

Washington SBDC WALLA WALLA CENTER 2019 ECONOMIC IMPACT



SBDC ADVISORS MAKE A DIFFERENCE

| | 2019 | 2010-2019 |
|--------------------------------------|--------------------|---------------------|
| Served by the SBDC CLIENTS | 59 | 436 |
| Start New BUSINESSES | 5 | 83 |
| Created & Saved JOBS | 5 | 294 |
| Generated SALES | \$3,500 | \$2,896,500 |
| Access Investment CAPITAL | \$5,279,000 | \$19,339,044 |

Economic Impacts are self-reported and client-verified

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
7.5% 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 **\$3.32** 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: Judy Jones

Judy Jones joined the Washington SBDC in 2019 and brings with her a wealth of experience as a business advisor and small business owner. Judy says her best work is based on a personal mission to strengthen the economic core of communities, and giving entrepreneurs access to mentoring, technical assistance, training and resources to promote strategic growth are some of the most meaningful methods to accomplish this goal.

As a child growing up in Prosser, Judy watched her father balance the struggle and success of being a small business owner and farmer. That experience sparked her own passion for entrepreneurship and has resulted in a 20+ year career in economic development during which time she has worked for non-profit community development organizations, private corporations, owned her own small business and been a business advisor and executive coach.

Prior to joining the SBDC, Judy was a manager and small business advisor for SCORE in Walla Walla. She also worked as a marketing specialist for the Walla Walla Community Foundation.

In 2011 she became trained as a John Maxwell leadership and performance coach and since that time as president of Exago Institute, she has provided management training to more than 4,800 executives, managers, sales and community leaders.

Judy's undergraduate degree was in community economic and environmental planning and development at the University of Washington. She has taken graduate courses

in marketing psychographics at the Florida Institute of Technology, where she also earned a graduate certificate in organizational behavior management.

Judy is passionate about helping leaders, teams, and organizations break through from their current state to their desired future state. She helps leaders strategically overcome barriers, navigate change and customize an intentional path forward.

Her areas of expertise include:

- Leadership Development
- Change Management
- Diversity and Inclusion
- Employee Engagement & team development



Judy Jones

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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.



www.WSBDC.org

