



**District 5 Statistics**  
**The Honorable Robert Latta (R)**

**Success Story**  
**Cookies on Demand**

**774** Jobs Created/Retained

**26** Businesses Started

**\$30,696,781** Capital Infused

**3,594** Hours Counseled

**371** Clients Counseled

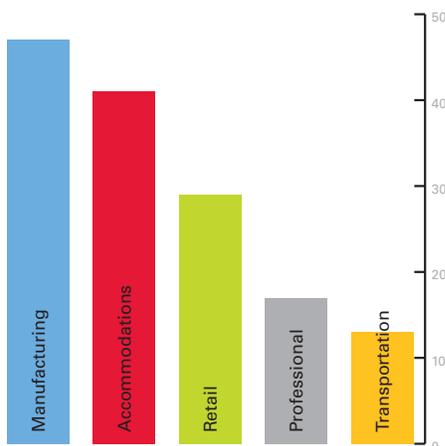
To help her daughter pay for college, Rebecca Freese started baking and selling cookies. Word of the delicious treats spread through Williams County and Freese was soon baking furiously to keep all her new customers satisfied. Originally running the business from her home, it became clear that she needed a storefront and commercial kitchen. In February of 2012, she contacted the Small Business Development Center (SBDC) in Defiance for help obtaining a bank loan and making the move.

She met with center director and Certified Business Advisor® Merry Beavers and the two prepared a business plan, completed financial projections and discussed the loan process. With the completed loan packet Freese was able to obtain the financing she needed to take her business, Cookies on Demand, to the next level.

With a commercial kitchen and newly-renovated storefront, Freese’s business is thriving. Locals love her cookies, but with customers in Japan, Afghanistan and almost every state in the U.S., Cookies on Demand is spreading joy far beyond the Montpelier community.

“I’m very satisfied. From 1-100, I’m 101! I like that Merry was easily accessible. The minute I started to panic I called her and she was there, she was very calming,” Freese 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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