



## PARTICIPATING BANKS

### **Buckeye Community Bank**

Linda O'Malley, 440-233-3941  
laomalley@buckeyebank.com

### **CF Bank**

Anne Cheh-Falb, 216-468-6137  
annechehhalb@cfbankmail.com

### **Citizens Bank**

Jacqueline Woodstock, 248-226-7776  
Jacqueline.m.woodstock@citizensbank.com

### **Dollar Bank**

Dennis Boose, 216-736-8949  
Dboose897@dollarbank.com

### **Economic and Community Development Institute**

Sam Falsone, 216.912.5655  
SFalsone@ecd.org

### **Faith Community United Credit Union**

Brad West, 216-271-7111  
brad@faithcu.com

### **Fifth Third Bank**

Mary Santora, 216.416.1755  
Mary.santora@53.com

### **First Federal of Lakewood**

Ron Schultz, 216-239-5905  
rschultz@fhl.net

### **Grow Cuyahoga Fund**

Sheldon Bartell, 614-499-0476  
sbartell@nationaldevelopmentcouncil.org

### **Growth Capital Corporation**

John Kropf, 216-592-2343  
jkropf@growthcapitalcorp.com

### **Huntington Bank**

Kennan Ferian, 216 515 6630  
Kennan.ferian@huntington.com

### **Key Bank**

Dave Kinzel, 216-689-4765  
David\_e\_kinzel@keybank.com

### **Peoples Bank**

Steve Skaggs, 216-910-0560  
Steven.Skaggs@pebo.com

### **PNC Bank**

Lisa Rucker, 216-222-3435  
lisa.rucker@pnc.com

### **U.S. Bank**

Ben Robinson, 216-402-3798  
Ben.Robinson@usbank.com



# Cuyahoga County

TOGETHER WE THRIVE

City of Lakewood  
Department of Economic Development  
Daniel Wyman  
(216) 529-7680  
Daniel.Wyman@lakewoodoh.net



Small Business  
Administration

Cuyahoga County-Municipal  
Small Business Initiative



## WHAT?

The SBA-County-Municipal Initiative, created in partnership with Cuyahoga County, Participating Municipalities, and the U.S. Small Business Administration, is a supplemental investment program designed to assist small business growth and job creation.

Project funding consists of an SBA-backed Loan from a Participating Lender, a Performance Grant/Forgivable Loan from the program's Participating Municipality, and owner equity.

For qualified businesses, the Small Business Initiative Program's Performance Grant/Forgivable Loan can provide capital for a project up to 15% of the total cost, up to a maximum of \$50,000.

This leveraging of resources makes difficult projects possible and solves working capital gaps, creating jobs, opportunities, and economic development.



## WHY?

Cuyahoga County and Lakewood are committed to a thriving region where businesses can prosper and grow.

The County's Priorities underpinning its funding assistance to the SBA-County-Municipal Small Business Initiative:

- Economic Growth & Opportunity
- Fairness & Equity
- Government that Gets Results

Primary Goals for this Program:

- Our Region is Economically Competitive
- Our Businesses are Growing and Profitable
- Our Communities are Vibrant, Dynamic and Diverse

Assisting small & mid-sized businesses, in their locating to communities, new expansions and start-up activities helps achieve the critical pathways for entrepreneurs to continue their growth and success.



## WHO IS ELIGIBLE?

Small to mid-sized businesses in Lakewood who want to start a new business or grow an existing one.

Eligibility is dependent on:

- Business being located in, or willing to locate into, Name of Municipality
- The Business' ability to meet certain SBA-guaranteed bank loan qualifications
- Completion of required Technical Assistance from a Small Business Development Center (SBDC)
- Ability to provide 10% equity toward the project cost.



## WHAT IS THE APPLICATION PROCESS?

1. Contact the City of Lakewood Economic Development Department at (216) 529-7680 or Daniel.Wyman@lakewoodoh.net

2. Complete the Program's Pre-qualification process

3. If the business is a suitable candidate for the Program, a letter will be sent to the applying business, Participating Lender, the SBA Cleveland District Office, and a selected SBDC. The applicant can reach out to the Small Business Center of its choice and begin the technical assistance process.

4. When the business has completed its SBDC technical assistance, and has been approved for the SBA loan, the City of Shaker Hts. and the Participating Lender will close on their respective loans with the borrower concurrently



## HOW WILL I BE SUPPORTED?

The City of Lakewood Economic Development Department will provide you with full assistance in guiding you through the initial Pre-Qualification and Application Process.

Your business will also be guided in seeking out advice and technical assistance from expert advisors through the Program's participating Small Business Development Centers (SBDC) which are listed below:

- Urban League: 216-622-0999
- Hispanic Business Association: 216-281-4422
- CSU at Cleveland Heights Lee Road Library: 216-321-1633
- Women's Business Center/ ECDI: 216-912-5655

