SBDC 2019
ANNUAL REPORT
MISSION
The Small Business Development Center helps businesses grow and succeed through advising, education and research.

$17 : $1
For every dollar of funding we receive, our clients generated over $17 dollars of new investments in our community.

“As a former SBDC client, I am pleased that the City of Bellingham partners with this invaluable community resource that offers expert advice, research and collaboration opportunities to local businesses, allowing us to work together to improve our local economy by increasing sustainable business growth and ensuring that growth is inclusive.”

– Mayor of Bellingham Seth Fleetwood

“Whatcom County is proud to support the high-quality work and success of the Small Business Development Center. Their innovative and resourceful guidance helps our local businesses grow and succeed, which ultimately helps our community thrive. I’m pleased to support this important and valuable resource to our community.”

– Whatcom County Executive Satpal Singh Sidhu

“The Small Business Development Center is an important tool in our Counties Economic Development’s toolbox. The Port continues to be a proud sponsor and partner with this organization. Entrepreneurs in our region can count on the SBDC to provide them with the tools, services, and resources they need to reach their goals.”

– Port Commissioner Ken Bell
As a community economic development professional, I am proud that our efforts have consistently delivered meaningful and measurable results. 2019 was another great year and remarkable in many ways.

- We helped new businesses successfully launch
- We guided employees on their journey to becoming business owners
- We saw clients buying buildings they previously leased
- We helped clients successfully complete their exit strategy

It is my great honor to be able to share some of those success stories in our WWU SBDC annual report. To my team, the leadership at Western Washington University, and my community partners I want to say, “Thank You!” The continued support you give to our program is what enables us to meet people where they are, changing their lives for the better and transforming our community.

– CJ Seitz
Director, Small Business Development Center
“Western’s mission to serve the needs of the state of Washington is at the forefront of the work we do every day. We strive to make a world-class education more accessible to all, to fuel innovation and to enable positive change in the lives of individuals, our economy and our communities.

We are proud to host and support the efforts of the Whatcom County SBDC, a driving force in community economic development since 1983. The SBDC builds capacity in a diverse and inclusive way, enhances the resiliency of our existing businesses and protects the legacy of our historical businesses by stewarding orderly and rewarding successions.

Through the SBDC’s efforts, $39 million in new capital investment has been secured, 900 jobs created or retained and 49 new businesses have opened in just the last five years.”

– Sabah Randhawa, WWU President

The SBDC will work with you at whatever level you are at. If you’re pretty far along in the planning process, as we were, they will make what you are putting together really work effectively. It was amazing, they made this happen for us.

– Betsy O’Donovan
Co-Owner, Bellingham Brazilian Jiu-Jitsu

Our group reached out to the SBDC to help us put some strategic plan ideas to paper. Our Administrator was at capacity managing the day to day operations, so it was really helpful to turn to a trusted resource and have our SBDC advisor “crunch the numbers” on our ideas.

– Andrea Vitalich, MBA
Clinic Administrator, Pacific Rim Orthopaedic Surgeons, PLLC

The team at the SBDC was instrumental in helping us transition to a worker-owned cooperative. Additionally, they have provided outstanding business accounting and financial management training, tools, and support that have allowed us to operate a thriving local business. Thanks to everyone on team SBDC.

– Patrick Martin
General Manager, A-1 Builders and Adaptations Design Studio