

# EDC Spotlight

*Dedicated to  
Creating Opportunities*

June 2011

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## Dates to Note

### July 6th

Executive Board Mtg

### July 14th

General Membership Meeting @ Kit Carson

### September 23rd

.09 Applications due

### October 7th

.09 Committee Meeting

## Services Provided:

- Site Selection
- Increasing Manufacturing Competitiveness
- Workforce Development
- Customized Business Training
- Business to Business—Human Resources/Hiring Assistance
- Business Assistance Center
- The Lending Network

## Small Business Assistance in Lewis County

The Small Business Development Center (SBDC) has been one of the business services provided by the Lewis Economic Development Council for over ten years. In 2010, the SBDC provided assistance to owners of over 80 small businesses in Lewis County.

Counseling was provided in business and market planning, business start-up, government procurement, purchase or sale of a business, sources of capital and many other areas of business operations and growth.

One of the early challenges of going into business is converting the thoughts and vision of the entrepreneur into a written plan that can be shared with others. The process is often long and challenging. The result of a well thought out and comprehensive plan, put into writing, can lead to the financing and launching of a successful business enterprise.

Many visitors who are interested in starting a new venture have never owned or managed a business operation. Some are sure that they have the model that will succeed in today's economic climate.

Often when we ask to review a business plan we often get a blank look and we are told that the plan is "all up here" as they motion toward their head. When convinced to

convert the "in the head" plan to writing, we often find the resultant paperwork is rather scant. We want to help the "would be" business owner make sound decisions based on good research and a sound feasibility study.

We also assist companies in the registration process for various government procurement programs such as HUBZone and PTAC. HUBZone registration has helped many companies get sales that they would never have had the opportunity to bid on. The Procurement Technical Assistance Program (PTAC) is a bid notification system which sends e-mail notification of contracting opportunities to registered businesses.

We have clients from many different business sectors. One metal fabrication business is producing parts for companies all over the US, thus bringing money to the community from other regions. We also have manufacturers that sell their specialized products all over the world.

If you have a business idea and could benefit from an independent review or if you are already in business and you could enhance or expand your operation, come in for a counseling session. We are here to help you achieve the level of success that you want for your business. Contact David Baria at the Lewis County Small Business Development Center at 360-748-0114.

## Rural Economic Development Public Facilities

This grant accounts for the accumulation of a portion of state sales tax, rebated to rural counties, designated for, among other things, public infrastructure to facilitate business growth in rural counties.

Grant requests should not exceed two hundred thousand dollars (\$300,000). For requests above that threshold amount, the balance should be evenly split between loan and grant funds, up to a total project request of six hundred thousand dollars (\$600,000).

Applications for such infrastructure improvements are accepted quarterly for committee evaluation.

If you have a public infrastructure project that could benefit from funding through the .09 program, please give us a call at (360) 748-0114.

## Lewis Economic Development Council

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*Dedicated to creating  
prosperity in  
Lewis County.*

The Lewis County Economic Development Council is actively involved in working to insure the success of local businesses.

Since its inception, the EDC has worked with over eighty firms that have located here. These companies are responsible for providing over 2,300 jobs to our community. In addition, we have worked with over 250 local firms, helping them to expand or strengthen their operations.

Finally, the EDC has worked with our many partners to help solve transportation, utility and regulatory issues.

EDC partners include over 300 business members plus local government, education and other community based groups.



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## The Truth About Business Start-up Grants...

I have been inundated of late with phone calls and drop-ins who are interested in finding some of that free money that the government is trying to give away.

We have all seen that guy on the television dressed in a goofy looking suit with question marks all over it, talking about all of this free money that the federal government is giving away to every day Americans just like us. If you would only buy his book for the low low price of \$29.95 and shipping and handling you too will learn how to get your share of the money.

What is the truth about this money? The statement at SBA.gov, the site for the U.S. Small Business Administration that exists to help small business, reads ... *the U.S. Small Business Administration does not offer grants to start or expand small businesses, though it does offer a wide variety of loan programs. While the SBA does offer some grant programs, these are generally designed to expand and enhance organizations that provide small business management, technical, or financial assistance. These grants generally support non-profit organizations, intermediary lending institutions, and state and local governments.*

It is my experience that those that sell you books or seminars to help you discover "*unclaimed federal dollars*" have a lot to gain from you as you hope for these dollars. If the SBA had money, it would work to get it to small business owners. It does not have **free money**. If you have questions about this or other topics, please call David Baria at 360-748-0114.

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[www.lewisedc.com](http://www.lewisedc.com)