

Message From the State Director

I am excited to share with you some of the highlights of VtSBDC activity during 2018.

Our advising team provided one-on-one, confidential advice to 600 Vermont entrepreneurs and small business owners last year. Small businesses are the drivers of economic growth and play a significant role in the vibrancy of our communities.

VtSBDC designed special workshops for craft brewers who are learning the "business" side of the brewing industry, and another for business owners in the creative economy. Vermont has a 32% higher concentration of creative economy businesses than the national average. We are working closely with several Vermont trade groups to provide tailored educational seminars to their members. As part of our strategy to support Vermont's future business leaders, VtSBDC developed and conducted a training program for high school teachers to equip them with the knowledge, tools, and best practices for teaching entrepreneurship to students.

The success of VtSBDC is shared with you, our partners and stakeholders. I look forward to our continued collaboration in the year ahead.



Sincerely,
Linda Rossi
 STATE DIRECTOR
 lrossi@vtsbdc.org



"Working with my VtSBDC advisor has completely shifted my mindset about executing business decisions and helped me identify quantifiable metrics to determine the health of our business. It's been a privilege to work with VtSBDC, and I can't wait to see how my business continues to grow with their guidance."

Wendy Mehaffey, Co-Owner
 Epic Wellness, South Burlington, VT

2018 Results of VtSBDC Assistance

Thanks to \$1.2 million in federal and state funding in 2018:



444 NEW JOBS
 CREATED

and at-risk jobs retained
 by VtSBDC clients



\$21.4
 million

new capital infused
 into client businesses

Client Satisfaction



98%

In a recent survey, 98% of clients who responded said they would recommend VtSBDC to others.

We Know Business. We Get Results.

VtSBDC Results Over the Past Five Years



Over \$124 million
generated in new capital



8000+ Vermonters served
through one-on-one advising
and educational training programs



More than 2570 jobs
created and retained



“We are so incredibly grateful for the support of the VtSBDC. If you have never owned a business before, it can be an incredibly daunting task to build one from the ground up. The VtSBDC provided exactly the level of support and knowledge of available resources to put us on the pathway to running a successful business.”

Chris and Cortney Keene, Co-Owners
Keene Perspectives, White River Junction, VT



“Connecting with VtSBDC has been the best strategy we’ve ever implemented for our business. Our advisor is a knowledgeable and trusted friend of Clear Water Filtration.”

Steve Parker and Jen Fleckenstein, Co-Owners
Clear Water Filtration, Waitsfield, VT

Learn more about our clients and their successes in 2018 vtsbdc.org



“The VtSBDC proved to be an invaluable resource when I was planning to open my business. Without it, I’m not sure if I would actually be open today. They helped me write my road map for success!”

Bobbie Roehm, Owner, Roam, Montpelier, VT



VtSBDC is a statewide program of the Vermont State Colleges, hosted by Vermont Technical College. VtSBDC is funded in part by the U.S. Small Business Administration and the State of Vermont's Agency of Commerce and Community Development.