



WWU Kitsap County Small Business Development Center

PRESENTED BY WWU SBDC CERTIFIED
BUSINESS ADVISOR, JAIME FORSYTH

MISSION

We are a national network of business advisors providing expert, customized advising, training and market intelligence to existing businesses and entrepreneurs to promote and support economic vitality in our local community.



WHO WE ARE



- SBA Partners
- ~1000 SBDCs in the US
- Collaborative WA state SBDC network
- MBA business advisors with extensive small business experience
- Kitsap County served by WWU-hosted SBDC

Partnerships

Funding: Local Stakeholders



City of Poulsbo



Kitsap Bank



Kitsap Credit
Union



First Federal



Kitsap Regional
Library

Accountability & Ethics

**STRICT
CONFIDENTIALITY**

**NO REFERRALS
MADE WITH
OUTSIDE
INTEREST**

**CLIENT
VERIFICATION
OF IMPACTS**

**BUSINESS
ADVISORY
CERTIFICATION**

**NATIONAL
ACCREDITATION**

**SBA AUDIT &
SITE VISITS**

Core Services



A Sample:

- **Business Development Advising:** One-on-one, confidential, no cost, at all stages of your business
- **Access to Capital**
- **Continuing Education**
- **Community Connections**
- **Market Research**
- **Exporting**



“The Kitsap SBDC has been such a great resource in launching our eatery in the middle of a pandemic.”

-SHERLY PANTOUW-JONES, CO-OWNER



Amolë –
Asian and Indonesian Food,
Bremerton

So You Want to Start a Business?

- 1 - Market Need: what need did you discover, what gap are you filling, what problem are you solving?
- 2 - Target Market: who is your best customer, what is the size of your market, who are your competitors?
- 3 - How do you know that people will buy what you're selling (and in increasing quantities and for the long-term)?
- 4 - Why are *you* the best person to start this business?
- 5 - Why is *this* the best time to start this business?



JAIME FORSYTH

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