PROGRAM INCENTIVES

Local Producer – LPE
Companies headquartered in the 5 county region (Cuyahoga, Geauga, Lake, Lorain and Medina) and supply goods or services in the region; as well as growers or producers of food that are headquartered in a wider 15-county region (the above counties as well as Erie, Huron, Richland, Ashland, Wayne, Holmes, Stark, Summit, Portage, and Tuscarawas). Certified through OEO.

Eligible for a 2% BID DISCOUNT or 2 EVALUATION CREDITS

Sustainable Business – SUBE
Companies headquartered in the 5 county region (Cuyahoga, Geauga, Lake, Lorain and Medina) which are certified as sustainable businesses through approved Programs.* Certified through OEO.

Eligible for a 2% BID DISCOUNT or 2 EVALUATION CREDITS

Local Food Purchaser
Companies which purchase local food in an amount not less than 20% of their City contract amount from Cuyahoga, Geauga, Lake, Lorain, Medina, Erie, Huron, Richland, Ashland, Wayne, Holmes, Stark, Summit, Portage and Tuscarawas). Administered by OEO.

Eligible for a 2% BID DISCOUNT or 2 EVALUATION CREDITS (on a contract by contract basis)

For More Information, Contact:
Office of Equal Opportunity
216-664-4150
601 Lakeside Ave, Room 335
Cleveland, OH 44114
www.city.cleveland.oh.us/oeo
Chapter 187A was created with input from The Cleveland Cuyahoga County Food Policy Coalition, Cleveland City Council, the Office of Equal Opportunity and the Office of Sustainability.

The purpose of this ordinance is to generate a “self-help” regional economy by providing incentives in the form of:

- Bid discounts on competitively bid contracts; or
- Evaluation credits on professional service contracts

3 possible incentives: local producer, sustainable business and local food purchaser.

### FREQUENTLY ASKED QUESTIONS

**How do I participate? Is registration required?**
To participate, you must be certified with the City of Cleveland’s Office of Equal Opportunity as a Local Producer and/or Local Sustainable Business Enterprise. For additional information, please visit their website at: [www.city.cleveland.oh.us/oeo](http://www.city.cleveland.oh.us/oeo)

To complete the online application through the Certification and Compliance Reporting System, B2Gnow, please visit the website at: [https://cleveland.diversitycompliance.com](https://cleveland.diversitycompliance.com)

**Can I receive multiple discounts?**
Yes. You can receive multiple discounts or credits up to 4% bid discount or four evaluation credits for all three incentives.

- Sustainable Businesses (SUBE) must be certified by an approved rating system*
- Can be combined with MBE/FBE/CSB certification bid discounts to receive up to a maximum of a 9% bid discount or nine evaluation credits

**How do I receive the Local Food Purchaser bid discount or evaluation credit?**
Your submitted bid or proposal should include schedules and attachments indicating your commitment and ability to purchase a minimum of 20% local food. OEO determines compliance with the Local Food incentives.

**Is there additional documentation required for Local Food Purchasers?**
Yes. Local Food Purchasers must show invoices to demonstrate 20% local food purchases over the length of the contract.

---

**Approved programs for SUBE Sustainable Business Certification:**

**Option #1**

- [Global Reporting Initiative](http://www.globalreporting.org)
  - [www.globalreporting.org](http://www.globalreporting.org)
  - (212) 378-2086

**Option #2**

- [Carbon Disclosure Project](http://www.cdproject.net)
  - [www.cdproject.net](http://www.cdproject.net)
  - (212) 378-2086

**Option #3**

- [Green Plus Program](http://www.gogreenplus.org)
  - [www.gogreenplus.org](http://www.gogreenplus.org)
  - (919) 408-7556

---

<table>
<thead>
<tr>
<th>Company A</th>
<th>Company B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bid Amount: $97</td>
<td>Bid Amount: $100</td>
</tr>
<tr>
<td>Headquartered in New York</td>
<td>Certified Local Producer (LPE)</td>
</tr>
<tr>
<td>Not Certified Sustainable</td>
<td>Certified Sustainable (SUBE)</td>
</tr>
<tr>
<td>Bid Discount = 0</td>
<td>Bid Discount = 4%</td>
</tr>
<tr>
<td>Total Bid: $97</td>
<td>Total Bid: $96</td>
</tr>
<tr>
<td>Not Awarded Contract</td>
<td>Awarded Contract</td>
</tr>
<tr>
<td>Award Amount $100</td>
<td></td>
</tr>
</tbody>
</table>