

# Tip Sheet

## Business Advising and Training



### Vermont Small Business Development Center (VtSBDC) Program Highlights

We provide no-cost, one-on-one, confidential business assistance advising to existing and start-up businesses throughout Vermont.

#### WHAT WE DO: RESULTS OF OUR WORK

We help our clients **ACCESS CAPITAL, IMPROVE PROFITABILITY, and BUILD VALUE IN THEIR BUSINESS.**

- VtSBDC has leveraged its partnership of government, education and business for more than 25 years to help business owners create jobs, secure capital, build wealth and grow the Vermont economy.
- In Fiscal Year 2017:
  - o We helped create 150 new jobs and save 378 at-risk jobs.
  - o We directly assisted our clients to access \$36.4 million in new debt and equity capital. **Of this 40% was accessed by Craft Beverage business owners.**

#### WHO WE SERVE

- We serve all sectors of the Vermont economy and all geographical regions of the State
- A business advisor serves each county, and collaborates with the Regional Development Corporations and local economic development organizations.

#### WHO WE ARE

- VtSBDC is a program of Vermont Technical College and hosted by the Vermont State College system. Our central office is located in Randolph.
- We are funded by the US Small Business Administration and the Vermont Agency of Commerce.
- VtSBDC is nationally accredited by the Association of Small Business Development Centers.
- Six, core staff are Certified Business Advisors who each have business ownership and management experience.
- Specialty advisors address particular sector or functional areas such as:
  - o **Craft brewing / Hospitality**
  - o Exporting
  - o Disaster Preparedness and Recovery
  - o Digital marketing and e-commerce activities
  - o Exporting
  - o Youth Entrepreneurship