

“Working with our VtSBDC advisors has helped us through early pivots and growth, and kept us focused on the goals we set for ourselves. Their experiences as business owners and entrepreneurs have translated into real, working tools and advice. We really value our sessions and feel they’ve contributed to our success.

**VtSBDC is our partner!”**

DAR TAVERNIER-SINGER, CO-OWNER  
*Tavernier Chocolates, Brattleboro*



## Together We’re Taking Vermont Businesses to the Next Level



**LINDA ROSSI**  
VtSBDC State Director  
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I’m excited to share these small business profiles and other highlights of VtSBDC work throughout 2019. We’re proud of our clients and their hard work; we are thankful for the federal and state funding that allows us to provide one-on-one, confidential advice at no cost. Our business advisors assist Vermonters as they start and buy businesses, create and retain jobs, secure financing for their businesses, build value through improved operations, and prepare to transition their businesses to the next generation of entrepreneurs.

VtSBDC also assists college students as they go from education to entrepreneurship by providing advising that fits a student’s schedule

in person or online. Our clients have access to national resources, industry market research, and a wide range of tools that allow them, with the help of an advisor, to test assumptions and compare their business to others in the industry before putting ideas into action. As a result, VtSBDC clients have higher sales and hire more employees than Vermont businesses in general, according to a third-party annual economic impact survey. Ninety-eight percent of our clients said they would recommend VtSBDC to others.

Small businesses are the drivers of economic growth and play a significant role in the vibrancy of our communities. We look forward to our continued collaboration in the year ahead!

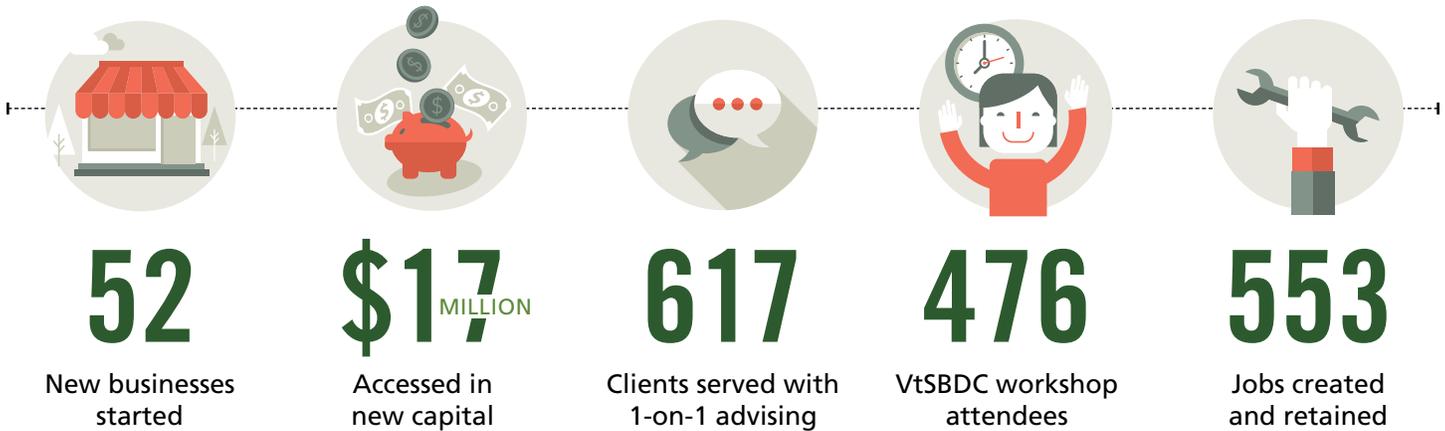
**We Know Business. We Get Results.**

“Our VtSBDC advisor set me on course for a solid business plan and a successful loan acquisition, which resulted in our being able to build the facility of our dreams. He was realistic, supportive and enthusiastic about what we wanted to accomplish.”

TIMO BRADLEY, PARTNER  
*TimberHomes Vermont, Montpelier and Vershire*



## VtSBDC Client Successes in 2019



“VtSBDC provided us with a robust business planning spreadsheet specifically for applying for 504 loans, and that spreadsheet really helped us plan for growth and understand more about how our business’s financials work. We definitely wouldn’t be the company we are today without the continuing support of VtSBDC.”

KELLY KLEIN, CO-OWNER  
*Groennfell Meadery, St. Albans*

Learn more at [VtSBDC.org](http://VtSBDC.org)



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