



HIGHLINE SBDC WORKING IN THE COMMUNITY IN 2008

Small Business Development Center

SBDC Advisors Make A Difference

	2008	2004-2007
Local Businesses Helped by SBDC Advisors	255	483
Jobs Created or Saved in the Community	80	161
Capital Formation	\$2,986,400	\$10,928,755

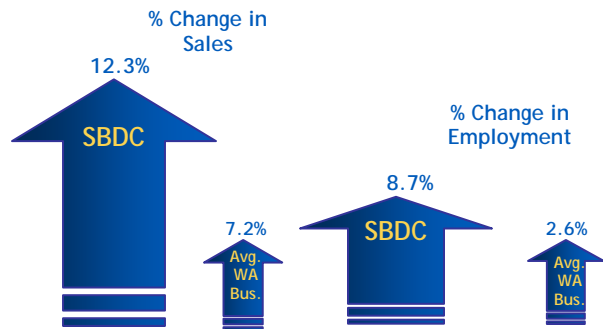
SBDC Client Success

Pacific Pro Testing

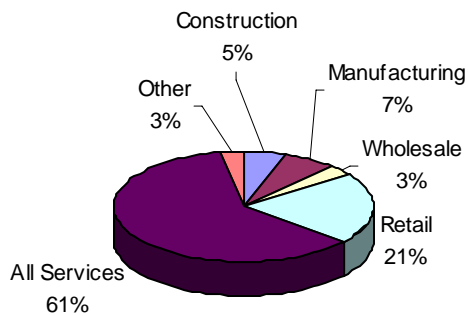
Pacific Pro Testing was the winner of a contract bid with the Port of Seattle in which the owner, Eric Wakefield, was able to double the size of his business. Pacific Pro Testing specializes in setting up workplace drug testing programs. With the help of the SBDC as well as another SBA partner, SCORE, Wakefield received help with his marketing, business plan and strategy development, as well as financial forecasting and contract negotiation support. The business successfully raised a large amount of capital, built a facility, opened for business, and in doing so created four jobs, thanks in part to the SBDC.

"The SBDC has helped me think through challenges, opportunities and successes for several years. The advisor is a great [person] and has a unique and deep skill for understanding people and business. The SBDC is lucky to have him."

SBDC Business Clients' Performance vs. Other Businesses in the State



Business Sectors Served by the SBDC



SBDC Client Demographics

Male	54.4%
Female	45.6%
No Reply	0.0%
Veterans	8.4%
Asian, Black/African American, Hawaiian/Pacific Islander	28.6%
Native American/American Indian	1.5%
Hispanic	10.4%