



Small Business Development Center *At Newark and Licking County*

SBDC Program Overview: The Ohio Small Business Development Center (SBDC) at Newark and Licking county is a public-private partnership supported by the US Small Business Administration, the Ohio Department of Development, Columbus State Community College and other local partners. Through its programs and services, the Center provides entrepreneurial development assistance and business consulting to start-up and emerging business owners. Many of the Center's services are offered at no cost to the client and all services are provided on a non-discriminatory basis.

2007 Fiscal year / SBDC highlights / Economic Impact for Small Business Clients:

- 591 cases consulted
- 1,360 hours of one-on-one consulting.
- 1888 attendees at 73 training events held in Region 1 / Central Ohio.
- \$2,330,044 in total client financing/ loans facilitated.
- \$455,744 in total equity investments.
- \$841,800 in sales increase.
- 61 jobs created
- 72 jobs retained
- Served 54% low-to-moderate income Newark clients

Consulting Services: The SBDC offers numerous services to small businesses at no charge. These include one on one business consulting regarding access to capital, strategic planning and financial concerns, accounting and bookkeeping records, marketing, sales, public relations strategies, and human resource guidance.

The SBDC at Newark and Licking County also provides access to a network of over 250 business experts through its PROS volunteer network. These are private sector professionals who have agreed to meet with selected SBDC clients to provide specific advice that will help their business grow and succeed. Areas of expertise include, but are not limited to, legal, accounting, banking, venture investment, marketing and PR.

Educational and Networking Opportunities: Over the course of a year the SBDC offers over 73 educational and networking opportunities to businesses of all stages of growth and development in Central Ohio. SBDC programs are offered free or at a moderate charge. A few examples are:

- **BASE:** This is a premier pre-venture training course for anyone thinking about starting a business. If you would like to open a business this is the place to start.
- **WNET:** The Women's Network for Entrepreneurial Training is an exclusive program that assists the growth and development of women owned businesses.
- **Capitalization 101:** This six week interactive program designed to provide the emerging growth entrepreneur with instruction on the in's and out's of seeking investment capital. This program has been developed by entrepreneurs for entrepreneurs.
- **Ohio Growth Summit 2007:** This 2 day session features national keynote speakers and breakout educational tracks on marketing/sales, market development (international and government), financing (debt, equity and alternative sources) and business operations. This has become the annual business growth event you won't want to miss!

For further information on programs and services provided, please contact Business Consultant - **Randy Morgan, CBA** at the Ohio SBDC at Newark and Licking County by phone at (740) 670-5215, or via e-mail at rmorgan@lccounty.com. For a complete list of training programs, visit www.SBDC.escc.edu