



**District 2 Statistics**  
**The Honorable Brad Wenstrup (R)**

**Success Story**  
**Hilltop Designs**

**1,098** Jobs Created/Retained

**40** Businesses Started

**\$7,016,163** Capital Infused

**4,460** Hours Counseled

**644** Clients Counseled

Jo Hall is the owner of Hilltop Designs and has successfully run the business since 1989. She started with floral arrangements, then began offering consignment wedding dresses and now has 40,000 square feet of reception space for weddings, proms, baby showers and business meetings. When a friend suggested that Hall revive a local, long-running festival, she knew her indoor space and 19 acres of land would be perfect.

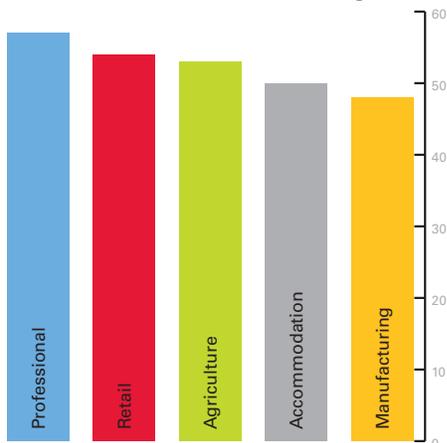
She came to the Small Business Development Center in Piketon and discussed the idea with Certified Business Advisor® Chris Smalley. The two worked hard on financial projections, marketing strategies and logistics for the event. They prepared the business plan which helped Hall win second place in a local Pitch Your Plan competition.

“Chris Smalley was, and continues to be, absolutely fantastic. He has great ideas. I couldn’t have done this without him. He was with us every step of the way,” said Hall.

Now on its fourth year, the event has been a huge success, bringing in more than 5,000 people each year and giving 100 artisans a chance to sell their handmade goods. By providing a fun and family-friendly environment, the festival has introduced thousands to Hall’s business, Hilltop Designs. Smalley still serves on the planning committee and helps with the event every year.

“He didn’t have to reach out and join my committee, but he went a step further and I’m glad he did,” Hall said.

Top 5 Businesses Started and Existing



**Small Business Development Centers**

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



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