



**District 13 Statistics**  
**The Honorable Tim Ryan (D)**

**Success Story**  
**Reliant Packaging**

**848** Jobs Created/Retained

**11** Businesses Started

**\$3,823,993** Capital Infused

**2,804** Hours Counseled

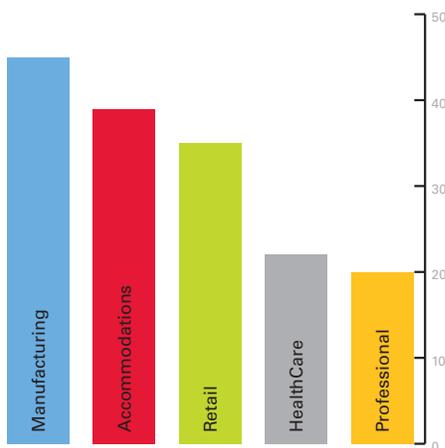
**309** Clients Counseled

Three years after starting Reliant Packaging, a large distributor of corrugated boxes and packing materials, Robert Teter reached out to the Small Business Development Center (SBDC) in Youngstown. Teter's dedication and 15 years of industry experience helped the business to grow rapidly. But to handle the growth, Reliant had to expand into two separate buildings and was becoming inefficient due to logistics issues.

Teter knew that in order to continue growing, he needed to purchase a large central warehouse, for which he would need a sizable loan. The troubled economy meant he would need a stellar proposal if he wanted the loan, so he met with Certified Business Advisor® Bill Oliver and the two looked over financials and started planning how to best approach the banks. They drafted a proposal, did the necessary cash flow forecast and sent the finished loan proposal to a few local banks. Three banks agreed to the loan and Teter was able to select the best agreement.

In October of 2012, Reliant Packaging had a ribbon cutting to celebrate the newly purchased warehouse. Owning one building instead of leasing two has allowed Reliant Packaging to continue growing. Reliant Packaging now has three full-time employees and generates more than \$2.5 million in sales annually. "As an entrepreneur, the SBDC is an excellent tool, everyone should know about them. Bill and the services provided by the SBDC were priceless," said Teter.

Top 5 Businesses Started and Existing



**Small Business Development Centers**

**John R. Kasich**, Governor  
**David Goodman**, Director  
 Development Services Agency



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