



CLGT SOLUTIONS

## District 3 Statistics The Honorable Joyce Beatty (D)

**323** Jobs Created/Retained

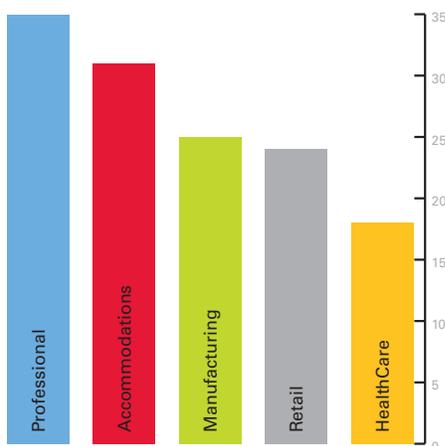
**23** Businesses Started

**\$1,068,800** Capital Infused

**3,236** Hours Counseled

**369** Clients Counseled

Top 5 Businesses Started and Existing



## Success Story CLGT Solutions

CLGT Solutions specializes in language and intelligence service, support and training as well as staffing augmentation. They primarily support the federal sector, providing language training to the U.S. Military and translators to the Department of Justice. Despite a combined 60 years of experience doing federal contracting, large up-front costs, an established marketplace, state and federal registrations and financing procedures all present significant challenges. In late 2010, Beth Graff, a principal and VP of HR, reached out to the Small Business Development Center (SBDC) in Columbus and began working with Certified Business Advisor® David Rivers.

Together, Graff and Rivers better defined CLGT's vision, value and commitment statements and discussed how the long-term strategy for the business should follow those documents. They analyzed CLGT's strengths, weaknesses, opportunities and threats and talked extensively about doing business overseas and how to research international trade. When it became clear that CLGT needed financing, the SBDC connected them to several banks, most of which were local, that provided CLGT with \$50,000 in Patriot Loans and a \$100,000 line of credit.

CLGT Solutions, with the support of the SBDC, continues to provide unparalleled levels of professionalism and expertise as they support their customers. Networked with local, national and international talent, CLGT Solutions is poised to provide their essential services at the federal, state and local level and become a strong member of the business community.

"I would never stop talking to David, we'll never lose touch. I see him as a business partner," said Graff.



Small Business  
Development Centers

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



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