

Program

Clients

Trends



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Questions?



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The Today Show

2018
Overview



Small Business of the Year
Elizabeth Hampton, PT DPT SCS BC-RTD, CEO/ Clinic Director
COREPHYSIO





Who We Are

Partnerships

Why SBDC

Accountability

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Partnerships

U.S. Small Business Administration – funding, program governance

Western Washington University – funding, local program host

Local Government - funding

- Whatcom County
- Port of Bellingham
- City of Bellingham
- City of Blaine

Grants

- Northwest Business Development Association

ROI
Over \$25:\$1

For every dollar of funding we receive, our clients generated over \$25 in new investments for our community.



Mission

We are advancing our local economy by growing our existing companies and helping new businesses start smart.



CJ Seitz
Director



Eric Grimstead
Certified Business Adviser



Sherri Daymon
Research & Technical Assistance Manager
Certified Business Adviser



Asche Rider
Certified Business Adviser



Haley Halverson
Program Specialist



Megan Jendro
MBA Grad Assistant



Warren Tomlinson
MBA Grad Assistant

Core Services

Core Services

1. **Business Development Advising:** One on one, confidential, no charge
2. **Applied Research:** Supporting competitive intelligence via secondary market research
3. **Academic Collaboration:** SBDC hosted student consultancy projects

In Whatcom County, small businesses make up **99.8%** of firms and provide **82.4%** of jobs.



Accountability

- **Strict Confidentiality**
- **No Referrals Made with Outside Interest**
- **Client Verification of Impacts**
- **Business Advisor Certification**
- **National Accreditation**
- **SBA Audit & Site Visit**





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2018 Services

Businesses Advised: 325 clients

Non clients supported: 209

Applied Research: 91 projects

Academic Collaboration: 36 projects

Trainings: 13 trainings

Success
Report

Rural
Development

2018 Economic Impacts



Capital Formation: \$12.8M
Business Starts: 6
Jobs Created & Retained: 315

Total Jobs Supported: 2841
Total Client Sales: \$263M

In 2018, SBDC's Rural Outreach Program...

- **81** Rural Whatcom County businesses
- **687** Hours of advising and research services
- **1** business start
- **1** business buy/ sell
- **76** job created or retained

"[Our adviser] at SBDC has been very helpful any time I ask her questions and she brings great ideas to the table. I look forward to further collaborating as our opening date approaches."

Drayton Harbor
Oysters

Lighthouse Building

Drayton Harbor Oysters

- City of Blaine R.E.D loan
- Capital for new, larger retail space



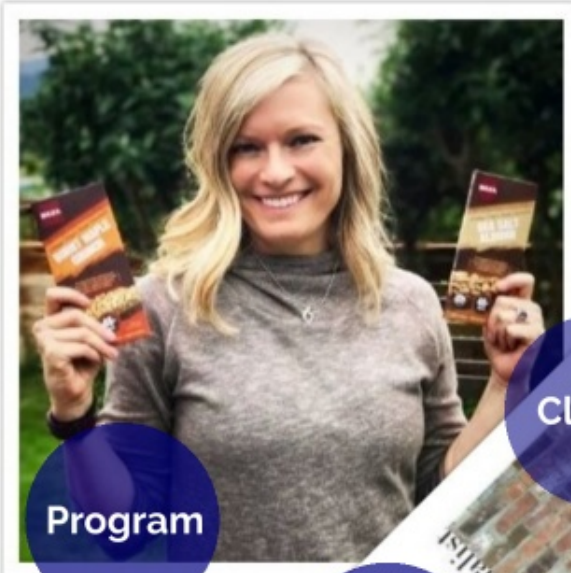
Mark Seymour, Owner

Starbucks

Financing the lighthouse building destination



Left to right: Eric Grimstead, Business Advisor
Mike Hill, Owner of Hill's Chevron & new lighthouse building occupied by Starbucks
Jeremy Field, SBA Regional Administrator



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Client Stories

Herb's
Cider

BIJA
Chocolates

Core
Physio



Shama & Tim Alexander,
Owners

Chris Weir,
Head Cider Maker

"Having the opportunity to get no-cost, confidential business advice from experts in small business development is indispensable."

BIJA

Paul Newman &
Ari Lee-Newman,
Co-founders



"With the help of the SBDC, we were approved for loans from two banks and found an investor! The SBDC also connected us with a WWU professor and student project to help us explore exporting to international markets. We are poised for growth!"



Elizabeth Hampton,
Clinic Owner and
Therapist



"They have been like my business guardian angels. My adviser never tells me what to do, but presents me with options to consider and it's really put me in a position of strength."



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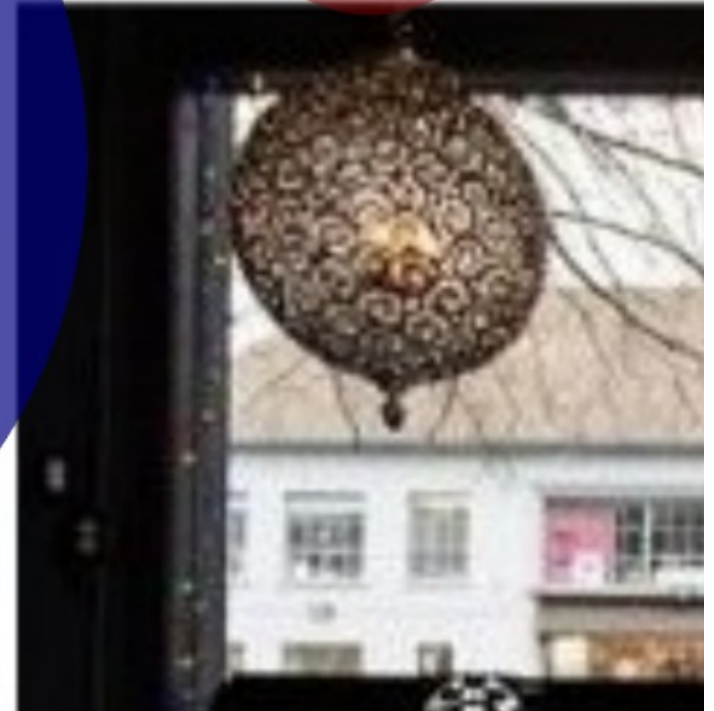
#trending

- More High Growth Clients
- Clients Buying Buildings
- Good Access to Financing
- Tight Job Market



Up next!

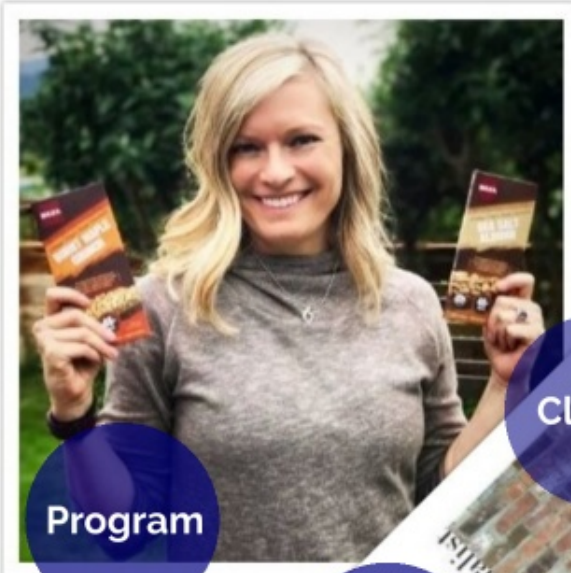
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What's Next?

- Business Transfers
 - Focus on Baby Boomer Business Retirement
- Leadership Development
- Expansions and Working Capital
- Rural / Under-served Communities



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Questions?

CJ Seitz,
Director

Western Washington University
Small Business Development
Center
360.778.1762
sbdc.wvu.edu



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