

Youngstown/Warren Regional Chamber

Economic Development Action Team

- Offers assistance with: site selection, help securing incentives and financing, manufacturing technical assistance, international trade, strategic information, and connections to government agencies.

REACH (Regional Entrepreneurial Assistance Channel of the Mahoning Valley):

- Offers counseling and consulting services to businesses in Mahoning, Trumbull, Columbiana, Mercer and Lawrence counties. Initial consultations are free of charge, but business plan preparation and extensive onsite consulting engagements come with a fee (negotiated case-by-case)
- **REACH's services for start-ups:**
 - o Help examining skill sets, experience, and ability to launch business
 - o Help writing business plan
 - o Help finding financing
- REACH also assists people interested in buying a business or franchise.

Business Retention and Expansion Program

- The team visits existing businesses and gives assistance with business taxes, incentives, exporting, manufacturing productivity, and certifications.

Grow Home Campaign with YSU Alumni

- An effort to court YSU alumni to start a business in Youngstown or relocate an existing business. They offer alumni help securing project incentives and selecting a property.

SCORE Youngstown Chapter

Retired businesspeople and others with business experience volunteer as mentors who meet face-to-face with small business owners and potential small business owners.

Mentors help evaluate business plans, stimulate growth, and secure long-term stability.

- More than 30 mentors at the Youngstown chapter
- Located in the Williamson College of Business Administration at YSU
- Hours are 9AM to 11AM daily

MVEDC

-Owns Warren Commerce Park in Warren and Youngstown Commerce Park in North Jackson

-Formed the Economic Development Rail Corporation (EDRC) which operates the 2.75 mile Youngstown & Austintown Industrial Railroad.

-Formed the Economic Development Rail II Corporation (EDRIIC) which operates 6.9 miles of industrial railway.

-Along with the Eastgate Regional Council of Governments, MVEDC operates the Mahoning Valley Technical Procurement Center (MVTPC). MVTPC assists local small businesses in identifying and securing federal, state and local government contracts, and sub-contracting opportunities.

-MVEDC provides financial assistance to businesses in the form of:

- State of Ohio "166" Small Projects Fund
- SBA 7A Loan Guarantee Program
- SBA 504 Loan Program
- Revolving Loan Fund
- Mini-Loan Funds
- Child Day Care Loan Program

The Public Library's Business and Investment Center (BIC)

-The BIC provides the local business community with information on business, finance, trade, demographics, imports, exports, and marketing through its databases and reference books.

-The BIC also hosts programs and seminars, including a small business seminar and a business plan writing program, both conducted in part by SCORE. However, these programs are infrequent, occurring only a few times a year.

Ohio Department of Development

Many programs and offices operate under the Ohio Department of Development. Some programs are geared toward business and industry (like the Global Markets Division) while others are focused on community development (like the Home Weatherization Assistance Program). Here we will focus on programs geared towards start-ups and minority/women business enterprises.

The Entrepreneurship and Small Business Division

Small Business Development Centers

- 39 centers throughout Ohio assist pre-venture, start-up, and existing businesses.
- One is located in YSU. It offers free, confidential, in-depth, one-on-one counseling and low- or no-cost training. It offers the following business training programs:
 - Business planning
 - Succession planning
 - Business valuation
 - Communication and supervision
 - Employee hiring, training, and development

- Record keeping and taxes
- Marketing and sales
- Analyzing financial statements
- Legal aspects of business
- “Business Start-Up Basics” workshops
- Business start-up training programs are also available to companies on a contractual basis.
- The Small Business Development Center also provides the following consulting services:
 - Business risk assessment
 - Business plan development
 - Strategic planning
 - Financial analysis
 - Sources of funding
 - Market research and analysis
 - Strategic market planning
 - Public relations and advertising
 - Product distribution advice
 - Sales management and distribution
 - Product development process
 - Business information and resources
 - Business valuations
 - Business education seminars
 - Entrepreneurial development
 - Access to technical experts
 - General management perspectives
 - Customer Service considerations

Ohio Business Lending Clearing House

- Not-for-profit public-private partnership between the Ohio Department of Development, the Ohio treasurer’s office, and some of Ohio’s leading financial institutions.
- Designed to connect small businesses looking for capital with financial institutions

Small Business Advocate

- The Small Business Advocate assists small businesses when they experience unreasonable or unfair state regulatory actions, such as investigations, excessive fines, penalties, threats, or other enforcement action by a state agency.

1st Stop Business Connection

- Offers Ohio’s entrepreneurs one resource for all state and federal registration requirements to start a new business.

Minority Business Enterprise Division

Ohio Capital Access Program

- The Ohio Capital Access Program encourages state chartered financial institutions to make loans to for-profit or nonprofit small businesses that are having difficulty obtaining business loans through conventional underwriting standards.
- The program encourages lending by establishing loan guarantee reserve pools at the individual institutions

Minority Direct Loan Program

- Provides direct loans for minority business enterprises (MBEs) that can demonstrate that their fixed asset expansion/retention project will create or retain jobs for Ohio citizens.
- Eligible businesses are engaged in commerce, manufacturing, research and development or distribution.

Minority Business Bonding Program

- Provides bonding to MBEs who have been denied bonding by private sources.
- The maximum bonding line pre-qualification is \$1 million per business.
- The premium for each bond requested is 2 percent of the face value of the bond.

Minority Business Assistance Centers

- Offers minority firms the following services free of charge:
 - o Accounting assistance
 - o Loan packaging assistance
 - o Marketing plan development
 - o Estimating/Bidding assistance
 - o Contract procurement assistance
 - o Business management counseling
 - o Accessing various state and local government programs
 - o Completing federal, state and local certification applications
 - o Identifying local resources
 - o Referrals to financial assistance programs
 - o Providing access to a Plan/Bid room, which includes on-line Dodge Reports.
- 7 offices throughout Ohio (the closest is in Akron)

Minority Business Development Organizations

- Provides a Mentor- Protégé Program, management and technical assistance services, business development counseling, and access to financial and other resources to minority and disadvantaged business owners.
- One office in Akron and one office in Cincinnati.