



SMALL BUSINESS SNAPSHOT

MAY 2018

MESSAGE FROM THE DIRECTOR

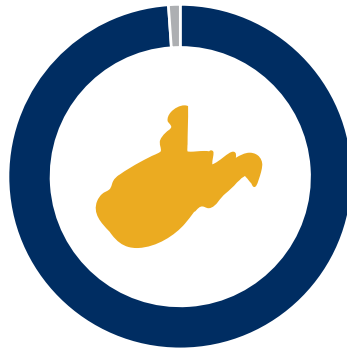
Springtime signifies a time for new growth. As you start to plant and grow your flowers and vegetables, why not consider doing the same with your small business? The **WV SBDC** is the premier resource for small business creation and expansion in the Mountain State.

The online business fundamentals workshop that we launched in January has been a tremendous success. Many West Virginia entrepreneurs have interacted with this innovative program that gives participants the basic tools and resources they need to start their small business. I am proud to report that one in four people who have completed the workshop have become clients of the **WV SBDC**.

Our goals for 2018 are to strengthen our team, be client and market focused and enhance visibility of our brand. Over the past year, we have fostered and developed many new partnerships to make sure the more than 115,000 small businesses in West Virginia know about the wide variety of services our team has to offer. Whether you need assistance with leveraging capital, writing a business plan or planning for your business continuation into the next generation, our seasoned business coaches stand ready to start or expand your small business.

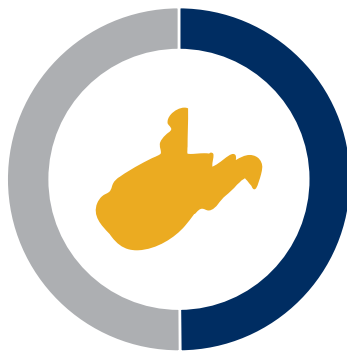
Erika Bailey
Director, WV SBDC

How we **IMPACT** business growth and expansion



115,673
or **98.9%**

of West Virginia businesses are small



288,211
or **50.1%**

of West Virginia employees work for small businesses

SOURCE: US SBA Office of Advocacy 2016

WV SBDC
impact
over the
last 5 years

2,502 jobs created

711 jobs retained

655 businesses started

3,618 clients coached

2,351 training attendees

\$117,456,076 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!


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Capitol Complex
Building 3, Suite 600
1900 Kanawha Boulevard
Charleston, WV 25305-0311

 (304) 558-2960

 askme@wv.gov

  WWSBDC

WWSBDC.com


Business Ask Me! Line
(888) WVA-SBDC

“ WITH MORE THAN 30 YEARS of training in martial arts, I had always dreamed of opening a dojo, a learning space for martial arts, in Morgantown. I connected with WV SBDC business coaches Debbie Magyar and Sharon Stratton. Both ladies assisted me with the development of my initial business plan and showed me how to manage cash flow statements. They also worked with me to leverage a \$30,000 loan to get started. USA Martial Arts, my studio, specializes in teaching traditional martial arts of tae kwon do, karate and jujitsu. Since our founding, USA Martial Arts has become the premier Olympic karate and sport judo program in West Virginia. Currently, my team is training students to participate in karate at the 2020 Olympic Games in Tokyo, Japan. I continue to work with Debbie and Sharon on marketing strategies and expansion opportunities.”

— **Chris Wood**
Owner, USA Martial Arts

“ AS TWO NEW, YOUNG DENTISTS FRESH OUT OF RESIDENCY, Brandon and I had the opportunity to acquire the dental practice of the retiring dentist we had been working for. The retiring dentist offered to owner-finance, but there were still insufficient funds to cover the needed down payment. We had never run our own business before, so we were unfamiliar with the process. Business Coach Mary Hott sat down with us to review and evaluate the offer package. Perhaps the greatest benefit to working with Mary was having that independent third party who could help us understand our options and give guidance during the time we were building our team of professional support. Thankfully, all funding was approved, and the transition of ownership was completed as of January 1 of this year. A boomer generation dentist transferred and financed the ownership of his practice to two millennial generation dentists. Five full-time jobs were retained, while one part-time and two full-time jobs were created. If it were not for the WV SBDC’s hands-on coaching, our dream of being business owners in a field that we love may not have become a reality.”

— **Dr. Angelina Browning, DDS**
Owner, Tuscarora Family Dental

HOW WE CAN HELP!

WV SBDC 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 **WV SBDC** 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.** **WV SBDC** does not give loans or grants — but we can help companies be aware of and prepare for capital access opportunities.