



AUBURN & KENT SBDC WORKING IN THE COMMUNITY IN 2007

Small Business Development Center

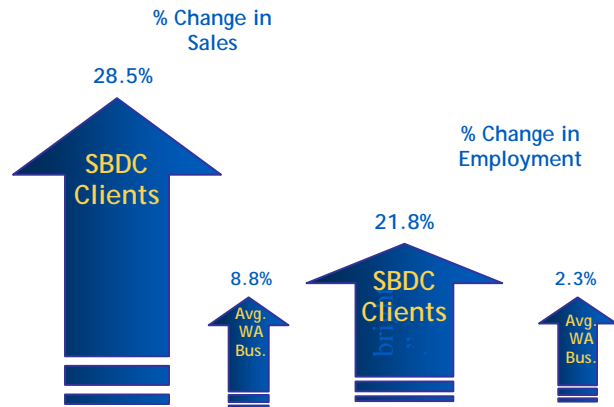
SBDC Advisors Make A Difference

	2007	2002-2006
Auburn Area Businesses Helped by SBDC Advisors	273	1,025
Jobs Created or Saved in the Auburn Area	120	277
Capital Formation	\$14,374,000	\$34,638,000

SBDC Client Success

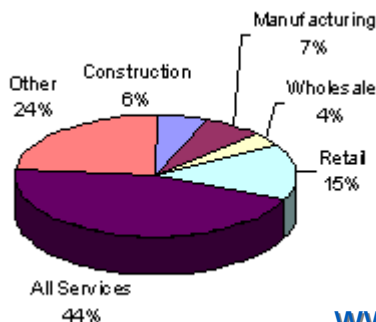
Veterinary Transplant Services
Helen Newman and her staff at VTS have developed the first commercial veterinary tissue bank in the U.S. Dr. Newman's concept company has helped tens of thousands of animals live healthier, stronger lives. The products from VTS are now available to veterinary surgeons across the country. The SBDC Business Advisor worked closely with Helen to develop financial projections, analyze the companies financial standing, and develop operation efficiencies. Helen's focus on new product development and operational efficiencies will sustain her rapid growth for the next three years and beyond.

SBDC Business Clients' Performance vs. Other Businesses in the State



"The [SBDC Business Advisor] has been an outstanding instructor and business mentor. Although I have worked in the business and managed it for many years, I had no idea how to be an entrepreneur. Attending NxLevel class[es] and going through the best practices has really given me the confidence to lead and grow this business. The future looks

Business Sectors Served by the SBDC



SBDC Client Demographics

Male	35.9%
Female	58.6%
No Reply	5.5%
Veterans	7.7%
Asian, Black/African American, Hawaiian/Pacific Islander	10.6%
American Indian/Alaskan Native	2.6%
Hispanic	4.8%