SBDC ADVISORS MAKE A DIFFERENCE

<table>
<thead>
<tr>
<th>Served by the SBDC</th>
<th>2019</th>
<th>2010-2019</th>
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<tbody>
<tr>
<td>CLIENTS</td>
<td>60</td>
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<tr>
<td>Start New</td>
<td>4</td>
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<tr>
<td>BUSINESSES</td>
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<tr>
<td>Created &amp; Saved</td>
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<tr>
<td>JOBS</td>
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<tr>
<td>Generated</td>
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<tr>
<td>SALES</td>
<td>$18,563</td>
<td>$18,563</td>
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<tr>
<td>Access Investment</td>
<td>$6,000</td>
<td>$6,000</td>
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</table>

STATEWIDE IMPACT

- **JOB GROWTH**
  - 5.4%
  - Washington average: 7.5%
  - Average SBDC client: 5.4%

- **SALES GROWTH**
  - 4.9%
  - Washington average: 14.1%
  - Average SBDC client: 4.9%

For every $1 invested in the Washington SBDC, our clients generate $3.32 in incremental tax revenue.

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

10-year average (2010-2019) of Independent Annual Survey by Dr. James Chrisman, Mississippi State University

MEET YOUR NEW ADVISOR: Jaime Forsyth

Since moving to Kitsap County in 2006, Jaime has channeled her MBA and experience into supporting small businesses, revitalizing her community, and making connections that matter in her robust and wide-ranging local network.

Her three decades of diverse business experience includes international marketing for a tech firm, launching a small manufacturing business, advising an entrepreneurial unit of the federal government in a major reorganization, evolving a small non-profit into a multi-million-dollar organization, and traveling to Paris with the Washington State trade delegation to promote manufacturing in the West Sound area.

Her favorite areas of expertise include:

- Marketing and outreach: Identifying the most effective use of your time and energy to position your product and connect with your target audience
- Retail Business Analysis: What is the customer experience and how that affects your bottom line
- Branding: It’s not just a logo!

Prior to joining the SBDC, Jaime was the major gifts officer for the Kitsap Regional Library Foundation, where she had been executive director from 2012 to 2018. A former Peace Corps volunteer, Jaime has extensive experience and education in sustainable business systems.

Jamie earned an MBA in Sustainable Business from the Bainbridge Graduate Institute and an MBA from Colorado State University. She also earned an undergraduate degree in Park Planning and Resource Management from the University of Utah.

CONTACT INFORMATION:

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