

# The State of Social Enterprise in Central Ohio

Second Annual Report • August 2, 2016



The Center for Social Enterprise Development

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Allen Proctor

## Chairman's Letter

What a year it has been! The Center for Social Enterprise Development exists to educate, advocate, and cultivate financial support for anyone who wants to change Columbus for the better through social enterprise. We are all part of social enterprise. Social enterprise includes an entrepreneurial team with an idea to raise money for a worthy cause through product sales. It includes a non-profit organization determined to diversify its revenue stream so it can spend less time raising money and more time changing the world. It includes a for-profit company interested in improving the community for its people, its customer, and its city.

And it includes all of us.

The Center's educational efforts would be incomplete without experts like Sheri Chaney Jones and the team at Cause Impact. Our advocacy efforts would be considerably less effective were it not for platforms for dialogue like *Columbus Business First* and *The Metropreneur*. And our financial support is part of a larger – and growing – ecosystem that includes the upcoming launch of Pipeline Angels in Columbus, a local presence of Kiva, the coming first close of our sister organization, the Community Investment Network of Central Ohio, and of course the various prize pools awarded to social entrepreneurs who complete programs like SE Catalyst, SEA Change, and GiveBackHack.

Within our organization, we are indebted to the board, the advisory board, and those who advocate and support our efforts in the Columbus area, like AEP, the L Brands Foundation, The Columbus Foundation, the Columbus Partnership, Cardinal Health, AEP, IGS Energy, and more.

Changes are on the horizon for the Center, and for the entrepreneurial community in Central Ohio. We prepare to expand our staff, we are excited for major projects in the works for next year, and we continue to welcome support from all sectors to foster the kind of innovative city we are excited to be.

I can't wait to see what happens next.



**Elaine Grogan Luttrull, Chairman**

Center for Social Enterprise Development

# Introduction

## Annual Report on the State of Social Enterprise in Central Ohio

The Center for Social Enterprise Development has completed its second year of fostering a more robust social enterprise sector in Central Ohio. One year ago we celebrated the progress in our community with the first annual Positioned to Prosper community celebration of social enterprise. This celebration accompanied release of our first annual report on *The State of Social Enterprise in Central Ohio*. We are grateful to AEP for sponsoring this second annual report and to Huntington Bank and The Business of Good Foundation for sponsoring this second community celebration.

The Center for Social Enterprise Development's goals encompass outreach, training, and investment in social enterprises.

- **Outreach** – Increase civic awareness of and engagement in social enterprise and to foster a network of social enterprises that can provide peer support to each other.
- **Training** – Educate nonprofits on the benefits of social enterprise to supplement philanthropy in supporting their mission, and to provide workshops, mentoring, and coaching to social entrepreneurs to develop their ideas into successful enterprises.
- **Investment** – Develop a supportive ecosystem and capitalize new social enterprises such that Central Ohio will be recognized as a community that includes social enterprise as a central component of its economic development strategy.

This report enumerates the tremendous progress over the past year in Central Ohio. Here are some highlights:

### Start-Up Players

The Center continued its workshops and experimented with a networking program to bring the concepts of social enterprise to more than 1,100 individuals. In February the Center launched the successful SE Catalyst™ eight-month immersion program for nonprofits looking to develop a sustainable social enterprise. WakeUpStartUp and Sundown Rundown continued their popular pitch sessions and The Tony R. Wells Foundation continued its successful Executive Education Program in Social Impact Investing. The Business of Good Foundation brought its successful SEA Change accelerator program to Columbus, facilitated by the Center.

### Events

The *Metropreneur's* Aspire event recognized three local social entrepreneurs in October.

The February APTE (Alleviating Poverty through Entrepreneurship) Summit at OSU focused its social entrepreneur pitch competition on local student entrepreneurs. CivicHacks expanded its StartUp StoryTellers featuring local social entrepreneurs in April and GiveBackHack reprised in February to hatch a dozen great social enterprise ideas in three days. StartUp Weekend added social enterprise sessions to its popular April happening. The Ernest & Young Entrepreneur of the Year program recognized its first social entrepreneur winner in May.

## Capital

The Tony R. Wells Foundation continued its active role in social enterprise investment and The Columbus Foundation invested in three local social enterprises through its Fund for Financial Innovation. The CINCO Fund continued to attract investors, welcoming OhioHealth as its most recent subscriber. The DRK Foundation opened a Columbus office to identify nonprofit enterprise ideas for its extensive grant and support program.

## Media

Social enterprise is now a familiar topic in Central Ohio media channels. Articles, interviews, and spotlights of social enterprises were published the past year in *The Columbus Dispatch*, *Columbus CEO*, *Columbus Monthly*, *Business First*, and *The Metropreneur*. My monthly column on social enterprise in *Business First* celebrated its tenth year of publication.

## Social Enterprises

One of the most exciting efforts by the Center this past year has been to identify local organizations who consider themselves to be social enterprises. The initial list included 29 names and last year we had identified 70. The number grew by over 20 percent over the past year. In the appendix to this report, you can see the organizations we have identified so far, their product or service, and contact information. If you know of an organization not on this list, tell us ([info@cincohio.com](mailto:info@cincohio.com)). Learn about these companies that create quality goods and services while creating social impact – and give them your business!

After reading this report, I hope that you will choose to connect with the Center throughout the year to keep abreast of the expanding world of social enterprise in Central Ohio. Our blog and newsletters online, our workshops, and our events can be your gateway to the passion and purpose given to our community through social enterprise.



**Allen Proctor, President & CEO**

Center for Social Enterprise Development

## Supporting Social Enterprise



There is little doubt that nonprofits can benefit from developing new sources of earned revenue through social enterprise. Over 85 social enterprises are currently operating in Central Ohio, but the majority of nonprofits have not yet taken the plunge. The biggest mistake social entrepreneurs make is “not starting.” They focus on planning in hopes it will guarantee success or eliminate all risk.

There is too much talk that, to be worthwhile, social impact must be huge, using words like “scale, disrupt, global, affect a large number of lives.” Social enterprises

“As America’s Opportunity City, Columbus is constantly striving to be a better place to launch and grow small businesses; many of which are social enterprises that create economic opportunity for underserved populations.”

**Andrew J. Ginther**  
**Mayor**  
**City of Columbus**

that benefit neighborhoods may never meet this test. By that criterion, making a small difference or helping a few dozen lives reflects mediocrity, and therefore is not worth trying. It is no surprise that this type of thinking has led social impact investors to place **81 percent of their investments** in mature or publically-traded companies rather than in startups, and for 84 percent of investors to want close to market-rate financial returns.

*Jeremy Beer, in an opinion piece in the Chronicle of Philanthropy* appropriately published on 9-11, made an eloquent case for doing good, however small the effort may be. He said, “[a small effort] may not change the world in the most “logical” way, but it nevertheless has an

important effect: It protects, preserves, and grows local communities of caring.”

As a further inspiration for our community to support the multitude of small efforts to create social impact in Central Ohio, Mother Teresa reminds us: “It’s a drop of water in the sea. But after this drop, the sea will never be the same.”

Sometimes, making the effort is the most significant gift to the community. All businesses start small. Some become global, others stay local. Starting a social enterprise that ultimately benefits only one neighborhood is still worth the effort. Starting is the first requirement for success.

As in last year’s report, we focus on five areas that are critical to the support of vibrant social enterprise activity in Central Ohio. We continue to believe that, as more and more Central Ohio social sector organizations step up, the rest of the community will rally to step up as well. What follows is an examination of the progress Central Ohio has made in each of the five areas since last year’s inaugural *State of Social Enterprise in Central Ohio* report.



## Build Awareness and Community Engagement

The Center has substantially expanded its efforts to build awareness of and community engagement with local social enterprises. Since last August's *State of Social Enterprise* report, the Center's outreach efforts have reached 1,100 people. Through the Center's blogs, newsletters, Facebook posts, LinkedIn posts, and Twitter feeds the Center reaches another 4,200 individuals, in addition to readers of Allen Proctor's monthly *Business First* column. The Center regularly posts on LinkedIn groups that collectively exceed 20,000.

The *Metropreneur* raised awareness by again presenting its Social Entrepreneurship Award in October at its new event, *Aspire*, recognizing **Candle with a Cause**, **Hot Chicken Takeover**, **Roosevelt Coffeehouse**, and **Pearl Interactive Network**. More recently, The *Metropreneur* teamed with the Center to publish monthly in-depth interviews with local social entrepreneurs.

Three associations introduced new audiences to the social good created by local social enterprises. The Ohio Young Professional Summit featured seven local social enterprises in its afternoon panels. The Ohio Educational Service Center Association devoted an entire day of its annual conference to programs on social entrepreneurship. The Ohio Association of Community Action Agencies also sponsored an entire day of programming on social enterprise for its members.

Startup Week marked its second year in Columbus by offering several panels on social entrepreneurship, while the Cause Collaborative event devoted more than half its program to emerging social entrepreneurs.

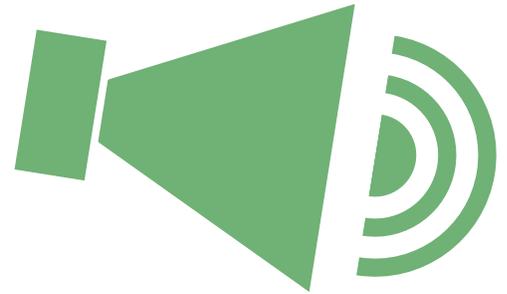


“ **Making a positive difference in the world is not a side activity. We can all make the biggest contribution to our communities when we take our collective skills and competencies and apply them to helping solve some of our communities' most pressing challenges.** ”

**Craig Marshall**  
**Managing Partner**  
**Ernst & Young, LLP**

Columbus SOUP is a popular event that connects people with local projects in need of grassroots funding. Its Fall SOUP event marked its first time featuring the theme Social Entrepreneurship. The Center is delighted to be Columbus SOUP's Presenting Sponsor in 2016.

Columbus' emerging social enterprises were doubly honored by the prestigious Ernst & Young Entrepreneur of the Year award program recognizing a social entrepreneur for the first time. Central Ohio's own Bill Hardy, President & CEO, Equitas Health (formerly known as AIDS Resource Center Ohio ) was recognized as the 2016 EY Entrepreneur of the Year in the category of Health Care and Technical Services.





## Support New Entrants

In the past year Central Ohio has seen the launch of many more social enterprises. Compared with last year's listing of social enterprises, 20 new enterprises have been added and five have faded away. Among the new entries are:

- Abe's Kitchen
- Art and Clay on Main
- Design Outreach
- Fairhaven Lawn Care
- Gluvco
- soHza
- Ripple Coffee
- THRIV3 LLC
- Nature's Touch Lawn Care
- Patriot's Pride Painting

“The opportunity provided by SE Catalyst to work with a group and get the individual attention and structure needed to launch has given our organization the courage and the confidence to be bold and innovative.”

**Bo Chilton**  
**CEO**  
**IMPACT Community**  
**Action**

The past year has seen an explosion in the number of programs and players that are working to help new social entrepreneurs to succeed. GiveBackHack had another successful weekend in February, and OSU's APTE conference featured all OSU social entrepreneurs this year. WakeUp StartUp continued its pitch sessions to expose entrepreneurs to new audiences and Sundown Rundown expanded beyond pitch sessions to add luncheon seminars and an angel investing session in April.

The Tony R. Wells Foundation's executive education program for social impact investing is one of the largest contributors for nonprofits generating new social enterprises, serving 135 organizations over the past three years. The Association for Fundraising Professionals recognized this work by selecting it as the 2016 Foundation of the Year.

The Center added a social impact measurement workshop to its existing series of four workshops and experimented with a bi-monthly networking program for local social entrepreneurs, reaching 350 people over the course of the year.

A major expansion in the Center's efforts to support new entrants was the introduction of two intensive programs for emerging social entrepreneurs. SE Catalyst™ is an eight-month intensive program for nonprofits looking to start a social enterprise. It is a program of CauseImpact LLC and has demonstrated impressive results in Nashville and other cities. SEA Change is a 12-week accelerator for social enterprises at multiple stages of development. It is a program sponsored by The Business of Good Foundation and in its first two years has produced numerous successful start-ups in Cleveland.

As part of these latter initiatives, the Center has begun assembling a roster of local business people who are willing to lend their expertise to start-up social entrepreneurs. The roster currently has grown to include more than 55 individuals. We continue to explore how to best partner and make use of local expertise and the Center is currently using weekly SEA Change sessions as a trial of alternative ways to tap their expertise.



## Enhance Marketplace

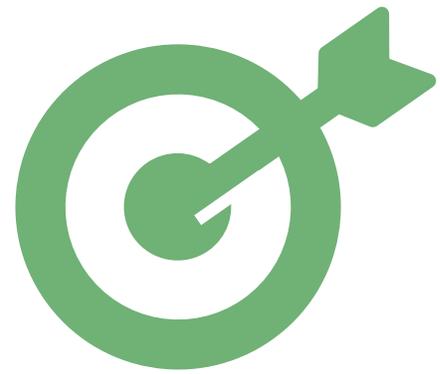
Social entrepreneurs need to prioritize their product, even though creating social impact is their passion. To do otherwise relies too heavily on customers' efforts. As social enterprises continue to refine their marketing efforts to tell their social impact story, as customers, we still may need to make an extra effort to learn how buying these products and services contributes to creating positive social change.

The past year the Center continually updated its online directory of local social enterprises and added more detailed descriptions of impact for more than two dozen. The list continues to grow as the Center connects with new social entrepreneurs. Here are some of the major categories of products and services offered by local social entrepreneurs (and listed in the appendix):

- Clothing/Jewelry: 9
- Food/Drink: 28
- Health/Medicine: 6
- Home/Lawn: 12
- Office Supplies/Professional Resources: 9
- Recreation: 5
- Specialties/Collectibles: 5

The Center also launched a Facebook page that features social enterprise news daily and, in December, a holiday shopping guide highlighting gift ideas from local social enterprises. The Center's Twitter feed regularly highlights social enterprise happenings.

In April, *The Metropreneur* began publication of a monthly interview of a local social entrepreneur. Each month focuses on a different area of social impact and lists all local social enterprises creating that impact, so that



“ When consumers can purchase a product and know immediately that that purchase benefits the small business owner, as well as having a direct impact on the lives of others, it makes the purchase more meaningful and important in the larger landscape of how we view consumerism. ”

**Anne Evans**  
**Co-Founder**  
**The Metropreneur**

customers interested in an area of social impact can steer their business to local social enterprises creating that impact. The interviews are conducted and written by the Center's Sara Parker.

CivicHacks' Startup StoryTellers event offered high energy featuring some of the most innovative entrepreneurs in town. And the Ohio Young Professionals Summit provided two sessions introducing young professionals to buying opportunities from social enterprises Freedom a la Cart, Glass Axis, Outfit Good, Roosevelt Coffeehouse, Blue Bow Tie Food Services, Hemisphere Coffee Roasters, Pearl Interactive Network, and soHza.com.

This is good progress in supporting our social enterprises to be financially successful and create significant impact. With further efforts to enhance the marketplace for social enterprises, the day will come when consumers will approach every buying decision with a search for a social enterprise alternative. One enterprising new effort is the upcoming SEA Change Festival, a public street festival celebrating local companies that give back.





## Highlight Results

Since the launch of the online Directory of Social Enterprises at last year's *Positioned to Prosper* event, the number of social enterprises in the Director has grown by over 20 percent. Working with the social enterprises listed in the Directory, the Center has begun to collect data on their economic and social impact. The effort remains at an early stage and the one-third of the enterprises which have a profile describing their impact are highlighted in the Directory.

The profiled social enterprises have created full-time or part-time jobs for 1,333 individuals, of which over three-fourths are disadvantaged or disabled. These companies range from just one employee to more than 450. If this group were representative of all the social enterprises in Central Ohio, this emerging sector would be a significant job creation engine in our community.

“ **In a few short years, the Central Ohio community has moved from a small and relatively unknown social enterprise community to a breadth of social enterprises that are gaining in popularity. As a next step, documenting the positive benefits of these organizations will help sustain and grow this valuable sector of our local economy.** ”

**Lisa Courtice**  
**Executive Vice President**  
**The Columbus Foundation**

Those enterprises who reported payroll show a significant contribution to the economy. The smallest start-up generated \$4,600 in payroll while the most established paid over \$10 million in one year. The state and local income taxes paid by those employees are another significant contribution to the community.



**1,333**  
jobs created



**\$16.3M**  
in payroll



**\$29.9M**  
in earned revenue



Education to over  
**7,500**  
individuals



Providing over  
**18,000**  
meals

The potential significance and viability of social enterprise is vividly reflected in the total sales of this small subset of our local enterprises. Some are just launching and their revenues are still in the four-figure range. But others with more than a decade of growth have sales of \$12 million.

The social enterprises reflected in these numbers are a minority of the social enterprises operating in our community. They range from the emerging to the well-established. There is no doubt as more data become available, and more social enterprises are identified, the economic impact of this sector should earn them a seat at the table in economic development decision-making.

Social enterprises produce more than economic impact; they produce social impact. This is an area with no standard measures – and development of objective quantitative data on social impact is a common topic of conversation nationally. Some report financial contributions to nonprofit mission; others report improvements in community health.

The more easily quantifiable social impact measures report bringing education to over 7500 individuals in ways ranging from one-time events to college scholarships.

Area social enterprises report feeding over 18,000 individuals either through the food bank system or through LifeCare Alliance’s Meals on Wheels program.

All of these economic and social impact statistics were compiled from just 32 of the 85 social enterprises we have identified to date. These are just a small sampling of the existing impact on our community and represent the immense potential of this growing social entrepreneurial spirit to transform our community and achieve significant inroads in some of the most pressing challenges faced by our community.

The more effective and efficient that social enterprises can become in achieving social outcomes, the quicker and more likely Central Ohio will reach its ideal vision of an economically thriving, vibrant community where everyone can succeed. This past year the Center teamed up with OSU Fisher College to run a pilot to use Six Sigma continuous improvement techniques to increase the social impact of a local social enterprise. Based on the success of this pilot, Fisher plans to include up to four local social enterprises in its Six Sigma projects in the Fall of 2016.

So far we have just scratched the surface in assembling information regarding the true impact of this sector and how these enterprises are meeting the needs of the community. This shortage of reliable measures and systems to gather and report impact data limits the ability of grantors and investors to make data-driven investments in the programs that are creating true social change.

To challenge this situation, the Center has teamed with Community Research Partners and Measurement Resources Company to assemble a coalition of civic and business leaders and funders to explore development of a system that is efficient and replicable that will:

1. identify and collect the right information,
2. be easily and economically updated regularly,
3. store data in a way that allows users to sort and filter as desired,
4. easily export the data to a wide range of platforms,
5. facilitate analysis and evaluation by a wide range of constituents

We hope that next year's *State of Social Enterprise* report will have a long list of partners supporting this valuable effort.



## Develop Capital Markets

Central Ohio has a strong culture of investment in start-up companies: Ohio TechAngels Funds, Ohio Third Frontier, NCT Ventures, and Rev1 Ventures are examples. It also has a strong culture of philanthropy as indicated by the record value of grants provided through the many funds of The Columbus Foundation and the Columbus Jewish Foundation.

The motives for the former are financial return and the prospect of receiving back the investment so it can be recycled into further investments. The motive for the latter is social impact since a grant is the equivalent of an investment that is written off as a total loss. With such different motives, it is not surprising that they are viewed as different and unrelated activities.

**Kickstarter** and its crowdfunding offshoots have spawned the concept of investment with social impact. Kickstarter is closer to a grant than an investment because its motive remains only social impact since a financial return or opportunity to recycle one's investment into further investments is not possible.

Kiva Columbus launched in 2015, connecting local for-profit and non-profit entrepreneurs to a global crowdfunding network of over 4.5 million investors. Kiva provides borrowers with zero-interest, zero-fee crowdfunded micro-loans of up to \$10,000. Since its launch, Kiva Columbus has facilitated over \$100,000 in micro-loans to 20 entrepreneurs. Loans have touched 13 different neighborhoods across Columbus and Franklin County, with 25% of loans going towards social enterprises. More recently, Reese Neader and newly elected Mayor Andy Ginther launched a local portal ([us.kiva.org/columbus](https://us.kiva.org/columbus)) specifically targeted to connecting lenders with local borrowers.



“**Pipeline Angels is passionate about activating local capital for local entrepreneurs. We're looking forward to training high net worth women in Columbus to invest in women social entrepreneurs in Ohio and beyond.**”

**Natalia Oberti Noguera**  
**Founder & CEO**  
**Pipeline Angels**

Being a zero interest loan program, Kiva will not provide a financial return but it will produce social impact and the opportunity to recycle one's investment into further investments. The Center has set aside a special fund specifically for making Kiva loans to social enterprises listed in the Center's online Social Enterprise Directory.

Does social impact change the risk-return equation by enough to attract local startup investors to the low return-high risk opportunities of investing in local social enterprises? In the social enterprise directory, these profiled social enterprises address this question for a social impact investment of \$300,000:

- This investment in **LA Catering** would create a sustained impact of an additional 600 clients receiving Meals-on-Wheels year after year.
- This investment in **Double Comfort Restaurant** would create a sustained impact of an additional 75,000 meals being provided each year through Central Ohio food pantries.
- This investment in **Pearl Interactive Network** would create 40 additional jobs for disabled veterans paying an additional \$1.6 million in payroll every year thereafter.



A grant of \$300,000 would achieve the same social impact, but an investment would also provide the investor with a financial return and the chance to invest later in more social impact.

The past year Central Ohio saw numerous advances in providing significant capital to social entrepreneurs.

- ECDI, a major local micro-lender, invested \$250,000 in local social enterprises.
- The Columbus Foundation funded three social enterprises. Since 2009 it has funded 28 social enterprises through 32 grants totaling \$1,483,950.

- Hot Chicken Takeover is having success raising up to \$1.8 million in angel capital from individual investors and investment funds, led by a food industry investor.
- Azoti, already a beneficiary of angel investment, is in the midst of a round for bridge funding.
- The Tony R. Wells Foundation continued to lead the community with the largest number of social impact investments.
- The Business of Good Foundation in Cleveland made its first investment in a Central Ohio social enterprise.

In addition, in the past year the DRK Foundation of Menlo Park, CA opened a Columbus office to bring its blend of capital and expert support to innovative local nonprofits. Also, Pipeline Angels of New York City is committed to launch its program in Columbus to train accredited women in how to invest in social enterprises.



# Conclusion

## **I hope you agree that the past year has been one of exciting progress:**

- More players participating in, trying out, and producing social impact through enterprise.
- More awareness of social enterprise through the media, public events, and start-up “hacks.”
- More support by our community to make social enterprise a successful and significant business sector in our region.

## **Join with us in dreaming the time will soon come when:**

- Nonprofits will thrive and be self-sustaining through social enterprise;
- Social impact ideas are regularly developed and fostered by an engaged community;
- Social enterprises are the first place individuals and companies look to find the products and services they need;
- Government programs to develop small business and to create jobs will look to social enterprises as effective, efficient, and impactful;
- When young professionals look for the communities to launch their careers, they will seek out Columbus as a community replete with businesses that incorporate making a difference into their companies' DNA.

## **For its part, the Center for Social Enterprise Development has these plans for its third year:**

- Become the go-to hub for the community to learn about social enterprises in Central Ohio, their social impact, and how they can incorporate impact into their everyday buying decisions.
- Assemble a coalition of civic and business leaders and funders that will develop a system that is efficient and replicable for collecting and reporting on impact.
- Sponsor more community events like Columbus SOUP, StartUp StoryTellers, APTE, SEA Change Festival and GiveBackHack.
- Continue intensive entrepreneurship programs like SE Catalyst and SEA Change as well as introductory workshops on the skills required to be a social entrepreneur.
- Launch a local investment fund that will enable individuals to devote some of their capital to investing to make a difference in our community.

**And here are some of the ways you can make social enterprise a significant component of our economy:**

- Support the Center by becoming a donor.
- Join the Center's expert network and lend your expertise to a social entrepreneur.
- Attend and support events that celebrate social enterprise.
- Follow our Twitter, Facebook, and blog to connect your friends with our local social enterprises.
- Encourage the nonprofits you support to learn more about social enterprise and how they can use it to become more self-sustaining.
- Check out the Appendix to this report and regularly check our social enterprise directory before you go shopping to see where your needs for goods or services can be provided by a local social enterprise.

# Appendix

## Social Enterprises in Central Ohio 2016

### Art/Collectables/Specialties

#### **COSI Science2Go**

Andy Zakrajsek, SVP Experiences

Phone: 614-629-3111

#### **Franklin Park Conservatory (Botanica Gift Shop)**

Kathy Steedman, Retail Operations Manager

Phone: 614-715-8012

#### **Glass Axis**

Rex Brown, Executive Director

Phone: 614-291-4250

#### **Global Gallery**

Rachel Hershberger, Operations Manager

Phone: 614-262-5535

#### **Museum Store at the Columbus Museum of Art**

Pam Edwards, Director of Retail Operations

Phone: 614-629-0312

#### **Sunapple Studio**

Kurt Schmitter, Director of Workforce Development

Phone: 614-342-5744, ext. 5754

#### **Wexner Center Store**

##### **(Wexner Center for the Arts)**

Matt Reber, Manager

Phone: 800-678-6264, or 614-292-0330

### Children/Toys

#### **Katelyn's Kloset (EasterSeals Central and Southeast Ohio)**

Pandora Shaw-Dupras, CEO

Phone: 614-526-8936

### Clothing/Jewelry

#### **City Life Promotions**

Greg Rodgers, Social Enterprise Director

Phone: 614-886-1015

#### **GLUVCO**

Dustin McMillan, CEO/Owner

Phone: 614-981-5755

#### **Goodwill Columbus**

Tim Salvato, SVP Retail Operations

Phone: 614-702-9880

#### **Outfit Good**

Andrew Goldsmith, Co-founder

Phone: 614-859-9096

#### **Out of the Closet**

Jordan Chasteen, Store Manager

Phone: 614-291-2680

#### **Salvation Army of Central Ohio**

David Deitrick, Administrator

Phone: 614-221-4269, ext. 301

#### **soHza**

Vicki Miller

Phone: 614-571-8210

#### **The Bindu Project**

Shelley Bird, President

Phone: 614-753-5579

#### **Unchained Fashion**

Felicia Kalan, Co-founder

Phone: 614-929-4821

## Education

### Coaching for College Success

Carla Lemon

Phone: 614-723-9193

### Learning Circle

Barbara Boyd, Executive Director

Phone: 614-249-6838

### Local Matters (Wellness Matters)

Colleen Yuhn, Program Manager

Phone: 614-929-5213

### WOSU Productions

Ben Bays, Manager

Phone: 614-292-9678

## Financial/Mortgages

### Bellwether Enterprise

DJ Effler, SVP

Phone: 614-578-6921

### ECDI Lending

Steve Fireman, President

Phone: 614-559-0113

## Food/Drink

### Abe's Kitchen

Thomas Adams, Founder

Phone: 614-859-0809

### Azoti

Dave Ranallo, CEO

Phone: 614-578-1829

### Blue Bow Tie Catering

Wes Gibson, Manager of Culinary Operations

Phone: 614-297-7541

### Coffee Crafters

Michele Reynolds, Founder & President

Phone: 614-569-4958

### COSI Atomic Cafe

Andy Zakrajsek, SVP Experiences

Phone: 614-629-3111

### Double Comfort Restaurant

Mary Lyski, Owner

Phone: 614-745-2183

### Food for Good Thought

Sarah Duplessis, Program Director

Phone: 614-915-8352

### Food Fort Commissary Kitchen

Steve Fireman, President

Phone: 614-559-0113

### Franklin Park Conservatory Café

Stephanie Adam, Executive Chef

Phone: 614-715-8130

### Freedom a la Cart

Patrick Russell, Director of Finance & Operations

Phone: 614-992-3252

### Freshbox Catering

Lauren Wilson, General Manager

Phone: 614-859-9416

### Heirloom Café (Wexner Center for the Arts)

Kimberly Skaggs, Manager

Phone: 614-292-2233

### Hemisphere Coffee Roasters

Paul Kurtz, Owner

Phone: 937-834-3230

### Hot Chicken Takeover

Joe DeLoss, Head Fryer

Phone: 614-783-3173

### Impact Economics

Calvin Cooper, Director

Phone: 614-270-5827

### Lettuce Work

Doug Sharp, CEO

Phone: 614-204-1620

### LifeCare Alliance/LA Catering

David J. Imwalle, Director

Phone: 614-437-2905

**MyToGo.Place**

Aaron Blevins  
Phone: 740-346-7132

**Project AquaStar**

Henry Pettigrew, Vice President  
Phone: 614-294-6347, ext. 131

**Roosevelt Coffeehouse**

Kenny Sipes, Founder  
Phone: 614-571-7554

**Sunapple Kitchen**

Kurt Schmitter, Director of Workforce Development  
Phone: 614-342-5744, ext. 5754

**Square Seven Coffee House**

David Uhl, Director of Business Development  
Phone: 740-304-4830

**Urban Farms of Central Ohio**

Sarah Lenkay, Manager  
Phone: 614-317-9476

## Health/Medicine

**Equitas Health Pharmacy**

Peggy Anderson, COO  
Phone: 614-340-6691

**LifeCare Alliance/Corporate Wellness**

Sarah Bednar, Director of Wellness Services:  
Community, Corporate, Immunization  
Phone: 614-437-2880

**Lower Lights Christian Health Center**

Dana Vallangeon, CEO  
Phone: 614-263-5562

**Physicians Care Connection**

Isi Ikhebhara, Executive Director  
Phone: 614-255-4403

**Red Cross Columbus First Aid Service Team**

Jordan Tetting, Director, Community Services  
Phone: 614-753-2103

**THRIV3 LLC**

Sarah Irizarry, President/Founder  
Phone: 614-943-9322

## Home/Lawn

**CleanTurn International**

John Rush, President/CEO  
Phone: 614-447-0528

**Candle With A Cause**

Mitch Underwood, Partner/Co-Founder  
Phone: 614-636-1292

**Carry Me Forward**

Andrea Hidalgo, Co-Founder  
Phone: 401-345-2411

**DEAF Initiatives Keepsake Theme Quilts**

Meredith Crane, Director  
Phone: 614-238-3323

**Fairhaven Lawn Care**

Eddie Rapp, Program Director  
Phone: 740-653-2265, ext. 2405

**Furniture Bank of Central Ohio**

Steve Votaw, President  
Phone: 614-272-9544

**Habitat for Humanity ReStores**

E.J. Thomas, President & CEO  
Phone: 614-204-1000

**Legacy Candle Co.**

Amber Runyon, Owner  
Phone: 614-530-4853

**Nature's Touch Landscaping & Lawn Care**

Denise M. Robinson, CEO  
Phone: 614-252-8402, ext. 312

**SCRAM! Wildlife Control**

Adam Turpen, Director  
Phone: 614-763-0696

**She Has A Name Cleaning Services**

Kelsie Scudder, Managing Director  
Phone: 614-653-7426

**Patriot Pride Painting Company**

Eddie Rapp, Program Director  
Phone: 740-653-2265, ext. 2405

## Office Supplies/ Professional Resources

### **ARC Industries**

Kurt Schmitter, Director of Workforce Development  
Phone: 614-342-5754

### **Citra**

Robyn Cooper, Director of Marketing Research  
Phone: 404-372-2818

### **Community Refugee & Immigration Services (CRIS)**

Angela Plummer, Executive Director  
Phone: 614-987-1650

### **ds-connex**

Patrick Westerlund  
Phone: 614-335-5009

### **Flora Stationery**

Victoria VanBuskirk, Co-Founder  
Phone: 330-819-6393

### **GroundWork group**

Tony R. Wells, Chairman of the Board  
Phone: 614-884-7780, ext. 110

### **Kicks Mix Bookstore**

Diana Shannon, Owner  
Phone: 740-877-6468

### **Learning Circle**

Barbara Boyd, Executive Director  
Phone: 614-249-6838

### **Mentoring Individuals with Disabilities' BizHub**

Tarra Nystrom, Executive Director  
Phone: 614-805-8246

### **Pearl Interactive Network**

Merry Korn, President  
Phone: 614-258-2943, ext. 1002

## Recreation

### **Art & Clay on Main**

David Uhl, Director of Business Development  
Phone: 740-304-4830

### **BalletMet Dance Academy**

Timothy Lynch, Executive Director  
Phone: 614-229-4860, ext. 150

### **Boy Scouts**

Jeff Moe, Scout Executive/CEO  
Phone: 614-310-1329

### **Safari Golf Course**

Ty Day, Director  
Phone: 614-645-3444

### **Zoombezi Bay**

Andrew Cloyd, Director of Operations  
Phone: 614-724-3622

## Other

### **BESA**

Matthew Goldstein, Executive Director  
Phone: 614-302-1137

### **COSI Lifelong Learning Group**

Rita Deedrick, Research & Development  
Phone: 614-629-3141

### **Design Outreach**

Greg Bixler, CEO/President  
Phone: 614-578-2623

### **Source Point**

Bob Horrocks, Executive Director  
Phone: 740-203-2359

### **YFC Wheels**

Greg Rodgers, Social Enterprise Director  
Phone: 614-886-1015