



Small Business  
Development Centers



**SBDC Team,**

Thanks to all of you for a fantastic National Small Business Week. Not only did we have a busy week with more than 20 trainings and close to a thousand hours of advising, but we also attended local award ceremonies and SBA events, and we had a strong showing on social media. Even more exciting, Ohio had the largest delegation of any state at this year's National Small Business Week awards! Headlining these accomplishments was the Ohio SBDC at Youngstown State winning the national SBDC Excellence and Innovation Award and Ohio SBDC client and nominee EarthQuaker Devices being named national Small Business Exporter of the Year.

See below for more information on all of Ohio's winners. As I've said before, we have an amazing network of dedicated advisors helping businesses grow and overcome challenges. Keep up the great work, and let's work to make Ohio SBDC receive top billing during National Small Business Week next year, too!

Kindest regards,

A handwritten signature in blue ink, appearing to read "Jim Laipply".

**Jim Laipply**

State SBDC Director  
Office of Small Business and Entrepreneurship  
Ohio Development Services Agency  
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**SBDC Network Spotlight**



Ohio was in the spotlight at the U.S. Small Business Administration's National Awards Ceremonies this month. First up was EarthQuaker Devices, the Akron manufacturer of guitar pedals that won the award for Small Business Exporter of the Year. EarthQuaker has exported almost since its inception in 2004. Its export initiatives have grown with the help of the SBDC and the Export Assistance Network. EarthQuaker has taken advantage of our Export Internship Program and the International Market Access Grant for Exporters, or IMAGE. It also has used the SBA's Gold Key program.

Next up was the Small Business Development Center at Youngstown State University, which received the national SBDC Excellence and Innovation Award. Director Patricia Veisz and Export Assistance Network Director Mousa Kassis traveled to Washington, D.C., to accept the award. In 2018, the SBDC at Youngstown State University devoted 7,035 counseling hours to assisting 279 clients, helping small businesses generate more than \$96.87 million in new sales, creating 491 jobs and retaining 1,496 jobs. The center connected companies to \$17.51 million in capital infusion.

## Upcoming Events and Trainings



## Ohio Export Internship Program Showcase

This year's Ohio Export Internship Program Showcase will be Aug. 8 in the Ohio Statehouse Atrium, Columbus. The event will honor the college students who took an export-focused course at Cleveland State University, The Ohio State University and Youngstown State University before embarking on a summer internship at a variety of Ohio companies that are interested in expanding into international markets.

All of the trainings and programs offered by our SBDCs can be found [here](#).

## Resources and Tools



## IBISWorld

Under the new IBISWorld agreement, we wanted to ensure that all the centers had the opportunity to sign up for this tool first. We are now happy to open registration to all individual SBDC employees. We emphasize employees because the cost involved precludes us from offering this tool directly to our SBDC consultants. When counseling SBDC clients, however, our consultants will be able to use this tool through their center's access.

If you or any of your staffers are interested, please contact Domini Hunt at [Domini.Hunt@development.ohio.gov](mailto:Domini.Hunt@development.ohio.gov) or 614-728-4607, and she will register you. For those of you in Export, we are examining sample reports and getting estimates; we will convey this information as soon as a decision is made.

## SBDC In The News



### Great media coverage

- **Ohio SBDC Wins National Small Business Week 'SBDC Excellence and Innovation' Award**
- **SBDC Center at YSU Serves 300 Clients Annually**
- **Akron's EarthQuaker Devices Wins National Exporter of the Year Honor**
- **Video: Akron's EarthQuaker Earns National Recognition**
- **Cincinnati Restaurant SBDC Client, Small Business Person of the Year**
- **Video: Success Story: Sweets & Meats BBQ**
- **2019 National Small Business Week: Recognizing Central & Southern Ohio's Entrepreneurs & the Champions that Support Them**
- **Lekeisha Grant with the Miami Valley Small Business Development Center is**

**featured**

- **Export Assistance Network Links Region to World**
- **Michael Bowers of the Ohio Small Business Development Center at Columbus State Community College is featured**
- **How can Ohio grow exports? Send in the interns**
- **Recognizing Central & Southern Ohio's Entrepreneurs & the Champions that Support Them**
- **2019 Small Business Week: Two National Winners from Northeast Ohio**

So far this year, we've posted three videos touting the success that Ohio SBDCs have had in helping businesses grow.

- The first was about a food truck, Barroluco, in Columbus that now has a brick-and-mortar restaurant, benefiting from advice from the SBDC at Columbus State Community College. Videos were produced in both [English](#) and [Spanish](#).
- The second was about a couple whose first date was at [Midvale Speedway](#), and now they own the track with help from the SBDC at Kent State University, Tuscarawas.
- During Small Business Week, we released the third video about [Art Café](#), which has grown with the help of the SBDC at Youngstown State University.
- A fourth video will be posted soon about Sapphire Creek Winery, which worked with the SBDC at Lakeland Community College.

## Professional Development



**Enrollment Summary - October 2017 - April 2019**

Group Affiliation	Organization	State	Total Registrants to Date
Ohio SBDC	-	-	23
Non-Ohio SBDC	-	Alabama	1
Non-Ohio SBDC	-	DC	2
Non-Ohio SBDC	-	Iowa	14
Non-Ohio SBDC	-	North Dakota	10
Non-Ohio SBDC	-	Tennessee	5
Non-Ohio SBDC	-	West Virginia	17
Partner organization	City of Columbus	-	3
Partner organization	MBAC	-	29
Public-full program	-	-	15
Public-individual course	-	-	1
Misc.	S. Falck	-	1
Misc.	M. Heiferling	-	1
			122

*\*Public registrant (May 2018) removed from count for nonpayment of registration fee*

**CBA Program Graduates as of March 28, 2019: 37**

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Contact: SBDC (614) 466-2711.

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