

Success Story **Yost Engineering, Inc.**



The Honorable Jean Schmidt (R) District 2

301 Existing Businesses
220 Pre-ventures
521 Total Clients

Yost Engineering, Inc., located in Portsmouth, is a full research and development facility for both software and hardware, and serves customers in the healthcare and technology industries. The company was founded by Francesca Hartop, CEO, and Paul Yost, Chief of Research and Development, in 1999 and serves clients across the United States as well as internationally. In 2009, Hartop submitted a business plan for the Pitch Your Plan Business Plan Competition held at the Small Business Development Center (SBDC) at The Ohio State University South Centers in Piketon, and won.

Yost Engineering, Inc., also met with the Entrepreneurial Signature Program leader at the South Centers, who helped the company receive additional funding from the Ohio Third Frontier TechGrowth Program. The collective funds secured through the competition and the Ohio Third Frontier TechGrowth Program were used to start the intellectual property protection process.

One of the technologies developed by Yost Engineering, Inc., is a new Attitude and Heading Reference System that provides motion-sensing and adapts applications similar to the inner ear in a device that is the size of a quarter.

“Francesca and Paul have been great partners. Their company is not only successful, but is also a great supporter of local talent. Yost Engineering, Inc., employs many student interns from local universities which not only enhances their business operation, but also affords those students real world opportunities to grow professionally,” said Brad Bapst of the Manufacturing and Technology Small Business Development Center.

“The concept validation and patent assistance we received from the SBDC were invaluable and we were able to achieve record growth last year – sales grew 43 percent,” said Hartop.