

Your Small Business Resource

U.S. Small Business Administration
Seattle District Office



SBA: The Three C's



Capital



Counseling



Contracting

Counseling




SCORE – www.score.org

- Free business counseling
 - In-person
 - Online
- Training & Workshops
 - In-person
 - Online
- Commonly used business templates
 - Business plan
 - Cash flow

SCORE – www.score.org


Bellingham – 360.685.4259



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Helping Others Achieve

January is National Mentoring Month, and SCORE mentors help strengthen businesses and communities every day.

[Become a Mentor ▶](#) [Find a Mentor ▶](#)

SCORE – www.score.org

FIND A MENTOR

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SUCCESS STORIES ABOUT US

Find a Mentor

MENTOR REQUEST

Do you have a business question? Enter your zip code then complete the request form to let your local SCORE pair you with the right mentor.

GET LOCAL ADVICE

In-person

SEARCH FOR A MENTOR

SCORE's experienced business mentors provide advice on every aspect of business planning, start-up, management and growth.

SEARCH MENTORS

Online

FIND A SCORE LOCATION

SCORE has over 300 chapters across the nation to help you succeed. Find a SCORE office near you for local expertise and resources.

FIND MY CHAPTER

Chapter
Location

SCORE – www.score.org

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Take a Workshop

Join us for LIVE, free small business webinars. Learn about the latest business strategies, and get answers to your questions from our expert speakers. Register today!

[Live Webinars ▶](#)

Did you miss one of our live webinars? You can view the recordings online anytime. Watch and learn at your convenience with our recorded webinars.

[Recorded Webinars ▶](#)

Take interactive, online training courses on a variety of small business topics. Work through each session at your own pace, and download helpful materials to apply new ideas.

[Courses on Demand ▶](#)

Narrow by

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What's it Like to Be a College Student and Business Owner?

SCORE showed Seth Spencer how to juggle college and running a business. [Read more >](#)

[Article](#)

5 Ways to Boost Your Website's Traffic

Online success doesn't happen by magic, and it certainly doesn't happen overnight. The best websites have some common elements that have been proven to increase traffic (and sales) [Read more >](#)

[Template](#)

Business Planning & Financial Statements Template Gallery

These tools can be your first step towards small business success. Find business planning, finance, sales, marketing and management templates & guides. [Read more >](#)

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SBDC – <http://wsbdc.org>

- Free business counseling
- Training and workshops
- Online tools

SBDC – Bellingham <http://sbdc.wvu.edu>

Bellingham – 360.778.1762



SBDC – Bellingham <http://sbdc.wvu.edu>

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Requesting an Appointment

Please have a clear idea of what you want to do, or what you desire help with, summarized in written form. While we are fortunate to have three full-time business advisors here in our Bellingham office, we can only serve 350-400 clients per year. Our advisors need to see the bigger picture to understand your

SBDC – Bellingham <http://sbdc.wvu.edu>

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Upcoming Events

Looking to become a better business leader? Check out some of the training and professional development opportunities below to find a program that fits your needs best. Have a training event you'd like to see featured here on our community calendar? Get in touch with us and we'll update this calendar with your event details.

Today   Wednesday, January 18 ▼

 Print

Wednesday, January 18

12:00pm [Membership Luncheon](#)

Thursday, January 19

11:00am [Affordable Care Act 101](#)

12:00pm [Toastmasters - Ferndale Chamber of Commerce](#)

SBDC – Bellingham <http://sbdc.wwu.edu>

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Helpful Resources

The following links are provided for informational purposes only. Inclusion on this list does not indicate the expressed or implied endorsement of The Western Washington University Small Business Development Center.

Starting a Business

- [WSJ Start Up Journal](#)
- [Entrepreneur Startup Basics](#)

State of WA Information

Additional Service Providers



Veterans Business Outreach Center

www.businessimpactnw.org/vboc



WWBC
— WASHINGTON —
Women's Business Center

Washington Women's Business Center

www.businessimpactnw.org/wbc



Washington Center for Women in Business

www.wcwb.org



SBA Training & Resources

Workshops

- Free Workshop Thursdays
 - 2nd & 4th Thursdays
 - Combination of virtual and in-person events
- StartSmart Series
- Find events:
 - www.sba.gov/wa
 - www.tinyurl.com/seattlesba
- Online tools

SBA Training & Resources

SBA Learning Center

- 24/7 on-demand training
 - Financing
 - Government contracting
 - Managing a business
 - Marketing
 - Starting a business



SBA

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SBA Training & Resources

SBA Business Plan Builder

<https://www.sba.gov/tools/business-plan/1>

☒ **Build Your Business Plan** Feedback

1 Cover Page

2 Executive Summary

3 Company Description

4 Market Research

5 Product/Service Line

6 Marketing & Sales

7 Financial Projections

8 Finish Up



Cover Page

Introduction

Cover Page

Are you interested in starting a business? Creating a business plan is one of the most important steps you will take because the plan serves as your road map for the early years of your business. The business plan generally projects 3-5 years ahead and outlines the route a company intends to take to reach its yearly milestones, including revenue projections. A well thought out plan also helps you to step-back and think objectively about the key elements of your business venture and informs your decision-making on a regular basis.

SBA's Business Plan Tool provides you with a step-by-step guide to help you get started. All of your information entered into this tool can only be viewed by accessing your account using the password you have specified. Not only can you save your plan as a PDF file, you can also update it at any time, making this a living plan to which you can often refer. You can also use your completed business plan to discuss next steps with a mentor or counselor from an SBA resource partner such as SCORE, a Small Business Development Center (SBDC) or a Women's Business Center (WBC).

Help With This Section

- [Using This Tool](#)
- [Cover Page Example 1](#)
- [Cover Page Example 2](#)
- [Essential Elements of a Good Business Plan](#)
- [Need Help? Find Local Resources](#)

Contracting

Selling to the Government

- Small Business Certifications
 - 8(a)
 - HUBZone
 - Veteran Owned Small Business (VOSB)
 - Service Disabled Veteran Owned Small Business (SDVOSB)
 - Women Owned Small Business (WOSB)
 - Economically Disadvantaged Women Owned Small Business (EDWOSB)



Contracting

Prime Contracting Government-Wide Procurement Goals

- 23 % Small Business
- 5% Small Disadvantaged Business
- 5% WOSB
- 3% HUBZone
- 3% SDVOSB



Contracting



Government Contracting Assistance



Washington Procurement Technical
Assistance Center (PTAC)

<http://washingtonptac.org>

Everett – 425.248.4223



Native PTAC

<http://nativeptac.org>

888.467.0240



Capital



SBA Loan Guarantee Program



Capital



<i>County Name</i>		<i>Number of Loans</i>	<i>Sum of Loans</i>
SAN JUAN	HERITAGE BANK	3	1475000
SAN JUAN	WELLS FARGO BANK NATL ASSOC	1	10000
SAN JUAN	STEARNS BK NATL ASSOC	1	207500
SAN JUAN	FIRST HOME BANK	1	60000
SAN JUAN	HANA SMALL BUS. LENDING INC.	1	140000
SKAGIT	SAVIBANK	9	3625000
SKAGIT	HERITAGE BANK	4	1191700
SKAGIT	WELLS FARGO BANK NATL ASSOC	3	15000
SKAGIT	BANK OF THE PACIFIC	3	511000
SKAGIT	COASTAL COMMUNITY BANK	3	1207900
SKAGIT	BANNER BANK	2	350000

Capital



<i>NAICS Code</i>	<i>NAICS Description</i>	<i>Count of NAICS</i>	<i>Sum Of NAICS Loans</i>
722511	Full-Service Restaurants	77	\$24,690,800
722513	Limited-Service Restaurants	46	\$13,501,800
621210	Offices of Dentists	31	\$15,116,600
721110	Hotels (except Casino Hotels) and Motels	23	\$47,797,000
447110	Gasoline Stations with Convenience Stores	21	\$25,240,500
621310	Offices of Chiropractors	21	\$6,173,800
238990	All Other Specialty Trade Contractors	18	\$7,995,000
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	17	\$3,928,000
811111	General Automotive Repair	15	\$3,562,600
312120	Breweries	15	\$4,348,700

Capital



What Lenders Look For

- Capacity
- Cash Flow
- Character/Credit
- Contribution
- Collateral

Capital



Capacity –Management Ability

- Experience in the industry as manager or owner
- In that specific business
- Education
- Capable management team
- Action plan to get necessary skills

Capital



Cash Flow – Start-Up Business

- New or less than two-years in business
- Demonstrate projected earnings can repay loan
- Cash flow assumptions
- The “Sixth” C: Customers

Capital



Cash Flow – Existing Business

- Historical cash flow
- Income statements
- Balance sheet

Capital



Character/Credit

- Payment history
- Personal and business credit history
- Bankruptcy/credit issues
- Criminal history

Capital



Contribution – Your Investment

- You will need to contribute your own money/cash
- Indicator of stability and ownership commitment
- How much?
 - New businesses avg. 20-35%
- From where?
 - Borrowing from friends and family
 - Borrowing against personal assets
 - Other capital: seller financing or investors

Capital



Collateral – Security for the Loan

- Lenders discount collateral value
- Lack of collateral does not preclude SBA financing
 - SBA guaranteed loans are generally more flexible in situations where collateral is limited

Capital



Other Financing Sources

- SBA Microloan Program
 - Business Impact Northwest www.businessimpactnw.org
 - Ventures www.venturesnonprofit.org
 - MercyCorps NW www.mercycorpsnw.org
- Other Government Funded Programs
 - USDA
 - SBA Community Advantage

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206.553.7310

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infosdo@sba.gov

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 <https://plus.google.com/+SBAGov>



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