

# 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

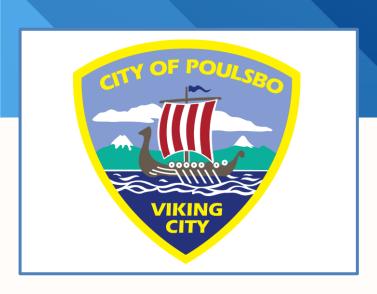




- SBA Partners
- ~1000 SBDCs in the US
- Collaborative WA state SBDC network
- MBA business advisors with extensive small business experience
- Kitsap County served by WWU-hosted SBDC

### Partnerships

Funding: Local Stakeholders







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

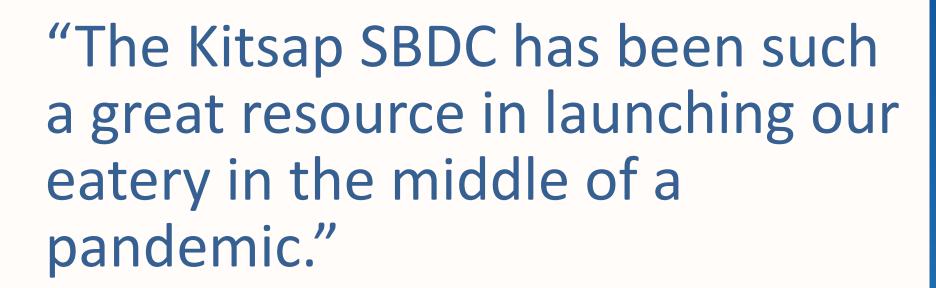
# Core Services



### 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





-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**

WWU SBDC CERTIFIED BUSINESS ADVISOR

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# Contact Information