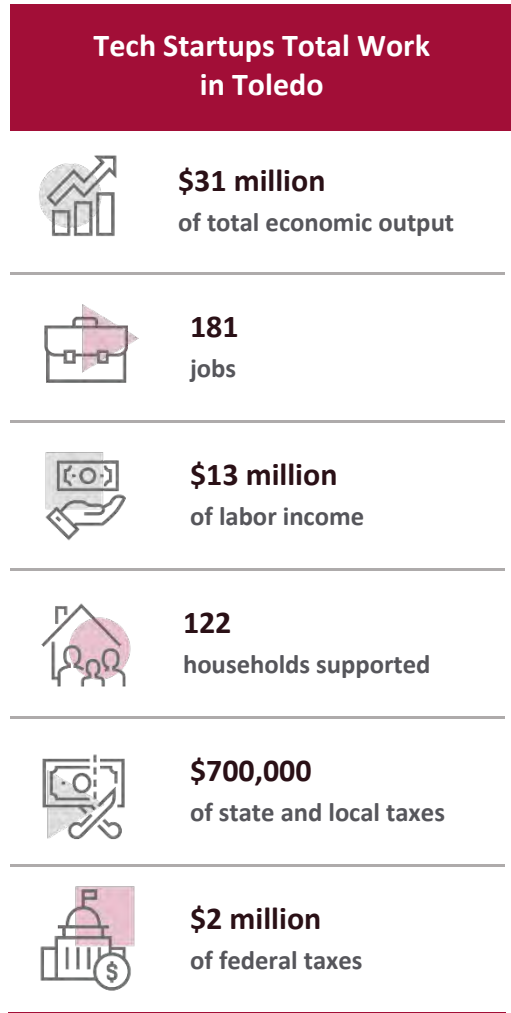
	Direct	Indirect & Induced	Total
Total Companies			
Jobs	213	149	362
Earnings	\$ 16,233,000	\$ 7,710,000	\$ 23,943,000
Households Supported	143	100	243
State & Local Taxes	\$ 691,000	\$ 1,040,000	\$ 1,731,000
Federal Taxes	\$ 2,740,000	\$ 1,471,000	\$ 4,211,000
Output	\$ 30,043,000	\$ 22,114,000	\$ 52,157,000
Companies Led by Women			
Jobs	173	119	292
Earnings	\$ 13,566,000	\$ 6,122,000	\$ 19,688,000
Households Supported	116	80	196
State & Local Taxes	\$ 527,000	\$ 777,000	\$ 1,304,000
Federal Taxes	\$ 2,255,000	\$ 1,165,000	\$ 3,420,000
Output	\$ 22,028,000	\$ 17,421,000	\$ 39,449,000
Companies Led by Black Entrepreneurs			
Jobs	15	3	18
Earnings	\$ 555,000	\$ 157,000	\$ 712,000
Households Supported	10	2	12
State & Local Taxes	\$ 23,000	\$ 23,000	\$ 46,000
Federal Taxes	\$ 94,000	\$ 30,000	\$ 124,000
Output	\$ 480,000	\$ 468,000	\$ 948,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	8	1	9
Earnings	\$ 152,000	\$ 66,000	\$ 218,000
Households Supported	5	1	6
State & Local Taxes	\$ 6,000	\$ 8,000	\$ 14,000
Federal Taxes	\$ 28,000	\$ 12,000	\$ 40,000
Output	\$ 257,000	\$ 179,000	\$ 436,000

TECH STARTUPS TOTAL WORK – TOLEDO⁷⁰

In 2021, companies supported by JumpStart and its partners’ Tech ESP services and funding directly and indirectly generated an estimated \$31 million of economic output in Toledo. This output includes an estimated \$21 million of economic output generated by companies led by women and approximately \$600,000 of output generated by companies led by Black entrepreneurs. There was not enough data provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

These Tech Startup Companies supported an estimated 181 direct, indirect, and induced jobs⁷¹ Toledo, 133 of which were connected with the economic activity of companies led by women and 16 with the economic activity of companies led by Black entrepreneurs. The jobs supported by the ESP programs and funding had approximately \$13 million of associated annual labor income, including benefits, and sustained an estimated 122 households in Toledo.

Toledo companies receiving Tech ESP services and funding from JumpStart and its partners generated an estimated \$700,000 of state and local taxes in Ohio and \$2 million of federal taxes during 2021.



⁷⁰ 76 companies supported by JumpStart + partners’ Tech Startups work in Toledo responded to a survey in 2021. 17 (22%) companies overall, 8 (24%) companies led by women, five (36%) companies led by Black entrepreneurs and one (25%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling

⁷¹ Direct, indirect, and induced impacts are only calculable for modelable companies.

TECH STARTUPS TOTAL WORK, TOLEDO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	139	42	181
Earnings	\$ 11,066,000	\$ 2,157,000	\$ 13,223,000
Households Supported	93	29	122
State & Local Taxes	\$ 386,000	\$ 274,000	\$ 660,000
Federal Taxes	\$ 1,562,000	\$ 339,000	\$ 1,901,000
Output	\$ 24,810,000	\$ 6,251,000	\$ 31,061,000
Companies Led by Women			
Jobs	103	30	133
Earnings	\$ 8,378,000	\$ 1,532,000	\$ 9,910,000
Households Supported	69	20	89
State & Local Taxes	\$ 253,000	\$ 164,000	\$ 417,000
Federal Taxes	\$ 1,163,000	\$ 238,000	\$ 1,401,000
Output	\$ 16,399,000	\$ 4,312,000	\$ 20,711,000
Companies Led by Black Entrepreneurs			
Jobs	15	1	16
Earnings	\$ 555,000	\$ 47,000	\$ 602,000
Households Supported	10	1	11
State & Local Taxes	\$ 15,000	\$ 7,000	\$ 22,000
Federal Taxes	\$ 76,000	\$ 8,000	\$ 84,000
Output	\$ 480,000	\$ 141,000	\$ 621,000

JUMPSTART SERVICED COMPANIES – NORTHEAST OHIO⁷²

In 2021, companies supported by JumpStart services directly and indirectly generated an estimated \$925 million of economic output in Northeast Ohio. This output includes an estimated \$577 million of economic output generated by companies led by women, \$82 million of output generated by companies led by Black entrepreneurs, and \$37 million of output generated by companies led by Hispanic/Latino entrepreneurs.

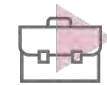
These JumpStart Serviced Companies supported an estimated 7,608 direct, indirect, and induced jobs⁷³ in Northeast Ohio, 4,254 of which were connected with the economic activity of companies led by women, 849 with the economic activity of companies led by Black entrepreneurs, and 299 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by the JumpStart Serviced Companies had approximately \$539 million of associated annual labor income, including benefits, and sustained an estimated 5,115 households in Northeast Ohio.

Northeast Ohio companies receiving JumpStart services generated an estimated \$51 million of state and local taxes in Ohio and \$111 million of federal taxes during 2021.

JumpStart Serviced Companies in Northeast Ohio



\$925 million
of total economic output



7,608
jobs



\$539 million
of labor income



5,115
households supported



\$51 million
of state and local taxes



\$111 million
of federal taxes

⁷² 455 companies supported by JumpStart services in Northeast Ohio responded to a survey in 2021. 236 (52%) companies overall, 111 (51%) companies led by women, 35 (46%) companies led by Black entrepreneurs and nine (69%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁷³ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART SERVICED COMPANIES, NORTHEAST OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	4,220	3,388	7,608
Earnings	\$ 364,480,000	\$ 174,678,000	\$ 539,158,000
Households Supported	2,837	2,278	5,115
State & Local Taxes	\$ 23,272,000	\$ 28,027,000	\$ 51,299,000
Federal Taxes	\$ 73,631,000	\$ 37,297,000	\$ 110,928,000
Output	\$ 393,947,000	\$ 530,659,000	\$ 924,606,000

Companies Led by Women			
Jobs	2,353	1,901	4,254
Earnings	\$ 190,660,000	\$ 99,925,000	\$ 290,585,000
Households Supported	1,582	1,278	2,860
State & Local Taxes	\$ 15,271,000	\$ 15,665,000	\$ 30,936,000
Federal Taxes	\$ 39,518,000	\$ 21,287,000	\$ 60,805,000
Output	\$ 275,995,000	\$ 300,841,000	\$ 576,836,000

Companies Led by Black Entrepreneurs			
Jobs	523	326	849
Earnings	\$ 33,331,000	\$ 16,893,000	\$ 50,224,000
Households Supported	352	219	571
State & Local Taxes	\$ 1,544,000	\$ 2,671,000	\$ 4,215,000
Federal Taxes	\$ 6,536,000	\$ 3,596,000	\$ 10,132,000
Output	\$ 30,512,000	\$ 51,360,000	\$ 81,872,000

Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	164	135	299
Earnings	\$ 15,653,000	\$ 6,757,000	\$ 22,410,000
Households Supported	110	91	201
State & Local Taxes	\$ 1,053,000	\$ 1,094,000	\$ 2,147,000
Federal Taxes	\$ 3,216,000	\$ 1,444,000	\$ 4,660,000
Output	\$ 16,548,000	\$ 20,456,000	\$ 37,004,000

JUMPSTART SERVICED COMPANIES – NORTHWEST OHIO⁷⁴

In 2021, companies supported by JumpStart services directly and indirectly generated an estimated \$23 million of economic output in Northwest Ohio. This output includes an estimated \$15 million of economic output generated by companies led by women and \$16 million of output generated by companies led by Black entrepreneurs. There was not enough data provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

These JumpStart Serviced Companies supported an estimated 298 direct, indirect, and induced jobs⁷⁵ in Northwest Ohio, 173 of which were connected with the economic activity of companies led by women and 108 with the economic activity of companies led by Black entrepreneurs. The jobs supported by the JumpStart Serviced Companies had approximately \$24 million of associated annual labor income, including benefits, and sustained an estimated 200 households in Northwest Ohio.

Northwest Ohio companies receiving JumpStart services generated an estimated \$2 million of state and local taxes in Ohio and \$5 million of federal taxes during 2021.

JumpStart Serviced Companies in Northwest Ohio



\$23 million
of total economic output



298
jobs



\$24 million
of labor income



200
households supported



\$2 million
of state and local taxes



\$5 million
of federal taxes

⁷⁴ 108 companies supported by JumpStart services in Northwest Ohio responded to a survey in 2021. 27 (25%) companies overall, 14 (31%) companies led by women, seven (29%) companies led by Black entrepreneurs and one (17%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁷⁵ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART SERVICED COMPANIES, NORTHWEST OHIO LEVEL IMPACT DETAILS

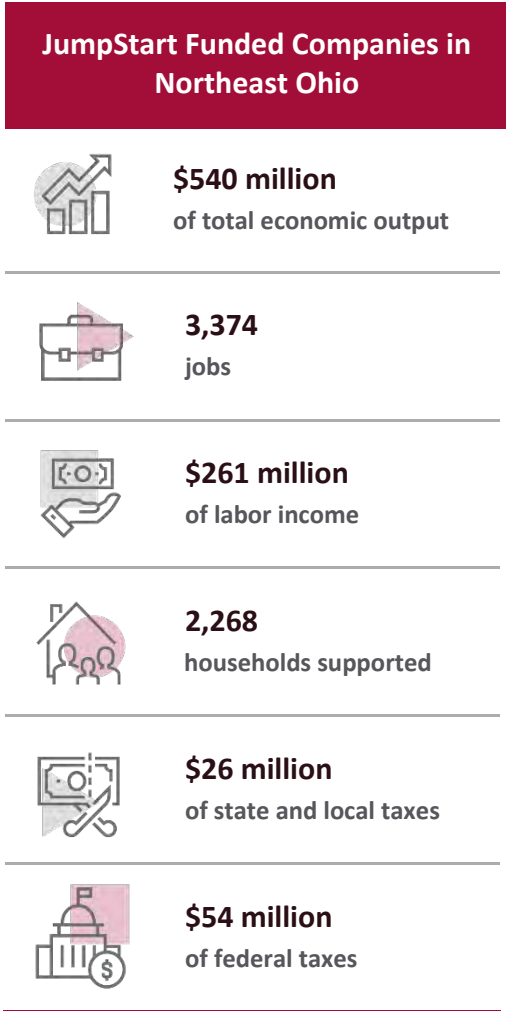
	Direct	Indirect & Induced	Total
Total Companies			
Jobs	185	113	298
Earnings	\$ 19,046,000	\$ 5,051,000	\$ 24,097,000
Households Supported	124	76	200
State & Local Taxes	\$ 662,000	\$ 936,000	\$ 1,598,000
Federal Taxes	\$ 3,588,000	\$ 1,073,000	\$ 4,661,000
Output	\$ 7,145,000	\$ 16,313,000	\$ 23,458,000
Companies Led by Women			
Jobs	101	72	173
Earnings	\$ 12,293,000	\$ 3,214,000	\$ 15,507,000
Households Supported	68	48	116
State & Local Taxes	\$ 421,000	\$ 603,000	\$ 1,024,000
Federal Taxes	\$ 2,321,000	\$ 684,000	\$ 3,005,000
Output	\$ 4,397,000	\$ 10,430,000	\$ 14,827,000
Companies Led by Black Entrepreneurs			
Jobs	57	51	108
Earnings	\$ 3,645,000	\$ 2,475,000	\$ 6,120,000
Households Supported	38	35	73
State & Local Taxes	\$ 203,000	\$ 336,000	\$ 539,000
Federal Taxes	\$ 702,000	\$ 505,000	\$ 1,207,000
Output	\$ 8,576,000	\$ 7,819,000	\$ 16,395,000

JUMPSTART FUNDED COMPANIES – NORTHEAST OHIO⁷⁶

In 2021, companies supported by JumpStart funding directly and indirectly generated an estimated \$540 million of economic output in Northeast Ohio. This output includes an estimated \$324 million of economic output generated by companies led by women and \$42 million of output generated by companies led by Black entrepreneurs. There was not enough data provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

These JumpStart Funded Companies supported an estimated 3,374 direct, indirect, and induced jobs⁷⁷ in Northeast Ohio, 2,118 of which were connected with the economic activity of companies led by women and 245 with the economic activity of companies led by Black entrepreneurs. The jobs supported by the JumpStart Funded Companies had approximately \$261 million of associated annual labor income, including benefits, and sustained an estimated 2,268 households in Northeast Ohio.

Northeast Ohio companies receiving JumpStart funding generated an estimated \$26 million of state and local taxes in Ohio and \$54 million of federal taxes during 2021.



⁷⁶ 52 companies supported by JumpStart funding in Northeast Ohio responded to a survey in 2021. 48 (92%) companies overall, 22 (92%) companies led by women, four (80%) companies led by Black entrepreneurs and zero companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁷⁷ Direct, indirect, and induced impacts are only calculable for modelable companies.

JUMPSTART FUNDED COMPANIES, NORTHEAST OHIO LEVEL IMPACT DETAILS

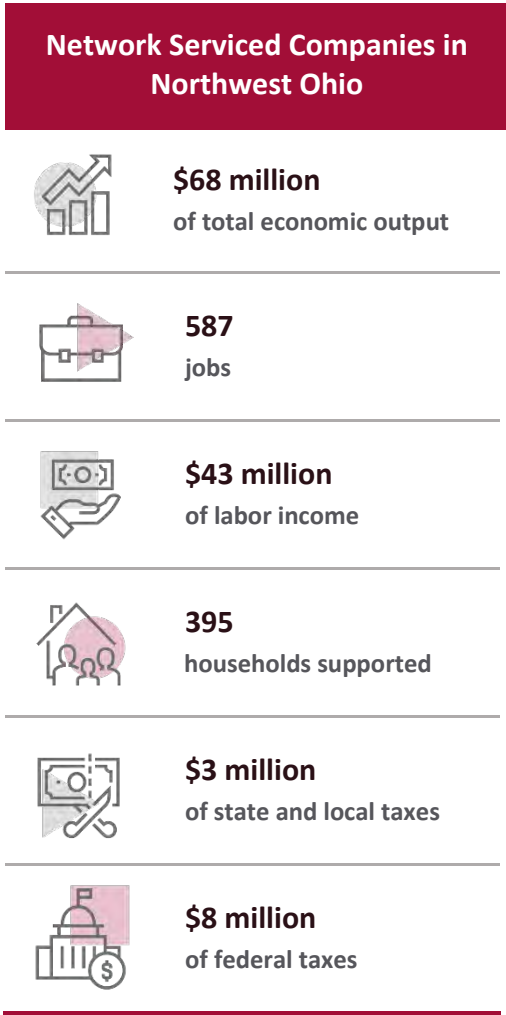
	Direct	Indirect & Induced	Total
Total Companies			
Jobs	1,597	1,777	3,374
Earnings	\$ 165,646,000	\$ 95,180,000	\$ 260,826,000
Households Supported	1,074	1,194	2,268
State & Local Taxes	\$ 11,322,000	\$ 15,042,000	\$ 26,364,000
Federal Taxes	\$ 34,096,000	\$ 20,291,000	\$ 54,387,000
Output	\$ 250,001,000	\$ 289,945,000	\$ 539,946,000
Companies Led by Women			
Jobs	1,039	1,079	2,118
Earnings	\$ 104,814,000	\$ 57,028,000	\$ 161,842,000
Households Supported	699	725	1,424
State & Local Taxes	\$ 7,604,000	\$ 8,856,000	\$ 16,460,000
Federal Taxes	\$ 21,994,000	\$ 12,142,000	\$ 34,136,000
Output	\$ 151,730,000	\$ 172,461,000	\$ 324,191,000
Companies Led by Black Entrepreneurs			
Jobs	100	145	245
Earnings	\$ 11,471,000	\$ 7,920,000	\$ 19,391,000
Households Supported	67	98	165
State & Local Taxes	\$ 666,000	\$ 1,188,000	\$ 1,854,000
Federal Taxes	\$ 2,307,000	\$ 1,675,000	\$ 3,982,000
Output	\$ 17,914,000	\$ 24,021,000	\$ 41,935,000

NETWORK SERVICED COMPANIES – NORTHWEST OHIO⁷⁸

In 2021, companies supported by ESP Network services directly and indirectly generated an estimated \$68 million of economic output in Northwest Ohio. This output includes an estimated \$53 million of economic output generated by companies led by women and \$17 million of output generated by companies led by Black entrepreneurs. There was not enough data provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

These Network Serviced Companies supported an estimated 587 direct, indirect, and induced jobs⁷⁹ in Northwest Ohio, 434 of which were connected with the economic activity of companies led by women and 101 with the economic activity of companies led by Black entrepreneurs. The jobs supported by the Network Serviced Companies had approximately \$43 million of associated annual labor income, including benefits, and sustained an estimated 395 households in Northwest Ohio.

Northwest Ohio companies receiving ESP Network services generated an estimated \$3 million of state and local taxes in Ohio and \$8 million of federal taxes during 2021.



⁷⁸ 175 companies supported by ESP Network services in Northwest Ohio responded to a survey in 2021. 37 (21%) companies overall, 19 (25%) companies led by women, 9 (28%) companies led by Black entrepreneurs and 1 (17%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁷⁹ Direct, indirect, and induced impacts are only calculable for modelable companies.

NETWORK SERVICED COMPANIES, NORTHWEST OHIO LEVEL IMPACT DETAILS

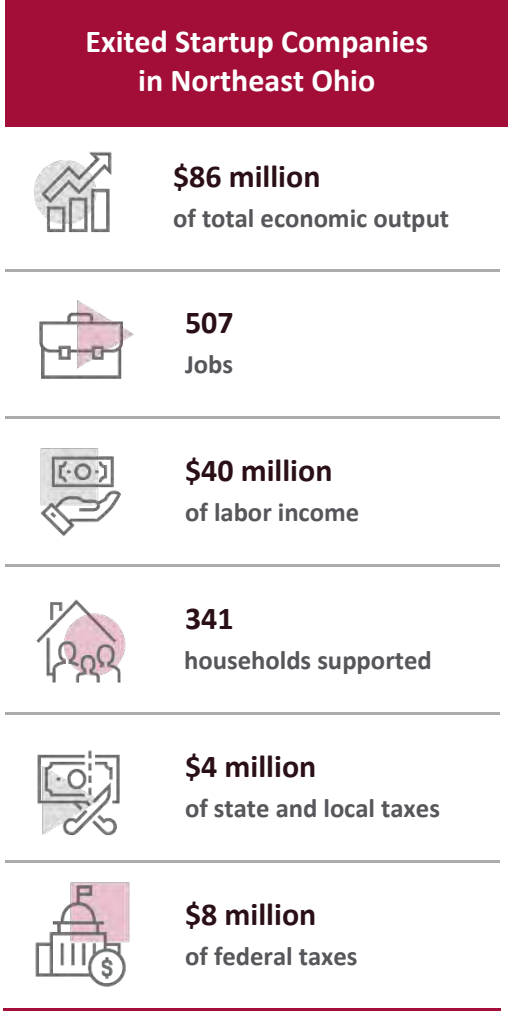
	Direct	Indirect & Induced	Total
Total Companies			
Jobs	340	247	587
Earnings	\$ 32,037,000	\$ 11,277,000	\$ 43,314,000
Households Supported	229	166	395
State & Local Taxes	\$ 1,238,000	\$ 1,978,000	\$ 3,216,000
Federal Taxes	\$ 5,895,000	\$ 2,364,000	\$ 8,259,000
Output	\$ 32,836,000	\$ 35,508,000	\$ 68,344,000
Companies Led by Women			
Jobs	244	190	434
Earnings	\$ 24,137,000	\$ 8,685,000	\$ 32,822,000
Households Supported	164	128	292
State & Local Taxes	\$ 925,000	\$ 1,447,000	\$ 2,372,000
Federal Taxes	\$ 4,408,000	\$ 1,811,000	\$ 6,219,000
Output	\$ 26,050,000	\$ 27,051,000	\$ 53,101,000
Companies Led by Black Entrepreneurs			
Jobs	49	52	101
Earnings	\$ 3,769,000	\$ 2,522,000	\$ 6,291,000
Households Supported	33	35	68
State & Local Taxes	\$ 213,000	\$ 344,000	\$ 557,000
Federal Taxes	\$ 721,000	\$ 515,000	\$ 1,236,000
Output	\$ 8,859,000	\$ 7,967,000	\$ 16,826,000

EXITED STARTUP COMPANIES – NORTHEAST OHIO⁸⁰

Exited Startup companies are companies that were acquired or had an IPO. In 2021, Exited Companies directly and indirectly generated an estimated \$86 million of economic output in Northeast Ohio.

These Exited Companies supported an estimated 507 direct, indirect, and induced jobs in Northeast Ohio. The jobs supported by the Exited Companies had approximately \$40 million of associated annual labor income, including benefits, and sustained an estimated 341 households in Northeast Ohio.

Exited Northeast Ohio companies generated an estimated \$4 million of state and local taxes in Ohio and \$8 million of federal taxes during 2021.



⁸⁰ Five Exited Startups companies in Northeast Ohio responded to a survey in 2021. Five (100%) of these companies responded to a survey AND provided adequate survey information for modeling.

EXITED STARTUPS COMPANIES, NORTHEAST OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	203	304	507
Earnings	\$ 23,279,000	\$ 16,486,000	\$ 39,765,000
Households Supported	136	205	341
State & Local Taxes	\$ 1,324,000	\$ 2,447,000	\$ 3,771,000
Federal Taxes	\$ 4,699,000	\$ 3,481,000	\$ 8,180,000
Output	\$ 37,166,000	\$ 48,578,000	\$ 85,744,000

APPENDIX 3: SMALL BUSINESSES TOTAL WORK ECONOMIC IMPACTS

SMALL BUSINESSES TOTAL WORK – NORTHWEST OHIO⁸¹

In 2021, small businesses supported by JumpStart and its partners’ work directly and indirectly generated an estimated \$36 million of economic output in Northwest Ohio. This output includes an estimated \$32 million of economic output generated by companies led by women, \$18 million of output generated by companies led by Black entrepreneurs, and approximately \$400,000 of output generated by companies led by Hispanic/Latino entrepreneurs.

These small businesses supported an estimated 325 direct, indirect, and induced jobs⁸² in Northwest Ohio, 248 of which were connected with the economic activity of companies led by women, 192 with the economic activity of companies led by Black entrepreneurs, and 14 with the economic activity of companies led by Hispanic/Latino entrepreneurs. The jobs supported by JumpStart and its partners’ small business programs and funding had approximately \$14 million of associated annual labor income, including benefits, and sustained an estimated 219 households in Northwest Ohio.

Northwest Ohio companies receiving small business support services and funding from JumpStart and its partners generated an estimated \$2 million of state and local taxes in and \$3 million of federal taxes during 2021.

Small Business Total Work in Northwest Ohio



\$36 million
of total economic output



325
jobs



\$14 million
of labor income



219
households supported



\$2 million
of state and local taxes



\$3 million
of federal taxes

⁸¹ 92 companies supported by JumpStart and its partners’ small business work in Northwest Ohio responded to a survey in 2021. 36 (39%) companies overall, 27 (38%) companies led by women, 24 (43%) companies led by Black entrepreneurs and two (33%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁸² Direct, indirect, and induced impacts are only calculable for modelable companies.

SMALL BUSINESSES TOTAL WORK, NORTHWEST OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	211	114	325
Earnings	\$ 8,655,000	\$ 5,240,000	\$ 13,895,000
Households Supported	142	77	219
State & Local Taxes	\$ 733,000	\$ 811,000	\$ 1,544,000
Federal Taxes	\$ 1,478,000	\$ 1,081,000	\$ 2,559,000
Output	\$ 19,863,000	\$ 16,177,000	\$ 36,040,000
Companies Led by Women			
Jobs	150	98	248
Earnings	\$ 6,505,000	\$ 4,503,000	\$ 11,008,000
Households Supported	101	66	167
State & Local Taxes	\$ 611,000	\$ 680,000	\$ 1,291,000
Federal Taxes	\$ 1,073,000	\$ 926,000	\$ 1,999,000
Output	\$ 18,044,000	\$ 13,830,000	\$ 31,874,000
Companies Led by Black Entrepreneurs			
Jobs	134	58	192
Earnings	\$ 5,296,000	\$ 2,679,000	\$ 7,975,000
Households Supported	90	39	129
State & Local Taxes	\$ 311,000	\$ 424,000	\$ 735,000
Federal Taxes	\$ 839,000	\$ 557,000	\$ 1,396,000
Output	\$ 9,431,000	\$ 8,334,000	\$ 17,765,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	12	2	14
Earnings	\$ 375,000	\$ 92,000	\$ 467,000
Households Supported	8	1	9
State & Local Taxes	\$ 19,000	\$ 17,000	\$ 36,000
Federal Taxes	\$ 71,000	\$ 19,000	\$ 90,000
Output	\$ 112,000	\$ 308,000	\$ 420,000

CLEVELAND SMALL BUSINESS SUPPORT SERVICES – CLEVELAND⁸³

In 2021, companies supported by Cleveland Small Business Support Services in the City of Cleveland directly and indirectly generated an estimated \$17 million of economic output in Cleveland. This output includes an estimated \$15 million of economic output generated by companies led by women, \$9 million of output generated by companies led by Black entrepreneurs, \$4 million of output generated by companies led by or Hispanic/Latino entrepreneurs and \$6 million generated by Impact Program Participants.

These Cleveland Small Business Support Services companies supported an estimated 506 direct, indirect, and induced jobs⁸⁴ in Cleveland, 421 of which were connected with the economic activity of companies led by women, 297 with the economic activity of companies led by Black entrepreneurs, 106 with the economic activity of companies led Hispanic/Latino entrepreneurs and 148 with the economic activity of Impact Program Participants.

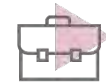
The jobs supported by Cleveland Small Business Support Services programs had approximately \$21 million of associated annual labor income, including benefits, and sustained an estimated 340 households in Cleveland.

Cleveland Small Business Support Services companies in Cleveland generated an estimated \$900,000 of state and local taxes in Ohio and \$3 million of federal taxes during 2021.

Cleveland Small Business Support Services in Cleveland



\$17 million
of total economic output



506
jobs



\$21 million
of labor income



340
households supported



\$900,000
of state and local taxes



\$3 million
of federal taxes

⁸³ 143 companies supported Cleveland Small Business Support Services work in Cleveland responded to a survey in 2021. 86 (60%) companies overall, 71 (61%) companies led by women, 54 (59%) companies led by Black entrepreneurs, 14 (61%) companies led by Hispanic/Latino entrepreneurs and 4(411%) of Impact Program Participants responded to a survey AND provided adequate survey information for modeling.

⁸⁴ Direct, indirect, and induced impacts are only calculable for modelable companies.

CLEVELAND SMALL BUSINESS SUPPORT SERVICES, CLEVELAND LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	494	12	506
Earnings	\$ 20,013,000	\$ 777,000	\$ 20,790,000
Households Supported	332	8	340
State & Local Taxes	\$ 834,000	\$ 82,000	\$ 916,000
Federal Taxes	\$ 2,431,000	\$ 111,000	\$ 2,542,000
Output	\$ 15,177,000	\$ 2,270,000	\$ 17,447,000
Companies Led by Women			
Jobs	411	10	421
Earnings	\$ 16,715,000	\$ 644,000	\$ 17,359,000
Households Supported	276	7	283
State & Local Taxes	\$ 709,000	\$ 69,000	\$ 778,000
Federal Taxes	\$ 2,023,000	\$ 92,000	\$ 2,115,000
Output	\$ 12,754,000	\$ 1,893,000	\$ 14,647,000
Companies Led by Black Entrepreneurs			
Jobs	290	7	297
Earnings	\$ 12,059,000	\$ 412,000	\$ 12,471,000
Households Supported	195	5	200
State & Local Taxes	\$ 415,000	\$ 46,000	\$ 461,000
Federal Taxes	\$ 1,450,000	\$ 59,000	\$ 1,509,000
Output	\$ 8,034,000	\$ 1,194,000	\$ 9,228,000
Companies Led by Hispanic/Latino Entrepreneurs			
Jobs	103	3	106
Earnings	\$ 4,075,000	\$ 166,000	\$ 4,241,000
Households Supported	69	2	71
State & Local Taxes	\$ 180,000	\$ 16,000	\$ 196,000
Federal Taxes	\$ 494,000	\$ 23,000	\$ 517,000
Output	\$ 3,136,000	\$ 484,000	\$ 3,620,000
Impact Program Companies			
Jobs	144	4	148
Earnings	\$ 5,969,000	\$ 275,000	\$ 6,244,000
Households Supported	97	3	100
State & Local Taxes	\$ 327,000	\$ 29,000	\$ 356,000
Federal Taxes	\$ 743,000	\$ 39,000	\$ 782,000
Output	\$ 5,652,000	\$ 819,000	\$ 6,471,000

TOLEDO SMALL BUSINESS SUPPORT SERVICES – TOLEDO⁸⁵

In 2021, companies supported by Toledo Small Business Support Services directly and indirectly generated an estimated \$21 million of economic output in the City of Toledo. This output includes an estimated \$19 million of economic output generated by companies led by women and \$11 million of output generated by companies led by Black entrepreneurs. There was not enough data provided by companies led by Hispanic/Latino entrepreneurs or Impact Program Participants to estimate the impacts of these companies.

These Toledo Small Business Support Services companies supported an estimated 159 direct, indirect, and induced jobs⁸⁶ in Toledo, 142 of which were connected with the economic activity of companies led by women and 96 with the economic activity of companies led by Black entrepreneurs. The jobs supported by Toledo Small Business Support Services had approximately \$7 million of associated annual labor income, including benefits, and sustained an estimated 107 households in Toledo.

Toledo companies receiving Toledo Small Business Support Services generated an estimated \$500,000 of state and local taxes in Ohio and \$1 million of federal taxes during 2021.

Toledo Small Business Support Services in Toledo



\$21 million
of total economic output



159
jobs



\$7 million
of labor income



107
households supported



\$500,000
of state and local taxes



\$1 million
of federal taxes

⁸⁵ 66 companies supported by Toledo Small Business Support Services work in Toledo responded to a survey in 2021. 24 (36%) companies overall, 20 (38%) companies led by women, 15 (37%) companies led by Black entrepreneurs, one (25%) companies led by Hispanic/Latino entrepreneurs and one (5%) of Impact Program Participants responded to a survey AND provided adequate survey information for modeling.

⁸⁶ Direct, indirect, and induced impacts are only calculable for modelable companies.

TOLEDO SMALL BUSINESS SUPPORT SERVICES, TOLEDO LEVEL IMPACT DETAILS

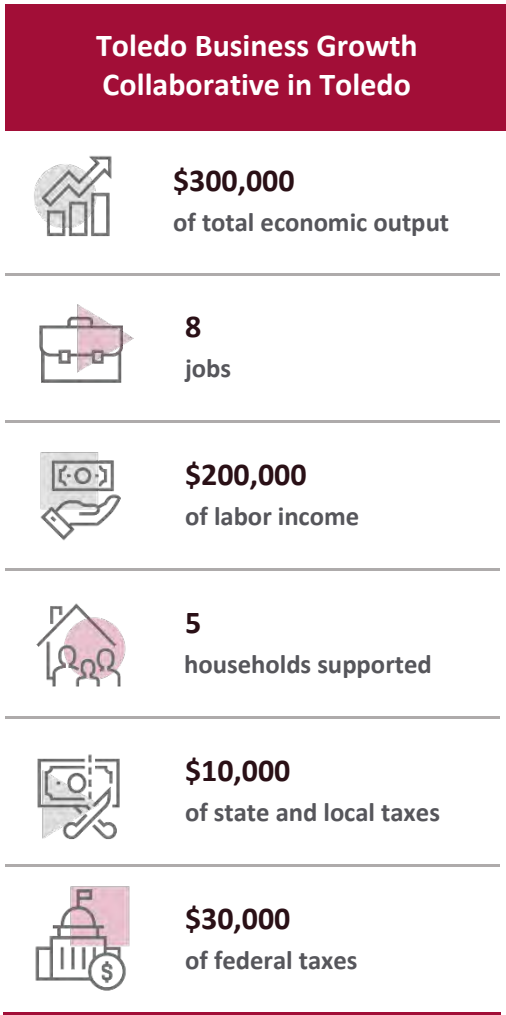
	Direct	Indirect & Induced	Total
Total Companies			
Jobs	123	36	159
Earnings	\$ 5,470,000	\$ 1,794,000	\$ 7,264,000
Households Supported	83	24	107
State & Local Taxes	\$ 364,000	\$ 182,000	\$ 546,000
Federal Taxes	\$ 675,000	\$ 278,000	\$ 953,000
Output	\$ 15,536,000	\$ 5,167,000	\$ 20,703,000
Companies Led by Women			
Jobs	109	33	142
Earnings	\$ 4,493,000	\$ 1,649,000	\$ 6,142,000
Households Supported	73	22	95
State & Local Taxes	\$ 322,000	\$ 165,000	\$ 487,000
Federal Taxes	\$ 539,000	\$ 255,000	\$ 794,000
Output	\$ 14,382,000	\$ 4,741,000	\$ 19,123,000
Companies Led by Black Entrepreneurs			
Jobs	78	18	96
Earnings	\$ 3,511,000	\$ 932,000	\$ 4,443,000
Households Supported	52	13	65
State & Local Taxes	\$ 163,000	\$ 96,000	\$ 259,000
Federal Taxes	\$ 383,000	\$ 145,000	\$ 528,000
Output	\$ 8,112,000	\$ 2,680,000	\$ 10,792,000

TOLEDO BUSINESS GROWTH COLLABORATIVE – TOLEDO⁸⁷

In 2021, companies supported by Toledo Business Growth Collaborative programs directly and indirectly generated an estimated \$300,000 of economic output in the City of Toledo. This output includes an estimated \$200,000 of economic output generated by companies led by women and \$300,000 of output generated by companies led by Black entrepreneurs. There was not enough data provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

These Toledo Business Growth Collaborative companies supported an estimated eight direct, indirect, and induced jobs⁸⁸ in Toledo, four of which were connected with the economic activity of companies led by women and eight with the economic activity of companies led by Black entrepreneurs. The jobs supported by Toledo Business Growth Collaborative programs had approximately \$200,000 of associated annual labor income, including benefits, and sustained an estimated five households in Toledo.

Toledo companies receiving Toledo Business Growth Collaborative services and funding generated an estimated \$10,000 of state and local taxes in Ohio and \$30,000 of federal taxes during 2021.



⁸⁷ 22 companies supported by Toledo Business Growth Collaborative programs in Toledo responded to a survey in 2021. four (18%) companies overall, three (17%) companies led by women, four (25%) companies led by Black entrepreneurs and zero companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁸⁸ Direct, indirect, and induced impacts are only calculable for modelable companies.

TOLEDO BUSINESS GROWTH COLLABORATIVE, TOLEDO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	7	1	8
Earnings	\$ 148,000	\$ 21,000	\$ 169,000
Households Supported	5	-	5
State & Local Taxes	\$ 10,000	\$ 3,000	\$ 13,000
Federal Taxes	\$ 21,000	\$ 4,000	\$ 25,000
Output	\$ 261,000	\$ 65,000	\$ 326,000
Companies Led by Women			
Jobs	4	-	4
Earnings	\$ 61,000	\$ 11,000	\$ 72,000
Households Supported	3	-	3
State & Local Taxes	\$ 4,000	\$ 2,000	\$ 6,000
Federal Taxes	\$ 9,000	\$ 2,000	\$ 11,000
Output	\$ 155,000	\$ 34,000	\$ 189,000
Companies Led by Black Entrepreneurs			
Jobs	7	1	8
Earnings	\$ 148,000	\$ 21,000	\$ 169,000
Households Supported	5	-	5
State & Local Taxes	\$ 10,000	\$ 3,000	\$ 13,000
Federal Taxes	\$ 21,000	\$ 4,000	\$ 25,000
Output	\$ 261,000	\$ 65,000	\$ 326,000

APPENDIX 4: KEYBANK PROGRAMS ECONOMIC IMPACT

KEYBANK BUSINESS BOOST & BUILD PROGRAM

In 2017, KeyBank Foundation partnered with JumpStart to launch the KeyBank Business Boost & Build program in Ohio and New York. The program was funded by a four-year \$24M grant—the largest single financial award the foundation has ever made, and the largest single grant ever received by JumpStart. The program is designed to stimulate economic growth and workforce development by fostering small business success in communities throughout Ohio and upstate New York.

The KeyBank Business Boost & Build Program includes the following programs:

- **Growth Assistance for Tech Startups & Scaleups**
- **Growth Assistance for Small Businesses in the City of Cleveland**
- **Key Bank Business Boost & Build: New York**
- **KeyBank Center for Technology, Innovation and Inclusive Growth**

100% of the KeyBank Business Boost & Build money is dedicated for non-profit grantmaking and technical assistance for clients. Beyond the economic and fiscal impacts of the KeyBank Business Boost & Build program, the program is providing access to capital for entrepreneurs of color.

KEYBANK BUSINESS BOOST & BUILD: NEW YORK

The KeyBank Business Boost & Build program currently operates in four regions in New York: Albany, Buffalo, Rochester, and Syracuse. The survey response data for the individual regions was not significant enough to model for 2021. As such, only an impact analysis at the State of New York level was completed for this report.

THE KEYBANK CENTER FOR TECHNOLOGY, INNOVATION AND INCLUSIVE GROWTH

Funded by the KeyBank Business Boost & Build program, the KeyBank Center for Technology, Innovation and Inclusive Growth provides a variety of workforce and entrepreneurship resources to communities throughout Ohio. In 2021, survey data was gathered for the center's operation in the Toledo, Dayton, and Cincinnati regions. The survey response data for these individual regions was not significant enough to model for 2021. As such, only an impact analysis at the State of Ohio level was completed for this report.

KEYBANK BUSINESS BOOST & BUILD – NEW YORK⁸⁹

In 2021, companies supported by KeyBank Business Boost & Build: New York directly and indirectly generated an estimated \$29 million of economic output in the State of New York. This output includes an estimated \$16 million of economic output generated by companies led by women and \$4 million of output generated by companies led by Black entrepreneurs. Not enough data was provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

These companies supported an estimated 275 direct, indirect, and induced jobs⁹⁰ in New York, 123 of which were connected with the economic activity of companies led by women and 75 with the economic activity of companies led by Black entrepreneurs. The jobs supported by KeyBank Business Boost & Build: New York programs and funding had approximately \$12 million of associated annual labor income, including benefits, and sustained an estimated 162 households in New York.

Companies receiving Boost & Build services and funding generated an estimated \$2 million of state and local taxes in New York and \$3 million of federal taxes during 2021.

KeyBank Business Boost & Build in New York



\$29 million
of total economic output



275
jobs



\$12 million
of labor income



162
households supported



\$2 million
of state and local taxes



\$3 million
of federal taxes

⁸⁹ 108 companies supported by KeyBank Business Boost & Build: New York programs in New York responded to a survey in 2021. 47 (44%) companies overall, 25 (41%) companies led by women, 12 (34%) companies led by Black entrepreneurs and one (20%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁹⁰ Direct and indirect impacts are only calculable for modelable companies.

KEYBANK BUSINESS BOOST & BUILD: NEW YORK, NEW YORK LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	209	66	275
Earnings	\$ 7,623,000	\$ 4,805,000	\$ 12,428,000
Households Supported	123	39	162
State & Local Taxes	\$ 739,000	\$ 933,000	\$ 1,672,000
Federal Taxes	\$ 1,533,000	\$ 1,054,000	\$ 2,587,000
Output	\$ 16,323,000	\$ 12,888,000	\$ 29,211,000
Companies Led by Women			
Jobs	87	36	123
Earnings	\$ 3,934,000	\$ 2,470,000	\$ 6,404,000
Households Supported	51	22	73
State & Local Taxes	\$ 306,000	\$ 539,000	\$ 845,000
Federal Taxes	\$ 796,000	\$ 548,000	\$ 1,344,000
Output	\$ 8,746,000	\$ 6,899,000	\$ 15,645,000
Companies Led by Black Entrepreneurs			
Jobs	65	10	75
Earnings	\$ 1,289,000	\$ 731,000	\$ 2,020,000
Households Supported	38	6	44
State & Local Taxes	\$ 119,000	\$ 133,000	\$ 252,000
Federal Taxes	\$ 242,000	\$ 159,000	\$ 401,000
Output	\$ 2,134,000	\$ 1,926,000	\$ 4,060,000

THE KEYBANK CENTER FOR TECHNOLOGY, INNOVATION AND INCLUSIVE GROWTH – OHIO⁹¹

In 2021, companies supported by the KeyBank Center for Technology, Innovation and Inclusive Growth services and funding directly and indirectly generated an estimated \$28 million of economic output in the State of Ohio. This output includes an estimated \$11 million of economic output generated by companies led by women and \$19 million of output generated by companies led by Black entrepreneurs. Not enough data was provided by companies led by Hispanic/Latino entrepreneurs to estimate the impacts of these companies.

These KeyBank Center companies supported an estimated 279 direct, indirect, and induced jobs⁹² in Ohio, 75 of which were connected with the economic activity of companies led by women and 223 with the economic activity of companies led by Black entrepreneurs. The jobs supported by the KeyBank Center's programs and funding had approximately \$11 million of associated annual labor income, including benefits, and sustained an estimated 188 households in Ohio.

Ohio companies receiving services and funding from the KeyBank Center generated an estimated \$1 million of state and local taxes in Ohio and \$2 million of federal taxes during 2021.

The KeyBank Center for Technology, Innovation and Inclusive Growth in Ohio



\$28 million
of total economic output



279
jobs



\$11 million
of labor income



188
households supported



\$1 million
of state and local taxes



\$2 million
of federal taxes

⁹¹ 110 companies supported by The KeyBank Center for Technology, Innovation and Inclusive Growth programs in Ohio responded to a survey in 2021. 46 (42%) companies overall, 23 (38%) companies led by women, 21 (47%) companies led by Black entrepreneurs and one (20%) companies led by Hispanic/Latino entrepreneurs responded to a survey AND provided adequate survey information for modeling.

⁹² Direct and indirect impacts are only calculable for modelable companies.

THE KEYBANK CENTER FOR TECHNOLOGY, INNOVATION AND INCLUSIVE GROWTH, OHIO LEVEL IMPACT DETAILS

	Direct	Indirect & Induced	Total
Total Companies			
Jobs	189	90	279
Earnings	\$ 6,807,000	\$ 4,691,000	\$ 11,498,000
Households Supported	127	61	188
State & Local Taxes	\$ 688,000	\$ 787,000	\$ 1,475,000
Federal Taxes	\$ 1,287,000	\$ 985,000	\$ 2,272,000
Output	\$ 13,108,000	\$ 14,507,000	\$ 27,615,000
Companies Led by Women			
Jobs	40	35	75
Earnings	\$ 1,536,000	\$ 1,792,000	\$ 3,328,000
Households Supported	27	23	50
State & Local Taxes	\$ 268,000	\$ 261,000	\$ 529,000
Federal Taxes	\$ 334,000	\$ 370,000	\$ 704,000
Output	\$ 5,229,000	\$ 5,302,000	\$ 10,531,000
Companies Led by Black Entrepreneurs			
Jobs	161	62	223
Earnings	\$ 5,864,000	\$ 3,211,000	\$ 9,075,000
Households Supported	108	42	150
State & Local Taxes	\$ 538,000	\$ 581,000	\$ 1,119,000
Federal Taxes	\$ 1,088,000	\$ 681,000	\$ 1,769,000
Output	\$ 9,023,000	\$ 10,158,000	\$ 19,181,000