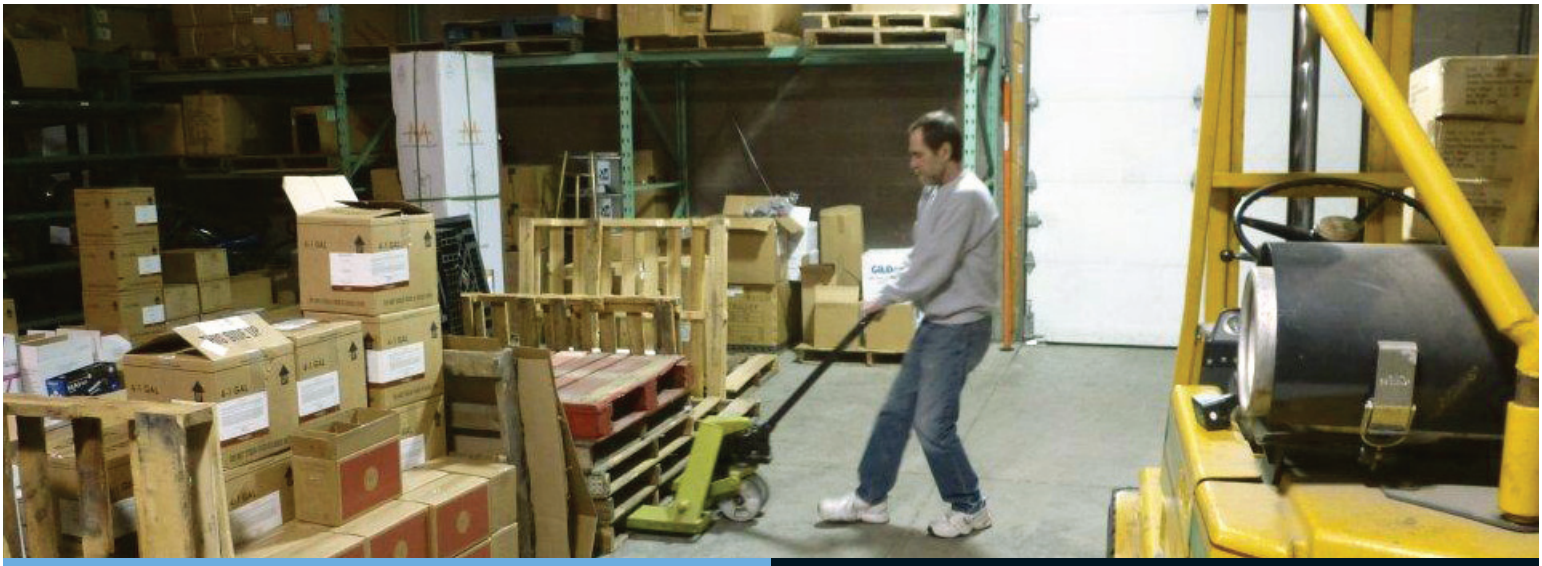


District 16 Statistics
The Honorable James Renacci (R)

431 Jobs Created/Retained

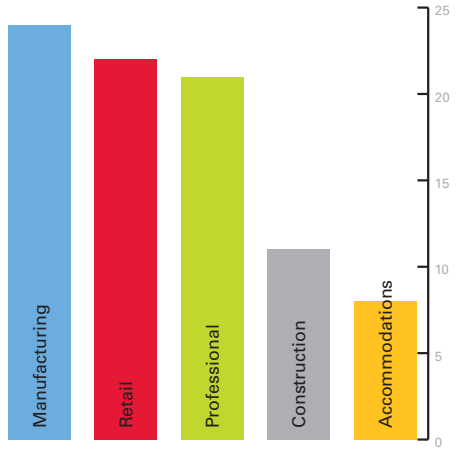
15 Businesses Started

$1,634,125 Capital Infused

1,101 Hours Counseled

184 Clients Counseled

Top 5 Businesses Started and Existing



Success Story
Success Story Salon Ware

Salon Ware (SW) sells a full range of salon products from equipment to shampoo to beauty salons and barber shops throughout Ohio. Rod Hatch runs the business his parents started more than 30 years ago, but decades of success meant nothing when SW's largest supplier began selling retail. Overnight the business lost 80 percent of its sales. This violated SW's loan agreement so, with six months to find alternate financing, Hatch contacted Senator Sherrod Brown's office for help. He was connected with the Small Business Development Center (SBDC) in Akron and met with Certified Business Advisor® Jim Griggy and discussed the situation.

"Jim was really invaluable in so many ways," said Hatch. Together they decided that Hatch needed capital to pay off the loan and smooth cash flow, and a strategy for rebuilding SW's inventory and settling trade debt. Despite ample preparation, they were denied for a loan by the banks that they approached. After conferring with individuals from Senator Brown's office and the Small Business Administration (SBA), it became clear that refinancing the existing loan with SBA backing was their best option.

They applied and were approved by the SBA in February of 2013. On April 1st, the loan was approved by the bank, giving Hatch and his nine employees the chance to refocus the business and recover from the devastating loss of their largest supplier.

"With the SBDC, there is a great support network to help you get started. You'd be foolish not to use them," said Hatch.