



2023 ANNUAL REPORT

330-759-3668

www.valleyedp.com

4319 Belmont Avenue, Youngstown, OH 44505

Mission

Valley Partners and our team have a heart for economic development. We offer and facilitate a variety of loan programs to support small businesses across the region and State of Ohio. Our mission is to develop employment opportunities by providing access to Capital with specialized flexible lending solutions. Valley Partners focus for 2023 was to remove barriers to increase equitable access to capital for underserved populations and geographic locations.



The Team



Teresa Miller
Executive Director



Wendy Walters
Loan Servicing
Director



TaMyah Petty
Office Manager
Loan Closing
Processor



Mario Nero
Director of Lending



Maureen Stenglein
SBA Lender



Madison Southern
Loan Officer
Marketing Manager



Matthew Longmire
Business Resource
Manager



Tanay Hill
Business Resource
Advisor



Gregory Lutz
Financial Specialist

Who We Are



Valley Partners was created in 1978 as a nonprofit organization dedicated to growing the region's economy with specialized flexible lending solutions. We are also a certified Community Development Financial Institution (CDFI) focused on efforts to help underserved segments and communities in the region. We are a Certified Development Corporation (CDC) approved by the U.S. Small Business Administration (SBA) to administer the SBA 504, Intermediate Lending Program (ILP), and 7(a) Community Advantage loan programs.

Our team understands the importance of equal opportunities for all. With our unrivaled expertise, we create personalized mentoring and flexible lending solutions that break-through income disparities and credit challenges. Valley Partners is excited to continue to provide educational and financial products for small businesses and help boost the regional economy in 2024.

2023 Board Members

ABRUZZINO, VITO: COLUMBIANA COUNTY
PROSECUTOR

COLELLA, CHRISTOPHER: FIRST NATIONAL BANK OF
PENNSYLVANIA

DEASCENTIS, ANNEMARIE: MAHONING COUNTY
COMMISSIONERS

DIGIROLAMO, BEN: HILL, BARTH & KING

GIBBS, JAMES: MAHONING VALLEY SANITATION
DISTRICT

GILCHRIST, STEPHANIE: CITY OF YOUNGSTOWN

HUSTON, SAMUEL: HUNTINGTON NATIONAL BANK

KEYS, MICHAEL: CITY OF WARREN

MCDOWELL, DERRICK: YOUNGSTOWN FLEA

MERLO, GIOVANNE: CITY OF NILES

MOHN, SARRA: JET CREATIVE

RICHARDSON, DIANE: LAWRENCE COUNTY
CHAMBER

SMITH, JULIE MICHAEL: VISTA AST

STABI, THOMAS: SCHROEDEL, SCULLIN & BESTIC

SUTTON, LYNETTE: YOUNGSTOWN AREA
DEVELOPMENT CORP.

TOOT, JOSHUA: PREMIER BANK





Partnerships



Agency Lending Partners in 2023

CDFI

City of Warren

City of Youngstown

EDA

Mahoning County Commissioners

The Raymond John Wean Foundation

SBA

The State of Ohio (MBAC, SSBCI, & State 166 Program)

USDA

The Youngstown Foundation

Financial Institution Partners in 2023

Consumers National Bank

Farmers National Bank

First National Bank of PA

General Electric Credit Union

Huntington National Bank

Mercer County State Bank

The Middlefield Banking Company

Premier Bank



Financial Products Disbursed



143 Closed Loans

2023 was another amazing year for Valley Partners closing 143 loans and disbursing 8 grants; beating last year's **record high** of 75 loans.

\$14.75 Million Injected from Our Funding Programs

\$36.6 Million in total project funds injected into the local economy during the year.

Underserved Geographies

70% of our financial products were disbursed to those in underserved geographies

Disbursed to Females

50% of our financial products were disbursed to women led small businesses.

Disbursed to Minorities

25% of our financial products were disbursed to minority led small businesses.



THE BUSINESS RESOURCE CENTER

Advancing community development through impactful resources

YEAR IN REVIEW

- MBAC Certified as a Tier 1 Center
- 223 Clients Served
 - 55% Females
 - 67% Minorities
- Assisted in Securing \$1.8M in Capital
- New Accounting & Legal Grant Program
- 275 Counseling Hours
- 14.5 Classroom Hours



**Department of
Development**

Minority Business
Assistance Center

In 2023 Valley Partners and their Business Resource Center (BRC) became a state certified **Minority Business Assistance Center (MBAC)**. Our Business Resource advisors help new or existing businesses with business plans, financial projections, putting together a financial request application and other items to start or run a business. The Center hosts lunch and learn classes for entrepreneurs on topics such as creating a business plan, financial planning and cash flow analysis and marketing.

With emphasis on creating equitable access to capital, the BRC makes great efforts to reach underserved segments such as female and minority-owned businesses and those located in QCT areas (census tracts that have high unemployment and economic distress).

In 2024, the BRC began to utilize funds from the CDFI Fund, The Wean Foundation, and the Youngstown Foundation to offer a **Business Accounting and Legal Grant Program** for newer and startup small businesses. In 2023, 21 clients graduated the class and were approved to receive a \$10,000 grant.

Community Events



Business Resource Center Open House



Judged BEBC Student Business Plan Presentations



**Attended YSU Games
with Partnering Agencies**



Biking with YoGo

Community Events



BRC Became MBAC Certified



Teresa served as co-chair of WRTA's Give Small Business a Lift Campaign



Volunteering and Golfing

Community Events



Team Building at Guardians vs Pirates Game



Science of Brewing Event



Cheers to Beers and Careers Event

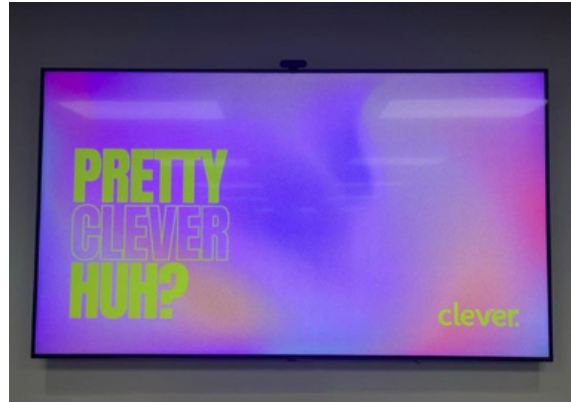
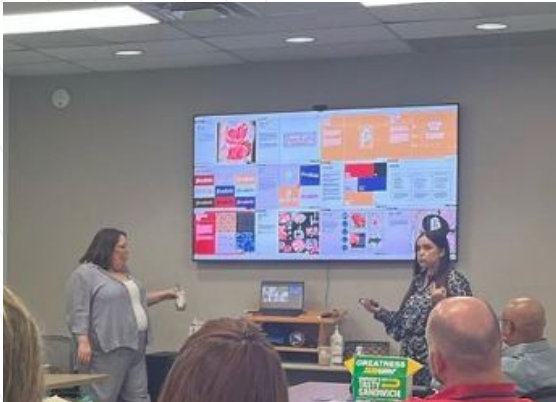


WesBanco Small Business Resource Event

Community Events



Seminar with Coach Joe Moss on Understanding Your Company's Value



Business Branding Seminar with Clever Marketing Firm



MBAC events with YBI

Community Events



Valley Vision 2050 Partnership



Matt was introduced as apart of the Leadership Mahoning Valley Class of 2024



First cohort of Business Accounting & Legal Grant Program Graduates

Clients



Bella Sorrella's

Maria made some improvements to her salon Bella Sorrella's



Calvin Center for the Arts

Erin began renovating the facilities building



Anna's Cookin

Anna & Emir upgraded their kitchen and expanded their business



Savannah Joe's

Joseph had the grand opening of his new restaurant



Atlas Sign

Shon purchased full ownership from a retiring Partner



OG Club

Aldridge opened his new golf simulator bar



Ridgeview Tours

Sharon purchased a new tour van to take groups across Northeast Ohio



Second Street Arms

Mr. & Mrs. Nichols purchased an existing business who's owners were retiring

Clients



Berena's Auto

Mr. & Mrs. Berena finished renovations to their facility



Valley Foods

The Valley's purchased new equipment to increase their production



Love Conquers All Bridal

MaryCatherine opened her new bridal store



Doughlicious Bakery

Jacquelynn purchased real estate to have her first storefront



Bared Diamond

Britney purchased inventory of her own created wax pots



Jeff Chrystal Catering

The Chrystal's utilized The City of Youngstown's Façade Program to get a new sign



Voyager

Levi completed renovations to Trek Coffee House and his distribution building



Win-Seek Mountain Trail and Lessons

Laura built an indoor mountain trail park for horses

Clients



Coates Car Care

Coates Family opened their brand new location on South Avenue



The Train Station

Mariah became the owner of the gym that she worked at as a trainer



Clients

Loan Program Borrowers

The Five 4's Distillery

Bruno Brothers of Austintown

Coney's Hot Dogs

Liberty Open MRI

Licker's BBQ

Beyond Expectations Barber College

Greene Eagle Winery

DOPE

Haven Homes Assisted Living of Mentor

Butterfly Effect Salon and Spa

Motozilli

Complete Primary Eyecare

Hidden Gem Hair Studio

A & J Kiducation

Bushwick

Yosteria

PNR Power Sports

The Beauty Bar by Andrea

Penguin City Brewing Company

Coates Car Care

Glam Hair Boutique

Dailey Chiropractic

Grizzly Bean Coffee

Beyond Expectations Beauty College

Lorenzino's Bocce Club

Lobo's Pasta

Apollo Event Center

Broadview Acres Country Canine Resort

Xpress Mobile X-Ray

Beaver Nutrition

Youngstown Barber College

Gloris A. Griffin Counseling Services

1Coat Industrial Coatings

R.K. Campf

Full Circle Homecare

YoGo Bikeshare

Lil Indian's Mobile Meals

Precision Foam Fabrication

722 Automotive

Lakeshore Coffee Co

Therapeutic Strength

Crago's Pest Solutions & Inspections

Lostetter Designs

DreamU

Thousands of Bolts

Nolfi & Associates Insurance &
Financial Services

Cassese's MVR

Moab House

DOY Investigations

DSW Transport

Destiny Auto Sales of Ohio

MP Coney Island

Cigar Vibes

YDS Restoration

Woodland Cellars

JoDells Transportation Company

Cheer Time Athletics

Provence Mills

The Party Space

Hahnz Manufacturing

Associates Family Foot Care

Eagle Medical Billing

Sunshine Golden Acres

Youngstown Letter Shop

Bodimus

Daddy D's BBQ



Clients

Youngstown Facade Forgivable Grant Program

Projects Underway

Love and Beauty LLC

Youngstown Symphony Society Inc.

Beyond Expectations Beauty College

ACLD School and Learning Center, Inc.

The Takeout LLC

The Youngstown Playhouse Inc.

Mr. Rooter Plumbing of Youngstown

P & L Metalcrafts, LLC

Youngstown CityScape, Inc.

Mozac Properties, LLC

YO Properties 23 LLC

Funded to Completed Projects

Daddy D's BBQ LLC

RT Global Prospect, LLC

Charlie Staples Barbecue and Pitt Boss

Esports Lounge, LLC

Hopewell Theatre, Inc.

Rossi Business Transition Solutions, Inc.

Avalon Downtown, LLC.

Destiny Auto Sales of Ohio LLC

JPS Ventures LLC

Oak Hill Collaborative, Inc.

OG Club, LLC.

Scott Auto Group, LLC.

Youngstown Barber College Inc.

Hope For Renewal, Inc.

Resource Property Group, LLC

G's Chop Shop

Hubi Properties II, LLC

Bethel Church of God in Christ, Inc.

Lafrance-South, Inc.

Penguin City Brewing Company, LLC

The Boys and Girls Club of

Youngstown, Inc.

Youngstown Neighborhood

Development Corporation

Congregation Ohev Beth Sholom

Sure Line, Inc.

Jeff Chrystal Catering

JAD Rentals of Youngstown, LLC

Palm Cafe

Hackett's Pub

Calvin Center for the Arts, LLC

BGMG LLC

Yosteria, LLC

Voyager Beverages

WHAN HOLDINGS LLC



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DEVELOPMENTPARTNERS](HTTPS://WWW.FACEBOOK.COM/VALLEYECONOMICDEVELOPMENTPARTNERS)

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