

## A Brief History of the Greater Cincinnati Chapter of SCORE

The local chapter was one of the original chapters when the national SCORE program was initiated in 1964. SCORE's original purpose was to provide free business counseling through its retired executive members. Originally SCORE would focus on businesses with 25 or fewer employees, primarily those with SBA loans.

SCORE's purpose today is still to provide free business counseling through its members, who include working and retired executives. Most chapters also offer business seminars at nominal cost.

The name was originally an acronym for Service Corps of Retired Executives. "SCORE" is no longer an acronym but the name of the organization.

The local chapter was formed by six retired executives (see newspaper article below). By the end of 1966 there were 19 members who provided 222 counseling sessions. In 1983 the chapter absorbed a small chapter that had formed in northern Kentucky.

SCORE Chapter 34 now serves 19 counties in the tri-state area. The chapter now has about 100 members assisting small businesses, many of whom participated in providing over 4,200 counseling sessions last year. The majority of our clients are not yet in business, looking for help in turning their business ideas into reality.

News article announcing the formation of Greater Cincinnati SCORE:  
From an article in the Cincinnati Post and Times-Star (September 15, 1964)

*Half a dozen retired Cincinnati business executives will begin sharing their know-how with small businessmen this fall under a new program of the Small Business Administration.*

*The SBA plans to launch next month a Service Corps of Retired Executives in cities across the country.*

*Eugene P. Foley, SBA administrator, says some 110 businessmen have volunteered for SCORE, which will focus on small businesses of 25 or fewer employees.*

*AMONG the volunteers are Fred Allen, former vice president of American Laundry Machinery Industries and president of its customer credit subsidiary, EAC Credit Corp.; John A. Lawler, retired board chairman of Aeronca Manufacturing., Middletown; B. N. Brochman, former vice president and sales manager for R. K. LeBond Machine Tool Co. and Frank Hawley, who was general partner in Scudder, Stevens & Clark, New York and Cincinnati mutual fund and investment organization.*

*The program will concentrate primary on businessmen who have borrowed money*

*through SBA and those who obtain loans under the antipoverty program.*

*FOLEY says SCORE was the result of research which showed that bad management is the main cause of business failures, plus the desire of many businessmen, now retiring earlier than in past years, to serve the public and keep active.*

*The program will not conflict with professional consulting, Foley assures, because it will not provide the consulting depth that is available from the professionals.*

*The program will be launched formally at Boston Oct. 5.*