



## District 6 Statistics The Honorable Bill Johnson (R)

## Success Story SEPI Services

**1,729** Jobs Created/Retained

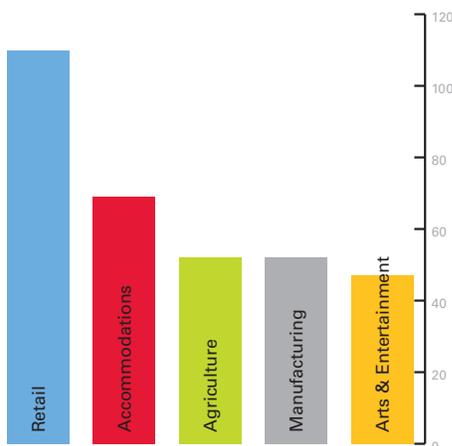
**54** Businesses Started

**\$8,180,536** Capital Infused

**7,490** Hours Counseled

**791** Clients Counseled

Top 5 Businesses Started and Existing



When Wendy Roberts started SEPI Services in 1992, the business dealt only with wood pallet recycling. Since then the focus has changed and SEPI now offers a wide range of trucking-for-hire services. SEPI's nine employees haul tools and equipment by flatbed, operate multi-axle dump trucks for heavy highway construction work and recently added liquid transportation. In 2011, SEPI expanded to offer diesel engine repair and, with the goal of finding additional opportunities for her business, Roberts reached out to the Small Business Development Center (SBDC) in Cambridge, Ohio.

"Wearing as many hats as I wear, I still didn't have the information I needed to be effective with marketing so I called on the SBDC for help," said Roberts.

Roberts met with SBDC consultant Greg Hamilton and they discussed ways to market her business to the local oil and gas industry. "He was able to show me all the different ways that the SBDC could help me," Roberts said. They went about correcting SEPI's contact information on multiple online business directories, ensuring the business didn't miss any opportunities. They also talked through what it would take to work with the oil and gas industry and made connections in the industry. Working with the SBDC has helped Roberts better target the local shale industry as she continues to expand her business.



Small Business  
Development Centers

John R. Kasich, Governor  
David Goodman, Director  
Development Services Agency



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