FY 2008—our six regional offices provided 3,650 hours of in-depth business counseling services to 966 clients.
We are pleased to provide highlights of our FY 2008 activity and economic impact data.

**GRO-Biz—Government Resources and Opportunities for Business**
- 385 active clients
- 302 prime and subcontractor awards to Wyoming businesses for a total of $10,432,467 injected into our economy
- 6th statewide conference with 206 attendees & representatives from more than 23 agencies
- 1,216 workshop participants

GRO-Biz—serving Wyoming from offices located in Rock Springs, Cheyenne and Sheridan.

**Wyoming Market Research Center**
- 402 research projects
- 331 clients
- 2,191 man-hours
Since inception in May of 2003 the MRC has invested 11,490 man-hours to complete 1,760 research projects for 1,293 clients.

Royal Stukey described his business from “too good to quit, but not good enough for a living.” Following review of his product line with Mike of the MRC, Royal says “I made the decision to change the price of my product to reflect a pre-established industry standard for a manufacturer/retailer. Since then, we have sold just as much product as before, but at a much increased profit! This has so impacted the way I feel about our company, I find myself surprised at how proud I am of our products and how fulfilling it is to have a small business that is not just “too good to quit”, but is actually on the road to making a living.” Royal praises the MRC for the information and resources to move forward.

We are pleased to provide highlights of our FY 2008 activity and economic impact data.

$15,880,688 in financial capital (through SBA loans, conventional loans, personal investment and alternative financing) was injected into the Wyoming economy by clients receiving WSBDC assistance.

53 businesses were created and 244 Wyoming jobs were created or retained by WSBDC clients.

966 clients received 3,650 hours of in-depth business counseling services, 1,826 distinct contacts received a total of 6,002 service hours.

**Number of Nascent/In-Business/Closed Clients**
- Nascent Clients: 403
- In-Business Clients: 630
- Closed Clients: 2

**Industries Served/Number of Customers**
- Undefined: 115
- Other Services (except public admin): 26
- Retail: 40
- Manufacturing: 32
- Construction: 40
- Accommodation & Food Services: 44
- Arts, Entertainment & Recreation: 114
- Professional, Scientific and Technical: 157
- All others: 197

Clients sought assistance in 18 identifiable business industry areas.

**Type of Training Provided Number of Attendees**
- Start-up Assistance: 27
- Marketing/Sales: 31
- eCommerce: 44
- Managing Business: 63
- Business Plan: 101
- HR/Managers & Employes: 192
- All Others: 36

**Weekly Construction Reports**
- 46 clients received reports all or part of FY 2008

Weekend Construction Reports
- 46 clients received reports all or part of FY 2008

**Impact of Specialized Business Services**
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**GRO-Biz—Government Resources and Opportunities for Business**

One afternoon in the fall of 2007, Regina Bowman and her sister-in-law, Donna, decided to dine at the ARO Restaurant in Sundance; they ended up buying more than the lunch special. “They went there for lunch and noticed that the place was up for sale,” Jim Bowman says. “One of them made the comment that we should buy the place and everything took off from there.”

Six months later, and with considerable support from the Wyoming Small Business Development Center (WSBDC), Jim and Regina took ownership of the popular full-service restaurant. The WSBDC helps to strengthen Wyoming businesses and create economic growth by providing management assistance, educational programs and helpful resources for Wyoming small businesses and entrepreneurs. That's just the type of help the Bowmans needed before embarking on their new adventure as restaurateurs.

Jim says of the WSBDC. “They seemed to pretty well know everything we needed to do.” “they’ve really done a good job for us.” In addition to various tips and advice, the WSBDC aided the Bowmans with the development of a business plan, helped them map out a three-year cash flow projection and taught them about bookkeeping practices—all to help breathe new life into the business.

49 workshops were held statewide, providing valuable business training to 515 people in the Wyoming business community. Training was provided in 11 topic areas. 56% of total attendees were women, 4% of total attendees claimed a veteran status and 1% noted a minority status.

Since 1994 nearly $165 million dollars in capital has been injected into our state economy and jobs totaling nearly 7,500 have been retained or created by clients supported by the work of the WSBDC.

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