

## Recap of 2016



**403**  
new jobs created and  
215 at-risk jobs saved

**\$26.5**  
million

raised in new capital



**66**  
new businesses  
started this year



**617**  
**1179**

**617 Vermonters**

received one-on-one advising  
with VtSBDC, and 1179 Vermonters  
attended workshops and seminars

**98%**

of clients surveyed in 2016 would  
recommend VtSBDC services to others

Dear Vermont Partners, Stakeholders, and Clients:

It is my pleasure to once again share some of the highlights and positive impacts the VtSBDC team brought to Vermont in 2016. Together, we celebrate the work of our dedicated team of experienced business advisors, the successes of our clients, and the collaboration with our partners.

A cornerstone of our one-on-one advising is to assist the state's entrepreneurs in securing capital to start and grow businesses. In 2016, VtSBDC clients saw increases in financing secured as well as new jobs created over the previous year. VtSBDC clients reported an 11 percent average increase in sales last year, because of the VtSBDC's assistance, which is 9 percent higher than sales experienced by the average

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Vermont business. This activity has strengthened Vermont's economy, and we are proud to be a part of that success.

In 2017, we celebrate the 25th year of VtSBDC and see continued high demand for our services from entrepreneurs facing the critical decisions of growth and sustainability throughout the life cycle of their businesses. We have highlighted some of our clients in this report. You can find more client profiles and success stories on our website: [vtsbdc.org/about/client-profiles](http://vtsbdc.org/about/client-profiles).

As we look ahead to the next 25 years, we are focusing some attention on the future of Vermont small business. As part of this effort, to reach out to the next generation of business owners we are offering our small business start-up workshops to college students at no cost.

If you have any questions, comments or ideas, please feel free to contact me directly.



Sincerely,

Linda Rossi, State Director  
lrossi@vtsbdc.org

# What Do VtSBDC Clients Say?



## Ploughgate Creamery || Fayston, Vt.

"I found VtSBDC while looking for assistance in writing my first business plan. I've been working with Steve Paddock through VtSBDC since 2008. As a sole proprietor, it is crucial to have advisors to bounce ideas off of. I'm grateful for his business wisdom and advice."

**MARISA MAURO, OWNER**

## Waterbury Sports || Waterbury, Vt.

"Anytime I'm bouncing around a new business idea, I call my VtSBDC Area Advisor, Charley Ininger. Charley helped us figure out what levels of growth the banks would accept year over year and what percentage we should peg for expenses. We had great ideas of where to start, but he helped us refine those ideas. His advice was invaluable. I've come to rely on the great services the VtSBDC provides my business. They are one of the reasons I love doing business in Vermont." **CALEB MAGOON, OWNER**



## Vermont Comedy Club || Burlington, Vt.

"There is no way our club would be open right now without VtSBDC." **NATHAN HARTSWICK, OWNER**



## HELM Construction Solutions

Brattleboro / Montpelier, Vt.

"As new business partners, it's helpful to have the time carved out once a month where we can meet with Area Advisor Debra Boudrieau. Every time we meet with her, it becomes a moment of intentional reflection where we can take a step back from the day-to-day and think 'big picture' about where we've been and where we're headed." **KATE STEPHENSON & MEL BAISER, CO-OWNERS**