



WASHINGTON COUNTY
Open To Business
Tyler Hilsabeck – Business Advisor
1/1/2018 – 12/31/2018

Clients Served – 125

Business Stage:

Existing Business – 75
 New Entrepreneurs/Start-up/Pre-planning – 43
 Client Inquiry – 7*
 *Many Client Inquiries turn into client relationships later.

Program Hours:

(Includes Direct Client Hours, Program Outreach & Marketing, Public Events/City Meetings, Data Collection and Administration)

Total Hours

1 st QTR	501.5
2 nd QTR	504.0
3 rd QTR:	490.0
4 th QTR:	485.0
Total:	1,980.5

Financing thru 12/31/18:

Loans Approved:
 Number - 8
 Amount - \$392,500
 Leveraged - \$1,698,000
 (Bank/Owner Equity/Other Outside Financing)

Loan Pipeline:

Loans in Pipeline:
 Number - 4
 Amount - \$375,000
 Leveraged - \$2,775,000
 (Bank/Owner Equity/Other Outside Financing)

Referral Source

City Website/Newsletters/Utility Inserts – 58
 Other Marketing/Networking/Internet – 34
 Bank Referral – 14
 Friends/Family – 19

Industry Segment

Service – 57
 Retail – 16
 Food - 16
 Manufacturing – 11
 Construction/Real Estate – 6
 Health/Fitness - 3
 Professional/Consulting – 13
 Technology - 3

Client City (Business Location / Resident Location)

Afton	(1 / 0)
Bayport	(3 / 1)
Cottage Grove	(19 / 19)
Forest Lake	(14 / 14)
Hastings	(1 / 2)
Hugo	(6 / 4)
Lake Elmo	(6 / 5)
Lake St. Croix Beach	(1 / 0)
Lakeland	(2 / 2)
Mahtomedi	(2 / 3)
Marine on St. Croix	(3 / 4)
Oak Park Heights	(1 / 1)
Oakdale	(10 / 9)
Scandia	(6 / 6)
St. Paul Park	(3 / 2)
Stillwater	(29 / 30)
White Bear Lake	(1 / 1)
Willernie	(2 / 2)
Woodbury	(15 / 1)

