



2021 SNAPSHOT

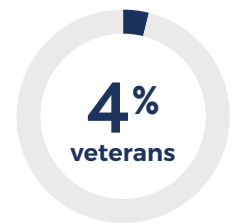
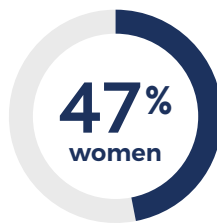
Find West Virginia's page in America's SBDC annual report online at sbdimpact.org/ww



Your business. Our passion.



CLIENTS SERVED



9,610

COACHING
HOURS DELIVERED

60

TRAINING
EVENTS

11

CERTIFIED
BUSINESS ADVISORS

410

JOBS
CREATED

966

TRAINING
ATTENDEES

2

CERTIFIED GLOBAL
BUSINESS PROFESSIONALS

96

NEW BUSINESSES
STARTED

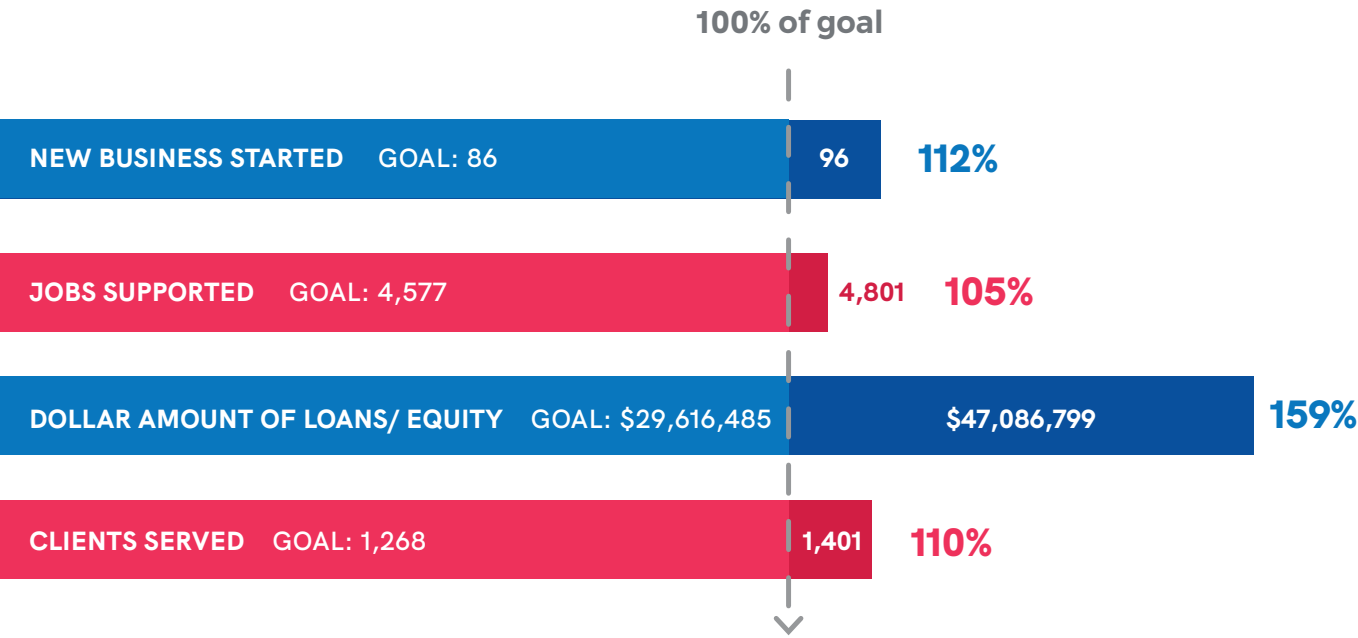
\$47.1M

IN CAPITAL FUNDING
OBTAINED FOR CLIENTS

\$8.3M

INCREASE IN
CLIENT SALES

Performance Exceeded Goals By...



WV SBDC Performance Compared to our 2021 Goals

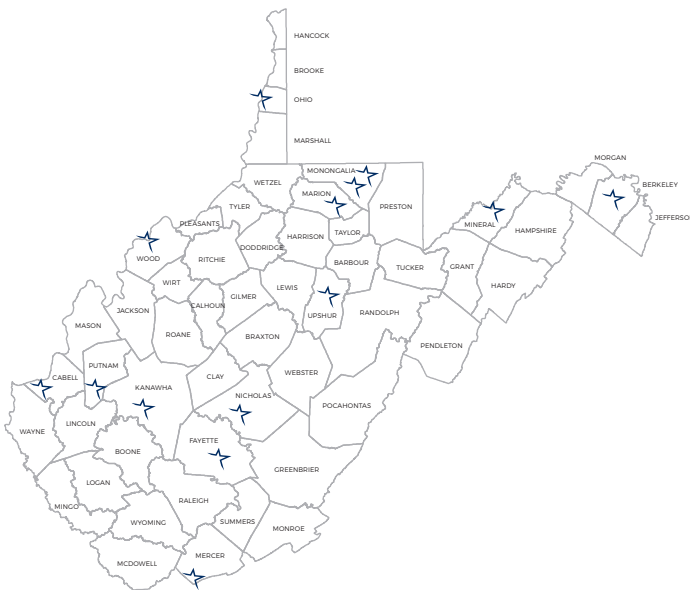
Return On Investment

INVESTMENTS

Federal funding
\$755,556

State investment
\$820,700

Local support
\$137,495



RESULTS

Capital funding received by clients
\$47.1M

Increase in sales
\$8.3M

Jobs created
410

PERFORMANCE



Million Dollar Club

Business Coaches whose assistance resulted in \$1 million or more of capital access.



\$8.4M

SHANNON MITCHELL



\$7.5M

MARY HOTT



\$7.1M

MARSA MYERS



\$7.0M

DOUG SPAULDING



\$5.2M

SUSIE HIGGINS



\$4.7M

FRANK GOLDSBOROUGH



\$3.8M

SHARON STRATTON



\$3.2M

HAROLD PATTERSON



\$2.5M

WILL MILLER



\$1.9M

TODD CRUMP

State Star Award

SBDC Business Coach Sharon Stratton Receives 2021 WV SBDC State Star Award

[READ MORE](#)



COVID-19 Response & Recovery Highlights



430

CLIENTS RECEIVED
DISASTER-RELATED
COUNSELING



3,003

HOURS OF
DISASTER-RELATED
COUNSELING PROVIDED

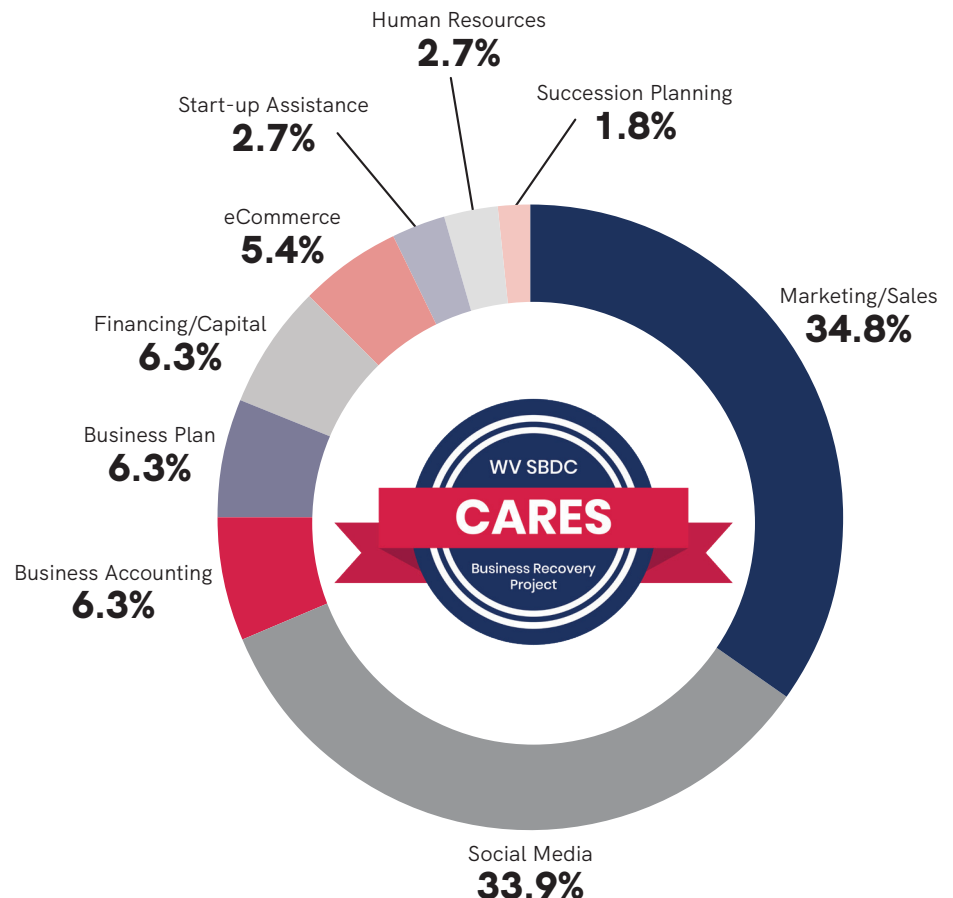


\$17.2M

DISASTER-RELATED
CAPITAL FUNDING
APPROVED

SME Program Highlights

The centerpiece of the WV SBDC's CARES Act project is the engagement of a team of industry expert business consultants (SMEs) to provide specialized services to businesses affected by the pandemic. Bringing on these SMEs allows us to help small businesses address specific challenges caused by the COVID-19 pandemic, such as moving their brick-and-mortar store to an online platform or creating a detailed plan to keep their employees and customers safe when they reopen. In 2021 the SMEs assisted businesses with the following topics:



West Virginia's business community is resilient.

Here are five WV SBDC clients who pivoted for success amidst the COVID-19 pandemic.



UTOPIA WELLNESS

New business makes healthy adjustments to survive and thrive during pandemic

wvsbdc.com/utopiawellness



CHAANG THAI

Restaurant's recipe for authentic success: Prepare meticulously. Adapt quickly.

wvsbdc.com/chaangthai



PENN & CO.

Creating specialty fragrances makes good business scents for specialty shop

wvsbdc.com/pennandco



COOLFONT RESORT

Renovation makes former hot spot in Morgan County a cool place to be again

wvsbdc.com/coolfontresort



BLUE GOLD DEVELOPMENT

Friendship forms the foundation of new demolition/construction company

wvsbdc.com/bluegolddevelopment

Come In, We're Open

A campaign to encourage all West Virginians to support the Mountain State's small businesses and for small business owner to participate and spread the word that they are open and ready for business.

Small businesses are the backbone of the economy and have faced tremendous challenges since the onset of the COVID-19 pandemic. Now, they're back open and need the support of community members more than ever.

wvsbdc.com/weareopenwv





Learn more about the West Virginia Small Business Development Center and find additional success stories at wvsbdc.com.



📞 888-WVA-SBDC

✉️ askme@wv.gov

📱 [f](https://www.facebook.com/WVSBDC) [t](https://www.twitter.com/WVSBDC) WVSBDC

📍 WVSBDC.com