

Ohio Small Business Development Centers

2011 Report to the Community



Lauren Bozich, co-owner of White Flower Cake Shoppe

White Flower Cake Shoppe has earned recognition as the number-one cake shop in Northeast Ohio and was featured on the Food Network and WE TV's "Amazing Wedding Cakes."

Ohio

**Department of
Development**

John R. Kasich, Governor



Small Business Development Centers (SBDC)

"The Small Business Development Center Network of Ohio helps companies to create and retain jobs, building wealth and strengthening Ohio's economy."

– Karen Shauri, State Director, SBDC

SBDC Mission

To accelerate Ohio's economy by helping people start, sustain, and grow their business.

SBDC Vision

Transform Ohio into an innovative, entrepreneurial-based culture.

The Ohio Department of Development and the United States Small Business Administration have partnered to fund the Ohio Small Business Development Centers network. The network not only provides dynamic technical assistance to small business owners around the state, but also continues to make entrepreneurship a priority in Ohio's communities. It promotes diversity in entrepreneurship, providing prestigious assistance to minority-, veteran-, and women-owned businesses. The Centers educate prospective, new, and second-stage business owners through direct consulting, training, research, and technical assistance in all areas of business management. The Centers also provide peer-to-peer learning, roundtables, access to venture capitalists, guidance in diversification, and strategic planning. The network has partnered with a prestigious network of community partners including colleges, universities, Edison Centers, and chambers of commerce to provide the best service possible to Ohio business owners.

www.ohiosbdc.org

Ohio

**Small Business
Development Centers**

SBA
U.S. SMALL BUSINESS ADMINISTRATION

The Small Business Development Center (SBDC) program of Ohio is funded in part through a cooperative agreement with the U.S. Small Business Administration. The SBDC program is also funded in part by the Ohio Department of Development. All opinions, conclusions, or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact: SBDC (614) 466-2711.

Economic Impact

The Ohio Small Business Development Center, consisting of Small Business Development Centers, International Trade Assistance Centers, and Manufacturing and Technology Assistance Centers, created a strong economic impact in 2011. The following shows the progress:

The Return

7 cents invested generate \$1 of SBDC client sales

Client Economic Impact

Increased Sales	\$133,008,148
Export Contracts	\$47,420,299
Loans and Capital Accessed	\$126,862,055
Businesses Started	485
Jobs Created	3,833

The Return

For every \$2,394 invested, SBDC clients create a job

Client and Counseling Hours

Clients Counseled	10,141
Hours of Counseling	76,346
Training Programs	974
Training Attendees	13,063

Did you know that every 2 hours...

- Ohio SBDC clients create a job
- Ohio SBDC clients generate \$256,294 in new sales

International Trade Assistance Centers:

The International Trade Assistance Centers (ITAC) are the first point of contact for entrepreneurs interested in doing business overseas. The ITACs provide services which include export readiness assessment, international marketing plans, market research, export compliance education, and access to export financing.

Manufacturing Technology Small Business Development Centers:

The Manufacturing Technology Small Business Development Centers (MTSBDC), partnered with the Manufacturing Extension Partnership, offers services and one-on-one counseling to manufacturing and technology businesses and focus on companies with 50 or fewer employees. The MTSBDCs strive to promote development and commercialization of advanced technologies and manufacturing.

1st Stop Business Connection:

The 1st Stop Business Connection is a web-based program that provides customized start-up information for entrepreneurs at no cost. The unique customization offers information on specific types of licenses and permits.

Latino Small Business Development Center:

Partnered with Ohio's Latino community, the Ohio Small Business Development Centers provide services tailored specifically for Spanish-speaking business owners. The partnership encourages economic growth within the Latino community by providing business services in Spanish to address educational, cultural, and language barriers. The program provides consulting and training to Latino businesses at all stages of entrepreneurial development. Obstacles faced by many immigrants such as basic job skills and learning the English language are overcome, helping to increase entrepreneurial and personal development.

"We highly recommend the Small Business Development Center to all entrepreneurs and to others in our industry. Any business can benefit – large or small, old or new. You can become consumed with your business and not see things objectively. Small Business Development Center Counselor Jim Kraft helped us move past our mistakes and make good decisions."

– Marianne Carrol, White Flower Cake Shoppe

Small Business Development Centers (SBDC)

Ashland

SBDC at Ashland Economic Development Council
(419) 755-9011

Akron

SBDC at Summit Medina Business Alliance
(330) 375-2111

Athens

SBDC at Ohio University
The Ridges
(740) 593-1797

Cambridge

SBDC at Zane State College
(740) 432-6568

Cincinnati

SBDC at Urban League of Greater Cincinnati and Latino SBDC
(513) 487-1155

Clermont

SBDC at Clermont County Chamber of Commerce
(513) 576-5000

Cleveland

SBDC at Cleveland State University
(216) 359-0220

SBDC at Northeast Ohio Hispanic Center for Economic Development and Latino SBDC
(216) 281-4422

SBDC at Urban League of Greater Cleveland
(216) 622-0999

Columbus

SBDC at Columbus State Community College and Latino SBDC
(614) 287-5294

Dayton

SBDC at the Entrepreneurs Center
(937) 281-0118

SBDC at Wright State University
(937) 775-3503

Defiance

SBDC at Maumee Valley Planning Organization
(419) 782-6270

Fremont

SBDC at Terra Community College
(419) 559-2210

Hamilton

SBDC at BizTech
(513) 737-6543

Kent

SBDC at Kent Regional Business Alliance
(330) 474-3597

Lima

SBDC at Rhodes State College
(419) 995-8184

Marietta

SBDC at Washington State Community College
(740) 373-5150

New Philadelphia

SBDC at Kent State University Tuscarawas Campus
(330) 308-7479

North Canton

SBDC at Kent State University – Stark Campus
(330) 244-3290

Painesville

SBDC at Lake County Port Authority and Lakeland Community College
(440) 357-2290

Piketon

SBDC at The Ohio State University South Center
(800) 860-7232

Piqua

SBDC at Edison Community College
(937) 381-1516

Springfield

SBDC at SBDC, Inc.
(937) 322-7821

Toledo

SBDC at Toledo Regional Chamber of Commerce
(419) 243-8191

Youngstown

SBDC at Youngstown State University
(330) 941-2140

Manufacturing and Technology Small Business Development Centers (MTSBDC)

Cleveland/Kent

MTSBDC at Kent State University
(330) 672-0793

Columbus

MTSBDC at Columbus State Community College
(614) 287-2553

Mansfield

MTSBDC at Braintree for Innovation
(419) 525-1614

Piketon

MTSBDC at The Ohio State University South Centers
(800) 297-2072

Toledo

SBDC at Toledo Regional Chamber of Commerce
(419) 243-8191

International Trade Assistance Centers (ITAC)

Cleveland

ITAC at Cleveland State University
(216) 875-9715

Columbus

ITAC at Columbus State Community College
(614) 287-3850

Dayton

ITAC at Wright State University
(937) 775-3524

New Philadelphia

ITAC at Kent State University Tuscarawas Campus
(330) 308-7479

Kent

ITAC at NEOTEC
(800) 793-0912

Piketon

ITAC at The Ohio State University South Center
(800) 860-7232

Toledo

ITAC at University of Toledo/ Cleveland State University
(216) 687-4750

Youngstown

ITAC at Youngstown State University
(330) 941-2140



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