



# ELEVATING EVERY ENTREPRENEUR 2024 ANNUAL APPEAL

Your Gift Impacts YBI's Unique Programs That Provide Resources for *Local Entrepreneurs*.

YBI.ORG

## LEVELS OF SUPPORT

Share in Your Commitment to YBI's Vision, Mission, and Guiding Principles Through a Gift at One of Our Giving Levels.

### VISIONARIES

\$10,000+

Visionaries are committed to YBI's organizational Vision to meaningfully impact and facilitate economic development and community wealth.

### SUSTAINERS

\$5,000-\$9,999

Sustainers support longevity - the first of YBI's Guiding Principles - ensuring long-term viability and growth of YBI's community impact.

### INNOVATORS

\$1,000-\$4,999

Innovators believe in the second of YBI's Guiding Principles - innovation through world-class programs for entrepreneurship and technology.

### ADVOCATES

\$500-\$999

Advocates recognize the importance of engagement - the third of YBI's Guiding Principles - by embracing involvement in entrepreneurship, education, and economic development.

### SUPPORTERS

\$10-\$499

Supporters are crucial to carrying out our Vision, Mission, and Guiding Principles.

## HOW TO MAKE A GIFT

**Online:** Visit YBI.ORG or scan the QR code to make a gift online.

**By Mail:** Detached the perforated commitment card and mail or return to YBI using envelope provided.

**Stock Donations:** Contact Luke Politsky at [lpolitsky@ybi.org](mailto:lpolitsky@ybi.org).

**IRA Qualified charitable distribution:** Donors age 70½ and older may qualify to make a charitable gift directly from an IRA to the Appeal. Consult with your tax advisor to find out if this option is right for you, then contact Luke Politsky at [lpolitsky@ybi.org](mailto:lpolitsky@ybi.org).



SCAN TO SUPPORT

## A MESSAGE FROM THE CEO

### Barb Ewing

The holiday season offers a moment to reflect on the year gone by, set intentions for the one ahead, and express our gratitude. YBI embraces this tradition by acknowledging the generosity of our supporters, friends, and community. Our growth as a leading resource for entrepreneurs is made possible through the unwavering support of the partners who join us in our mission to empower and elevate every entrepreneur.

As we reflect on the opportunities that 2024 brought us, I'm excited to highlight a few key moments that have made a meaningful impact on the Mahoning Valley this year:

- The region's **Minority Business Assistance Center (MBAC)**, housed at YBI since 2017, received the Best Overall Performance Award by the State of Ohio Department of Development, placing them at the top of the 11 MBACs designated by the state.
- Phase II renovations to YBI's **Tech Block Building 5 (TBB5)** were completed, finishing the \$2.2M project and adding 19,000 square feet of space to YBI's campus.

While we work to secure government funding throughout the year, this growth wouldn't be possible without the support of our community. Your contribution provides vital matching funds, allowing us to access state and federal resources, and helps cover essential operational costs not funded by grants.

Your support of YBI is essential to our mission and operations as we strive to be the premier destination for entrepreneurs in the Mahoning Valley. Together, we are working to transform the region and empower every entrepreneur to reach their full potential.

With gratitude and wishes  
for a Happy Holiday Season,

*Barb Ewing*

Barb Ewing, CEO



## INVEST IN THE VALLEY'S ECONOMIC FUTURE

### PLEDGES LEVELS:

- ☐ \$1,000
- ☐ \$500
- ☐ \$250
- ☐ \$150
- ☐ \$100
- ☐ Other amount \_\_\_\_\_
- ☐ This gift is in honor of \_\_\_\_\_
- ☐ This pledge is anonymous ☐ yes ☐ no

### USE THIS GIFT TO SUPPORT

Please check one

- ☐ EVOLVE Technology Entrepreneurship
- ☐ Minority Business Assistance Center
- ☐ Advanced Manufacturing
- ☐ Youth Entrepreneurship
- ☐ Area of greatest need \_\_\_\_\_

### PAYMENT OPTIONS

- ☐ One-time Gift - Full Amount Enclosed \_\_\_\_\_
- ☐ Annual Gift \_\_\_\_\_
- ☐ Initial Payment of \$ \_\_\_\_\_

enclosed with the remaining payments made:

- ☐ Semi-Annually
- ☐ Quarterly
- ☐ Monthly

- ☐ Send me an invoice
- ☐ Check # \_\_\_\_\_

payable to YBI

- ☐ Card Number \_\_\_\_\_

- ☐ Name on card \_\_\_\_\_

- ☐ Exp. Date \_\_\_\_\_

- ☐ CV Code \_\_\_\_\_

- ☐ Billing Address (if different) \_\_\_\_\_

# ADVANCED MANUFACTURING

Enabling small-and-medium-sized manufacturers who lack the expertise and capital to evaluate and integrate advanced manufacturing techniques into their operations.

Throughout 2024:

54

New Companies  
Introduced to  
AM Technologies

38

Advanced Manufacturing  
Implementation Projects Executed  
Within Area manufacturers

\$6.1M

Advanced  
Manufacturing  
Grants Secured



**Ron Seifert**  
Director of Quality, *Xaloy*

Through the assistance of YBI, Xaloy has transformed its intense manual process by integrating the Industrial Internet of Things (IIoT) into its quality management system. Xaloy received funding through YBI's SBA SMART<sup>2</sup> project grant, marking a significant step forward for the company.

Previously relying on an Excel-based approach, the transition to a fully electronic system has streamlined operations, consolidating all data in one easily accessible location on Xaloy's server. **This shift not only enhances efficiency but also fosters a more organized workflow.**

Ron Seifert, Director of Quality for Xaloy, emphasized the broader impact of this transformation, stating, "It's provided great structure. Improving technology not only benefits us – but also the county, city, and state. When you find a better way to do things, it saves time, money, and jobs."

Seifert cannot emphasize enough how helpful and supportive YBI has been throughout the process.



# EVOLVE TECHNOLOGY ENTREPRENEURSHIP

Providing mentorship, strategic connections, and resources (funding opportunities included) to technology-based startups focusing on SaaS (software as a service), medical, and advanced manufacturing.

Throughout 2024:

\$30M

Revenue Generated  
By Client Companies

65

Client Companies  
Receive Services

\$165M

Third-Party Capital  
Raised By Client  
Companies

400

Jobs Created &  
Retained



**Gadi Shenhar**  
Founder, *Droxi*

Droxi, EVOLVE's Israeli medtech startup (with an established US operational base in Youngstown), is an AI co-pilot for providers and other medical professionals that solves EHR Inbox overload.

- Using Droxi, providers spend 80% less time on admin tasks,
- Providers have a 200% increase in response speed,
- This, in turn, can dramatically increase revenue for healthcare organizations.

Droxi has signed contracts with various healthcare systems in the US and is on target to achieve \$1.15M ARR by the end of 2024. **Droxi recently closed a significant funding round (due to a direct connection made by YBI),** enabling them to hire seven new Youngstown-based employees to help quickly scale the company throughout the US market.

## Who We Are

YBI Strives to Promote Economic Development and  
the Growth of Community Wealth Through  
Innovation and Entrepreneurship.

# MINORITY BUSINESS ASSISTANCE CENTER

Working with women, minority, and veteran-owned businesses to increase their level of entrepreneurship, government contracting, certifications, scalability, and overall economic impact.

Throughout 2024:

\$1.6M

MBAC Capital Raised  
And Infused Into The  
Local Economy

50

Client Companies  
Received Certifications  
MBE, WBE, VFBE, AND EDGE

\$273,840

In Contract  
Assistance

34

Jobs Created  
And Retained



*The Minority Business Assistance Center - Youngstown Region was honored with the Best Overall Performance Award from the Department of Development's Minority Business Development Division.*

**Aundrea Cika Heschmeyer**  
President, *MARQUEE*

MBAC Client Aundrea Cika secured funding through the state of Ohio, which was one of the first loans awarded to our team in this region. She also **secured her first government contract with the National Park Service** to design and illustrate a children's activity book for the Nicodemus National Historic Site in Nicodemus, Kansas. Aundrea was also awarded \$5,000 for a statewide pitch competition hosted by the Minority Business Development Division of the Department of Development.



# YOUTH ENTREPRENEURSHIP

Through immersive VR and hands-on workshops, we inspire students with diverse entrepreneurial experiences and open doors to new opportunities.

Throughout 2024:

1250

Students  
Impacted

25

Schools  
Engaged

17

Youth-Run  
Businesses  
Launched

23

Career Fields  
Explored



## Empowering Future Innovators

At our first Youth Marketplace at YBI, **17 youth-run businesses** launched with support from local entrepreneurs, including Hannah Ferguson from DOPE Cider House. Students developed their pitching, branding, and product development skills, with one student earning over \$400 in profit in just two hours. These hands-on experiences, combined with mentoring, highlighted the transformative potential of entrepreneurship.

Through virtual reality, students from Mahoning, Trumbull, and Columbiana counties explored 23 career fields, including aerospace engineering and graphic design. This experience helped them develop confidence and curiosity about their futures. Collaborations with organizations such as America Makes and JuggerBot3D **exposed over 1,200 students to advanced manufacturing and STEM careers,** providing underserved communities with life-changing opportunities.



Thank you to YBI and Megan Payich for believing in us and providing the tools to become successful entrepreneurs. When we started, we had no idea how to create a business, but your guidance helped us figure it all out. We truly appreciate your support!

Thank You, *The Stubbs sisters*