

RISE-WA

Rural Investment for Small-business Empowerment

Project administered by



*Pacific NorthWest
Economic Region*

With funding from



Washington State
Department of
Commerce



June 13, 2023

About the Washington Small Business Development Center

Presentation to Spokane Conservation District Board

Helping Washington
Businesses

Grow & Succeed

Introductions



Sheryl McGrath
State Director

Associate State Director
TBN

About the Washington SBDC

The Washington SBDC is a network of more than 40 business advisors who work with small business owners across the state to help them start, grow or buy/sell a business. The Washington SBDC has been hosted by Washington State University since 1980 and is part of the America's SBDC, a network of 62 statewide or regional SBDC programs that offer no-cost, confidential, one-to-one business advising through more than 1,000 SBDC centers across the country.

The Washington SBDC is funded through a cooperative agreement with WSU and the U.S. Small Business Administration (SBA). About half the funding comes from the SBA and the other half comes from state and local funding partners including Washington State Department of Commerce, institutions of higher education, economic development agencies and civic and business groups.



Together...we help Washington businesses grow & succeed

Washington SBDC Network

MISSION

Helping Washington businesses grow and succeed through advising, education and research.

VISION

To be Washington's world-class business advising service.

VALUES

Innovation | Integrity | Collaboration | Inclusion

Washington SBDC Locations



SBDC Stakeholders and Partners

- Key Network Partners
 - U.S. Small Business Administration
 - **Washington State University (Statewide host since 1980)**
 - Washington State Department of Commerce (Washington State)
 - Center for Inclusive Entrepreneurship
 - Economic Alliance of Okanogan County
 - Green River College
 - Highline College
 - OneRedmond
 - Pierce College
 - South Puget Sound Community College
 - Western Washington University
 - Associate development organizations, economic development associations, chambers of commerce, etc...

No-Cost Advising Services

The Washington SBDC is your resource for expert advising, management training and market intelligence.

SBDC business advisors offer one-on-one, no-cost, confidential advising to help you make informed business decisions in many areas of specialty and experience.

- Planning or growing your business
- Analyzing financial statements
- Acquiring capital and managing cash flow
- Buying or selling businesses
- Exporting to markets around the world
- Market research
- Business systems and record keeping
- Getting and keeping customers
- Cost-cutting strategies
- Finding and keeping qualified employees



Low or No-Cost Training Services

SBDC training provides practical, real-life solutions for the most common issues faced by entrepreneurs and established business owners. Participants can access on-demand webinars at their convenience or attend a live webinar on topics of interest; such as Profit Mastery, SBDC Grow Smart and co-sponsored training events. All webinars are facilitated by SBDC advisors with first-hand experience and expertise.



2022 Training



4,132

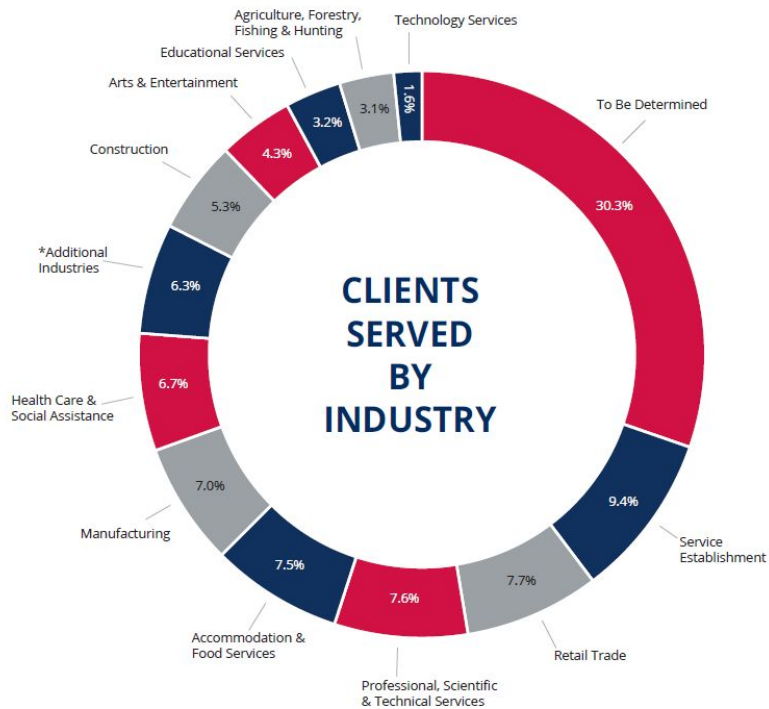
Training Attendees



165

Delivered Training Events

2022 Client Demographics



ADDITIONAL INDUSTRIES*

Real Estate, Rental & Leasing - 1.5%
 Transportation & Warehousing - 1.3%
 Finance & Insurance - 1.2%

Wholesale Dealer - 1.3%
 Management of Companies & Enterprises - 0.5%
 Research & Development - 0.5%

57.2% IN BUSINESS

42.6% STARTING A BUSINESS

0.2% OTHER

GENDER



19.6%
Male



26.9%
Female



12.6%
Male/Female Owned

40.9%
Chose not to respond

VETERAN



5.2%

RACE

0.1%
Alaska Native

6.0%
Asian

8.2%
Black or African American

4.5%
Hispanic

7.0%
Multiracial

1.7%
Native American

0.9%
Pacific

12.9%
Unspecified

58.7%
White

Economic Impact 2022 by the Numbers

SBDC ASSISTANCE



3,038

Advising Clients



4,132

Training
Attendees



165

Delivered
Training
Events



95%

*Client
Satisfaction
Rate



\$5.07

*Return
on Investment

CLIENT IMPACT



3,094

Created and
Saved Jobs



177

New Business
Starts



\$122M

Increased Sales



\$115M

Raised
New Capital



\$1.2M

Increased
Export Sales

Client reported impacts from 2022

*The "Economic Impact of SBDC Counseling Activities in Washington: 2020-2021," by Dr. James Chrisman of Mississippi State University

Economic Impact

+ **JOB GROWTH** +

11.6%

average SBDC client

2.3%

Washington average

↑ **SALES GROWTH** ↑

70.5%

average SBDC client

11.3%

Washington average

Compared to average Washington businesses, Washington SBDC clients increased revenue and created jobs at significantly greater rates than other Washington businesses.



For every **\$1** invested in Washington SBDC counseling, our clients generated **\$5.07** in incremental tax revenue.

Washington SBDC clients generated **\$22,766,200** of State tax revenue and **\$2,090,500** of Federal tax revenue...totaling **\$24,856,700!**



95% of our clients say they would recommend SBDC services to others.



Phillip and Patricia Butterfield, co-owners

“Having the SBDC here in Spokane and staffed by such capable personnel, is a remarkable asset to our community. It has been crucial to have our advisor involved when we needed help, sometimes just as a sounding board for our ideas.”
– Patricia Butterfield, co-owner Winescape, Spokane, WA

Washington SBDC Contact Information:

washington@wsbdc.org
(833) 492-7232
www.wsbdc.org



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Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Email or phone the Washington SBDC.

Wrap-up and Next Steps

- **Next Accelerator session: 360 Social Ventures**
Wednesday, June 14, 6:00 pm – 7:20 pm
Same Zoom link! <https://us02web.zoom.us/j/83527735341>
- **Recordings and materials from prior Accelerator sessions:**
<https://www.pnwer.org/rise-wa-cohort.html> (pw: risewacohort)

Wrap-up and Next Steps

- Questions?
 - RISE-WA program overall (requirements, contracting, invoicing):
 - Steve Myers, PNWER, 206-443-7723 / steve@pnwer.org
 - Accelerator programming and technical assistance:
 - Katherine Cortes, BERK, 206-493-2403 / katherinec@berkconsulting.com
- Recruitment Team
 - Eric Fitzgerald - precisedetailz001@gmail.com
 - Donald Williams - fromthelightllc@gmail.com