

Washington SBDC GREEN RIVER COLLEGE CENTER 2018 ECONOMIC IMPACT



SBDC ADVISORS MAKE A DIFFERENCE

	2018	2009-2018
Served by the SBDC CLIENTS	196	1,201
Start New BUSINESSES	14	23
Created & Saved JOBS	42	364
Generated SALES	\$797,305	\$9,072,388
Access Investment CAPITAL	\$906,590	\$38,225,554

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: Circle Creek Therapy, Auburn, WA

When the lease came up on the 900-square-foot office that housed Circle Creek Therapy, owner Courtni Doherty's speech therapy practice, she had a decision to make—baby steps or a huge leap of faith?

When she found an affordable option in a great location, she decided to take the leap and add not just square-footage, but an occupational therapist and physical therapist as well, to offer more comprehensive care to her clients.

But she had a problem. Time was running out on her current lease, but she didn't want to move into her new space until she'd added two major improvements: a private restroom to better accommodate clients with physical or cognitive impairments and a kitchen where occupational therapists could work with clients on activities of daily living. The estimated cost of the tenant improvements was \$40,000, and by mid-January she was still looking for financing.

"We didn't know where to start, and that's a hard piece to overcome," Doherty said.

That's when her husband, Stephen, a marketing and communications professional, suggested that she call the Washington Small Business Development Center (SBDC). "He said, 'I've heard some great things about the SBDC, let's try them,'" Doherty said.

In late January Doherty began meeting with Taryn Hornby, the Washington SBDC advisor at Green River College in Auburn.

Together Doherty and Hornby looked at Circle Creek's financial spreadsheets to chart growth and build future projections. Hornby, who was a small business entrepreneur and also spent more than 13 years in banking before joining

the SBDC, helped Doherty put together financial documents that were accurate, concise and complete.

She needed to present herself as a skilled speech therapist with a vision for her practice and a savvy businesswoman with a good grasp of financial spreadsheets, Doherty said. "If I didn't come across as a numbers person, they weren't going to believe in me," she said.

Hornby referred Doherty to three or four banks that she knew had made tenant improvement loans. Doherty made appointments with three bankers and two weeks later she learned that Heritage Bank had approved her for a \$40,000 loan. "It happened incredibly quickly," Doherty said. "That's not typical."



Courtni Doherty, owner
Circle Creek Therapy

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