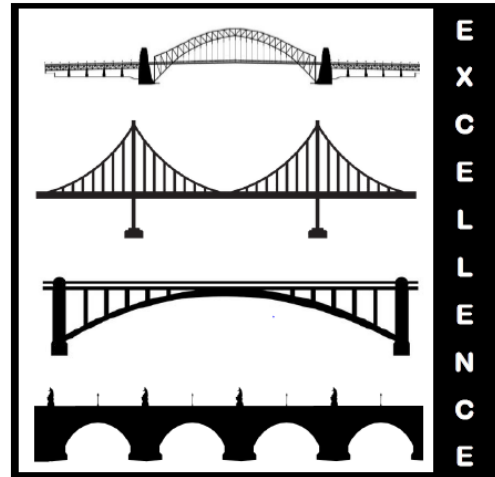


Welcome

2018 Recognition Award Program

BRIDGES OF



Elevating our efforts ...

With deep appreciation...



United Midwest[®]

Savings Bank



Small Business
Development Centers



Development
Services Agency

PAST STATE STARS

Pat Dengel (2002)

Mike Bowers (2007)

Bill Auxter (2009)

Mary Ann Jasionowski (2011)

Cindy Voorhies (2012)

Steve Schillig (2013)

Jim Griggy (2015)

Pat Veisz (2016)

Mark Lankford (2017)

2018 OHIO SBDC STATE STAR



Mike Stater

Director

**Ohio SBDC at Warren County
Port Authority**

2018 SBA SBDC Excellence and Innovation Award Winners

Ohio Small Business Development Center at



Ohio Small Business Development Center at



OHIO
UNIVERSITY

Voinovich School of
Leadership and Public Affairs

Purpose

To celebrate and honor the contributions and talents of those who help make our SBDC program Ohio's premier small business management and technical assistance program.

CATEGORIES OF AWARDS

There are two overall categories of awards:

- Performance (Impact) Awards
- Peer Awards

2018 Performance Awards

**Performance Awards
are based on Center IC data results
and good standing.**

2018 Performance Awards (cont'd)

Performance Awards are given in two areas:

- (1) Economic Impact Awards
- (2) Individual Performance

(use SBDC metrics)

Performance Awards (cont'd)

Economic Impact Awards (using SBDC metrics):

Capital Infusion

Business Starts

Job Creation

Long-term Clients

Best Overall Performance by a Center

2018 Capital Infusion Award

**Ohio SBDC at
Lakeland Community College**

Lakeland
COMMUNITY COLLEGE

2018 Business Start-Up Award

Ohio

**Small Business
Development Centers
Butler County**

2018 Jobs Created

Ohio

Small Business
Development Centers

The Ohio SBDC at Youngstown State University



**YOUNGSTOWN
STATE
UNIVERSITY**

2018 Long-Term Clients

Ohio SBDC at Hispanic Business Center



2018 Export Sales

Ohio

Small Business
Development Centers

The Ohio SBDC at Youngstown State University



**YOUNGSTOWN
STATE
UNIVERSITY**

Ohio

Small Business
Development Centers



Ohio

Development
Services Agency

Best Overall Performance by a Center

Ohio

Small Business
Development Centers

The Ohio SBDC at Youngstown State University



**YOUNGSTOWN
STATE
UNIVERSITY**

Ohio

Small Business
Development Centers



Ohio

Development
Services Agency

2018 Individual Performance Awards

Three categories of awards:

- (1) SBDC Advisor Performance Award**
- (2) SBDC Center Director Performance Award**
- (3) Export Assistance Director Award**

2018 SBDC Advisor Performance Award

Winner is an Impact Machine!

1286 Hours

266 Jobs Created

21 Business Starts

25 Loans Reported for 5.8 million, \$6.39 Million total Capital Infusion

77% of his clients are long Term Clients

50.6% impact Response Rate

97.1% Client Satisfaction Rate (85% Extremely Satisfied)

2018 SBDC Advisor Performance Award



Jason Heyman
Consultant
Ohio SBDC at
Youngstown State University

2018 SBDC Director Performance Award

Winner's Accomplishments:

904 hours of advising

14 business starts

48 jobs created

82 jobs retained

8 loans

\$2.6 million in loans

\$1.7 million in owner investment

100% customer satisfaction (94.6 extremely satisfied)

2018 SBDC Director Performance Award



Steve Schillig
Director
Ohio SBDC at
Kent State--Tuscarawas

2018 Export Director Award

Winner's Accomplishments:

1000+ hours

129 Export Clients

2018 Export Director Award



MOUSSA KASSIS
Export Assistance Director
Ohio SBDC at
Youngstown State University

Customer Satisfaction Award

Criteria:

**The center with both
the highest Net Promoter Score
+
excellent marks across
client satisfaction measures.**

2018 Customer Satisfaction Award

Honorable Mention



Deanna Spencer (Admin.) Joe Belinsky (CBA®) Steve Schillig (Director)

Ohio SBDC at Kent State --Tuscarawas

2018 Customer Satisfaction Award



Bill Auxter
Director

**Ohio SBDC at
Terra State
Community College**

2018 Peer Recognition Awards

The Peer Awards provide the Ohio SBDC Network the opportunity to recognize the extraordinary efforts of colleagues.

2018 Peer Recognition Awards (cont'd)

There are five (5) categories of Awards:

- **Advocacy**
- **Collaboration**
- **Innovation**
- **Marketing**
- **Mentoring**

Nominees

Rob Alexander

Larry Brown

Randy Cedeno

Hayward Chappell (PTAC)

Angela Clements Cattell

Carleen Dotson

Jason Estremera

Erin Gibson

Charolette Harris

Lisa Hutson

Mousa Kassis

Kathy Marshalek

Vanessa Sanchez

Cindy Voorhies

John Voorhies

Cathy Walsh

Brian Walters

Bill Wersell

Kim Woodbury

2018 Advocacy Award

Actively supports the SBDC program:

- **Educates and partners with state and federal legislators, as well as local mayors, city managers, county commissioners, etc.**
- **Goes above and beyond to make the SBDC Network more visible to our funding partners.**

2018 Advocacy Award



Cindy Voorhies, CBA®
The Ohio SBDC at
Ohio University-Cambridge

2018 Collaboration Award

Must show strong evidence of creating or strengthening a collaborative relationship with various business-oriented groups, e.g., internal or external programs or organizations, with similar goals.

2018 Collaboration Award



KATHY MARSHALEK
Export Assistance Director
Ohio SBDC at
The Entrepreneurs Center

2018 Innovation Award

***Must* have developed an *innovative* program, service, and/or tool including:**

- 1) making improvements by introducing something new.**
- 2) a new idea, method, device or tool.**
- 3) the successful exploitation of new ideas.**
- 4) change that creates a new dimension of performance.**

2018 Innovation Award



CHAROLETTE HARRIS

Director

Ohio SBDC at the Urban
League of Greater
Southwestern Ohio
(ULGSO)

2018 Marketing Award

- **Generates and implements activities and/or techniques for the purpose of increasing awareness and encouraging use of SBDC products, services, and/or events.**
- **These activities and techniques should increase the SBDC's economic impact on the state's economy, *and* satisfy the clients' objectives and foster their success.**

2018 Marketing Award -- Team Award



Vanessa Sanchez Larry Brown, CBA®

**Ohio SBDC at the
Urban League of Greater Southwestern Ohio (ULGSO)**

2018 Mentor Award

Mentor....”trusted counselor or guide; one who instructs or trains.”

Shows strong evidence of going above and beyond the ordinary to act as a mentor to a peer or other colleague within the SBDC organization or any other related organization.

2018 Mentor Award



MOUSA KASSIS

Export Assistance Director
Ohio SBDC at
Youngstown State University

Congratulations to Our Winners!
By elevating our efforts,
we can look forward to an even more successful 2019!

