

**MESSAGE FROM THE DIRECTOR**

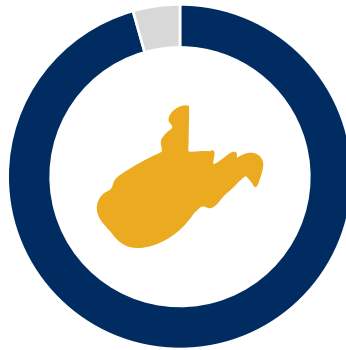
Small businesses make up nearly 96 percent of all West Virginia businesses. Through the many services provided by the **WEST VIRGINIA SMALL BUSINESS DEVELOPMENT CENTER**, I am proud to be part of a team that supports business formation and growth, which moves our economy forward and makes our communities healthier.

As the director of the **WWSBDC**, it is my goal to make starting and keeping a new business here in the Mountain State easier. Our 17 business coaches are on the front lines assisting job creators and innovators in all 55 counties. From start to finish, our coaches and staff want to make sure you have the tools you need, from initial start-up and business development to marketing and expanding services.

The **WEST VIRGINIA SMALL BUSINESS DEVELOPMENT CENTER** provides no-cost, strategic, one-on-one coaching for potential business owners. Small businesses continue to be the backbone of West Virginia's economy, and through the countless services of the **WWSBDC**, we are building a bright future on the strong foundation of job creators and innovators here in the Mountain State. My team and I look forward to traveling the state and helping make your dreams of being a successful business owner a reality.

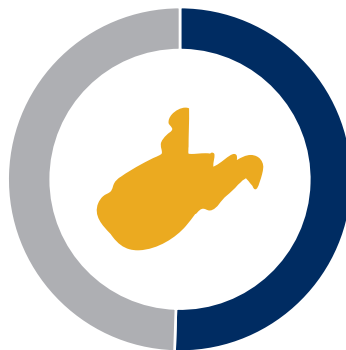
**Erika Bailey**  
 Director, WWSBDC

How we **IMPACT** business growth and expansion



**115,162**  
 or **95.6%**

of West Virginia businesses are small



**290,950**  
 or **50.5%**

of West Virginia employees work for small businesses

**SOURCE:** US SBA Office of Advocacy 2016

**WWSBDC**  
**impact**  
 over the  
 last 5 years

**2,403 jobs created**

**761 jobs retained**

**532 businesses started**

**3,256 clients coached**

**2,266 training attendees**

**\$84,664,877 capital leveraged**




# Celebrating Success

**Get started  
BUILDING or  
expanding  
your  
SMALL  
BUSINESS  
today!**

Call or go online today.  
The **WEST VIRGINIA  
SMALL BUSINESS  
DEVELOPMENT CENTER**  
is just a call or click away!

West Virginia SBDC Lead Center  
Capitol Complex  
1900 Kanawha Boulevard  
Charleston, WV 25305-0311

 (304) 558-2960

 [askme@wv.gov](mailto:askme@wv.gov)

  WWSBDC

[WWSBDC.com](http://WWSBDC.com)

  
**Business  
Ask Me! Line**

(888) WVA-SBDC

**“ AHMAD ABULABAN** approached our regional office on West Virginia University’s Campus in Morgantown needing assistance with the development of his business idea. I worked with the client to develop the business plan, three years of financial projections, and assisted with his business loan applications. After submitting all the proper paperwork we filled out together, Mr. Abulaban was approved for a business loan and a Popeye’s Franchise in the Morgantown area. He hired 65 full-time and 40 part-time employees. The grand opening for Morgantown’s first Popeye’s franchise was January 20th of this year. Mr. Abulaban said that he could not have accomplished opening the Popeye’s without the help of the **WWSBDC**, and I am proud to have served as his business coach throughout the entire process.”

— **Sharon Stratton**

*West Virginia University SBDC Business Coach*

**“ DR. KIMBERLY SMITH** had always worked as an employee for other practices since leaving dental school and was ready to start her own practice. While she was an experienced dentist, she never had to worry about the business and licensing side of running a practice. Plus, she feared the significant amount of capital that would be required for this business venture. Dr. Smith also had a restrictive non-compete with her existing employer that needed to be evaluated in order to choose a location and formulate a startup model that would not violate the terms of the agreement. Thanks to our team at the **WWSBDC**, we worked together with her to find a location for the practice that did not violate the terms of the non-compete agreement and assisted with the creation of a detailed five-year projected cash flow and budget. Shortly after applying, Dr. Smith obtained commercial loans to start her own dental practice and opened for business on March 27 of this year. Today, Dr. Smith proudly employs three full-time employees at her Martinsburg location.”

— **Matt Coffey**

*Jefferson County SBDC Business Coach*

## HOW WE CAN HELP!

**WWSBDC** helps businesses lay a solid foundation on which to build success. If you are an inventor with a great commercial idea, an entrepreneur with a business startup or an established business looking to sustain or ready to expand your success, then **WWSBDC** has services to match your needs.

- **LOW-COST TRAINING** in business fundamentals workshops
- **NO-COST, ONE-ON-ONE CONFIDENTIAL ADVISING** with our statewide network of credentialed business coaches
- **PRACTICAL ADVICE** on a broad spectrum of business knowledge, including developing a viable business plan, marketing, innovation, technology and management skills
- **FINANCIAL RESOURCE CONNECTIONS.** **WWSBDC** does not give loans or grants — but we can help companies be aware of and prepare for capital access opportunities