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SCORE Volunteers Create National, Local Business Successes by Sharing Expertise with Entrepreneurs

*Two Cincinnati SCORE clients honored nationally; local SCORE named
national chapter of the year runner-up*

Retired and working executives with a passion for sharing their business knowledge with entrepreneurs has netted Cincinnati SCORE accolades both at the local and national levels.

Greater Cincinnati SCORE hosted its annual awards luncheon Sept. 21, and announced three Cincinnati Clients of the Year: Patrick Sherwin, owner of GoSunStove of Spring Grove Village; Mary Helen Boeddeker, owner of Mary Helen Clothing for children in College Hill; and Jim Kummer, owner of Trusted Senior Home Care in Monfort Heights .

SCORE clients Megan Prather, owner of Dogtown pet daycare and Corey Drushal, executive director of Bad Girl Ventures (BGV), both in downtown Cincinnati,

were lauded as two of 10 top SCORE clients nationwide in a recent national ceremony in Dallas.

Dogtown, a 24-hour dog and cat kennel-free day care service, has been open for almost three years and has 27 employees. It won the national SCORE Outstanding Woman-Owned Business Award.

Bad Girl Ventures is a microloan and education organization for women-owned businesses. Women entrepreneurs apply for \$25,000 low interest loans and finalists are coached by BGV and SCORE counselors on how to build and sustain their businesses. BGV has loaned \$365,000 so far and is now operating in Cincinnati, Cleveland and Columbus. It won the National SCORE Outstanding Nonprofit Award.

The Cincinnati SCORE chapter was also named a runner-up for national SCORE Chapter of the year—for the second time since 2006. In 2006, Cincinnati SCORE was selected the national Chapter of the Year in 2006.

“SCORE counselors are experienced business professionals with a heart for assisting small business owners achieve their dreams of business ownership,” said Cincinnati city councilwoman Yvette Simpson, a SCORE sponsor. “They give their time and talent generously to support individuals who are giving their all to accomplish the ‘New American Dream.’ Without their mentorship, many of these businesses would never launch or fail to reach their full potential. Through partnerships with SCORE, I expect that Cincinnati can and will achieve its goal of developing, growing, and retaining small businesses, which will create jobs, needed services, and vibrancy within our neighborhoods.”

SCORE, the volunteer arm of the Small Business Administration, is made up of

retired and working executives who volunteer to help new and existing entrepreneurs start up and run their businesses. Counseling is free and low and no-cost seminars are available.

Dennis Murphy of Cincinnati, who counsels both Dogtown and Mary Helen Clothing, said mentoring is truly a team effort at Cincinnati SCORE. “If a CEO needs help in multiple areas, such as operations, finance, or marketing, team counseling is available so counselors can bring extra expertise into a business,” said Murphy.

SCORE counselor Mary Jane Good, SCORE southern Ohio district director, said SCORE not only benefits entrepreneurs, it helps counselors, too. “SCORE is great for counselors because as we mature, we keep on learning right along with the business owner,” she said.

SCORE chairman Mike Martin said the number of women -owned businesses who are SCORE clients is steadily growing. Forty-eight percent of greater Cincinnati SCORE clients are women; 47 percent are minorities; and 17 percent are veterans.

Last year, SCORE Cincinnati provided more than 4,000 face- to-face, group and email mentoring sessions; 47 free and low-cost workshops on subjects ranging from startup basics to ongoing business plan development; financial management; social media for business; and marketing and sales strategies, said Jim Stahly, SCORE vice chairman

Local SCORE estimates it helped create 350 new jobs last year, with a local average support cost per job of \$129.

Martin thanked Cincinnati SCORE’s sponsors, who donate funds, meeting space and services throughout the year. They include:

Robert Killins, Greater Cincinnati Foundation; the Rev. K.Z. Smith, First Corinthian Baptist Church; Corey Drushal, Bad Girl Ventures; Rochelle Thompson, city of Cincinnati; Chasta Postler, CMC Properties; Carmen Krupar, CyberVise, Ltd.; Albert Hallenberg, Hamilton County Library; John Bruggen, Hamilton County;

Patrick Longo, Hamilton County Development Center; Don Kaplan, Kaplan, Litwin, Kaplan; Ann Schoenenberger, Kenton County Library; Stephen P. Wilson, LCNB Bank; Craig Moore, LPL Financial; Bonnie Deer and Karan Kiser, Mt. Washington Bank; Ian Murray, Murray Multimedia Resources, LLC; Kyle Horseman, Northern Kentucky Chamber of Commerce;

John Clarkin, Ph.D., Haile College of Business, Northern Kentucky University; Barbara Wagner, Chase Law School, Northern Kentucky University; Marjorie Solomon, Ohio River Valley Women's Business Council; Emile Johnson, Over the Rhine Chamber of Commerce; Bob Vinery, P&G Alumni Foundation; Glen Clevenger, Joel Lauderdale, Ed and Gwen List, Small Business Administration- Cincinnati; Shannon Feucht, Small Business Administration, Columbus;

Thomas Dalziel, Ph.D., director of Entrepreneurship, University of Cincinnati; Lori Holiday, U.S. Regional Chamber of Commerce; Sheila Mixon, Cincinnati Small Business Development Centers; Joseph Hinson, West Chester/Liberty Chamber Alliance; and Beth Tu Hoffman, Willow Ridge Plastics.

For more information about SCORE, its counseling services and seminars, go to www.scoreworks.org or call (513) 684-2812.

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