

Growing strong in a tough economy,

these 10 COSE businesses are small in manpower but mighty in their ability to innovate, grow and reach ambitious goals. They're thriving and setting the pace for success. They're the proud COSE Ten Under 10.

Each year, COSE recognizes 10 businesses with 10 or fewer employees for their best practices in innovation, growth/success, value to the community and environment, diversity, promotion and customer service excellence. Read on for the inspiring stories of this year's winners.

SELF RELIANCE IS SOMETHING THAT COMES NATURALLY TO ALL OF US AS SMALL BUSINESS OWNERS. How else could we rationalize the risks we take for ourselves and our families in pursuit of what we know we can do better than others?

COSE's Ten Under 10 Awards celebrate the best of our region's smallest employers. Often unsung, we know that small business is key to driving economic recovery and the ideas and inspiration that are required to move our community from where we have been to where we're going.

As a business with fewer than 10 employees myself, I'm inspired by these company's stories and the great work they are doing for their customers, employees and the betterment of the region. Please join me in celebrating the 2010 COSE Ten Under 10 Award winners.



Congratulations!

Eric Tolbert,
Eric Tolbert & Associates
and COSE Chairman


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Shirley Calvey

Tim Calvey

CALVEY CONSULTING

WHEN CONTRACTORS CAN'T GET PAID, THAT'S WHEN CALVEY CONSULTING LENDS A HAND. "We are very analytical in what we do, and we get a lot of repeat business because of that," says Shirley Calvey, president, who launched the business in 2004 with her husband Tim.

Calvey Consulting specializes in construction-related claims and disputes involving schedule analysis, loss of labor productivity and design defects. The firm also offers support services in Critical Path Method (CPM) scheduling, estimating and contract administration.

Details rule in this business; the ability to identify key issues is their strength. Tim Calvey and Bill Novak are the engineers, supported by sub-consultants, and Shirley Calvey is the number-cruncher. They spent 30 years working for other companies before opening Calvey Consulting. They relied on strong relationships with loyal clients, and built on this by earning certifications—a necessity to work with clients like the State of Ohio.

Being on "the list" is a valuable foot in the door with government agencies and organizations like Cleveland Metropolitan Housing Authority. "We get a lot of faxes asking us to bid on projects because we are on the lists," Shirley Calvey says.

Meanwhile, the firm has ramped up marketing efforts with a new website, brochures and involvement in organizations like the National Association of Women in Construction and American Society of Professional Estimators.

While Calvey Consulting feels the pinch from construction slow-down, things have been steady and are starting to pick up, Calvey says. The company has expanded into the Toledo and Columbus markets, and surrounding states. Locally, the firm has been involved in projects at the Cleveland Clinic, Idea Center, Cleveland Athletic Club and various schools.

"We've gotten a lot of initials by our names since we've been in the industry to help give us more knowledge, which helps our clients, too," Calvey says. "We are always learning."

The firm plans to continue growing and stay sharp in a dynamic market and industry. Speaking to this goal, the company's website contains this appropriate Thomas Edison quote: "The first requisite for success is the ability to apply your physical and mental energies to one problem incessantly without growing weary."

calveyconsulting.com