

## Financial Stewardship and Accomplishments

### Citywide Modernization

- Acquisition and deployment of digital tools to modernize government services
  - > DocuSign: Reduced contract processing time from around 6-8 weeks to 8 days
  - > Permit Review Reform: Enhanced review times, reduced costs, and provided more current information related to permitting status following full implementation
  - > Salesforce: Streamlined economic development processes, enhancing relationships with the local business community
  - > Gravity Budget Software: Faster budget book production and set up for future budget Transparency Portal, which eventually will be accessible by residents
  - > Amplifund: Consolidated grant management software intended to maximize federal dollars to the City
- Outsourcing EMS billing resulted in revenue collections of over \$37 million, which was well above the budgeted amount of \$16 million
- Restructured Community and Economic Development departments to eliminate duplication of services and improve processes
- \$1.6 billion plus renovation of Cleveland Hopkins International Airport is underway

### Financial Policy

- Revamped debt management program will result in debt service savings to the City of around \$2.2 million in 2026, with additional anticipated savings in future years
- Earned ratings upgrades to the City's Water Revenue Bonds to Aa1 from Aa2 and on Subordinate Lien Water Revenue Bonds to Aa2 from Aa3

### Investing in Personnel

- Ratified the majority of 3-year union collective bargaining agreements
  - > General Wage Increases for nearly all divisions, with equity adjustments for some first responder divisions
- Implemented new financial tools to fund modernization of all 5 City Police stations without affecting General Obligation debt limits
- Anticipated changes in healthcare plans projected to save the City over \$100k annually

### The Cleveland Era

- Successful renewal of the Gordon Square and Downtown Special Improvement Districts, resulting in almost \$6 million in anticipated revenue
- Secured \$100M from the Cleveland Browns for Lakefront development
- Awarded over \$150 million in grant dollars for the North Coast Connector project as part of the Mayor's Shore-to-Core-to-Shore initiative