

Small Business Development Center assists in business expansion & financing

Gibson's North Fork Lodge, Conconully

For the last 10 years, Tom & Debbie Gibson have operated Gibson's North Fork Lodge in a rural, tourist-oriented small town. Tom's disability limited his other employment opportunities, and operating the lodge became the perfect solution. After several seasons, the Gibsons found themselves in an unlikely position . . . during peak season, they were increasingly turning away potential boarders because they lacked enough rooms. So, Tom & Debbie turned to the SBDC to secure the financing necessary to add several more cabins to the property.

The SBDC advisor was able to help the Gibsons evaluate the feasibility of their expansion and assist them in developing the very first business plan and financial projections in the history of the business. Tom & Debbie were able to take their new plan and obtain 100% financing for their project. The financing allowed North Fork Lodge to add two new furnished cabins just in time for the opening day of fishing season – the kickoff of North Fork's peak season.

The Gibson family will now be better off financially, and they hope to continue to expand and eventually hire outside help. Tome & Debbie say that without the SBDC's assistance, they never would have been able to tackle the project and take a big step forward in achieving their dream.



Small Business Development Center (SBDC). Certified Business Advisors provide no-cost, confidential advice on a variety of management topics. The Washington SBDC is a partnership between the US SBA, WSU, and local partners. The SBDC is located in the Economic Alliance offices at 320 Omak Ave, in Omak, WA 509 826-5107.

