

# Washington SBDC STATEWIDE INTERNATIONAL TRADE 2019 ECONOMIC IMPACT



## SBDC ADVISORS MAKE A DIFFERENCE

	2019	2010-2019
International SBDC <b>CLIENTS</b>	<b>119</b>	<b>403</b>
Change in Sales <b>EXPORT</b>	<b>\$4,284,264</b>	<b>\$62,984,935</b>

Economic Impacts are self-reported and client-verified



**"We have avoided mistakes we probably would have made without [our SBDC international trade business advisor's] experience guiding us!"**

Coleen Quisenberry, owner  
FLEXHIBIT

## STATEWIDE IMPACT

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

**+ JOB GROWTH +**

**5.4%** Washington average  
**75%** average SBDC client

**↑ SALES GROWTH ↑**

**4.9%** Washington average  
**14.1%** average SBDC client



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: Broadway Morris Trade Co., Tacoma, WA

A little over a year ago, Tony Wen and his business partner, Tristan Shulman, attended their first workshop on export trade. Today their company, Broadway Morris Trade Company, is up and running and they are working with Tribal fisheries to supply geoduck to China, Hong Kong and Vietnam; sea urchin to China and Japan; and salmon to Hong Kong and Japan.

Planning has already begun to build or acquire a 6,000-square-foot facility to process and pack seafood to keep up with export demand, Wen said, and the facility is likely to employ 35 to 50 people.

Wen attributes much of their success thus far to that two-day workshop in Moses Lake co-hosted by the Grant County Economic Development Council and the Washington Small Business Development Center (SBDC).

Wen and Shulman were referred to Vern Jenkins, the SBDC export advisor in Spokane, when they began talking with lenders about their plan to export surplus heavy equipment to Central America. Both Wen and Shulman own other businesses, so they didn't foresee export becoming a major focus, but when Jenkins suggested they attend the export readiness workshop, everything changed.

"I felt comfortable asking him a lot of other questions about things I didn't know about," Wen said. After that workshop in October 2017, he said, "I never looked back."

He and his partner created the Broadway Morris Trade Company (named for the intersection in New York near the iconic charging bull statue) and began doing market research on a broad range of Washington food products. In spring 2018 they participated in an outbound trade mission to Japan and China organized by the Grant County EDC and the SBDC and further refined their export plan.

Jenkins has been an ongoing source of information and advice,

Wen said. "He answers every question, like literally, every question," Wen said. "He's very approachable."

Wen said the export workshop provided particularly useful information about financing, which is a huge, ongoing issue for anyone involved in international trade. As his company continues to grow, Wen said, he plans to continue working with Jenkins and the SBDC to make sure they take care of the day-to-day issues while also planning for the future.

"We don't play around. We are building a reputation," Wen said. "Making a profit is important, but building long-term sustainable business is more important."

With the help of Jenkins and the SBDC, Wen said, Broadway Morris Trade Company is doing just that. "It's like having a coach," he said. "It keeps you on track."



Tony Wen in Korean grocery store during 2019 Washington SBDC Outbound Trade Mission

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