



Small Business Development Centers

What is the Small Business Development Center Program?

The Small Business Development Center (SBDC) Network of Ohio is a front-line, immediate response, high-impact program designed to facilitate small business growth, job creation, and access to capital. The Certified Business Advisors® that staff the SBDC offer integrated services to meet the needs of experienced small business owners, as well as individual entrepreneurs. The SBDC is the only statewide system that works with entrepreneurs in all industries, at all stages of business development. Visit www.ohiosbdc.org.

Services are delivered through 39 sites across the state and include:

- Free, one-on-one business counseling
- Workshops and training programs
- Strategic business planning
- Market feasibility and research
- Marketing strategy development
- Cash flow analysis
- Financial projections development
- Capital source identification
- Business assessment valuation
- Inventory control assessment
- Loan packaging guidance

SBDC Specialty Programs

Manufacturing and Technology Small Business Development Centers (MTSBDC)

Through the MTSBDC, manufacturing and technology specialists provide businesses with one-on-one counseling to assist in the development and commercialization of innovative technologies and advanced manufacturing. Specialists provide manufacturers with fewer than 50 employees with management counseling and educational services in the following areas:

- Lean manufacturing
- Business process improvement
- New product development and commercialization strategies
- Strategic and business planning
- Technology marketing
- Licensing strategy
- Basics of patenting, trademarks and copyrights
- Intellectual property issues and marketing
- Licensing basics

International Trade Assistance Centers (ITAC)

Through the ITAC, international trade specialists provide export assistance and focus new-to-export businesses and exporters on expanding overseas markets. ITAC promotes business development by offering international market opportunities; increasing small business export transactions and export sales; and supporting the future competitiveness of Ohio companies through their participation in the global market.

Services include:

- Export readiness assessment
- Export documentation
- Logistics
- Market research and strategies
- Trade mission preparation
- Export financing
- Export compliance education
- Culture/language assistance

Latino Small Business Development Centers

Staffed by bi-lingual personnel, the Latino SBDC provides counseling and training in Spanish to start-up and existing businesses. Marketing and outreach is conducted through various Latino media (TV, newspapers, radio and magazines). The Centers cover core business management practices, access to capital, business plans, strategic planning and risk analysis.

Ohio Rehabilitation Services Commission Collaboration

Ohio Abilities is a program collaboration between the SBDC and the Ohio Rehabilitation Services Commission that helps Ohioans with disabilities explore self-employment and microenterprise opportunities to start, sustain and grow their businesses.





Restored Citizen Program

The SBDC's Restored Citizen Program provides high-quality entrepreneur workshops and training throughout Ohio to restored citizens who are ex-offenders through partnerships with re-entry job readiness programs. This program, along with the SBDC DVD series "Restoring Ex-offenders into Society through Entrepreneurship and Training (RESET)", provides resources, motivation, and information to inmates, ex-offenders and the community at large regarding entrepreneurship opportunities as a means of re-transitioning into mainstream society upon exiting the correctional system.

Youth Entrepreneurship Programs

The SBDC Network of Ohio, in partnership with education, civic, business or faith-based organizations, encourages entrepreneurial thinking and teaches the basic concepts of business ownership to young people throughout Ohio.

Check Ohio First

Check Ohio First is a business-to-business online tool that expands opportunities by connecting buyers and sellers with platforms for training, webinars, teaming and procurement events. Check Ohio First encourages the use of Ohio businesses by enabling small businesses or agencies to register in this free directory. Visit www.checkohiofirst.com.

2012 Economic Impact Stats

Jobs Created and Retained.....	13,909
Business Starts.....	448
Sales Increase.....	\$129,852,684
Capital Infusion.....	\$115,532,764
Export Sales.....	\$35,218,975

SBDC Specialty Programs and Assessment

1st Stop Business Connection (pre-venture phase)

1st Stop Business Connection (a web-based program) connects businesses with free, comprehensive and customized business start-up kits. Kits include start-up information and various government forms for more than 280 different types of businesses. Contact the 1st Stop Business Connection at (800) 248-4040 or visit www.business.ohio.gov/starting.

Community-based Entrepreneurial Training (all phases of business)

Through community-based Entrepreneurial Training, the SBDC Network of Ohio supports and strengthens economic development efforts on the local level. BOSS/B.A.S.E. courses help Ohio's entrepreneurs start on the right track by offering guidance in how to start a business, human resource management, how to market a business, how to organize finances and how to write a business plan. For existing businesses, SBDC offer advanced training tracks to help businesses expand or improve their performance.

Integrated Quality Assessment® (IQa) (for existing businesses)

This assessment provides a holistic review of a business, focuses on improvements needed for long-term growth, provides leads to potential unexplored areas of business practices, and helps companies begin developing and implementing key operating systems. IQa is based upon the nationally recognized principles and the seven performance excellence criteria used by the Malcolm Baldrige National Quality Program and the Ohio Award for Excellence.

SBDC Webinars (all phases of business)

The Ohio SBDC offers web-based training to entrepreneurs and small business owners that focus on major issues impacting small businesses.

Contact Information

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John R. Kasich, Governor

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www.ohiosbdc.org

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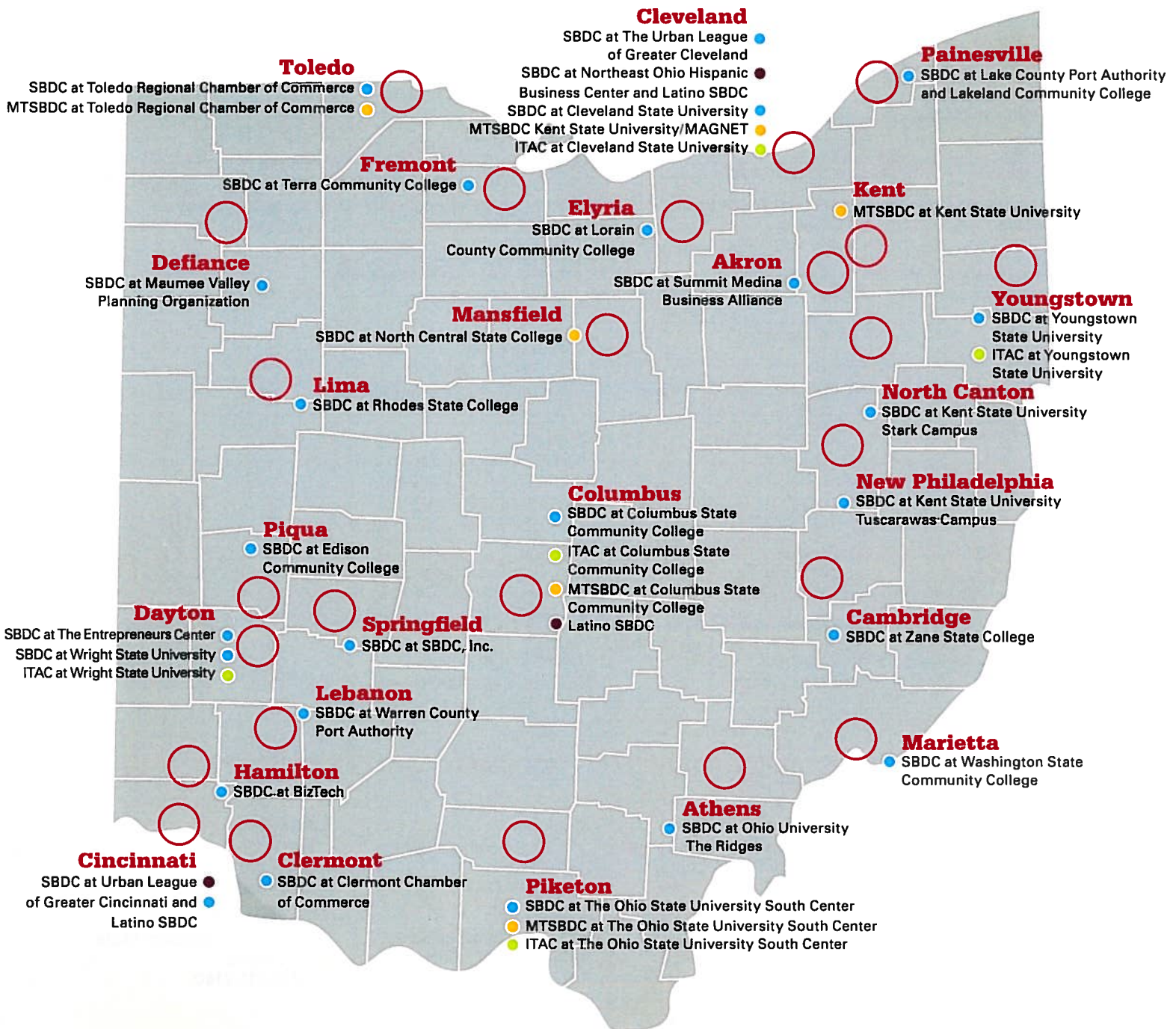


The Small Business Development Center (SBDC) program of Ohio is funded in part through a cooperative agreement with the U.S. Small Business Administration (SBA). The SBDC program is also funded in part by the Ohio Development Services Agency. All opinions, conclusions or recommendations expressed are 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 the SBDC at (614) 466-2711.



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business.development.ohio.gov



- **Small Business Development Center (SBDC)**
- **International Trade Assistance Center (ITAC)**
- **Manufacturing & Technology Small Business Development Center (MTSBDC)**
- **Latino Small Business Development Center**



Small Business Development Centers

business.development.ohio.gov

Small Business Development Centers (SBDC)

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

Elyria

SBDC at Lorain County
Community College
(440) 366-4370

Fremont

SBDC at Terra
Community College
(419) 559-2210

Hamilton

SBDC at BizTech
(513) 737-6543

Lebanon

SBDC at Warren County Port
Authority
(937) 748-4350

Lima

SBDC at Rhodes State College
(419) 995-8184

Mansfield/Shelby

SBDC at North Central
State College
(419) 755-9011

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

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) 523-7347

Columbus

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

Dayton

ITAC at Wright State
University
(937) 775-3524

Piketon

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

Youngstown

ITAC at Youngstown State
University
(330) 941-2140



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