

# Washington SBDC ABERDEEN CENTER 2018 ECONOMIC IMPACT



## SBDC ADVISORS MAKE A DIFFERENCE

	2018	2009-2018
Served by the SBDC <b>CLIENTS</b>	<b>22</b>	<b>626</b>
Start New <b>BUSINESSES</b>	<b>2</b>	<b>46</b>
Created & Saved <b>JOBS</b>	<b>9</b>	<b>228</b>
Generated <b>SALES</b>	<b>\$156,000</b>	<b>\$3,403,330</b>
Access Investment <b>CAPITAL</b>	<b>\$0</b>	<b>\$9,142,356</b>

*Economic Impacts are self-reported and client-verified*

## STATEWIDE IMPACT

### Washington SBDC Locations



For every **\$1** invested in the Washington SBDC, our clients generate **\$3.92** in incremental tax revenue.



**96%** of our clients say they would recommend SBDC services to others.

*10-year average (2009-2018) of Independent Annual Survey by Dr. James Chrisman, Mississippi State University*

## SUCCESS STORY: Hometown Family Health, Aberdeen, WA

Laura Raykowski, who had been a nurse since 1987, decided to become a nurse practitioner in 2002 so that she could provide medical care in her underserved community. As a school nurse, she said, she would see children who failed eye screenings, or hearing screenings, or had other chronic conditions, and there were no healthcare providers available to treat them.

After graduating in 2004, she began working at a health clinic in Elma that was run by the local hospital. But, that clinic closed abruptly in 2013 and Raykowski was out of a job. And, several thousand people lost their healthcare provider.

Laura's husband, Jim Raykowski, told her she should open her own clinic, but she said no. "All I want to do is see patients," she told him. But, the only jobs she could find would have meant moving out of the area. Then former patients started looking her up in the phone book and she started to reconsider.

"I don't know anything about running a clinic," she told her husband. He told her to call Linda Wecker, the woman who had been the office manager at the hospital clinic for 18 years.

Wecker said yes and so Raykowski took another step forward and signed up for the Washington State Self-Employment Assistance Program (SEAP). Through SEAP, Raykowski learned about the Washington Small Business Development Center (SBDC).

In July 2013, Raykowski started meeting with Erik Stewart, an SBDC certified business advisor who meets with clients in Aberdeen.

"One of the biggest things Erik helped me do was look at why I was even doing this," Raykowski said. Understanding her

motivations and her goals was key, Raykowski said, because she had several big decisions to make right away.

One decision was whether to open her own stand-alone clinic or buy a franchise. Another was how to structure the business, whether to find a partner, be a corporation (or LLC), or be a sole proprietor.

Raykowski and Stewart spent weeks and months going over financial spreadsheets, looking at cost and revenue projections, creating a budget, discussing marketing, and setting up business systems, including an all-in-one online medical-business tracking system.

The thought of opening a clinic made her "scared spitless," she said, but Stewart helped her see that "this is a big adventure, offering all sorts of new learning experiences." With SBDC advising, she said, "it's a lot easier to enjoy the ride."



## CONTACT INFORMATION:

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*The Washington SBDC network, hosted by Washington State University, is an accredited member of America's SBDC. Funded in part through a cooperative agreement with the U.S. Small Business Administration, institutions of higher education, economic development organizations and other public and private funding partners.*



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