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UA62/3 March Newsletter

WKU Small Business Development Center

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KENTUCKY SMALL BUSINESS DEVELOPMENT CENTER
at Western Kentucky University

March Newsletter
http://www.wku.edu/Dept/Support/AcadAffairs/IED/SBDC/

Client of the Month February, 2008

The Women's Business Enterprise National Council – Southeast (WBENC) recognized Debra Dudley, president of Oscarware Inc. and Western Kentucky University Small Business Development Center (SBDC) client, as the Woman Business Enterprise (WBE) of the Year. Dee Dee Harbut, director of special programs for the Kentucky SBDC, headquartered at UK's Office of Commercialization and Economic Development, received the Supplier Diversity Advocate Award. The two were recognized at the first annual breakfast held in Lexington.

Debra Dudley started Oscarware, Inc., manufacturer of outdoor barbecue toppers and camping accessories, with her husband in 1989. She became president of the company when her husband passed away in March 2006. In July 2007, Oscarware was certified as a WBE. Since the company started, Debra has developed many of the products the company manufactures today. She has also secured numerous national accounts such as Wal-Mart, Meijer, Kmart, Kroger and numerous others. Prior to owning her business, Debra was an aspiring country music star. She calls this award her "Grammy."

"I am extremely pleased to see Debra Dudley recognized as the Woman Business Enterprise of the Year," said Rick Horn, who as director of the Western Kentucky University SBDC has provided consulting services to Dudley over the

years. “She has had overcome her share of adversity, but remains an economic force in Hart County.”

Oscarware recently received funding from Kreda and has 45 employees manufacturing several different products. Rick Horn assisted Debra with preparing the financial projections that helped in securing this latest funding.

WBENC is the nation’s leading advocate of women-owned businesses as suppliers to America’s corporations. It also is the largest third-party certifier of businesses owned and operated by women in the United States.

Statewide Economic Impact

Kentucky SBDC Clients

- Generate $6,781 in **New Sales**
- Secure $4,557 **in New Loans**
- Produces $581 in **Tax Revenues**
- Every **9 hours** a client creates a **New Job**

Economic Impact

- **$39.9m in Loan Dollars** 2006-07
- **249 Loans Approved** 2006-07
- **975 Jobs Created or Retained** 2006-07
- **$59.4m Sales Growth 2006-07**