

What we do

The Small Business Development Center (SBDC) at the Toledo Regional Chamber of Commerce offers assistance to entrepreneurs in all stages of the business lifecycle, whether they are beginning their business endeavor or are looking to grow their existing operation. The SBDC provides no-cost one-on-one counseling centered around the business planning process, including financing, market research, marketing strategies, and management and cash flow analysis. Additionally, the Ohio SBDC Export Assistance Network at the Toledo Regional Chamber of Commerce can help companies to diversify their portfolios and to weather changes in the domestic economy by entering, or expanding, into exporting. Chamber membership is not required to utilize these services.



Business Assessment

- Business Plan Development
- Financial Analysis
- New Business Planning
- Research & Development
- Marketing & Sales
- Human Resources
- Management & Operations



Counseling & Services

- Crisis Management
- On-Site Analysis
- Credit Negotiator
- Educational Programs
- No-Cost & Confidential



Export Assistance

- International Business Planning
- Market Research
- Export Documentation
- Local Product Requirements
- Logistics
- Export Success Training Program



Strategic Relationships

- Toledo Regional Chamber of Commerce
- The University of Toledo
- Area Banks
- Advisory Board
- SCORE
- Minority Business Development Center

Our results

FY '18



320 Clients



37 Business Starts



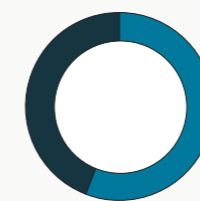
\$13M Capital Infusion



156 New Jobs

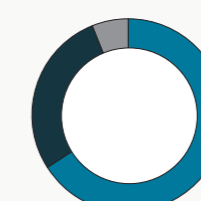
350 Retained Jobs

Client demographics



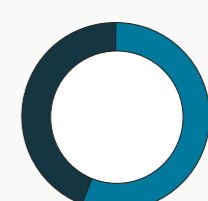
GENDER

56% Male
44% Female



ETHNICITY

66% Caucasian
28% African American
6% Hispanic



STATUS

180 Pre-venture
140 Existing and Start-up

TOP INDUSTRIES

Retail Online Sales Health Care Day Care
Consulting Construction Food Service

Testimonials

Hear from some of our clients how the SBDC has made an impact on their business.

Camille Harris
All 4 Kids

"The SBDC helped me fine tune all areas in my business such as budgeting, accounting, balance sheets, depreciating, profit and loss statements, organizing, payroll, business taxes, marketing, etc. and helped me prepare my business with financial viability to obtain programs to help me grow my business." Camille worked with the entire team at the SBDC including consultant Jill Badger, who specializes in assisting daycares and is a board member at the state level for the Ohio Child Care Resource and Referral Association Board.



Matt Yarder
Yarder Manufacturing

"We have been in business for over 100 years. We were preparing ourselves to transition to the fourth generation of leadership and we knew we needed an outside perspective. Sometimes with a company that has been around for so many years we get a false sense of permanence. We needed the honest feedback from the talented staff in the SBDC to identify our shortcomings. There were obvious hurdles we were overlooking, and having a resource like the SBDC to call these situations to light was critical in our succession planning.



Becky Ohm
The Flying Joe Coffee Shop

"If I were to go and pay for the assistance [the SBDC] gave me, I would still be paying it off. A lot of small business owners don't have the money for that kind of assistance, so it is really nice that the SBDC is in our community as a resource." Recently Becky was thinking about launching a new endeavor with multiple stakeholders. She went to the SBDC with her business plan and had them help analyze the entire deal. Ultimately she chose to table the idea. "The SBDC will sit you down, tell you the truth, and be honest with you."



Andrew Newby
Toledo Spirits

Already a Toledo Chamber member through another business, Andrew knew the SBDC was the one to call to help secure financing to grow Toledo Spirits. "The SBDC has been a great supporter of ours - working through long-term planning and financials for Toledo Spirits. When the time came to work with a financial institution, Jill and team were able to provide insight by evaluating our business plan and revenue model."



Small Business Development Center

COMMUNITY REPORT

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www.toledochamber.com/small-business-development-center.html

 **TOLEDO REGIONAL**
CHAMBER of COMMERCE

 **Ohio** Small Business
Development Centers

 **SBA** U.S. Small Business
Administration

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 accommodations for persons with disabilities will be made if requested at least two weeks in advance. Call 419-243-8191 or visit www.sbdc.development.ohio.gov for more information.