

# Honoring entrepreneurs

Ernst & Young recognizes some of the region's top innovators and visionaries

**C**elebrating entrepreneurs and the businesses they build and grow has been a priority for Ernst & Young for more than two decades. We are proud to continue this distinguished tradition through the Ernst & Young Entrepreneur Of The Year awards.

For 23 years, Ernst & Young has recognized thousands of entrepreneurs throughout Northeast Ohio whose vision, leadership and record of achievement continue to impact our communities. As a leader in guiding these companies, we feel it's important to honor them and recognize their impact while encouraging others to follow in their footsteps.

Ernst & Young believes entrepreneurs are the lifeblood of our economy. Whether it's an innovative new business model or establishing new industries and trends, just about everything begins with an entrepreneur. Pick a company — any company — and you can trace its roots back to

an entrepreneur.

Entrepreneurs find creative, venturesome ways to acquire the capital resources they need to achieve their goals and grow a business. They are individuals who drive the process of creating value by combining resources to exploit an opportunity. The men and women that we are honoring this year are no exception.

This year's finalists went through a rigorous judging process and met with the program's independent panel of judges for a thorough assessment of their company's recent financial performance, strategic direction, and their product or service innovation. In addition, the judges assessed

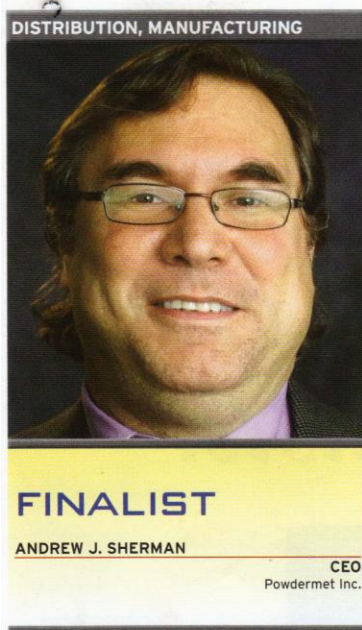


each nominee's leadership qualities, including personal integrity, values, key employee initiatives and community involvement.

Thanks to the entrepreneurs that have participated in this year's program and, more importantly, for creating an entrepreneurial spirit in Northeast Ohio. Their visions and ability to achieve them have made significant contributions to improve the quality of life and create jobs for those in our region. <<

**MIKE MAZZEO** is an executive director with Ernst & Young and the program director for the Ernst & Young Entrepreneur Of The Year Northeast Ohio program.

Ernst & Young has a long-standing commitment to working with and recognizing high-impact entrepreneurs through its Strategic Growth Markets practice, which guides high-growth companies to market leadership. Find out more at [www.ey.com/US/en/Services/Strategic-Growth-Markets](http://www.ey.com/US/en/Services/Strategic-Growth-Markets).



## Powerful leap

How Andrew Sherman took a risk to found Powdermet

**F**rom the time that he was 8 years old, Andrew J. Sherman wanted to be an entrepreneur, and he displayed the characteristics needed to take him there as a determined, driven and focused risk-taker.

After triple-majoring at The Ohio State University, Sherman pursued a career working for a small, high-tech materials business in California. There, he led various project development and research teams and quickly became an indispensable asset as the company's top producer and business development manager.

During his time there, the company also grew. But in 1996, Sherman began his entrepreneurial career by acquiring a failing business line from his employer. He leveraged his savings, home equity and retirement funds to purchase the product line, marking the birth of Powdermet Inc.

He founded the company on a belief and vision that the ability to control materials at the nano-scale without disrupting the manufacturing chain would enable significant advances in product performance across a broad range of industries. Not long after that, one of the company's product lines won the R&D 100 award for production technology.

Today, Powdermet is a leader in the development and manufacturing of nano-engineered metals and ceramics coatings. Its products are primarily used by the Department of Defense as an anti-corrosive treatment for various airplane components.

Sherman is committed to providing team members with both vision and opportunity. He's constantly looking for unique talents, and when he finds and hires them, he then works diligently to empower them to take responsibility and succeed. He provides an exciting atmosphere and often says that boredom is never an issue at Powdermet.

Together with his team, Sherman plans to continue to refine and develop the company's product lines for a more broad-based commercial application. While financing challenges its efforts, Sherman has successfully leveraged the company's relationship with venture capitalists and visionary customers, such as the Department of Defense, to assist his team in securing the funds needed to take Powdermet and its products to a new level of success and viability. <<

**HOW TO REACH:** Powdermet Inc., (216) 404-0053 or [www.powdermetinc.com](http://www.powdermetinc.com)