

# 2023 Washington Small Business Fair

## Washington State Department of Commerce presents - Small Business Support Resources

Small Businesses are the backbone of Washington State's economy. The small business teams at the Washington State Department of Commerce are excited to share tools and new programs designed to support small business owners and expand lending and investments in communities across the state. Also included in the presentation is the resources available to small businesses that desire to expand into trade or increase their export overseas.

### Presenter:

- #1: Chris Wills, Small Business Program Manager, Office of Economic Development and Competitiveness
- #2: Linda Lee Womack, Managing Director of Small Business Finance and Community Support, Office of Economic Development and Competitiveness
- #3: Callum Clearly, Export Voucher Program Specialist, Office of Economic Development and Competitiveness

### **Presentation agendas:**

#### 1. *Small Business Support Resources*

- **Mystartup365.com is an online platform supporting aspiring and existing business owners. This user-friendly one-stop interface connects entrepreneurs with resources designed to help businesses from inception to second-stage businesses.**

- The Startup Playbook
- SizeUp,
- ScaleUp
- Thrive!
- Retirement Marketplace

\*Program details: [mystartup365.com](https://mystartup365.com)

#### 2. *Washington State Small Business Credit Initiative (SSBCI)*

- **A brief overview of the five separate lending programs with a special focus on the Collateral Support Program and how it works with SBA's 504 lending program.**

- Collateral Support Program: The program is designed to assist small businesses to qualify for financing due to a collateral shortfall. It complements SBA's 504 loan program by providing short-term loans before the permanent financing is in place.
  - SBA's representative to provide a brief overview of the 504 program
- Commercial Real Estate Loan Program
- Loan Participation Program (Micro and Small Business Loan Fund)
- Revenue-Based Program
- Washington State Venture Capital Program

\*Program details: <https://www.commerce.wa.gov/growing-the-economy/business-loans/small-business-credit-initiative/>

3. *Small Business Export Assistance – STEP Export Voucher Program*

- A brief program overview of resources available to assist businesses who wish to expand into trade or increase their export overseas.

- STEP Export Voucher Overview
- 2023-24 SBEA-Led Trade Shows and Missions

\*Program details: <https://www.commerce.wa.gov/growing-the-economy/business-loans/export-voucher-program/>

**Presenter’s Biography:**

**#1. Prior to joining the Washington State Department of Commerce, Chris Wills** worked in environmental management, forestry, wildland fire, and aquatic leasing. As an entrepreneur, he started and subsequently sold a vending business and a small taproom/restaurant. Before coming to Commerce, his focus has been on land purchase, disposal, and development within northeast and southwest Washington.



Chris graduated from the University of Idaho with a Bachelor of Science in Resource, Recreation, and Tourism and minored in Business.

**#2. Linda Lee Womack joined the newly formed Small Business Finance and Community Support department at the Washington State Department of Commerce in June, 2022.** The department will run the Washington State Small Business Credit Initiative Program and other grant programs to support the small business community.

Before joining Commerce, Linda served as the Director of the Minority Business Development Agency (MBDA) – Washington Business Center, operated by the City of Tacoma’s Community and Economic Development Department, under a cooperative agreement with the U.S. Department of Commerce. As the MBDA director from 2016 to 2022, she was recognized for targeting minority-owned enterprises with technical and strategic business consulting to increase their capacity to create and retain jobs. Prior to her role as the business center director, Linda operated a boutique Korean interpretation/translation firm specializing in cultural brokering, business contracts, and medical interpretations.



Before opening her firm in 2015, Linda spent 12 years in Asia working as a go-to-market and global marketing strategist with Samsung, AIG International, and the Korean Tourism Organization’s international convention team to increase their presence and attract foreign direct investments globally.

Linda received her Bachelor's degree in Business Administration from the University of Washington and holds an MBA from the Helsinki School of Economics (Aalto University School of Business).

**#3. Prior to joining Commerce's Export Assistance Team, Callum Cleary** worked for a law firm focused on trade remedy litigation, serving as an International Trade Specialist. In this role, Callum managed trade policy research and advocacy projects on behalf of domestic manufacturers, trade unions, trade associations and consumers.



Callum has strong experience in international trade analysis, import-export policy compliance and enforcement research. He worked closely with U.S federal regulatory agencies such as the U.S. Department of Commerce, International Trade Administration, Customs and Border Protection and the International Trade Commission.