



# Small Business Development Centers

Columbus State Community College

## *Ohio Business Resource Network Presentation*



Small Business  
Development Centers



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Development Centers  
Columbus State Community College

# Meet Your Presenter: Ellen Harvey

- Certified Business Advisor for the Ohio SBDC at CSCC
- SBDC's Capital Access Manager for KIVA-Crowdfunding Platform
- Specializes in Access to Capital-Offering Loan Packaging Assistance and Guidance
- QuickBooks Certified
- Growth Wheel Certified
- Serial Entrepreneur

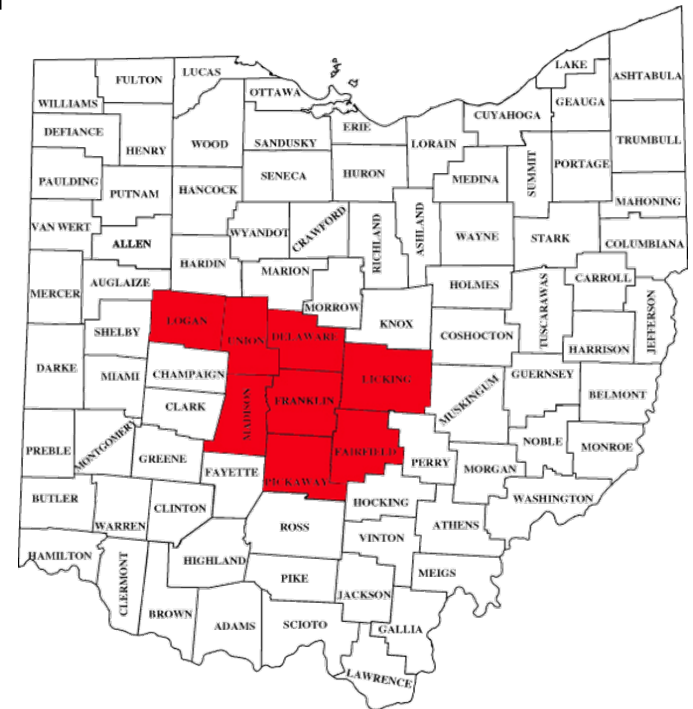


# Ohio Small Business Development Center at Columbus State Community College

- Economic Development Entity – Joined CSCC 2004
- Cover Central Ohio - 8 County Region
- 29 Centers in Ohio
- National Network: 1000 nationwide



<https://americassbdc.org/find-your-sbdc/>



# We are NOT just for Start-Ups

We serve small businesses for the life of the business. From ideation to succession planning and everything stage in between, whatever the need-look to the SBDC for advising and resources.

## One-on-One Business Advising

One-on-one business advising is free of charge. Advising meetings are conducted by Certified Business Advisors and are by appointment only. The goal of each one-on-one meeting is to advance the business forward helping each succeed *regardless of where they are in the business cycle*.

Become a client: [Click for Request for Counseling](#)

## Training Events

Training events augment our one-on-one advising services. Our training events are offered free or at cost. Training events enable us to accelerate our client's business knowledge and make business execution the focus of our one-on-one appointments. [www.SBDCColumbus.com/events](http://www.SBDCColumbus.com/events)



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# SBDC Advising Services to Assist with Government Contracting Opportunities

- One-on-one business counseling
- Business assessment evaluation
- Strategic business planning
- Cash flow analysis
- Financial projections development
- Identifying sources of capital
- Loan packaging
- Kiva Loans
- Market feasibility and research
- Marketing strategy development
- Manufacturing and Technology
- Export Assistance
- Workshops and training programs

# Ohio SBDC Export Assistance Network



**Roberta Winch**

Director  
Ohio SBDC Export Assistance Network  
[rwinch@cscce.edu](mailto:rwinch@cscce.edu)

Assists Ohio companies with entering new export markets or increasing their exports small and medium-sized businesses with topics such as international business planning, market research, export documentation, local product requirements and logistics.

- **International Market Access Grant for Exporters (IMAGE) Program**
  - Focused Increase Exports and Create Jobs
  - Provides financial assistance for small businesses to promote their products and services in international markets
  - Grant provides 50% reimbursement up to \$10,000 per fiscal year for qualifying activities
  - <http://IMAGE.development.ohio.gov>
- **Ohio Export Internship Program**
  - Program matches export students with Ohio companies wanting to increase their current export activities
  - Program provides 50% reimbursement for intern wages, up to \$3,600.
  - <http://EIP.development.Ohio.gov>
- **International Market Support Program**
  - Aids with providing detailed market research and matchmaking with potential customers

# Our 2020 Results



Advised **1,755**  
Small Businesses



Facilitated **\$16 million**  
in Financing



Started **64**  
New Businesses



Assisted in Creation/  
Retention of **1031** jobs



Increased Client Sales  
by **\$14.03 Million**



Conducted **117** Training  
events for **4,016** attendees

# SBDC Funding Solutions

The Kiva logo is displayed in a bold, green, lowercase sans-serif font.



# Kiva Columbus

<https://sbdccolumbus.com/kiva-columbus/>



Kiva is a character-based, community-backed lender. Kiva provides funding opportunities for entrepreneurs who do not fit into the box of traditional conventional financing.

The Loan Program	Funding Potential	Interest Rate	Loan Fee	Repayment Terms
Small Business Borrowers	\$1000 - \$10,000 0% Owners Investment	0%	\$0	Up to 36 Months
Existing Business Owners Impacted by Covid-19	Up to \$15,000 Owners Investment	0%	\$0	• Up to 36 Months

**Ellen Harvey**

Kiva Columbus Capital Access Manager

Ohio SBDC Certified Business Advisor

[Columbus@local.kiva.org](mailto:Columbus@local.kiva.org)

For more information and to apply visit <https://us.kiva.org/columbus/>

*[Click here to view  
Kiva Funded Borrowers](#)*

**KIVA's mission is "We envision a financially inclusive world where all people hold the power to improve their lives."**



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# First Financial Bank-SBDC Microloan Program



- Loan amount up to \$10,000
- Interest will be charged at a fixed interest rate
- Loan shall have a 6 month draw period to fully advance the loan with a minimum of interest only payments required during the draw period.
- Fully amortized over 48 months.
- Personal Guarantee Required
- Start-Ups/Secondary Income, Established Profitable Businesses (Working Capital)

# SBDC Funding Solutions

- In addition, assistance and training is provided for loan packaging for all SBA Loan Products, Conventional Financing and Commercial Real Estate Financing, offered through banking partners to include Credit Unions, Microlenders and Traditional Banks.
- Document Checklist
- List of questions to ASK?

# Online Business Startup Model

<https://sbdccolumbus.com/startup-model/>

The screenshot shows the website header with the Ohio Small Business Development Centers logo, social media icons, and a search bar. The navigation menu includes About Us, Services, Events, StartUp Model, Accelerate Columbus, Resources, Blog, and Contact Us. The main content area is titled "Online Business StartUp Model" and contains three paragraphs of text. The first paragraph discusses the excitement of having a business idea and the challenge of launching it. The second paragraph describes the Online Business Startup Model as a tool to walk through the various steps and actions involved in launching a business. The third paragraph states that the model is a great, self-paced tool to take you from IDEA to BUSINESS OWNER. To the right of the text is a sign-up form for a newsletter, with a "Submit" button. Below the text is a list of three modules: Module 1: Entrepreneurship Overview, Module 2: The Idea, and Module 3: The Research. Each module has a play button icon and a red underline.

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AMERICA'S SBDC ACCREDITED MEMBER

f t y

Search

About Us Services Events StartUp Model Accelerate Columbus Resources Blog Contact Us

## Online Business StartUp Model

Having a business idea can be exciting. Your idea can really motivate you to follow your passion and create the business of your dreams. The challenge comes next when you try to figure out how to form and launch your business. This is where the Ohio Small Business Development Center Online Business Startup Model comes in. This model allows you to solve the "What Do I Do Now" problem.

This Online Business Startup Model is designed to walk you through the various steps and actions involved in launching a business. The Online Business Startup Model covers topics such as how to structure your business, how to build a plan for your business, how to find customers, and how to make money just to mention a few. There are also tools you can download to help you develop your business.

This Online Business Startup Model is a great, self-paced tool to take you from IDEA to BUSINESS OWNER.

Online Business StartUp Model

Sign Up for Our Newsletter

Enter your email address...

Submit

- Module 1 Entrepreneurship Overview
- Module 2 The Idea
- Module 3 The Research

# Progress, Not Panic 2020 Video Series

<https://sbdccolumbus.com/events/progress/>

The screenshot shows the website header with the Ohio Small Business Development Centers logo and navigation menu. The main content area features a video player for 'Otros Recursos' with a play button. To the right, there is a sidebar with an 'Events' section listing 'Progress, Not Panic 2020 Video Series' and 'Capital Crash Course 2022\*'. Below the sidebar is a 'Sign Up for Our Newsletter' form with an email input field and a 'Submit' button.

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About Us Services **Events** StartUp Model KIVA Columbus Blog COVID-19 Recovery Contact Us

## Events | Progress, Not Panic 2020 Video Series

**Progress – Not Panic 2020** is our new video series aimed at small businesses and start-ups that may need guidance, solutions, encouragement as well as the latest information to help navigate resources and support services during the COVID-19 outbreak.

During these once a week videos, we will be discussing a variety of relevant topics structured and focused on tips and solutions for small businesses. These videos will also include virtual interviews with our SBDC Team and Partners, covering important and diverse topics, aimed to help small businesses continue to progress.

**Otros Recursos** 08.26.20

Columbus-Franklin COVID Small Business Re

**Otros Recursos**  
with Expert Speaker  
**Thalia Amador**  
SBA Economic Development Specialist

Progress, Not Panic 2020

Bi-Weekly SBDC Video Series  
**Tuesdays & Thursdays**  
[sbdccolumbus.com/events/progress/](https://sbdccolumbus.com/events/progress/)

2020

**Events**

**Progress, Not Panic 2020 Video Series**

Capital Crash Course 2022\*

Sign Up for Our Newsletter

Enter your email address...

Submit

# Upcoming 2021

# <https://sbdccolumbus.com/Events>



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## Events

*"By failing to prepare, you are preparing to fail."* – Benjamin Franklin

The training events we offer at the SBDC are designed to advance your knowledge on how to start, grow and sustain your small business as quickly and efficiently as possible. The faster we can increase your knowledge of business management the sooner we can start working on getting your business open and making money. No product or service sales pitches to fear.

SBDC events are led by **Certified Business Advisors** and guest speakers.

We post our annual training calendar every December for the following year. New events will be added throughout the year as business needs change or new information or opportunities become available.

To make sure you never miss an event sign up for our **Upcoming Events Newsletter** today.

OCT  
14

**Funding Your Business – The Complete Loan Packaging Process (On-Demand Web)**  
14 Oct from 11:00am

OCT  
19

**Lifting One to Lift Many - Kiva Capital and Community Funding Dreams (On-De)**  
19 Oct from 01:00pm

OCT  
28

**Small Business Breakthroughs with Deonna Barnett, Aventi Enterprises**  
28 Oct from 11:30am

OCT  
28

**Ohio SBDC Small Business Tax Workshop**  
28 Oct from 06:00pm

NOV  
2

**Marketing Plan Workshop**  
02 Nov from 06:00pm

NOV  
3

**BASE: Basis of a Successful Enterprise**  
03 Nov from 05:30pm

NOV  
10

**Business Clinic Series - Workers' Compensation**  
10 Nov from 06:00pm

### Events

[Progress, Not Panic 2020 Video Series](#)

[Capital Crash Course 2022\\*](#)

### Sign Up for Our Newsletter

Enter your email address...

Submit

### Our Partner Events



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# Capital Crash Course 12/10/2021

## Save the Date 10:00AM-2:30PM



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**For more information and to engage  
with the Ohio SBDC at CSCC...**

**Ohio**

**Small Business  
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**VISIT** [www.SBDCColumbus.com](http://www.SBDCColumbus.com)

**EMAIL** [SBDC@csccl.edu](mailto:SBDC@csccl.edu)

**CALL** 614.287.5294

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