

# **Job Creation Committee**

- **Update on Small Business Development**
- **Saving 2,000 Jobs at Dalton Post Office**

by Councilman Charlie Winburn, Chair  
September 26, 2011

# Thank You for this Opportunity!

Before we deal with our major job retention issue today - the closing of the Dalton Street Post office which will result in the loss of 2,000 city jobs - I first want to thank Mayor Mark Mallory and all of my City Council colleagues for giving me an opportunity to frame a job retention and job creation agenda for the City of Cincinnati.

# 5 Economic Roundtables

After reading the Cincinnati USA Regional Chamber's *Agenda 360 Priorities 22* months ago, I created five roundtables involving over 150 volunteers to help me develop a city job creation and job retention agenda for the City of Cincinnati as it relates to the following areas:

# 5 Economic Roundtables

1. Business Retention and Recruitment
2. Small Business Development
3. Small Business Enterprise Compliance
4. Cincinnati Dream Neighborhoods
5. Workforce Development

# Job Creation Successes

Since I have been Chair of the Job Creation Committee for 22 months, city administration reports reveal that Cincinnati has helped to **retain** over 8,000 jobs and assisted with the **creation** of over 3,800 new net jobs in the private sector.

# New Jobs, Not Reshuffling

The Cincinnati Enquirer editorial on Sunday, September 25, 2011 states,

***“Region needs new jobs,  
not reshuffling”***

As chair of the Job Creation Committee, I am offering three initiatives that will not shuffle jobs but eventually create long term new net jobs for Cincinnati.

# Allies Not Adversaries

The Enquirer noted that Cincinnati celebrated an economic win this week that left Covington stewing over a loss, as Omni Care announced it will move 448 jobs across the river. Jobs are jobs and Cincinnati is glad to have them, along with the \$4.4million in projected tax revenue over the next decade. But when it comes to long term economic fortunes, the two cities are better as allies than adversaries.

# Allies Not Adversaries

The Enquirer further stated,

***“...a regional approach to development and job creation—which really could build economic clout—is lost to border wars.”***



# Allies Not Adversaries

The Enquirer concluded by stating,

***“Competing for new businesses as fostering job creation—not battling with each other—is where both Ohio’s and Kentucky’s focus should be.”***

# Job Creation Committee Initiatives

The Chair of the Job Creation Committee is pleased to announce some of its work after 22 months as it relates to the following three initiatives with view toward job retention and creating new net jobs over the next two years:

# Job Creation Committee Initiatives

## 1. Initiative One

- a. I want to first thank the following council member for their encouragement and support for Initiative One –  
Councilmembers Bortz, Ghiz, Lippert, Murray, and Young

# Job Creation Committee Initiatives

## 1. Initiative One

- b. The Small Business Enterprise Compliance Roundtable completed a proposed two year pilot project with view toward job creation. This new initiative is called the Cincinnati Competitive Edge Initiative, better known as (CCE-I). The initiative goals include the following:

# Job Creation Committee Initiatives

## 1. Initiative One

- 1) A two year pilot project to create 200 new net jobs in the private sector by assisting small business;
- 2) Grow and build small businesses;
- 3) One stop shopping for SBE utilization;
- 4) Increase SBE utilization in all city departments and divisions;
- 5) Establish and oversee the Open Cincinnati USA Business Development Center;

# Job Creation Committee Initiatives

## 1. Initiative One

- 6) Provide program support for the Office of Contract Compliance;
- 7) Review and accept qualified small businesses to participate in CCE-I;
- 8) Connect all small business development service providers receiving federal, state and city funding;

# Job Creation Committee Initiatives

## 1. Initiative One

- 9) Reverses the negative perception of the City's failed SBE Program by creating an equal opportunity business development model for everyone;
- 10) Create a collaborative environment with a majority and minority community network;
- 11) To attract new businesses and showcase the City of Cincinnati as a place that is conducive to business growth and development.

# Job Creation Committee Initiatives

## 2. Initiative Two

The Small Business Development Roundtable in conjunction with city staff will be introducing initiative two in late October which is called **Buy Cincinnati Opportunity and Growth Initiative** through a local preference program leveraging local city contracts by encouraging contractors who are awarded city contracts to do business with city small business enterprises (SBE).



# Job Creation Committee Initiatives

## **3. Initiative Three**

The Small Business Roundtable, in conjunction with city staff, will be unveiling in mid-October a local hiring policy that will leverage contractors who do business with the city to encourage them to hire local city residents with view toward job creation and job retention.

# Saving 2,000 Postal Jobs

As chair of the Job Creation Committee, I want to send a very strong message to the citizens of Cincinnati and the 2,000 postal workers and the affiliated postal jobs that I plan to fight with all of my might against the closure of the Dalton Street US Postal Service Facility. This is a true job retention issue!

# Saving 2,000 Postal Jobs

That is one reason we are having a public hearing here today to use the Job Creation Committee as a bully pulpit to fight the closure of the Dalton Street US Postal Service Facility. This would have a ripple effect on our regional economy from which we may never recover as a city.

# Saving 2,000 Postal Jobs

While the loss of 2,000 postal service jobs is traumatic, the negative effect that the closing will have on regional business would be devastating.

# Saving 2,000 Postal Jobs

Local companies such as couriers, staffing companies that supply seasonal contingent labor, and mail houses that drop ship to main postal hubs rely on this Dalton location for business.

# Saving 2,000 Postal Jobs

Mail houses will have to raise their rates to cover the cost of hauling to another hub; the increase in their fees will competitively take them out of the market.

Hundreds of seasonal workers will not be able to rely on the seasonal jobs that this local hub brings year-after-year to this location.

# Saving 2,000 Postal Jobs

The City of Cincinnati may indeed lose approximately \$2-4 million per year in earnings income tax revenues that may have the foreseeable consequences on negatively impacting our budget deficit and adversely affecting public safety, public service and our health department.

# Job Saving Action Plan

As Chair I plan to immediately implement a two-fold action plan:

1. I will be calling on Ohio Governor John Kasich, US Senators Rob Portman and Sherrod Brown, and the Ohio Congressional Delegation to meet with the US Postmaster and demand that he cease and desist from closing the US Postal Service facility in Cincinnati, Ohio.



# Job Saving Action Plan

2. I have asked the Cincinnati Business Committee to help me form a regional task force made up of 14 top business and community leaders that will be charged to do the following:

# Job Saving Action Plan

- a) Measure the impact of the Dalton Street center closing as it relates to the following:
  - 1) Small business revenue/contracts including women and minority owned firms
  - 2) Impact on full time and contingent labor
  - 3) City tax revenue loss
  - 4) Community blight

# Job Saving Action Plan

- b) Measure and Identify regional resources to assist in sustaining the Dalton Street location
- c) Creation of a job retention plan to include the preservation of the United States Postal Service jobs as well as the retention of small business contracts and community vibrancy.