



**Small Business
Development Centers**

***Network Update
February 14, 2019***



**Small Business
Development Centers**



**Development
Services Agency**

Thank You



Small Business
Development Centers



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Happy Valentines Day

♥ HAPPY
Valentine's
DAY ♥



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YTD Metrics – Trending Down

- Current Year

- Last Year

Performance Metrics	...
Clients	2,894
Contact Hours	7,925.35
Prep/Research Hours	6,912.71
Total Contact + Prep Hours	14,838.04
Avg Hours per Client	5.1
Business Starts	132
Jobs Created	395
Capital Formation	\$21.64m
Sales Growth	\$8.62m
Jobs Retained Sum	737
Percent of Clients Reporting Impact	9.7%

Performance Metrics	...
Clients	3,565
Contact Hours	10,133.31
Prep/Research Hours	9,213.08
Total Contact + Prep Hours	19,346.33
Avg Hours per Client	5.4
Business Starts	180
Jobs Created	531
Capital Formation	\$20.49m
Sales Growth	\$34.62m
Jobs Retained Sum	1,372
Percent of Clients Reporting Impact	11.1%

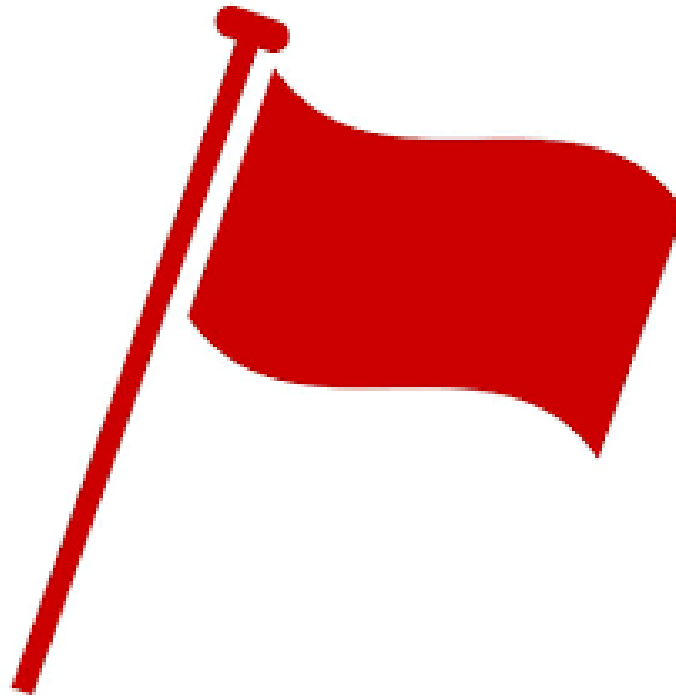


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Red Flag: 1st Stop Business Connection



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Significant Decrease in Activity:



Start a Business

1st Stop Business Connection

The easiest way to learn about starting a business in Ohio with the free state-level information you need to get started or continue on your entrepreneurial journey.

Startup Guide

Review [Starting Your Business in Ohio](#) for guidance on getting your business started in Ohio.

DOWNLOAD

Financing Guide

Review [Business Finance Opportunities](#) for help planning your business finances.

DOWNLOAD

Checklists

See if a checklist is available for the specific type of business you're opening.



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Silver Lining: 1st Policy Holder Data 3,000-4,000 Emails Per Year

Ohio

**Bureau of Workers'
Compensation**

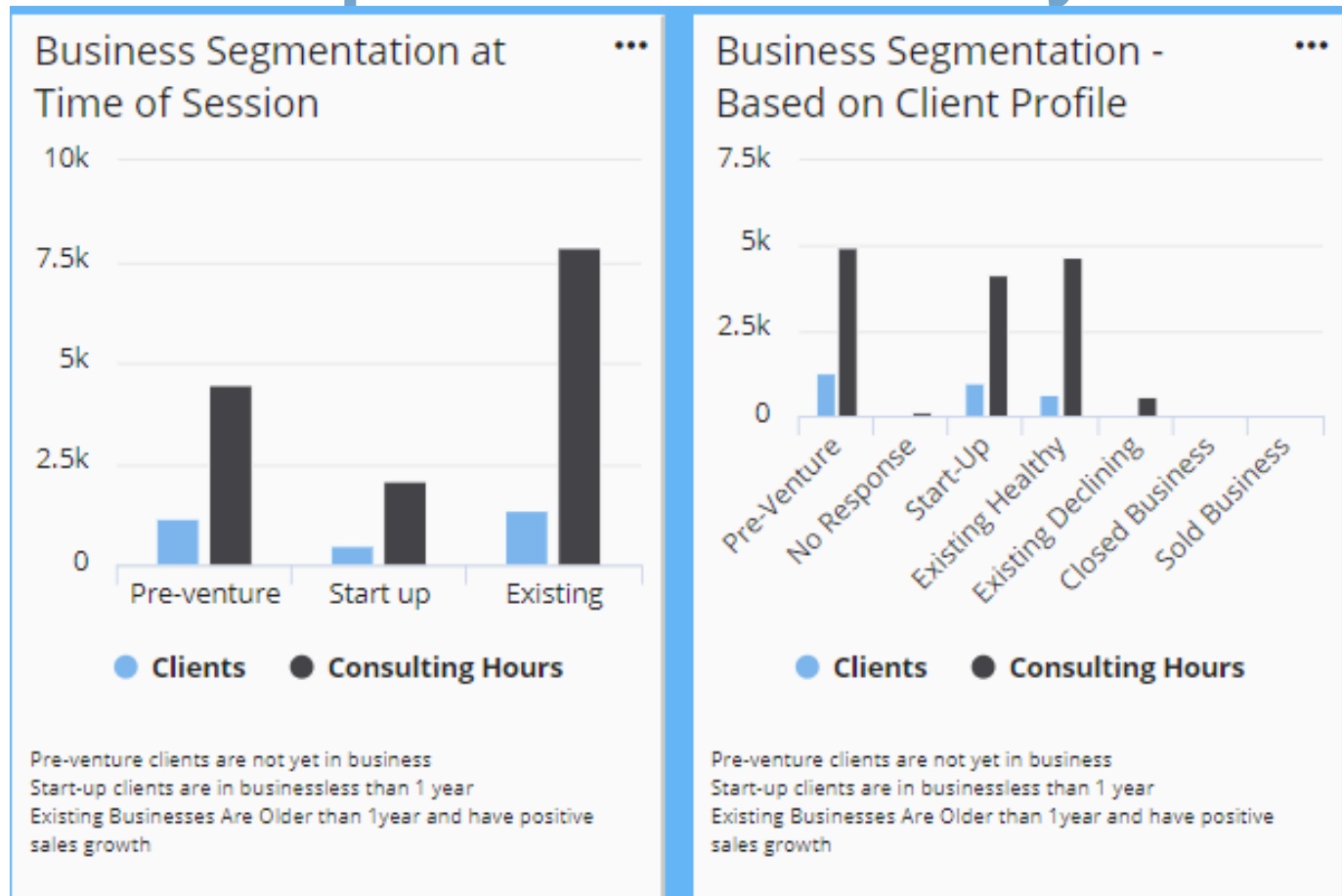


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Client Segments – Data Integrity Thanks Improvement Already



Reminder Every Client, Every Session

iC Atlas ▾ Customers ▾ Events ▾ Staff ▾ Reports ▾

Mary Delaney
Jergens, Inc.

Customer Sessions/Events Categories/Related Library

Add Follow On (Counseling) [Return to list](#)

Date	8/28/2018	Program	SBDC	Date of this Session:	
Time		Sub-Program	(select)	Status	Existing Healthy ▾
Area		Contact Type	(select)	Employees FT	207
Hours	0:00:13 Stopwatch	Language	English ▾	Employees PT	0
Contact		Counselors	1	Annual Sales \$	
Prep		Site		Annual P/L \$	
Travel		Referral From		<input type="checkbox"/> Exporting	
Miles		Referral To			
Staff ID...	JLaipply				

Verified

Notes

[Notes Guidelines](#)

Follow-on Session:

The FOLLOW-ON SESSIONS with a client MUST include the following Center IC in the following order:

1. **PROGRESS** made since the last session on actions assigned.
2. **SESSION SUMMARY/ACTIONS TAKEN** of what occurred in the session (e.g., brainstorming, review of business plan draft, etc.).
3. **PLANNED ACTION/NEXT STEPS** plan to move forward, the business advisor.
4. **GOAL UPDATES** includes any updates or revisions to the goal.
5. **DOCUMENTS** attached any electronic files as well as indicate the client's file.

DID YOU ADD ANY NEW ECONOMIC INDICATORS?

Federal Budget Update:



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Potential Funding Increase: Innovation Challenge

- Priority 1: Capital Infusion Generating Activities
 - Consultants etc.
- Priority 2: Marketing at the center/regional level
- Priority 3: Professional Development
- We are very interested in regional collaborations/service delivery through SBDCs

New Administration Priorities

- What we are learning...focus on:
 - Workforce
 - Regulatory Reform/ Efficiencies

- Director Mihalik
 - Mainstreet/Community Development
 - Export/International Opportunities
 - Opportunities to Promote Programs



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Strategic Planning Updates



Maximize
Economic Impact



Enrich the Quality
of Services



Strengthen
Our Team



Enhance
Visibility

Where Are: Delayed But Moving Forward!

- Initial Planning - Complete
- Statewide:
 - Basis For SWOT
 - We now have a “reservoir” of ideas, concepts, tactics and projects to tie to Objectives (once they are identified and prioritized)
- Next Steps



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Situation Analysis: SAVE The DATE

- Friday March 1, 2018: Noon
 - Client Data
 - SBDC Workforce Data
 - Stakeholder Data
 - Economy, Industry, and More
 - What is the data telling us about client and potential client needs.



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National Small Business Week Awards: Ohio SBDC Nominee

 EarthQuaker Devices®



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SBDC Net is Back



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February 27: SBDC Orientation



Small Business
Development Centers

Wednesday, February 27, 2019

Vern Riffe Center, 77 S. High Street ■ Rooms West B & C ■ Columbus, OH

AGENDA

9:30 a.m.—10:15 a.m.	Introduction <ul style="list-style-type: none">• SBDC Overview• Strategic Plan• Mission, Vision, Values• Professional Development	Jim Laipply, Director, SBDC
		Domini Hunt, Training Specialist
10:15 a.m.—10:25 a.m.	Success Stories <ul style="list-style-type: none">• Matchmaker• Counselors Connect• Workplace	Abby Kaselak, Program Specialist
10:25 a.m.—10:40 a.m.	BREAK	
10:40 a.m.—11:40 a.m.	Program Compliance <ul style="list-style-type: none">• Prior Approval• Program Income• SBA Requirements	Jim Laipply, Director, SBDC Mike Shmukler, Contracts/Performance Mgr. Jay Mulligan, Program Specialist
11:40 a.m.—12:40 p.m.	LUNCH	
12:40 p.m.—1:40 p.m.	888 Reports <ul style="list-style-type: none">• 1st Stop• Center IC	Jay Mulligan, Program Specialist
1:40 p.m.—1:55 p.m.	BREAK	
1:55 p.m.—2:55 p.m.	SBA Loans	Scott Hardin, Acting District Director SBA Columbus District Office
2:55 p.m.—3:55 p.m.	Financial Management (Center Director & Budget/Invoicing Staff)	Mike Shmukler, Contracts/Performance Mgr.
4:00 p.m.	Adjourn	

Ohio Small Business
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The Ohio Small Business Development Center (SBDC) Program 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 Development Services Agency. All services are extended to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals. Reasonable accommodation for persons with disabilities will be made if requested at least two weeks in advance. Contact the SBDC at (614) 456-0272 or at our website: www.ohio.development.ohio.gov.



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National Impact Study

- March – June
- New Vendor

Training Only Clients: Impact Collection

- Updates From Accreditation:
 - It is allowable
 - Higher Standard Than Basic Clients
 - What we've already discussed

April 22-23

Please share “Buyers” Save the Date
with Hosts, Colleges, local governments
etc.



WHERE GOVERNMENT AND BUSINESS COME TOGETHER

We will be bringing GrowthWheel to Ohio for Certification and Recertification



GrowthWheel®

Make Decisions. Take Action.



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SBDC Advisory Board Update:



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New Advisory Board

- Regional Representation/Nomination
 - Ideally consensus by region
 - But any center may nominate
- 1 Board Member per region (Central, W, SW, SE, NW, NE Upper, NE Lower)
- Banking Representation
- At Large Members (small business organizations), Ensure Diversity and Inclusion

General Announcements

- CIC Q1 Data
- Monthly Narrative Report – 3rd Friday of the Month

SBDC Led Trade Missions



Thailand-Vietnam Trade Mission: March 22-30

Target markets include, but are not limited to, industrial or electrical machinery and equipment, automotive parts and accessories, iron and steel products, optic and medical equipment, plastics products, chemicals and hardwood lumber.

Registration Deadline: January 11, 2019

Mission Participation Fee: \$1,000



Brazil-Colombia Trade Mission: March 23-30

Target markets include, but are not limited to, construction equipment for public roads and airports, transportation services and mass transit systems.

Registration Deadline: January 22, 2019

Mission Participation Fee: \$1,500



Germany Trade Mission: April 1-10

Target markets include, but are not limited to, technology/med-tech, energy systems, innovative supply solutions, consulting, metalworking and instrumentation.

This Mission includes participation in Hannover Messe

Registration Deadline: December 7, 2018

Mission Participation Fee: \$1,500

Mission participation fees include resources to support your business in foreign regions:

- In-advance market research – to prepare your business for the countries’ markets and buyers.
- One-on-one business matchmaking – for in-person networking and business opportunities.
- Extensive in-country assistance – including logistical and translation assistance.

For details and to register, email **Thien Bui at Thien.Bui@development.ohio.gov.**



Development Services Agency



**Small Business Development Centers
Export Assistance Network**



Funded in part through a grant with the U.S. Small Business Administration



Small Business Development Centers



Development Services Agency

ASBDC Conference

An aerial photograph of a large marina in Long Beach, California. The water is a deep blue, and the marina is filled with numerous boats and yachts. In the background, a large dark blue ship with a white dome-shaped structure on its deck is docked. The marina is surrounded by green lawns, palm trees, and parking areas. A semi-transparent dark blue box is overlaid on the center of the image, containing white text.

America's SBDC
Annual Conference
Long Beach, California
September 3-6, 2019



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Call for Presentations

- Extended until Feb 28th
- If you are not budgeted to go, and you are selected to present, we will get you there.



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Challenges with: SBDCReports@development.ohio.gov



Compliance:



- Farm Bill legalized some forms of industrial hemp production
 - However SBDCs should continue to decline interaction with Hemp or state-legal Marijuana related businesses.

Certified Business Advisor®



CERTIFICATE FOR
PROFESSIONALS WHO
WORK WITH SMEs
AND ENTREPRENEURS

REGISTER TODAY



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Export Programs

eip.development.ohio.gov

2019 Ohio Export Internship Program



The Ohio Export Internship Program, a partnership between the Ohio Development Services Agency, Cleveland State University, The Ohio State University, and Youngstown State University will match college students throughout the state who have taken export-focused coursework to Ohio companies looking to pursue export opportunities. Half of the intern wages will be reimbursed, up to \$3,600.



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#SBDCDay 2019



SAVE THE DATE!

Wednesday, March 20, 2019



AMERICA'S

SMALL BUSINESS

TRUSTED

RESOURCE

Learn more at www.AmericasSBDC.org/SBDCday



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Questions?

Jim Laipply

James.Laipply@development.ohio.gov

614-832-7513



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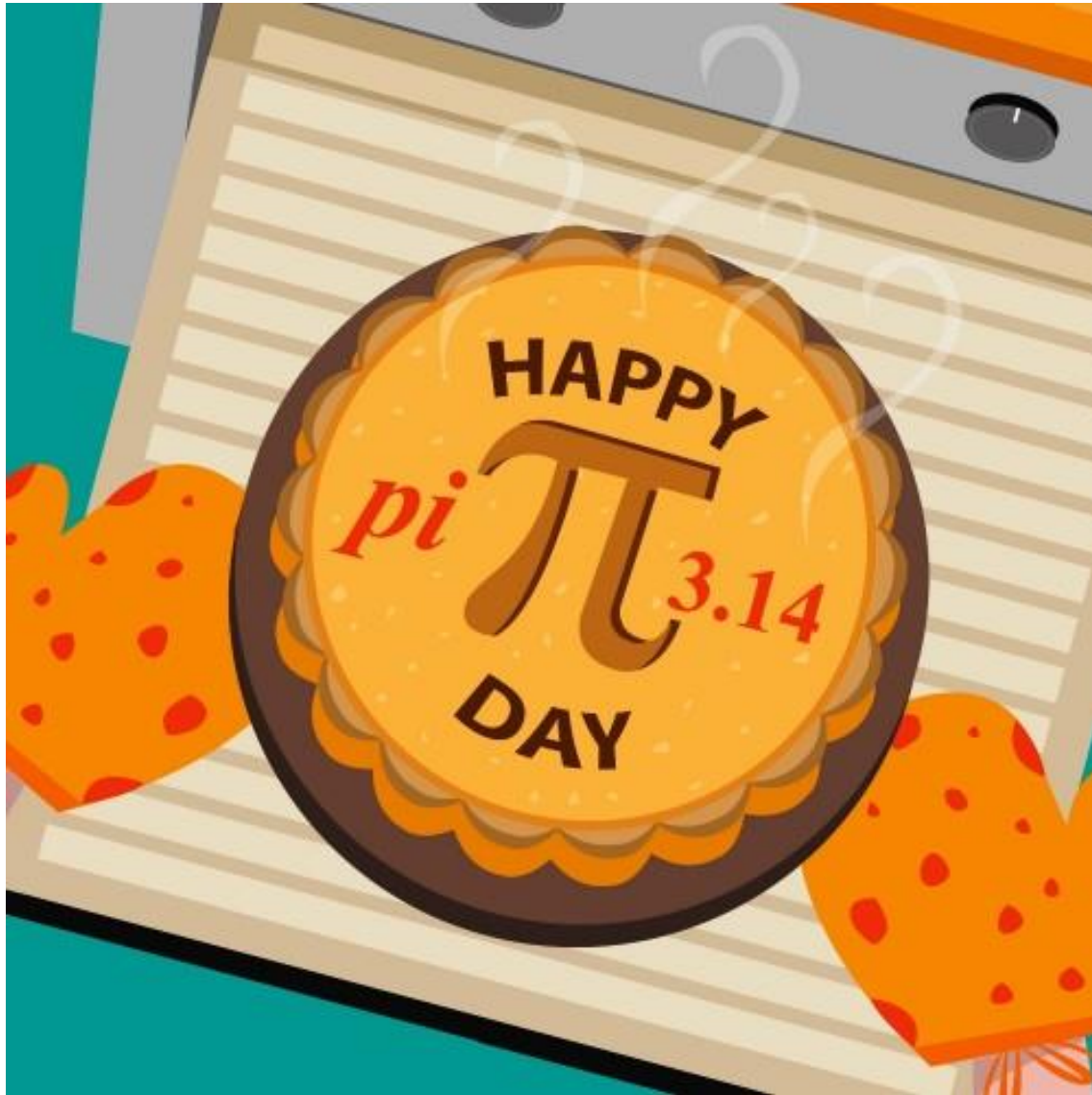
Network Update
March 14, 2019



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YTD Metrics -

- Current Year

- Last Year (-1 month)

Performance Metrics	...
Clients	3,500
Contact Hours	10,129.54
Prep/Research Hours	8,560.82
Total Contact + Prep Hours	18,690.33
Avg Hours per Client	5.3
Business Starts	181
Jobs Created	599
Capital Formation	\$31,791,236
Sales Growth	\$15,087,233
Jobs Retained Sum	1,120
Percent of Clients Reporting Impact	11.6%

Performance Metrics	...
Clients	3,565
Contact Hours	10,133.31
Prep/Research Hours	9,213.08
Total Contact + Prep Hours	19,346.33
Avg Hours per Client	5.4
Business Starts	180
Jobs Created	531
Capital Formation	\$20.49m
Sales Growth	\$34.62m
Jobs Retained Sum	1,372
Percent of Clients Reporting Impact	11.1%

Highlights:

- \$10-million capital infusion increase
- Significant increase in hours this month

#SBDCDay 2019



SAVE THE DATE!

Wednesday, March 20, 2019



Learn more at www.AmericasSBDC.org/SBDCday



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Network Events

- Cleveland Networking Event and Program
 - LCCC, Urban League, HBC, CSU, Lakeland
- Hamilton County SBDC Partner Event – (Urban League)
- Warren County - #SBDCDay Cybersecurity Training:
 - SBA and Congressman Chabot

#SBDC Day Continued

- Grow With Google – Akron and Columbus
- Trainings:
 - Terra State
 - Akron (SMBA)
 - Lorain (LCCC)
 - OU Marietta
 - Columbus State
 - Lakeland
 - Matchmaker Webinar



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Lead Center

- Client Outreach
- New Video Story Launch
- Midvale Motor Speedway
- Ohio Business Matchmaker Video Launch?
- Press Release
- Other State Agencies
- Social Media Content
- Disaster Preparation

What Else You Can Do To

- Follow and Share on social media
 - Survey
- Follow ASBDC's Social Media
- Visit ASBDC's Toolkit
- Follow each other – Like and Share posts
- Follow #SBDCDay on Twitter – Like and Share other state's posts too!
- Goal: Get #SBDCDay Trending

National Small Business Week Awards

Announcements on #SBDCCDay?

Save the date:

National Small Business Week 2019!

May 5 – 11, 2019



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Federal Budget Update:2020

Executive Proposed Budget: \$30 million decrease...



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2019 Funding Increase!: Innovation Challenge

- **Priority 1:** Capital Infusion Generating Consultants – Focus on building bridges to the banking community.
 - Host a specialist for a Region?
- **Priority 2:** Marketing at the center/regional level
- **Priority 3:** Professional Development
- **General:** We are very interested in regional collaborations/service delivery through SBDCs

Reminder Every Client, Every Session

iC Atlas ▾ Customers ▾ Events ▾ Staff ▾ Reports ▾

Mary Delaney
Jergens, Inc.

Customer Sessions/Events Categories/Related Library

Add Follow On (Counseling) [Return to list](#)

Date	8/28/2018	Program	SBDC	Date of this Session:	
Time		Sub-Program	(select)	Status	Existing Healthy ▾
Area		Contact Type	(select)	Employees FT	207
Hours	0:00:13 Stopwatch	Language	English ▾	Employees PT	0
Contact		Counselors	1	Annual Sales \$	
Prep		Site		Annual P/L \$	
Travel		Referral From		<input type="checkbox"/> Exporting	
Miles		Referral To			
Staff ID...	JLaipply				

Verified

Notes

[Notes Guidelines](#)

Follow-on Session:

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1. **PROGRESS** made since the last session on actions assigned.
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DID YOU ADD ANY NEW ECONOMIC INDICATORS?

Strategic Planning Updates



Maximize
Economic Impact



Enrich the Quality
of Services



Strengthen
Our Team



Enhance
Visibility

Situation Analysis: Rescheduling in Process

- Client Data
- SBDC Workforce Data
- Stakeholder Data
- Economy, Industry, and More
 - What is the data telling us about client and potential client needs.

Where Are: Delayed But Moving Forward!

- Initial Planning - Complete
- Statewide:
 - Basis For SWOT
 - We now have a “reservoir” of ideas, concepts, tactics and projects to tie to Objectives (once they are identified and prioritized)
- Next Steps

Sageworks is now Abrigo
Profitcents is accessible

profitcents®



abrigo™
make big things happen.



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IBIS for All



WHERE KNOWLEDGE IS POWER



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February 27: SBDC Orientation



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National Impact Survey (aka Chrisman Survey aka Mississippi State)

- Confusion?
- New (old) Vendor (again)
- Introductory Letter sent March 8th
- Survey Sent March 28th, April 18th, May 9th
- Only Clients from 2017 will be polled

April 22-23 Updates



GrowthWheel Certification/Recertification

April 2-3 Columbus State



GrowthWheel®

Make Decisions. Take Action.



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SBDC Advisory Board Update:



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New Advisory Board

- Regional Representation/Nomination
- 1 Board Member per region (Central, W, SW, SE, NW, NE Upper, NE Lower)
- At Large Members – Lead Center (small business organizations), Ensure Diversity and Inclusion
- Requirements:

Compliance Corner Automated Impact Survey

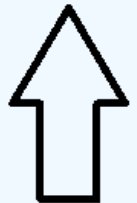
- Impact reported wont count until you “Convert to Counseling”

Atlas Customers Events Staff Reports Center EX Help | Sign Out

Customer Sessions/Events Categories/Related Library 75 days

Miscellaneous Detail Return to list Entered by [Customer] on 1/21/19 2:48 PM Save Delete Convert to Counseling Print View

Date	1/21/2019	Program	(select)	On the Date of this Session:	
Time	9:48 AM	Sub-Program	(select)	Status	Existing Healthy
Area		Contact Type	(select)	Employees FT	2
Hours		Language	English	Employees PT	2
Contact	0	Counselors	1	Annual Sales \$	90000
Prep	0	Site		Annual P/L \$	
Travel	0	Referral From		<input type="checkbox"/> Exporting	
Miles	0	Referral To			
Staff ID...	[Customer]	<input type="checkbox"/> Send Impact Survey			



Director Mihalik Visits her first SBDC! Summit Medina Business Alliance (Akron)



Ohio Development @OhioDevelopment · 6h

Firefighter turned entrepreneur Jeff Jones shares the story of @Consolidus with Director @LydiaMihalik and how success includes Small Business Development Center advice and support. Find an SBDC near you and grow at sbdc.development.ohio.gov



🗨️ 1 ❤️ 3 ✉️



Ohio Development @OhioDevelopment · 4h

Communities across Ohio are taking advantage of old industrial buildings. Director @LydiaMihalik visited @Bounce_Hub, home to a Procurement Assistance Center and Small Business Development Center, a great example of collaboration and innovation in local communities.



🗨️ 1 ❤️ 4 ✉️



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ASBDC Conference



Aerial view of a marina with a large ship and many smaller boats. The water is blue, and there are green areas and buildings on the shore. A semi-transparent text box is overlaid on the center of the image.

America's SBDC
Annual Conference
Long Beach, California
September 3-6, 2019



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Export Updates : Internship Program

- Thanks to everyone that helped to recruit:
 - 57 Company Applications
 - 33 companies new

International Market Research
Looking at new markets



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SBDC Led Trade Missions



Thailand-Vietnam Trade Mission: March 22-30

Target markets include, but are not limited to, industrial or electrical machinery and equipment, automotive parts and accessories, iron and steel products, optic and medical equipment, plastics products, chemicals and hardwood lumber.

Registration Deadline:
January 11, 2019

Mission Participation Fee: \$1,000



Germany Trade Mission: April 1-10

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December 7, 2018

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Development Services Agency



Small Business Development Centers
Export Assistance Network



Funded in part through a grant with the U.S. Small Business Administration



Small Business Development Centers



Development Services Agency

Questions?

Jim Laipply

James.Laipply@development.ohio.gov

614-832-7513



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Network Update
April 11, 2019

YTD Metrics -

- Current Year

Performance Metrics ...	
Clients	3,962
Contact Hours	12,302.35
Prep/Research Hours	9,971.53
Total Contact + Prep Hours	22,273.85
Avg Hours per Client	5.6
Business Starts	241
Jobs Created	803
Capital Formation	\$37,423,834
Sales Growth	\$20,909,149
Jobs Retained Sum	1,324
Percent of Clients Reporting Impact	12.9%

- Last Year

Performance Metrics ...	
Clients	4,822
Contact Hours	15,030.38
Prep/Research Hours	13,457.31
Total Contact + Prep Hours	28,487.56
Avg Hours per Client	5.9
Business Starts	304
Jobs Created	862
Capital Formation	\$40,388,029
Sales Growth	\$61,096,222
Jobs Retained Sum	2,097
Percent of Clients Reporting Impact	15.3%



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If Using Impact Survey – Make sure we are converting impact

Business Starts	16
Jobs Created	56
Capital Formation	\$711,310
Sales Growth	\$814,900
Jobs Retained Sum	43
Percent of Clients Reporting Impact	1.7%



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Thank you for a great #SBDCDay



AMERICA'S
SBDC
#SBDCDAY

SAVE THE DATE!
Wednesday, March 20, 2019

#1
AMERICA'S TRUSTED
SMALL BUSINESS RESOURCE

Learn more at www.AmericasSBDC.org/SBDCday

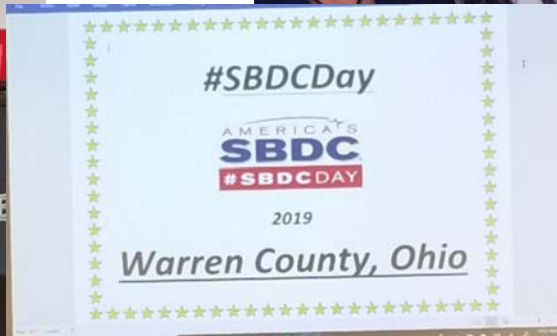
The graphic features a dark blue background with a subtle pattern of white and red streaks, resembling fireworks or a starry night sky. The text is primarily white and red, with a large, stylized '#1' in the center. The '1' is white with a 3D effect and is flanked by two red banners containing the words 'AMERICA'S' and 'TRUSTED'. Below the '1' are the words 'SMALL BUSINESS' and 'RESOURCE' in white. At the top, the text 'AMERICA'S SBDC #SBDCDAY' is displayed in white and red. At the bottom, the website URL is provided in white.



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#Grow with Google



SBDC Led Trade Missions



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Small Business Development Centers
Export Assistance Network



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U.S. Small Business Administration



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Nate at Hannover



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Moussa in Thailand/Vietnam



New SBA Administrator: Jovita Carranza



Awardees Announced!

Save the date:

National Small Business Week 2019!

May 5 – 11, 2019



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Columbus District SBDC of Innovation and Excellence

Ohio

**Small Business
Development Centers**

Warren County
Small Business Alliance



Ohio

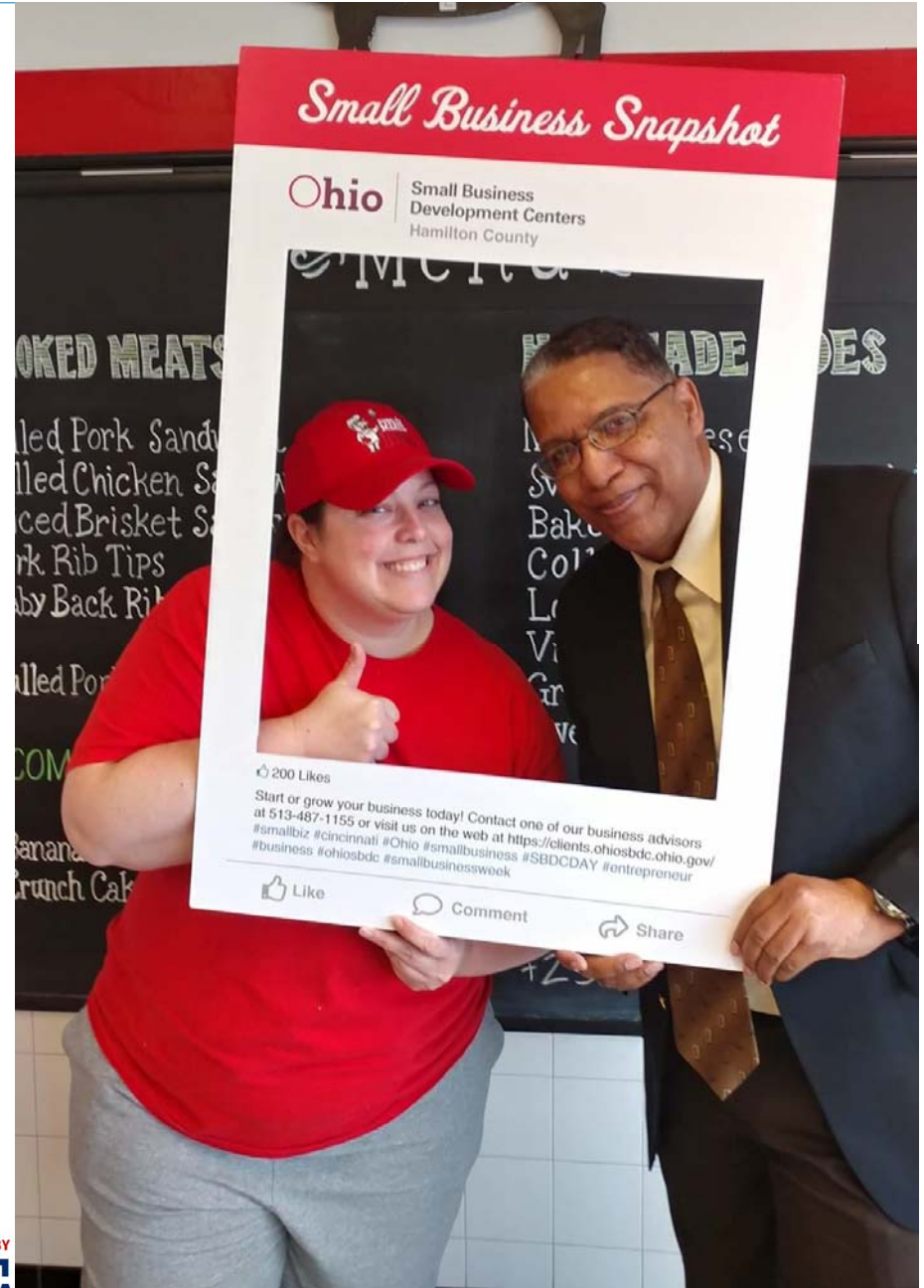
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Ohio Small Business Person of the Year



NATIONAL SBDC OF THE YEAR



Small Business
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The Ohio SBDC at Youngstown State University



**YOUNGSTOWN
STATE
UNIVERSITY**



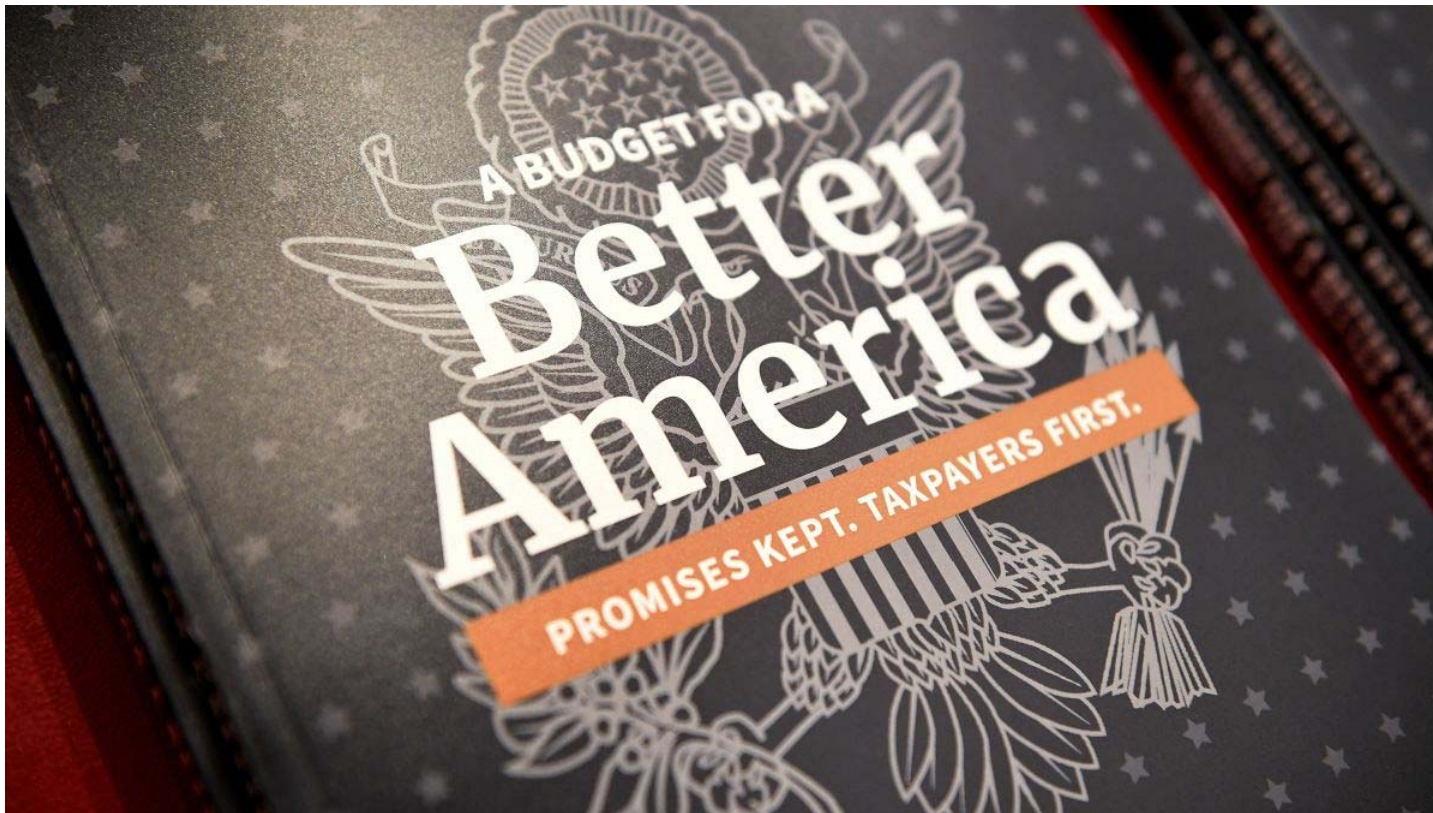
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Federal Budget Update:2020

Executive Proposed Budget: \$30 million cut



Ohio Biennial Budget Update:

- Director Testimony
- SBDC Budget Information:
- **Small Business and Export Assistance**
 - GRF (ALI – 195454)
 - Formerly “business assistance”

2019 Funding Increase!: Innovation Challenge

- **Will be released today:**
- **Priorities:**
 - **Small Business Capital Access**
 - **Marketing/Awareness**
 - **Professional Development**
 - **Collaborative Events**
- **Think Big!**

Strategic Planning Updates



Maximize
Economic Impact



Enrich the Quality
of Services



Strengthen
Our Team



Enhance
Visibility



Small Business
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Development
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IBIS for All

IBIS *World*

WHERE KNOWLEDGE IS POWER

Ohio | Small Business
Development Centers



Ohio | Development
Services Agency

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April 22-23 Updates



WHERE GOVERNMENT AND BUSINESS COME TOGETHER

GrowthWheel Certification/Recertification

April 2-3 Columbus State



GrowthWheel®

Make Decisions. Take Action.

Bankers Day: April 3



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Congrats Alex



ASBDC Conference



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Lead Center

- Client Outreach
- New Video Story Launch
- Midvale Motor Speedway
- Ohio Business Matchmaker Video Launch?
- Press Release
- Other State Agencies
- Social Media Content
- Disaster Preparation

ASBDC Venturize.org/Small Business Majority Partnership



**SMALL BUSINESS
MAJORITY**



venturize

Powered by Small Business Majority

Reminder Every Client, Every Session

iC Atlas ▾ Customers ▾ Events ▾ Staff ▾ Reports ▾

Mary Delaney
Jergens, Inc.

Customer Sessions/Events Categories/Related Library

Add Follow On (Counseling) Return to list

Date	8/28/2018	Program	SBDC	Date of this Session:	Status Existing Healthy ▾
Time		Sub-Program	(select)	Employees FT	207
Area		Contact Type	(select)	Employees PT	0
Hours	0:00:13 Stopwatch	Language	English ▾	Annual Sales \$	
Contact		Counselors	1	Annual P/L \$	
Prep		Site		<input type="checkbox"/> Exporting	
Travel		Referral From			
Miles		Referral To			
Staff ID...	JLaipply				

Verified

Notes

Notes Guidelines

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4. **GOAL UPDATES** includes any updates or revisions to the goal.
5. **DOCUMENTS** attached any electronic files as well as indicate the client's file.

DID YOU ADD ANY NEW ECONOMIC INDICATORS?

CIC Data: All Q2 Data in by 4/19 COB

Ohio SBDC



CIC Webinar April 17

Ohio SBDC



Questions?

Jim Laipply

James.Laipply@development.ohio.gov

614-832-7513



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Network Update
May 9, 2019



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YTD Metrics -

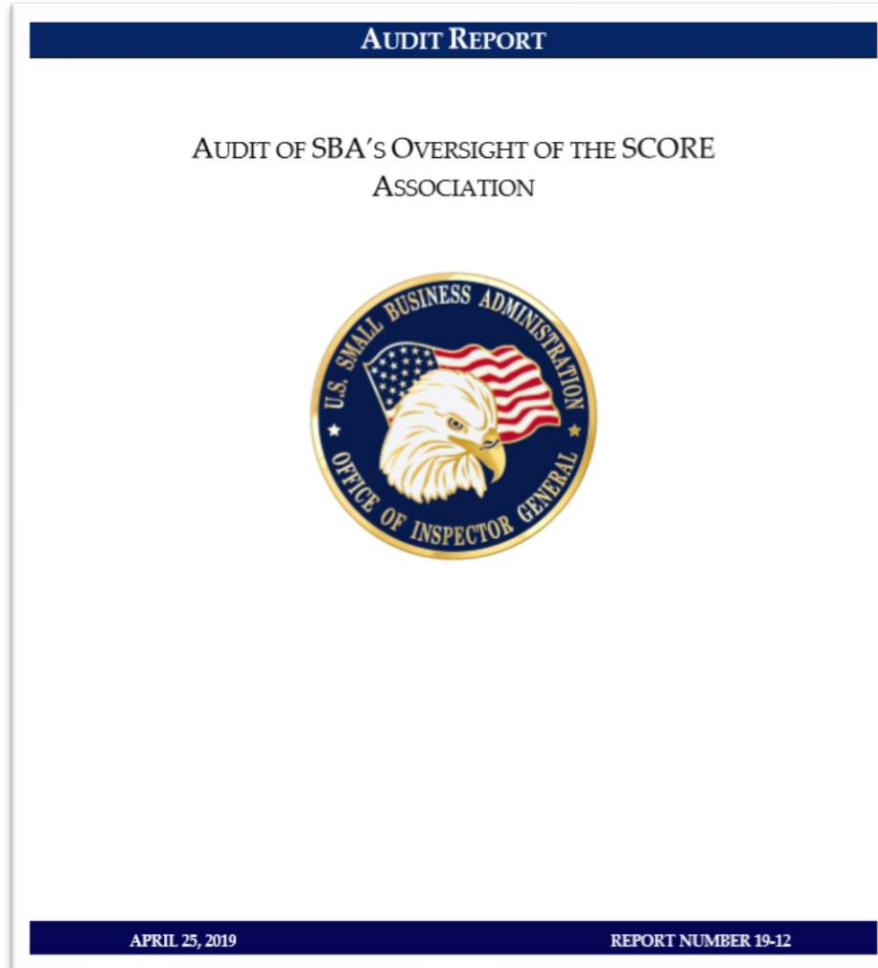
- Current Year

Performance Metrics		...
Clients	4,534	
Contact Hours	14,601.80	
Prep/Research Hours	12,106.12	
Total Contact + Prep Hours	26,707.89	
Avg Hours per Client	5.9	
Business Starts	322	
Jobs Created	958	
Capital Formation	\$51,993,227	
Sales Growth	\$36,255,767	
Jobs Retained Sum	1,933	
Percent of Clients Reporting Impact	14.5%	

- Last Year

Performance Metrics		...
Clients	5,409	
Contact Hours	17,353.41	
Prep/Research Hours	15,722.51	
Total Contact + Prep Hours	33,075.79	
Avg Hours per Client	6.1	
Business Starts	366	
Jobs Created	1,028	
Capital Formation	\$43,137,476	
Sales Growth	\$68,268,362	
Jobs Retained Sum	2,372	
Percent of Clients Reporting Impact	15.5%	

Compliance: SCORE GAO Report



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Things to Keep in Mind

- We don't accept donations
 - We can contract for services
 - We can enter sponsorship agreements etc.
- We never charge for advising
- We don't co-mingle funds
- ...Ask if you have questions
- ...SBA is under enhanced scrutiny, so we are under enhanced scrutiny.

Simplified Acquisition- Bid Threshold

- Any purchase of more than \$10,000 for goods or services in an aggregate in a given year must have 3 bids on file.
 - Can be Verbal
 - Must Be Tracked/recorded
 - Sole Source/Special Justification



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Ethics Reminders



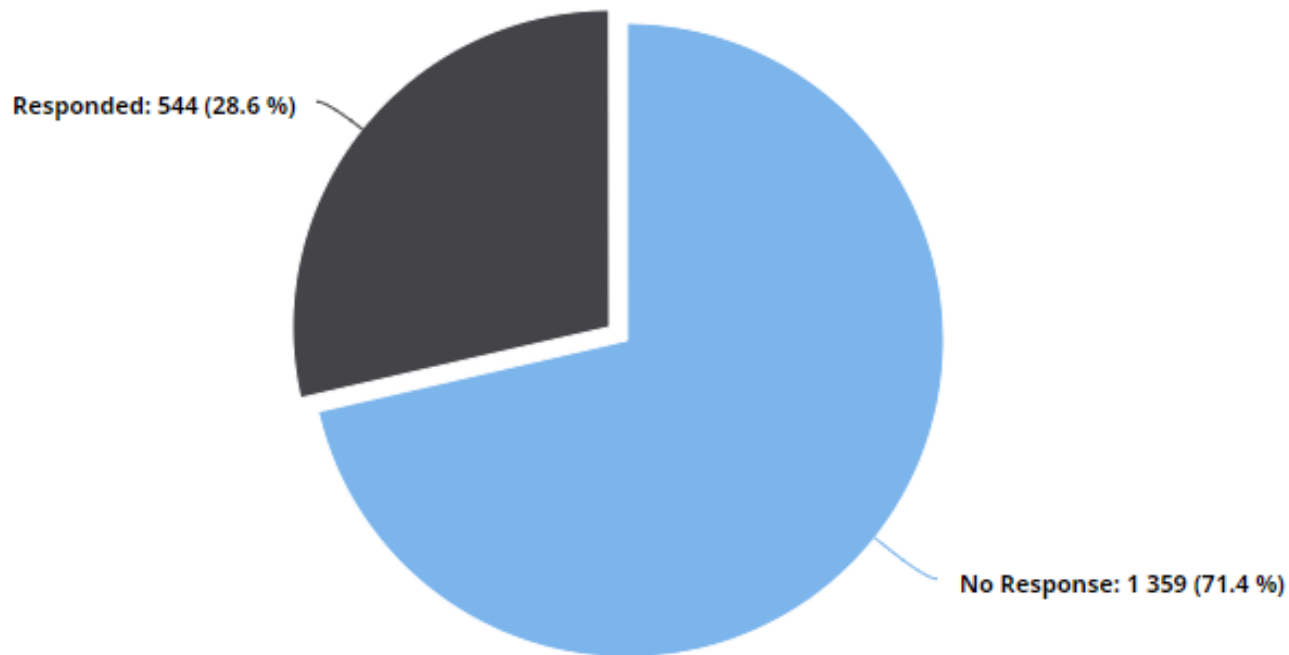
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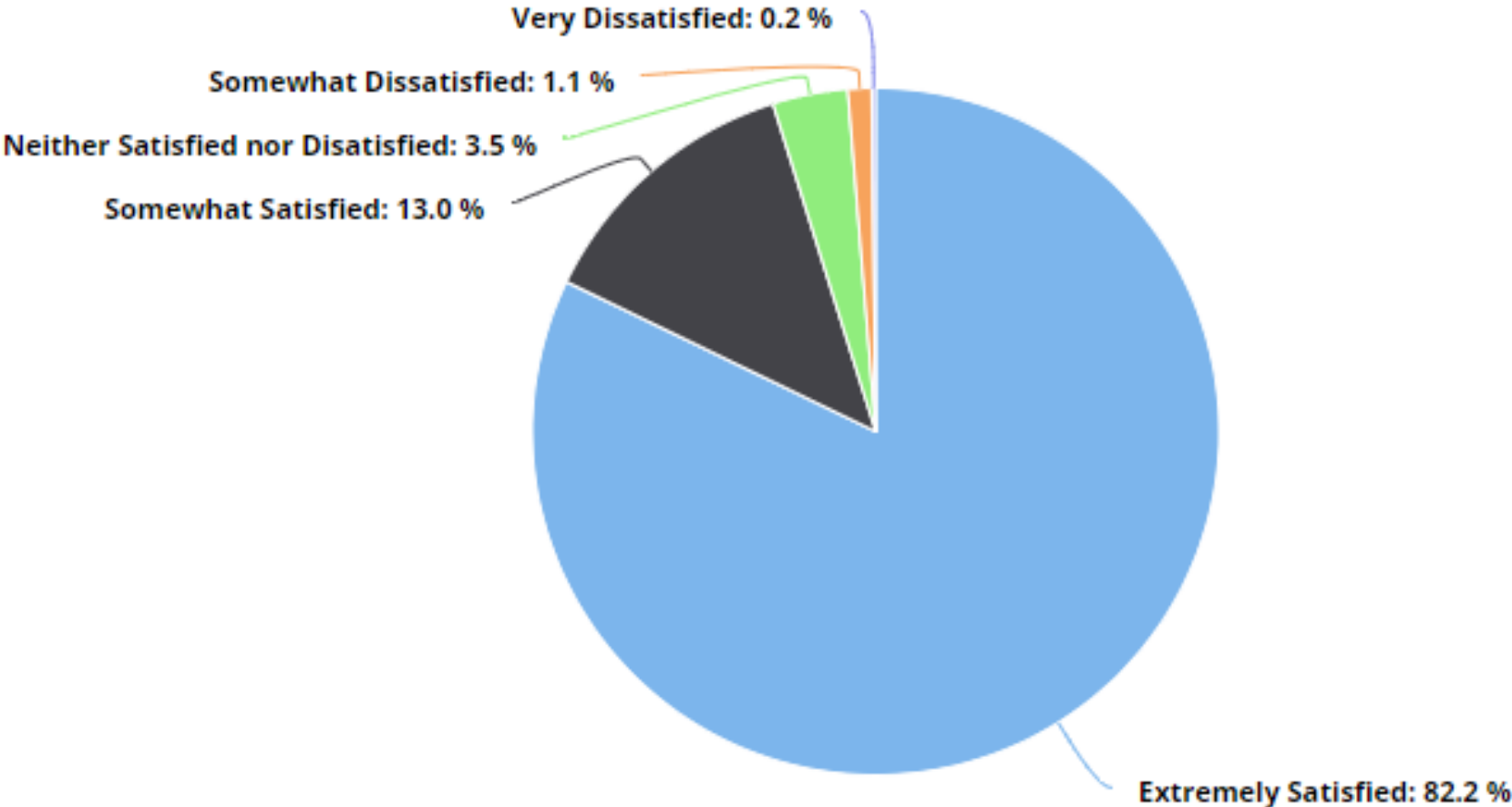
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Client Satisfaction: Checking in – New change for this year

Response Rate



Client Satisfaction

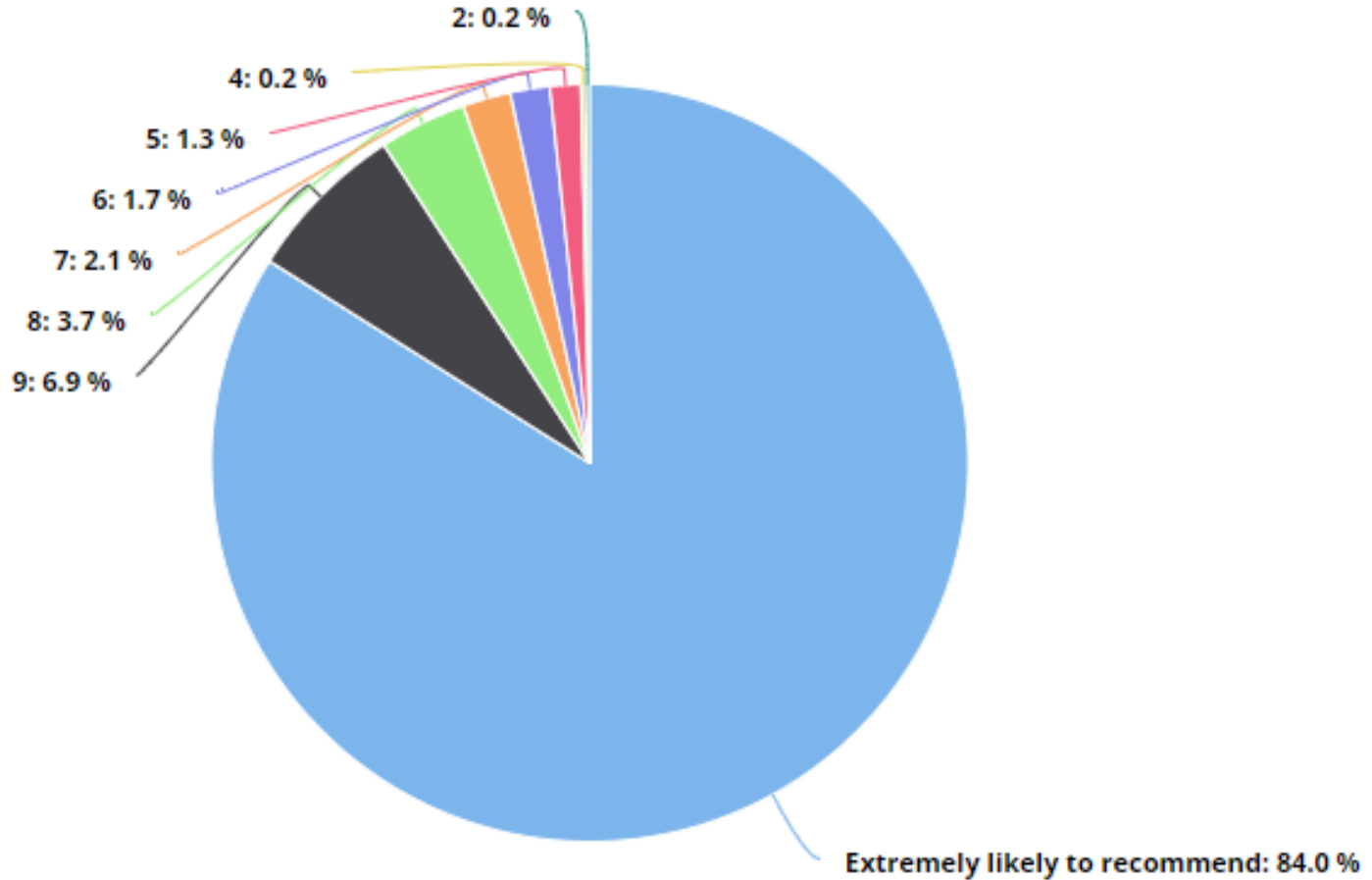


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Net Promoter Score: 87.5



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Women Owned – SBDC 1st

- 5% increase in WOSB Clients
- 49.7% of Clients Women Owned...
-However, > 50% of advising activity to WOSBs
 - 1st Time in Program History!
- National Trend



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April 17th – Goal: Quarterly CIC Webinars Send topics to Jay

Ohio SBDC



Mid Year Training Summary

Training (sf888) Summary	
Training Events	330
Training Attendees	4,795
Training Classroom Hours	860.25
Training Seat Hours (Hours * Attendees)	13,734.00
Training Event Sessions (Days)	331



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Congratulations!

Save the date:

National Small Business Week 2019!

May 5 – 11, 2019



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Columbus District SBDC of Innovation and Excellence

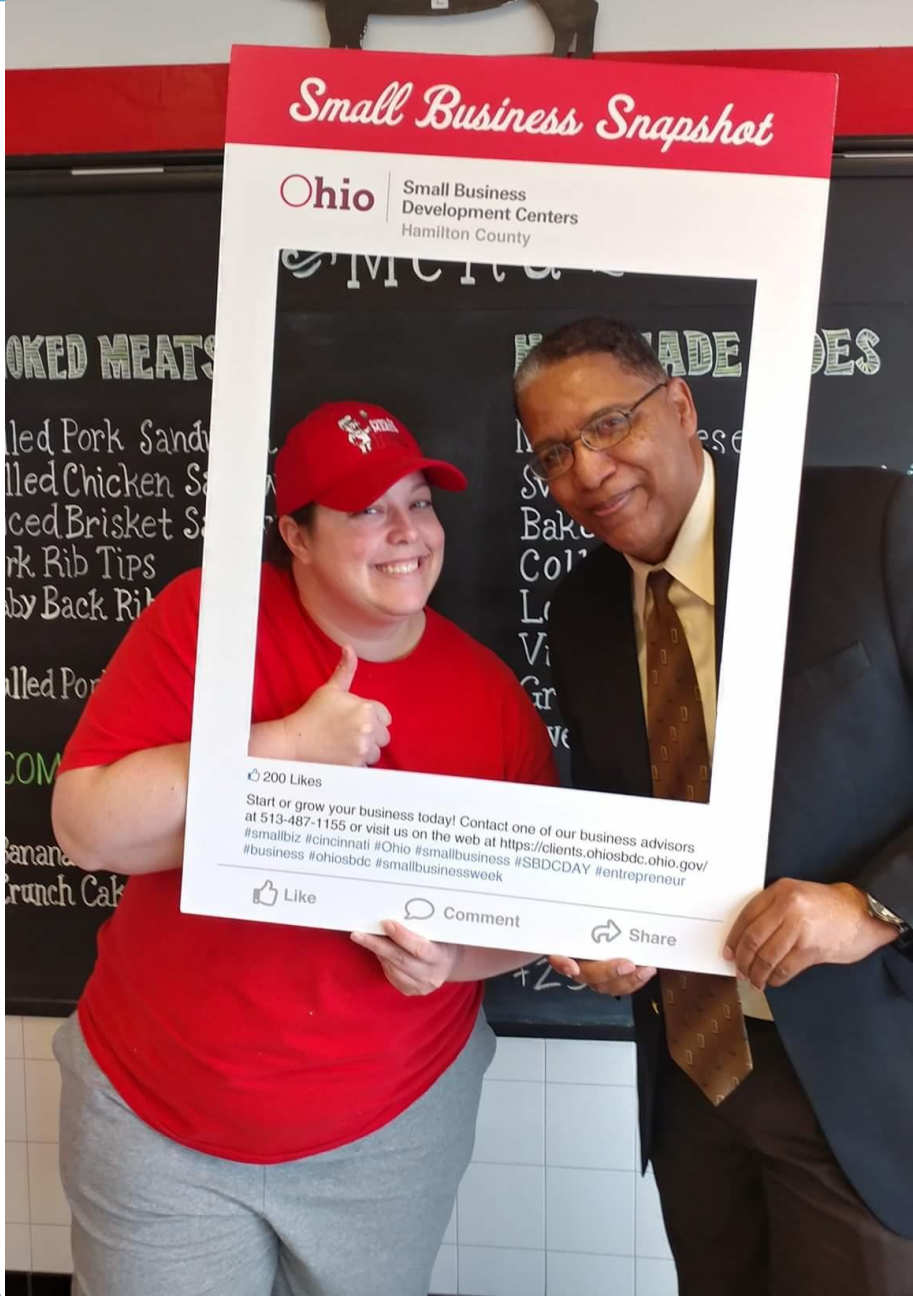


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Ohio Small Business Person of the Year



EarthQuaker Devices : Small Business Exporter of the Year

- New Video on
Workplace



Akron's EarthQuaker Devices
SBA Exporter of the Year



Julie Robbins, CEO
EarthQuaker Devices



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U.S. Small Business
Administration



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2019 **Ohio** Business Matchmaker

WHERE GOVERNMENT AND BUSINESS COME TOGETHER

Ohio | Small Business Development Centers

SBA
U.S. Small Business Administration

Ohio | Development Services Agency

1,650 Meetings in a day! Thank You Matchmaker Team!



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Special Thanks to Abby!

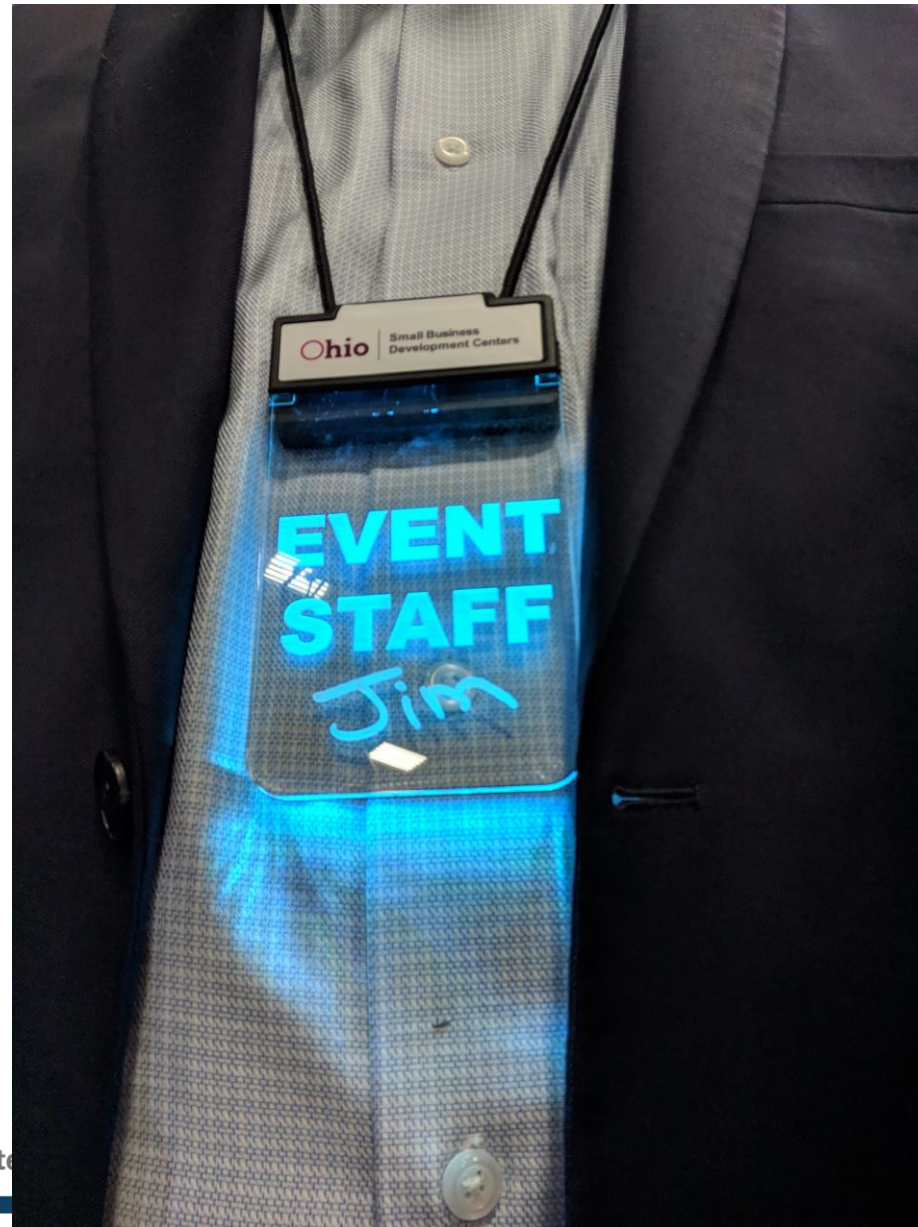


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Hosting a Large Event and Want to Stand Out?:



Ohio Biennial Budget Update:

- So far so good...
- SBDC Budget Information:
- **Small Business and Export Assistance**
 - GRF (ALI – 195454)
 - Formerly “business assistance”

2019 Funding Increase!: Innovation Challenge

- Results soon

Professional Development Opportunity

- Appalachian Leadership Institute
- October-July
- <https://leadership.arc.gov/>
- Applications Due June 1



**APPALACHIAN
REGIONAL
COMMISSION**

National Impact Survey (aka Chrisman Survey aka Mississippi State)

- 3.4% Response Rate
- New (old) Vendor (again)
- Introductory Letter sent March 8th
- Survey Sent March 28th, April 18th, May 9th
- Only Clients from 2017 will be polled

ASBDC Conference



Aerial view of a marina with a large ship and many smaller boats. The water is blue, and the surrounding area has green grass and palm trees. A semi-transparent text box is overlaid on the center of the image.

America's SBDC
Annual Conference
Long Beach, California
September 3-6, 2019



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SBDC Export Assistance Summit: May 14th

Ohio

**Small Business
Development Centers**

Export Assistance Network

Thanks – Our Data is Improving!

iC Atlas ▾ Customers ▾ Events ▾ Staff ▾ Reports

Mary Delaney
Jergens, Inc.

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FFY 2020 RFP?

- Waiting on Direction From SBA – No Guidance Yet
- Trying to streamline from FFY 2017 RFP.
- What you can do now:
 - Dust off your proposal from 2016
 - Know your local territory
 - Same attachments (as far as we know).



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IMPACT Reviews AV2



Questions?

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