

Washington SBDC YAKIMA CENTER 2019 ECONOMIC IMPACT



SBDC ADVISORS MAKE A DIFFERENCE

	2019	2010-2019
Served by the SBDC CLIENTS	160	511
Start New BUSINESSES	16	51
Created & Saved JOBS	165	468
Generated SALES	\$1,835,670	\$9,036,257
Access Investment CAPITAL	\$1,448,025	\$19,780,482

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

SUCCESS STORY: Fast Mobile Service, Grandview, WA

David Ruelas was hired to sweep up at a diesel mechanic shop in Yakima when he was 20 years old. He was so fast, efficient and thorough in his cleaning that within days he had worked his way into a diesel mechanic apprentice position.

That was 20 years ago, but it exemplifies Ruelas' work ethic and helps explain why his company, Fast Mobile Service, has grown from one guy and a service truck in 2005 to three service trucks, 16 employees and a 14,000-sf repair shop and parts store on nine acres at the Port of Grandview that they have just about outgrown.

But even hard work only gets you so far, and Fast Mobile Service would not be where it is today with the managerial skills of David's sister, Fatima, and the advising services of the Washington SBDC.

In 2011, David was leasing a shop in Sunnyside and had five employees, including his father and two of his brothers. Fatima was working in the office part-time and asked her brother to bring her on full-time. He said he couldn't afford to, but she said, yes, you can.

Fatima immediately began implementing business systems that helped the office run more smoothly. She also reached out to the Washington SBDC for help with expansion plans.

Linda Johnson, the SBDC advisor in Yakima at the time, first helped Fatima set up financial spreadsheets that would allow them see the financial health of their business more clearly. Fatima remembers the meeting where Johnson went through profit and loss statements, monthly cashflow reports, cost of goods, etc.

"We've never been able to see our finances like this," Fatimas said. "I can't explain to you what that meant to us."

With Johnson's assistance, Fast Mobile Service was ultimately approved for a U.S. Department of Agriculture (USDA) Rural Development-backed loan in 2017 and Fast Mobile Service moved into its new facility at the Port of Grandview in February 2018.

"We got really good help," David says. "(The SBDC) is not going to give you money, but they are going to give you advice. Advising is one of the main things we need as a business owner."



David Ruelas, owner, Fast Mobile Service with sister Fatima and family

CONTACT INFORMATION:

Sarah Truglio
 Certified Business Advisor
 10 N 9th St.
 Yakima, WA 98901
 509-575-1140, ext. 117
 Sarah.Truglio@wsbdc.org

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