



Okanogan County SBDC

2014 ECONOMIC IMPACT



SBDC Advisors Make A Difference*

Economic Impacts	2014	2010-14
Small Businesses Helped by SBDC Advisors	109	423
Jobs Created and Saved in the Community	50	158
Capital Formation	\$1,036,875	\$11,559,540

**Economic impacts are self-reported and client-verified.*



"He answered all of our questions and a lot more," Dwain said.

Dwain Hutson, Owner
NAPA Auto Parts Store, Twisp, WA

In fire disaster, Twisp business owners step up with critical assistance

TWISP, Wash.--When fire came to the Methow Valley in July 2014, the difference between essential and non-essential became startlingly clear. Very quickly, Dwain and Erika Hutson realized that it was essential to keep their NAPA Auto Parts store in Twisp open.

With Central Washington ablaze with what would eventually become the biggest conflagration in Washington State history, the tiny town of Twisp became the staging area for many of the 3,000 firefighters battling the blaze.

The NAPA Auto Parts store quickly became a hub of activity. "It was insane," Erika said, laughing at the memory.

"We just got hammered," agreed Dwain, who had served as chief of the Twisp Volunteer Fire Department for more than 16 years, was familiar with the tools and supplies fire fighters would need, but the sustained intensity of those needs was challenging, to say the least.

Their work was further complicated when the fire destroyed power lines, cutting elec-

tricity to region, and the two main highways closed, preventing delivery trucks from getting in and out of the area. As soon as the power went out, the Hutsons fired up their generator and kept it going non-stop for eight days. When delivery trucks couldn't get through, Erika jumped in her truck and made the 120 mile round-trip to Chelan to pick up orders.

"Driving out to get the parts we needed was challenging," Erika said, "but we remained open for the duration of the fire."

The Hutsons have owned the NAPA Auto Parts business in Twisp since 2008, but their history with the store goes back nearly 30 years. On Jan. 1, they were able to buy the building as well, giving them the paperwork to prove what locals already know; the Hutsons own a piece of the heart of this rural Washington community.

The Hutsons knew that coming up with the down payment would be difficult. The money was one challenge. Putting together a loan application and business plan that would meet with NAPA approval was another.

"We didn't know what to do," Erika said. Fortunately, they were referred to Lew Blakeney, the SBDC certified business advisor in Omak.

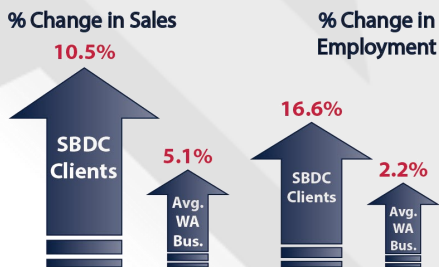
"He answered all of our questions and a lot more," Dwain said. "It was really nice to have someone to walk us through it."

With Blakeney's help, the Hutsons created a fact-filled binder for the lender that was two inches thick. They were apprehensive about their trip to Atlanta to present their proposal to NAPA officials, Erika said, but the meeting went more smoothly than they could have imagined.

"They said our proposal was one of the most complete they'd ever seen," she said.

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SBDC Business Client's Performance vs. Other Businesses in the State



SBDC Locations in Washington



The Washington SBDC is a partnership with the U.S. Small Business Administration, Washington State University's Office of Economic Development & External Affairs, and other Washington institutions of higher education and economic development organizations.