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SCORE National Chairman Speaks on “Helping Entrepreneurs and Creating Jobs”

National chairman Ken Yancey spoke to Dayton and Cincinnati area SCORE chapter memberships June 20 on building the number of volunteer counselors to counsel budding entrepreneurs and create more jobs at the West Chester Chamber Alliance Training and Education Center.

Yancey heads the nonprofit volunteer group manned by 10,500 retired executives and small business owners in 389 chapters across the United States. SCORE is an arm of the U.S. Small Business Administration.

SCORE Cincinnati chapter chair Bill Haman said that SCORE workshop participation is up to 600 this year in Cincinnati from 200 last year. The how-to workshops are offered to the public at a low cost and are designed to help aid entrepreneurs as they begin, establish and re-organize their businesses.

The Greater Cincinnati's Chapter 34, which covers southwest Ohio, northern Kentucky and southeast Indiana, boasts 70 volunteer counselors and provided 4,141

services through counseling and workshops, creating an estimated 400 to 500 jobs in 2007.

Yancey praised the two chapters' volunteers for making a difference in the daily lives of entrepreneurs. "Most people starting a business are not ready to be successful yet," he said. "You help them make decisions that will help them be successful in the long run."

SCORE operates on a \$5 million budget per year and has been praised for its effectiveness. It relies on volunteers and individual and corporate donations in each community to provide free, confidential mentoring and low-cost, practical workshops on how to create and improve business practices that lead to sustainability and financial success.

In 2007, SCORE counselors nationwide were instrumental in the formation of 19,700 businesses. Yancey said on average, one new business was formed for every 10 face-to-face counseling session that SCORE volunteer counselors provided.

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