

Washington SBDC SPSCC CENTER 2018 ECONOMIC IMPACT



SBDC ADVISORS MAKE A DIFFERENCE

	2018	2009-2018
Served by the SBDC CLIENTS	162	869
Start New BUSINESSES	9	48
Created & Saved JOBS	223	1,153
Generated SALES	\$6,567,030	\$27,963,583
Change in Sales EXPORT	\$69,140	\$69,140
Access Investment CAPITAL	\$2,848,135	\$20,072,350

Economic Impacts are self-reported and client-verified

STATEWIDE IMPACT

Washington SBDC Locations



For every **\$1** invested in the Washington SBDC, our clients generate **\$3.92** in incremental tax revenue.



96% of our clients say they would recommend SBDC services to others.

10-year average (2009-2018) of Independent Annual Survey by Dr. James Chrisman, Mississippi State University

SUCCESS STORY: PCI Pest Control, Olympia, WA

Father-son business partnerships are fairly common, father-daughter partnerships less so.

After working for the business on and off for years, Kaylee broached the idea of joining her dad on a full-time, permanent basis about eight years ago, when she was 18. PCI Pest Control was already a successful business, Matt said, but his daughter's involvement has made a huge difference.

"Kaylee's got a big vision," said Matt. "She sees things in a different way."

If not for Kaylee's involvement, Matt said, he'd probably be coasting right now. Knowing she will own the business one day is great motivation to keep moving forward.

"One day she will be at the helm, and we want to get it right."

And for Kaylee, she said she's grateful for the opportunity to have a leadership role in an established small business with great potential.

In 2016, PCI Pest Control grew 61 percent over 2015, and in 2017 they saw a 24 percent increase over the previous year. "Or said another way we have seen a 98.76 percent increase in sales since 2015," Kaylee said, and they are seeing increases this year as well.

Matt was stationed at Fort Lewis (now Joint Base Lewis McChord) in the late 1990s when he first began doing pest inspections for a friend's pest control business. It was definitely a side venture, a way to make a little extra money when time permitted.

In 2007, when Matt was planning his retirement from the U.S. Army, he wondered if he could turn intermittent pest inspections into a full-time business. "I decided I was going to give it my best effort," he said, "and I did."

Matt credits Celia Nightingale who was the SBDC advisor in Lacey at the time, with providing critical assistance in the early days. Nightingale later became the director of the Center for Business and Innovation, a partnership of South Puget Sound Community College and the Thurston EDC, and the Purcells began meeting with SBDC advisor Ron Nielsen. In addition to SBDC advising, the Purcells have also worked with Tiffany Scroggs program director for PTAC, who also has an office at the Center for Business and

Innovation.

Nielsen began meeting with the Purcells in 2013 and has had a front row seat in watching Matt and Kaylee build the business and he's impressed.

"Matt and Kaylee are a wonderful example of a family-operated business that has succeeded in building a first-class business model," Nielsen said. They've built a profitable company while also holding to high moral and ethical values, he said.

"He's been a great resource every time there's been an issue that we are dealing with," said Matt.

Matt first reached out to the SBDC when his business was just getting off the ground, but he expects he and his daughter will continue to meet with their advisor as their business continues to grow.

"Business owners can benefit from SBDC advising at any stage," Kaylee said. "There is no right stage."



Kaylee and Matt Purcell
PCI Pest Control

CONTACT INFORMATION:

Ron Nielsen
Certified Business Advisor
4220 6th Ave SE
Lacey, WA 98503
360-709-2050
RNielsen@spssc.edu

John Morosco
Certified Business Advisor
4220 6th Ave SE
Lacey, WA 98503
360-709-2050
JMorosco@spssc.edu

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