

# SBA Belltown: At the Center of Seattle's Economic Growth

## What We Do

Help businesses start, grow and succeed  
 \*  
 Business counseling, advising, mentoring  
 \*  
 Access to capital – from \$500 to \$5 million  
 \*  
 Help with government contracts  
 \*  
 Emphasis on outreach to underserved communities



### Mud Bay

"[My SCORE mentor] Jerry acted as my business partner. When I see obstacles, Jerry figures out how I can get around or through them, or tells me if they are obstacles at all. I think of SCORE as mandatory business therapy."  
 – Lars and Marisa Wulff

### Ventures

"Ventures is known for its innovative approach to empower immigrant and minority entrepreneurs with limited resources and unlimited potential to improve their lives through business ownership. We are proud to partner with the SBA to build businesses, change lives, and contribute to the growth of the local economy."  
 – Beto Yarce



### Quickie Too and Plum Restaurants

"[With a SBA loan] we were given an opportunity to realize our dream, homeschool our children, and bring something to the market that a lot of people like."  
 – Elizabeth Scott

## Economic Drivers

Small businesses create two out of every three new jobs

We serve 600 entrepreneurs at our Belltown office every month

SBA provided more than 100 workshops to more than 1,800 people in Seattle

Last year, SBA guaranteed 274 loans in Seattle totaling more than \$128 million

Seattle is the fifth fastest-growing city and economy in the U.S.

(Forbes, January 2015)



Seattle



### Utilikilts

"SBA was the only lender that accepted me when all other traditional lenders refused. If it hadn't been for that SBA loan we would have not been ready for when business really took off, and it did."  
 – Steven "Krash" Villegas

### Cupcake Royale

"The [SBA] funding enabled me to expand, add 18 new employees to my payroll, and increase revenues by 28 percent at the new location."  
 – Jody Hall



### Exeltech

"[SBA training] helped me acquire the business savvy I needed. SBA is an amazing resource for small businesses, and many don't take advantage of the tools they have available."  
 – Santosh Kuruvilla

## Our Partners

SCORE

Small Business Development Centers

Women's Business Centers

Veterans Business Outreach Centers

Procurement Technical Assistance Centers

Diverse network of lenders, chambers, government partners, and non-profit organizations



**SBA Seattle District Office**

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# SBA Emerging Leaders FAQs

[www.sba.gov/EmergingLeaders](http://www.sba.gov/EmergingLeaders)

## What is Emerging Leaders?

Emerging Leaders is an executive education course focused on women-owned, minority-owned, LGBT-owned, and immigrant-owned small businesses that are poised for growth. The program uses a copyrighted curriculum called the StreetWise Steps™ to Small Business Growth. The curriculum gives small business owners an opportunity to gain knowledge and experience through a combination of 1) executive education; 2) practical tips based on "real-life" business experience, and; 3) advice from business leaders that can be readily applied.

## Is Emerging Leaders offered in all SBA district offices?

Emerging Leaders is currently offered in 51 locations, including Seattle.

## What will the StreetWise Steps™ Curriculum cover?

There are five modules that will be covered in class. Module 1: Business and Strategy Assessment. Module 2: Financials. Module 3: Marketing and Sales. Module 4: Resources - People, Accessing Capital and Government Contracting. Module 5: Putting It All Together - Strategic Growth Plan Presentations.

## Is there a cost?

No, this **free** training program is offered by SBA at no cost to the participating small businesses.

## What is the time commitment?

The initiative will begin in April 2016 and end in October/November 2016. In total, each participant can expect to commit approximately 100 hours to analyzing their business and planning for growth:

- 40 hours of in-class time, divided over 13 in-person sessions typically held every other week
- 12 hours in self-directed CEO mentoring groups
- 3-4 hours preparing for each session by completing out-of-class, practical session preparation

## How many classes can participants miss and still graduate from the program?

To graduate, participants cannot miss more than two classroom sessions.

## Can a participant attend "virtually" by calling in or attending a class via webinar?

Due to group exercises and the confidentiality of information discussed in class, attendance must be in person.

## Where will classes take place?

For Seattle, Training will be at the SBA Belltown Education & Training Center (2401 Fourth Ave. | Seattle, WA 98121).

## What will a small business get out of Emerging Leaders?

Typically, a business owner will get out what they put in. Nationally, graduates from Emerging Leaders have:

- Created more than 2,400 new full-time jobs
- Secured federal, state, local, and tribal contracts awards of more than \$1 billion
- Accessed more than \$73 million in new financing
- 95% were satisfied with the Emerging Leaders program.

## What is the deadline to register?

Interested applicants should register online at [www.interise.org/sbaemergingleaders](http://www.interise.org/sbaemergingleaders) by **March 1, 2016**. Applicants will be reviewed for eligibility, interviewed, and notified by **March 21, 2016**.

## Who should I contact with additional questions?

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