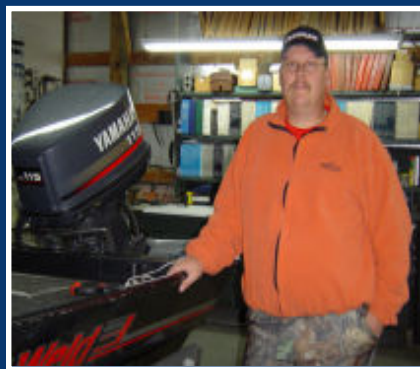


2004-2005 Annual Report

Kentucky's Small Business Development Centers



Building the economy.

Impacting lives.



**Kentucky's
Small
Business
Development
Centers**

**KSBDC:
Building
the
Economy!**

**590 Jobs
Created**

**299
Jobs Saved**

**194 loans
totaling
\$24,558,791**

**\$ 3,008,602
in state
revenue
taxes**

**\$ 2, 977,777 in
federal
revenue
taxes**

**\$ 61,651,695
in sales**

**KSBDC returns
\$2.82 for each
dollar
invested!**



**Twin Rivers, Inc., Livermore
35 Jobs Saved**

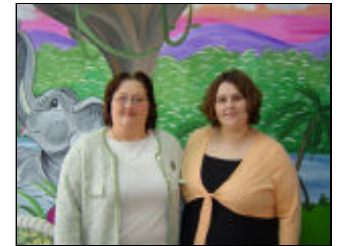
“For our success to continue we needed to grow. There was not any space here in McClean County. We would have gone to another state if it hadn’t been for help of the Owensboro SBDC. Our consultant knew how to make things happen. Getting the various governmental agencies together is like trying to move a mountain and he was able to do that.”

“I am using the SBDC right now for a new product we are patenting. They continue to help us!” -Glenn Haire

**Building Block Kids, Inc., Lebanon
15 Jobs Created**

“We set a goal of paying considerably more than the average day care so we can attract qualified caretakers for these children. Additionally, we encourage our employees to continue higher education. We actually had classes on-site for our workers to obtain their early childhood education certification. We always try to encourage our employees by letting them know we care about them.”

“I don’t think we would have been able to secure the financing if it had not been for the help of Patricia Krausman at the UK SBDC in Elizabethtown. The bank needed to see projections. We did not have the skills to do that. She helped us gather all the documents and put together our income and growth potential.” -Debbie Edwards



**Bath Motor Parts, Owingsville
2 Jobs Saved**

“The first question I heard was about if they [employees] were going to stay. We didn’t want to change too much. The previous owner had great employees and had done a great job over the past 30 years.”

“We really appreciate the opportunity to do business with the Morehead SBDC. Our consultant, David Barber’s, service made quite a bit of difference. He helped with all the paperwork. We got a better interest rate because of his help. It really helped all around.” -Jim Perry



**Assessment Services of Kentucky, LLC, Glasgow
13 Jobs Created**

“Creating jobs has been our greatest impact in the community. We pay our employees very well and offer them the flexibility of working on their own schedule. I hope as we progress we will continue to add jobs to the community. We currently have 13 employees, but we hope to have 30 by the end of the year.”

“The WKU SBDC has been such a great asset to us. Rick Horn, our consultant, has given us a lot of advice and moral support. He has been our greatest cheerleader.” -Kelly Christian

**Jackey Tax, Lexington
3.5 Jobs Created**

“The employees like it so much here they have taken their overtime checks and bought stock. I encourage my employees to stay in school because everything they learn will benefit my business. I allow them to go to school during the day if necessary. They appreciate my encouragement.”

“The Lexington SBDC provided help with writing the business plan which helped me get a small SBA loan and other loans. When banks saw the business plan the SBDC helped me with, they went out of their way to help.” -Steve Jackey

**GFB, Cadiz
11 Jobs Created**

“I am just excited that we are able to provide jobs for people in our community. We were looking at a list of people who were not working and we had a couple of people who left jobs at fast food companies to work here. It gets me really excited that we are providing jobs in the community.”

“Mickey Johnson, the SBDC West Kentucky District Director, understood where we were, what we had going on and where we needed to go. He headed us in the right direction. He was always a phone call away. He was a big help. He has stayed in contact with us. He performed his role really well.” -George Radford



**Curves, Grayson
3 Jobs Created**

“I am so grateful to the Ashland SBDC for all of the education, support and expertise that were given to me. My passion is to inspire and encourage women to make positive, healthy changes in their lives. I am so thankful for the opportunity to work with so many wonderful women and to watch them change their lives in such an amazing way. Thanks to the Ashland SBDC for helping me live out my passion!”
-Jennifer Vaden

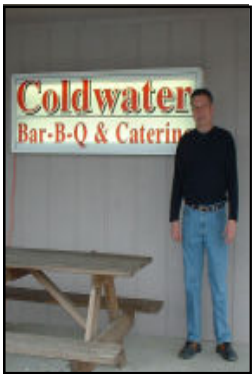
**Stidham Cabinets, Corbin
45 Employees**

“We provide employment for 45 people which impacts 45 families. We have been able to add these jobs and steadily improve our salary and benefit packages over the years.”

“When I met Kathy Moats, Director of the EKV SBDC, we were working with about 12 employees and trying to transition from a shop run by one man to delegating responsibilities. She helped me develop a management plan. Her help along with assistance from Eastern Kentucky University’s business school allowed us to develop the team concept, which we operate the business under today.” -James Stidham



**Coldwater Bar-B-Q & Catering, Murray
24 Jobs Created**



“Rosemary Miller with the Murray SBDC helped with the business plan development. She had contacts with the banks and the chamber of commerce.”

“Rosemary is a great person. She has become a great friend and a supporter of our business. She and her husband have really helped us get our name out in the community.” -Gary Barnes

**Labor Express, Louisville
4 Employees**

“Through my temporary labor agency, I found a number of men coming out of prison do not have jobs and are just on the street. Labor Express allows these men to try different jobs and get the skills they need. Many of them have construction skills. I want to be able to place these people and find jobs for them. I am taking the construction training course so that I can apply for bigger, governmental jobs and help people find work. The class is great.”

-Georgetta Brown
The Kentucky Minority & Women Construction Training Program, a statewide initiative, seeks to diminish or eliminate the barriers minorities and women entrepreneurs face when starting and growing their businesses.

**Carey-ing Family Medical Clinic, Middlesboro
4 Jobs Created**

“Not only has the clinic provided jobs to a few people, but we are providing a great service to the community. Many people were upset with the length of time it took to get a doctor’s appointment. We are making that easier and have been busy since our opening in December 2005.”

“Sam Coleman and the SBDC office were key in establishing the cost of what would be needed to open and sustain operation along with providing assistance in preparing our business plan. I visited with Sam a few times and he has followed up with us since.” -Brenda Carey, ARNP

**Ben/Java, University of Cincinnati
20 Jobs Created**

“Tom Burke, Director of the NKU SBDC, is such a great representative for the University. His energy and his service to small businesses are unparalleled. He connected me with Dr. Aron Levin who commissioned his class to conduct a survey to test the viability of the co-brand. It is just a great service. I highly recommend small businesses who are struggling with a marketing presence to contact Tom and the University.” -Mark David

***Mark hopes to open several more stores in the area including one on Northern Kentucky University’s campus.*



**7,791
Training
Attendees**

**KSBDC:
Improving
Lives!**

**1,163
Veterans and
5,304 Women
Served**

**521
Training
Programs**

**Average of
4.3 Hours
Spent
Assisting
Each Client**

**2,658
Clients
counseled**

KSBDC Network



KSBDC Central Office (888) 475-7232
225 Gatton College of Business & Economics
University of Kentucky
Lexington, KY 40506-0034

Elizabethtown (270) 765-6737
1105 Juliana Court #6
Elizabethtown, KY 42701-7937

Lexington (859) 257-7666
4th Floor Central Library Building
140 East Main Street
Lexington, KY 40507-1376

Somerset (606) 678-3042
(877) 358-7232
675 Monticello Street, Suite 1
Somerset, KY 42501

Greater Louisville (502) 625-0123
123 East Main Street
Louisville, KY 40202-1341

Ashland (606) 329-8011
1645 Winchester Avenue, 2nd Floor
Ashland, KY 41101-7638

Morehead (606) 783-2895
150 University Boulevard, Box 667
Morehead, KY 40351

Pikeville (606) 432-5848
3455 N. Mayo Trail #4
Pikeville, KY 41501-3298

Paintsville (606) 788-6008
120 Scott Perry Drive
Teays Branch Road
Paintsville, KY 41240-9000

Hopkinsville (270) 886-8666
2800 Ft. Campbell Boulevard
Hopkinsville, KY 42240

Murray (270) 762-2856
Murray State University
Business Building South, Room 253
Murray, KY 42071-3314

Owensboro (270) 926-8085
3860 U.S. Highway 60 West
Owensboro, KY 42301-0290

Paducah (270) 443-1746, ext. 234
401 Kentucky Avenue
Paducah, KY 42003-1551

Northern Kentucky (859) 442-4281
Northern Kentucky University
305 Johns Hill Road
Highland Heights, KY 41099-0001

Southeast (606) 248-0563
(888) 225-SBDC
Bell County Campus
1300 Chichester Avenue
Middlesboro, KY 40965-2265

Bowling Green SBDC (270) 745-1905
Western Kentucky University
1906 College Heights Blvd #61086
Bowling Green, KY 42101-1086



Greater Louisville Inc.



Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of SBA.