



District 7 Statistics
The Honorable Bob Gibbs (R)

Success Story
Dave Cosentino Serial Restaurateur

923 Jobs Created/Retained

31 Businesses Started

\$3,315,196 Capital Infused

7,199 Hours Counseled

564 Clients Counseled

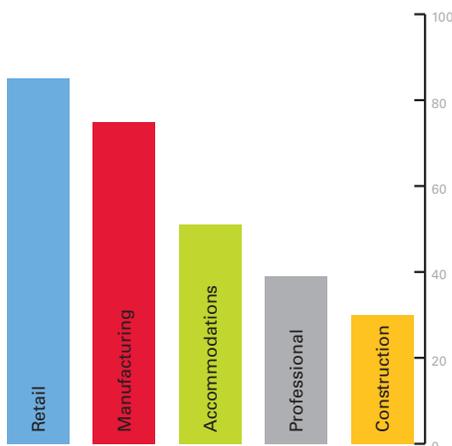
With 20 years as a serial restaurateur and six successful ventures under his belt, opening a restaurant is nothing new for Dave Cosentino. Despite his extensive expertise in the area, Cosentino saw value in the mentorship offered by the Small Business Development Center (SBDC) in New Philadelphia. After learning about their services in 2011, he scheduled a meeting with Certified Business Advisor® Joe Belinsky to discuss his most recent project, Antoneio's Italian Eatery.

In the early stages Belinsky helped develop a focused business plan and served as a sounding board for ideas, keeping Cosentino focused on the financial requirements and practical elements of the venture. As the project moved forward, Belinsky helped refine the image of Antoneio's, made suggestions for marketing the restaurant and helped with the training and development of employees.

When Antoneio's opened in early 2012, Cosentino already had plans for an additional restaurant, called The Dock Waterfront Grill. Again, he recruited Belinsky to help with the planning. They researched the customer base for the new venture, did a breakdown of how much financing would be needed and assessed the strengths, weaknesses, opportunities and threats of the project. The two restaurants resulted in the creation of 40 jobs and \$100,000 of capital infusion.

"I can't think of any better program out there to keep the economy going in the right direction," said Cosentino.

Top 5 Businesses Started and Existing



Small Business
 Development Centers

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



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