

START -GROW - THRIVE -TRANSITION

Vermont Small Business Development Center (VtSBDC) is a **statewide program**, hosted by Vermont Technical College, and the Vermont State College System since 1992, with a mission to provide expert advice, entrepreneurship education, and individualized resources to Vermont's small businesses and entrepreneurs.

VtSBDC is **nationally accredited** by the Association of Small Business Development Centers and is **funded** in part through a cooperative agreement with the U.S. Small Business Administration (SBA) and a grant from the Vermont Agency of Commerce and Community Development.

VtSBDC provides **one-on-one, confidential, no-cost advising services** to existing and start-up businesses. VtSBDC clients have access to a local advisor as well as regional & national resources, in-depth industry research and innovative tools.

VtSBDC guides Vermonters of **all ages and stages** to create jobs, secure capital, increase the profitability and sustainability of their businesses and grow the Vermont economy.

VtSBDC business advisors are:

- Well-connected in each community to bring partners and resources together to serve clients' needs.
- Experienced business professionals with knowledge in specific industries and subject areas, having owned and managed businesses themselves.
- Certified Business Advisors through the New England SBDC Professional Development program.

Advisors help business owners:

- Know their Numbers for improved profitability
- Communicate & Create Fresh, Strategic Messaging
- Determine Needs & Access Financing
- Assess & Respond to Disasters & Challenges
- Hire, Train and Retain employees
- Build Value and Be Sustainable
- Successfully Transition Out of the Business

VtSBDC Motto:

*You may be in business for yourself,
but you do not have to be in business BY yourself*

RESULTS - In FY'20 (Oct 1, 2019-Sept 2020)

New Capital Infused	Jobs Created & Retained	New Businesses Started
\$17,563,913	650	37

RESILIENCE * RECOVERY * REINVENTION

STANDING BY SMALL BUSINESSES DURING COVID-19



When COVID-19 hit, a triage system was immediately activated and a comprehensive Roadmap put in place to help business owners assess and respond, driving results on how to make critical decisions in a crisis. Now updated to assist businesses navigate 2021:

[Click here for the 2021 COVID-19 Roadmap](https://www.vtsbdc.org/covid-19-roadmap/)
<https://www.vtsbdc.org/covid-19-roadmap/>



To navigate state and federal business lending, VtSBDC established the Business Lending 01s - studying, analyzing and summarizing complex information to interpret for partner organizations and clients.

[Click here for the Disaster COVID-19 Business Lending & State of VT Grants: https://www.vtsbdc.org/covid-19-lending/](https://www.vtsbdc.org/covid-19-lending/)

VtSBDC provided 1:1 advice, and guidance to **over 1,200 business owners** and communicated with **another 600+ business owners** through mass email communication offering interpretation and guidance on federal and state loans and grants.

Coming soon:

Financial Literacy 7-part series titled "*Know Your Number\$*". These sessions will be recorded and available on demand via the [VtSBDC.org](https://www.vtsbdc.org) website.



ENTREPRENEURSHIP EDUCATION & STUDENT ENTREPRENEURS

The future belongs to the young innovators and creators, and the tools of entrepreneurship equip our Vermont students to identify and solve problems, making the world a better place. VtSBDC helps college students and educators of secondary students with advising, entrepreneur education, workshops, classroom presentations, **Starting Your Own Business workshops**, annual competitions, and much more.

Testimonial from a high school teacher about the entrepreneurship competition led by VtSBDC:

You have no idea how these contests with awards attached to them are of the utmost importance to teachers like me....

They give students tangible, real criteria to meet and a real goal to achieve.

- *They increase verbal skills like interview skills with business professionals in person and over video chat.*
- *They encourage and demand problem solving and research skills.*
- *They OWN their own work because of the time and energy they put into it.*

Without these high-stakes projects for professionals outside of the classroom, I would lose them. Please don't ever do away with this contest. It really is great. Thank you.

Find more at: <https://www.vtsbdc.org/>

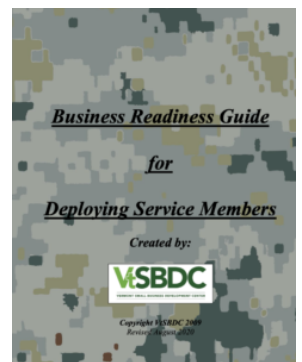
VIRTUAL RESOURCES



Like many businesses, VtSBDC moved many tools, resources, and business workshops online. This has given us the unique opportunity to reach more entrepreneurs across the state, more frequently. [VtSBDC.org](https://www.vtsbdc.org) for a vast array of tools and resources or to sign up for our *Starting Your Own Business workshop*, offered at no cost, online, every two weeks.

SERVICE CONNECTED VERMONTERS

VtSBDC actively supports **Veterans** and **service-connected** Vermonters. Advisors assist the service member and the person who is responsible for the business on a day-to-day basis while the service member is deployed, approaching the situation through the lens of temporary business succession. VtSBDC recognizes the extraordinary work the military does to help families and service members prepare for deployment on a personal level. Our goal is to provide support on the business end so we developed the easy-to-use [*Business Readiness Guide*](#) as well as a [*Guide for Service Members Returning to Business*](#).



WHAT CLIENTS SAY IN THEIR OWN WORDS:

<https://www.vtsbdc.org/blog/client-features/>

The Starting Point
First Step in Your Business Journey
Client Features | Tips & Tools | Announcements | Timely Topics

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Find more at: <https://www.vtsbdc.org/>