

Economic Development Initiatives

Highline College contributes to the area's economic development through its Small Business Development Center (SBDC) and StartZone

Highline provides no-cost business training and one-to-one technical assistance for new and existing businesses in South King County. Such assistance helps local businesses achieve sustainability and self-efficiency.

The Small Business Development Center (SBDC) provides business and training services to entrepreneurs and existing businesses in order to be successful in today's economy. The center specializes in confidential advising, guidance on the purchase of an existing business or franchise, assistance in finding capital to grow a business and more.

StartZone helps disadvantaged and low- to moderate-income South King County businesses and entrepreneurs achieve financial self-sufficiency by providing business consulting, mentoring, networking, peer support, referrals and workshops. Using culturally and linguistically responsive services, StartZone helps entrepreneurs build small businesses that are bankable, profitable and sustainably connected to the local economy.

Factoids



at a
glance

- SBDC has been at Highline since 2002 and is part of a national program started in 1980.
- StartZone was founded in April 2008 with a Federal earmark administered by the U.S. Small Business Administration.
- Current funding comes from grants from local cities and Bank of Hope, Port of Seattle, Seattle Credit Union, Small Business Administration and Soundside Alliance.

Contributing to the Area's Economic Development

FISCAL YEAR 2019

Helped launch

17

new
businesses

Helped create

119

new jobs
(78 full time;
41 part time)

Increased revenue by

\$5.007

million for
businesses
served

Assisted clients
in obtaining

\$5.108

million in loans
and investments

Provided 1,540
hours of service
to more than

345

clients

SOUP TO SAUSAGES: StartZone and SBDC Help All Types of Small Businesses



Burien residents know local entrepreneur Danny House as Dan the Sausageman. After three decades growing his business, Danny added a new moniker: 2018 Small Business Person of the Year. Given by the U.S. Small Business Administration, the annual award recognizes small business owners for their longevity, growth, innovation, perseverance and community involvement. The award was a result of Danny's hard work and help along the way. Some of that help came from Highline's Small Business Development Center (SBDC), where advisers assisted with financial statements and growth projections, eventually leading to a loan so he could buy property for a distribution center. [Learn more at highline.edu/dan-the-sausageman](https://highline.edu/dan-the-sausageman).



Nature and Nurture Feed Wakulima USA

Learn how partnerships — and sweat equity — sustain efforts of immigrant farmers in King County, led by David Bulindah and Dickson Njeri in their cooperative venture Wakulima USA. One of those partners is StartZone, whose outreach specialists offer training and technical support to help create business plans, secure loans and educate immigrants about doing business in America. [Read their story at highline.edu/wakulima-usa-2019](https://highline.edu/wakulima-usa-2019).

Secret Ingredient at Menuderia Maria Restaurant: StartZone

Customers won't see or taste it in the signature soup, Menudo, but StartZone was key in helping Menuderia Maria become a new go-to restaurant in South King County. Founders Julieta Medina, Maria Medina and Adolfo Montano shared a common dream of opening their own restaurant. The trio had more than 60 years of experience in the restaurant industry, serving customers and working in commercial kitchens. But they needed help learning other facets of starting and running a small business. They found that help at StartZone. [Learn more at highline.edu/menuderia-maria](https://highline.edu/menuderia-maria).

