

# Cleveland Cavaliers Practice Facility

The Cleveland Cavaliers needed a new practice facility and identified 33 acres of property that overlooks the Cuyahoga Valley National Park in Independence as an ideal site.

The construction of the facility was financed through the cooperation of three Ohio port authorities and an equitable contribution by the Cavaliers.

The City of Independence acquired the project site at a cost of \$1,850,000. The city implemented a tax increment financing (TIF) district to offset the purchase costs and entered into a 20-year ground lease with the Cleveland Cuyahoga County Port Authority.

The total project cost was \$27.845 million.



The new 50,000 square foot practice facility, called Cleveland Clinic Courts, opened for the 2007-08 NBA season. The facility includes two regulation basketball courts, workout facilities, locker rooms, meeting rooms and media facilities.

# Cleveland Clinic Foundation Business Operations Center

The Cleveland Clinic Foundation Business Operations Center was originally developed in 1957 as the Republic Steel Research Center. Cumberland Real Estate Development repurposed the space as a mixed-use office, distribution and lab space.

With the completion of the \$15 million two-story addition, the Cleveland Clinic Foundation became the facility's primary tenant and consolidated 600 financial division jobs in Independence.

Upon full occupancy in 2012, the Cleveland Clinic Foundation employs over 1,500 at their Business Operations Center in Independence. This project further established the Cleveland Clinic Foundation as the City's largest employer and income tax contributor.



The City of Independence used Tax Increment Financing (TIF) to offset millions in costs for infrastructure upgrades necessary to realign the Center's main intersection in order to handle increased traffic through the area.

# ReliabilityFirst Corporation

With its current lease expiring, ReliabilityFirst Corporation began searching for 30,000 square feet of Class A office space in Cleveland's south suburban market. The firm needed modern office space in a location close to Cleveland Hopkins Airport, hotels and amenities, and with easy access to I-77.

Independence met the firm's site location criteria but identifying the perfect office space proved to be more challenging.

After looking at several office buildings, the firm focused its attention on one building in a neighboring community and one building in Independence. The major difference between the offering in the neighboring community and the offering in Independence was approximately \$500,000 in tenant improvement costs. To locate in Independence, ReliabilityFirst needed to reduce this amount so the relocation would be cash flow neutral. Through value engineering, competitive bidding and other negotiated concessions, the tenant improvement costs were reduced to approximately \$350,000.



The City provided ReliabilityFirst with a \$350,000 Relocation and Job Creation Grant. Assisted by the City's economic development incentive, ReliabilityFirst signed a 12-year lease for 30,000 square feet of office space and in 2014 relocated 46 employees with a \$5.0 million payroll.